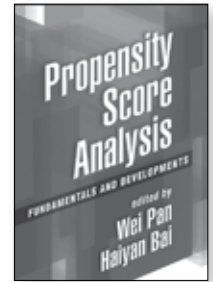
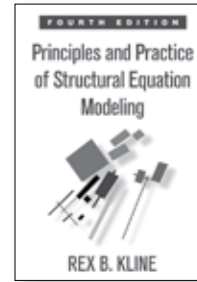
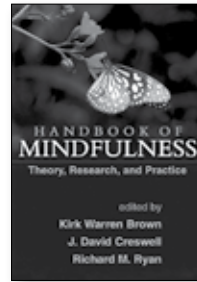
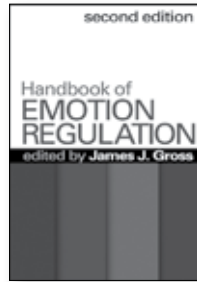
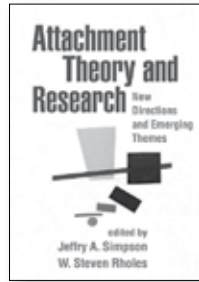
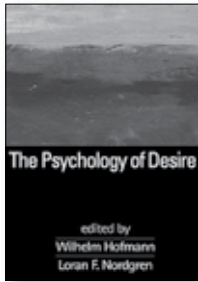


# SAN DIEGO 2016

17<sup>TH</sup> ANNUAL CONVENTION SOCIETY FOR PERSONALITY AND SOCIAL PSYCHOLOGY 





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### *New Edition—A Major Revision!* **THE SOCIAL PSYCHOLOGY OF GOOD AND EVIL**, SECOND EDITION

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### ★ *Bestseller* **INTRODUCTION TO MEDIATION, MODERATION, AND CONDITIONAL PROCESS ANALYSIS** *A Regression-Based Approach* **Andrew F. Hayes, PhD**

“An extremely useful resource... This book’s largest contribution to the field is its replacement of the confusing terminology of mediated moderation and moderated mediation with the clearer and broader term conditional process model.”

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2013, 7" x 10" Hardcover, 507 Pages  
ISBN 978-1-60918-230-4, \$66.00, **\$52.80**

### *New* **PROPENSITY SCORE ANALYSIS** *Fundamentals and Developments*

Edited by **Wei Pan, PhD** and **Haiyan Bai, PhD**

“Pan and Bai have assembled a comprehensive volume on all aspects of propensity score methods. Both the user and the statistician will find something to like in this book. I recommend it.” —William R. Shadish, PhD

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“This book teaches individuals how to do a meta-analysis from start to finish. Readers learn how to search the literature, code studies, statistically combine study results, and write up the results... This is an excellent textbook for a course on meta-analysis, and an excellent manual for anyone wanting to conduct a meta-analysis.” —Brad J. Bushman, PhD

2015, 6 1/8" x 9 1/4" Paperback (© 2011), 377 Pages  
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**KEVIN L. FAULCONER**

MAYOR



WELCOME TO THE

**SOCIETY FOR PERSONALITY  
AND SOCIAL PSYCHOLOGY'S  
ANNUAL CONVENTION**

**JANUARY 28-30, 2016**

On behalf of the citizens of San Diego, I would like to extend my heartfelt welcome to all attending the Society for Personality and Social Psychology's Annual Convention.

The Society for Personality and Social Psychology's Annual Convention will be the premier international event for more than 3,500 social and personality psychologists. This event will provide an atmosphere for members of varying organizations to share current research and experience professional growth.

With upcoming discussions delving into challenges in the psychology field, attendees at the Society for Personality and Social Psychology's Annual Convention are certain to be busy with significant issues that affect our society. It is my hope that you will find the time to experience our great city and visit some of our special attractions, such as Balboa Park, San Diego Bay, the Gaslamp Quarter, and the San Diego Zoo.

Best wishes on your continued success, and thank you for coming to our city.

Best personal regards,

A handwritten signature in blue ink that reads "Kevin L. Faulconer".

Kevin L. Faulconer  
Mayor

## Welcome to San Diego!

We are excited to welcome you back to the bright southern California sunshine. Since we were last in San Diego in 2012, a lot has happened in the world, in the field, and in SPSP. I hope you are as excited as we are to see the new things SPSP has in store for you at the convention this year.

A crowd favorite, **29 preconferences** again kick off the programming in San Diego this year. Thursday night marks the official beginning of the convention with the 2015 Awards Ceremony and Wendy Wood's **Presidential Symposium**, followed by the Welcome Reception just across the hall. On Friday, hear the recipients of the Campbell Award, the Block Award, and the SPSP Distinguished Scholar Award deliver their addresses. We encourage you to attend the **Diversity Reception** on Friday night, as well. Saturday will feature more exciting programming, including an Invited Symposium on evolutionary science.

Back again are the Friday and Saturday **data blitz sessions**; they provide bite-sized illustrations of research conducted by several up-and-coming student researchers. New this year, we're giving established researchers their own time to shine in 5 minute intervals in their very own data blitz on Saturday, as well. **Posters** will surround the exhibitors in the hall where meals and breaks will be served.

An increased number of **professional development** sessions are being offered this year and will cover an array of topics aimed to improve the field of Personality and Social Psychology and your success within it. Check out these sessions offered both over meal times as well as during regular session timeslots. There's something for everyone. As always, the Graduate Student Committee has several informative and fun activities on tap.

If you find yourselves engaged in a discussion at the end of a session and you want to keep it going, come to the information desk and schedule a **Pop-Up Programming** session. These of-the-moment conversations will be promoted and pushed out on the mobile app for all to see. Be sure to check the SPSP **mobile app** for a full listing of opportunities specifically **designed for students**, as well.

Need a break from the convention center action? Head across the street from the convention center to the Gaslamp Quarter, the city's premier dining, shopping, and entertainment area. From top-flight steakhouses and diverse ethnic fare, to bars and nightlife for everyone's tastes, over 100 restaurants - intermingled with dance and drink - are all situated within blocks of each other.

Follow us (@SPSPNews) and join in the conversation on Twitter and Facebook using our official convention hashtag, **#SPSP2016**.

We look forward to an engaging and exciting convention!

**Keith Payne** (Convention Committee Chair)

**Tessa West** (Convention Committee)

## CONVENTION OFFICIALS



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Univ. of North Carolina  
2016 Convention Chair



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Helena Daniel, Meetings & Events Intern  
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Samantha Waldman, Membership/Awards Coordinator  
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Jenni Beer (2019-2020 Chair)

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Simine Vazire (2015 Co-Chair)  
Mitja Back (2016 Co-Chair)  
Richard Slatcher (2016 Co-Chair)

## GRADUATE STUDENT TRAVEL AWARD PANEL

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Oriana Aragon	Jon Freeman	Diana Tamir
Shane Bench	Jin Goh	Katie Wang
Paula Brochu	John Hayes	Keith Welker
Shana Cole	Eric Hehman	
Nancy Collins	Kristin Henkel	

## DIVERSITY TRAVEL AWARD PANEL

Modupe Akinola	Sapna Cheryan	Bryant Marks
Emily Chan	Jason Lawrence	Victoria Plaut

## SYMPOSIUM REVIEW PANEL

Lorne Campbell	Kristin Laurin	Elizabeth Page-Gould
Nate Fast	E.J. Masicampo	Tamar Saguy
Josh Hart	Iris Mauss	Azim Shariff
Martie Haselton	Kate McLean	Jeanne Tsai
Emily Impett	Pranj Mehta	
Josh Jackson	Kristina Olson	
Eric Knowles	Dominic Packer	

## DATA BLITZ REVIEW PANEL

Mina Cikara	Roos Hutteman	Cornelia Wrzus
Edward Orehek	Lauren Human	

## POSTER REVIEW PANEL

Helen Barnet	Iva Katzarska-Miller	Alexander Skolnick
Tarik Bel-Bahar	Pelin Kesebir	Rimma Teper
Arlin Benjamin	Zoe Kinias	Alexa Tullett
Eliane Boucher	Kostadin Kushlev	Eric Vanman
Joey Cheng	Barbara Lehman	Allison Vaughn
Alyssa Croft	Kam Lim	Luis Vega
Kristen Eysell	Andik Matulesky	Aaron Weidman
Brian Galla	Molly Maxfield	Carolyn Weisz
Karen Gasper	Sarah Meyers	Elanor Williams
Andrew Geers	Catherin Murray	Xiaowen Xu
Frederick Grouzet	Jan Alewyn Nel	Shen Zhang
Leor Hackel	Frederick Oswald	Leslie Zorwick
Lisa Harrison	Jason Piccone	
Helen Harton	Daniel Randles	
Flaviu Hodis	Jessica Remedios	
Crystal Hoyt	Karina Schumann	

# 2016 AWARD PANELS

## JACK BLOCK AWARD

Robert (Jeff) McCrae, Chair  
Colin DeYoung  
Richard Lucas

## DONALD T. CAMPBELL AWARD

Nicole Shelton, Chair  
Tim Wilson  
Norbert Schwarz

## CAREER CONTRIBUTION AWARD

Jennifer Crocker, Chair  
Michael Hogg  
Anne Peplau

## ROBERT B. CIALDINI AWARD

Steve Neuberg, Chair  
Douglas Kenrick  
David Sherman

## CAROL AND ED DIENER AWARD IN PERSONALITY

Jen Lilgendahl, Chair  
Jeremy Biesanz  
Kennon Sheldon

## CAROL AND ED DIENER AWARD IN SOCIAL

Eliot Smith, Chair  
Diane Mackie  
Lisa Barrett

## DISTINGUISHED SCHOLAR AWARD

Jeff Greenberg, Chair  
Edward Deci  
Roy Baumeister

## MEDIA/BOOK AWARDS

Kathleen Vohs, Chair  
Jay van Bavel  
Elizabeth Dunn  
Matt Lieberman

## METHODOLOGICAL INNOVATION AWARD

Pat Shrout, Chair  
Deborah Kashy  
Stephen West

## NALINI AMBADY AWARD FOR MENTORING EXCELLENCE

Stacey Sinclair, Chair  
David Sherman  
Phoebe Ellsworth

## WEGNER THEORETICAL INNOVATION PRIZE

Kurt Gray, Co-chair  
Jon Maner, Co-Chair  
Carsten De Dreu  
Dan McAdams  
Fiery Cushman

## ALCOHOL POLICY

A number of social activities have been planned where alcoholic beverages will be offered. SPSP and the San Diego Convention Center encourage the responsible consumption of alcohol. Alcohol will not be served to anyone under the age of 21. Please be prepared to show photo identification. All bars will be cash bars. If you chose drink tickets with your registration, drink tickets can be used at any bar at any social function during the convention. Alcoholic beverages are allowed only in specific areas and must not be taken out of those immediate areas.

## AUDIOVISUAL SERVICES

### ROOM 11A

LCD projectors (e.g., for PowerPoint presentations) will be provided in all session rooms. 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. Presenters are strongly encouraged to arrive in their scheduled symposium room 15 minutes before their symposium begins to allow time for setup.

Room 11A will also serve as a speaker ready room. Feel free to stop by this room in advance of your presentation to test your computer connectivity to projectors, do a dry run through of your slides, or get additional tech support from onsite AV technicians.

## BAGGAGE CHECK

Baggage check will not be available at the Convention Center. You should plan to check/store your baggage at your hotel.

## BUSINESS CENTER

The San Diego Convention Center has a FedEx Office Print & Ship Center onsite. The store is located on the ground level of the building in front of Exhibit Hall D. This location can handle most all business printing and copying needs. The phone number is 619-525-5450.

## INTERNET

Complimentary wireless internet will be available in all meetings spaces, public spaces, and the cafeteria portion of Sails pavilion.

**Network: SPSP Wifi**

**Password: SPSP2016**

## LOST AND FOUND

Lost and Found is located in Room 11B.

## MOBILE APP

SPSP has a mobile app available on iOS and Android operating platforms for the 2016 Annual Convention. The easy-to-use app allows you to view the program, connect with other attendees and build your own convention schedule. Visit your app store within your device and search for "SPSP" to find us. Be sure to join the conversation on social media by following us on Twitter @SPSPNews and by using the official convention hashtag, #SPSP2016.

## NAME BADGES

The San Diego Convention Center is open to the public. For security purposes, attendees, speakers and exhibitors are required to wear their name badges to all sessions and events within the center.

Entrance to sessions and events is restricted to registered attendees only. Entrance to the Exhibit Hall will be limited to badge holders only. If you misplace your name badge, please visit the registration desk in the Sails Pavilion Lobby for a replacement.

## PHOTOGRAPHY & VIDEO RECORDING

SPSP asks that you do not photograph, audio or video record speakers, presentations or posters without the permission of the authors/speakers.

## POSTER CHECK

Poster check will be available inside the Sails Pavilion starting 15 minutes before each Poster Session. Any poster not collected by 8 pm Saturday will be destroyed/recycled.

## PRINTED PROGRAM

If you elected to receive a printed program during your registration process, you can pick up your copy at the Registration Desk in the Sails Pavilion. Electronic PDF copies of the program can also be found online at [spspmeeting.org](http://spspmeeting.org). If you did not elect to receive a printed program but would like one, please check at the Registration Desk on Saturday after 2:00 pm for any available copies.

## SPECIAL NEEDS

Attendees with special needs should visit the SPSP Management Office for any assistance. For specific information regarding ADA compliance and the San Diego Convention Center's accessibility, please contact the center directly at 619-525-5000.



## OFFICE CONTACT INFORMATION

### SPSP MANAGEMENT OFFICE Upper Floor, Room 11B

Thursday 9:00 am – 8:00 pm  
Friday 9:00 am – 8:00 pm  
Saturday 9:00 am – 8:00 pm

### REGISTRATION & INFORMATION Upper Floor, Sails Pavilion Lobby (619) 525-6200

Thursday 7:00 am – 8:00 pm  
Friday 8:00 am – 6:30 pm  
Saturday 8:00 am – 5:30 pm

### AUDIO VISUAL OFFICE Thursday, Room 11B Friday/Saturday, Room 11A

Thursday 8:00 am – 8:00 pm  
Friday 8:00 am – 8:00 pm  
Saturday 8:00 am – 5:00 pm

### PRESS OFFICE Mezzanie Floor, Room 19

Friday 8:00 am – 6:00 pm  
Saturday 8:00 am – 6:00 pm

### FIRST AID/PRIVATE NURSING Thursday, Room 11B Friday/Saturday, Room 16A

Thursday 7:00 am – 8:30 pm  
Friday 7:00 am – 8:00 pm  
Saturday 7:00 am – 8:00 pm

## EXHIBIT HALL

The Sails Pavilion will serve as the exhibit hall for the Convention. It will be open with limited hours:

Thursday, January 28 6:30 pm – 8:30 pm  
(Opening Reception)

Friday, January 29 8:00 am – 2:00 pm  
6:15 pm – 8:00 pm  
(with Social Hour)

Saturday, January 30 8:00 am – 2:00 pm  
6:15 pm – 8:00 pm  
(with Social Hour)

Please note: Exhibits will be closed from 2:00 – 6:00 pm daily. During this time the Sails Pavilion will remain open for attendees to access coffee breaks and wifi.

## FOOD SERVICE

Complimentary food and beverages will be available in the Sails Pavilion during the following times to all registered attendees. Food service is available to all attendees unless marked with an asterisk, requiring pre-registration.

### THURSDAY

**7:30-9 am**  
Continental Breakfast\*

**9:30-11 am**  
Morning Coffee Break\*

**12:00-1:45 pm**  
Boxed Lunch\*

**2-3:30 pm**  
Afternoon Coffee Break\*

**6:30-8 pm**  
Opening Reception  
(Light Hors'D'Ouevres, Cash Bar)

### FRIDAY

**8-8:30 am**  
Continental Breakfast

**11-11:15 am**  
Morning Coffee Break

**12:30-1:30 pm**  
Boxed Lunch\*

**3:15-3:30 pm**  
Afternoon Coffee Break

**6:15-8 pm**  
Poster Session  
(Cash Bar)

### SATURDAY

**8-8:30 am**  
Continental Breakfast

**11-11:15 am**  
Morning Coffee Break

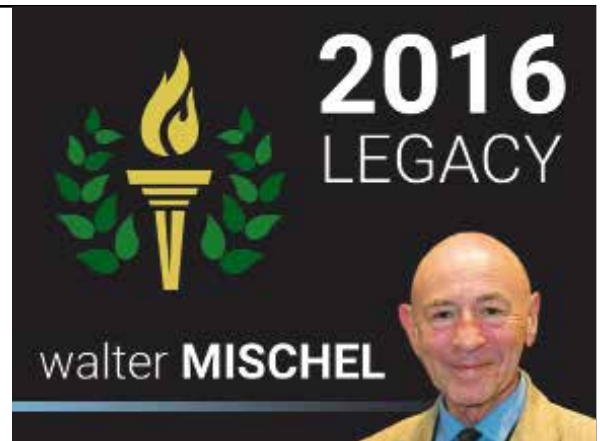
**12:30-1:30 pm**  
Boxed Lunch\*

**3:15-3:30 pm**  
Afternoon Coffee Break

**6:15-8 pm**  
Closing Reception  
(Light Hors'D'Ouevres, Cash Bar)

**\*Requires pre-registration/selection**

This program honors luminary figures in social and personality psychology. Walter Mischel will be honored as the recipient of the first SPSP Legacy recognition in 2016. A leading voice in psychological science since the beginning of his long career, his work on personality and situations as causes of human behavior has been sometimes controversial, and always innovative. His sustained scholarship in this area has led to new ways to understand the person and the situation, and new ways to think about stability and change. Equally transformative has been Walter's work on the psychology of self-control. This work helped put the mysterious notion of "willpower" on firm empirical ground. The theme of the Legacy program is to trace the impact of the senior scholar's seminal contribution (or body of work) to contemporary work through a series of events as follows:



- 1) Legacy Symposium: This pairs the honored figure with two active researchers whose work builds upon the legacy's work. This year's symposium features Yuichi Shoda and Angela Duckworth alongside Walter Mischel. The symposium will be chaired by Keith Payne and held at 11:15 am on Saturday in Room 2.
- 2) Legacy Lunch: Directly following the symposium, the Legacy will host a lunch for his or her academic legacies (e.g., students, students' students, etc.), major contributors to the research area, as appropriate, and other guests as selected by the honoree (by invite only).
- 3) Legacy Posters: Posters accepted for the SPSP convention that can trace back to the legacy (through a self-nomination process) should pick up a Legacy Badge in the Poster Hall. Displaying this badge on the poster will signify all the work the legacy continues to touch

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Pop-Up Programming  
Alerts/Updates**



# CONVENTION CODE OF CONDUCT

In order to provide all participants with the opportunity to benefit from SPSP events and activities, SPSP is committed to providing a friendly, safe, supportive and harassment-free environment for all convention attendees and participants, regardless of gender, age, sexual orientation, gender identity, gender expression, disability, physical appearance, body size, race, ethnicity, religion or other group identity.

This code of conduct outlines SPSP's expectations for all convention attendees and participants, including all members, speakers, vendors, media representatives, commentators, exhibitors, sponsors and volunteers. Cooperation is expected from everyone and organizers will actively enforce this code throughout this event. Violations are taken seriously.

## Expected Behavior

SPSP expects convention participants to communicate professionally and constructively, whether in person or virtually, handling dissent or disagreement with courtesy, dignity and an open mind, being respectful when providing feedback, and being open to alternate points of view. Likewise, when sharing information about the organization or any attendees or participants via public communication channels, SPSP expects participants to share responsibly and clearly distinguish individual opinion from fact.

Alcohol is available at evening social networking events during the convention and may be consumed only by those of legal age. Alcohol at SPSP events will only be distributed by commercial hosts following local and state statutes, which may include limiting consumption.

## Unacceptable Behavior

SPSP does not tolerate harassment of convention attendees or participants in any form. Harassment includes offensive verbal or written comments, and negative behavior, either in real or virtual space, including those which are related to or are based upon gender, age, sexual orientation, gender identity, gender expression, disability, physical appearance, body size, race, ethnicity, religion or other group identity. Harassment also includes deliberate intimidation, stalking, following, harassing photography or recording, sustained disruption of talks or other events, and unwelcome physical contact or sexual attention.

Alcohol may not be brought into SPSP-sponsored events nor may alcohol be consumed by those not of legal age. Because excessive alcohol leads to impaired decision-making, SPSP strongly discourages excessive drinking at any point during the convention.

## Consequences of Unacceptable Behavior

If an attendee or participant, in either real or virtual space, engages in inappropriate, harassing, abusive or destructive behavior or language, the convention organizers and SPSP Leadership will determine and carry out the appropriate course of action, including warning the offender, expulsion from the convention with no refund and/or banning the offender from future SPSP events and activities.

All participants are expected to observe these rules and behaviors in all convention venues, including online venues and convention social events. Convention participants seek to learn, network and enjoy themselves in the process, free from any type of harassment. Please participate responsibly and with respect for the rights of others.

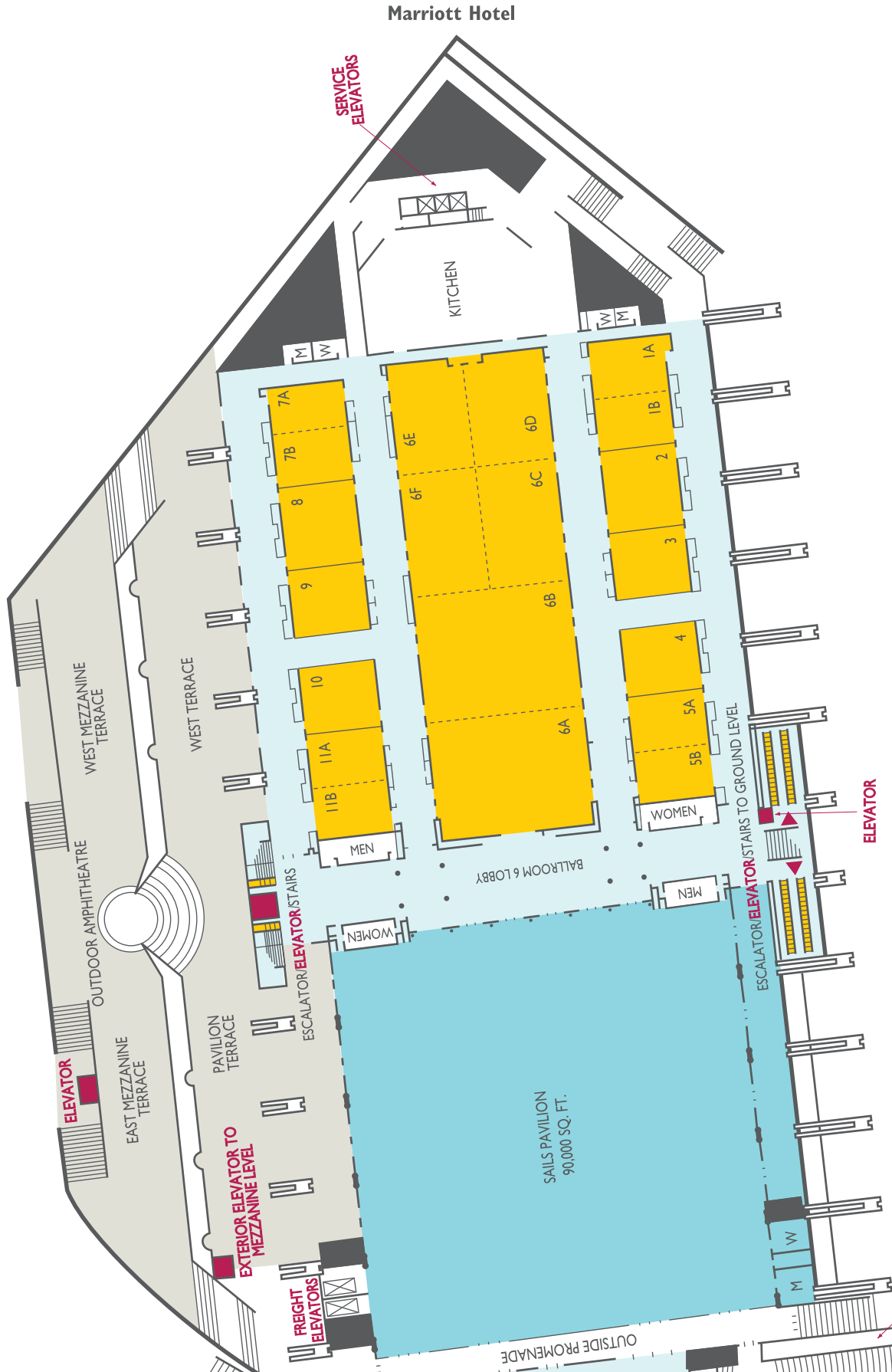
## What to do

If you are being harassed, notice that someone else is being harassed, or have any other concerns about an individual's conduct, please contact Executive Director Chad Rummel at [crummel@spsp.org](mailto:crummel@spsp.org) or (202) 524-6541. Your concerns will be held as confidential as you would like them to be and you may remain anonymous. If you would like to discuss your concerns during the convention, ask for Chad at the convention registration desk (Sails Foyer) or management office (Room 11b).



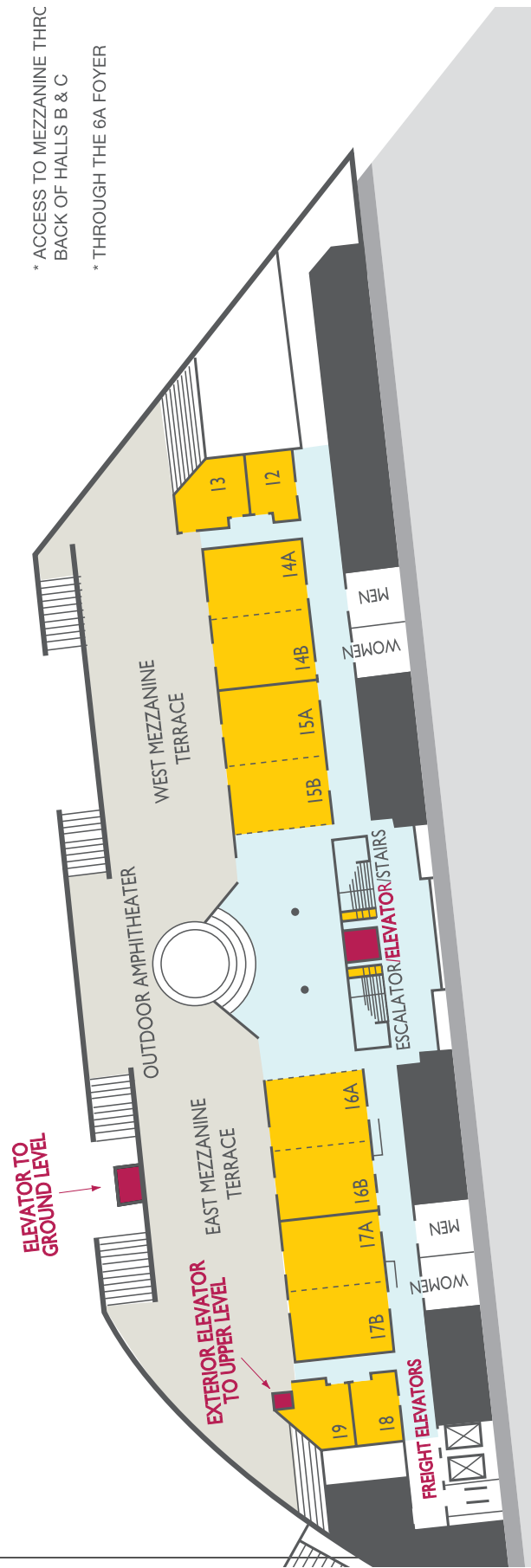
# MAPS

## CONVENTION CENTER - UPPER LEVEL



# MAPS

## CONVENTION CENTER - MEZZANINE LEVEL



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SYMPOSIA  
SPEAKERS

# Social Psychology Books

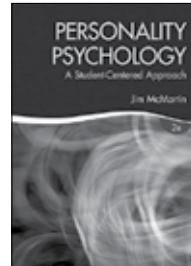
## New & Upcoming Titles



### **Social Psychology: Core Concepts and Emerging Trends**

Daniel W. Barrett, *Western Connecticut State University*

ISBN: 978-1-5063-1060-2  
Paperback: \$90.00 • January 2016, 544 pages

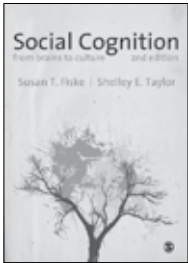


### **Personality Psychology: A Student-Centered Approach**

SECOND EDITION

Jim McMartin, *California State University, Northridge*

ISBN: 978-1-4833-8525-9  
Paperback: \$55.00 • February 2016



### **Social Cognition: From Brains to Culture**

SECOND EDITION

Susan T. Fiske, *Princeton University*  
Shelley E. Taylor, *University of California, Los Angeles*

ISBN: 978-1-4462-5814-9  
Paperback: \$67.00 • March 2013, 592 pages



### **Research Methods for the Behavioral Sciences**

SECOND EDITION

Gregory J. Privitera, *St. Bonaventure University*

ISBN: 978-1-5063-2657-3  
Hardcover: \$97.00 • January 2016, 688 pages

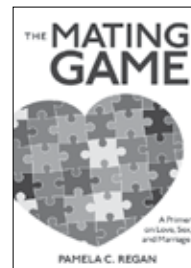


### **An Invitation to Social Construction**

THIRD EDITION

Kenneth J. Gergen, *Swarthmore College*

ISBN: 978-1-4462-9648-6  
Paperback: \$50.00 • May 2015, 272 pages



### **The Mating Game: A Primer on Love, Sex, and Marriage**

THIRD EDITION

Pamela C. Regan, *California State University, Los Angeles*

ISBN: 978-1-4833-7921-0  
Paperback: \$68.00 • February 2016, 448 pages

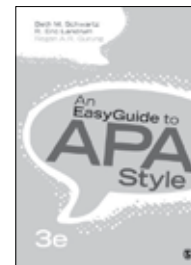


### **Group Dynamics for Teams**

FIFTH EDITION

Daniel Levi, *California Polytechnic State University, San Luis Obispo*

ISBN: 978-1-4833-7834-3  
Paperback: \$83.00 • January 2016, 464 pages



### **An EasyGuide to APA Style**

THIRD EDITION

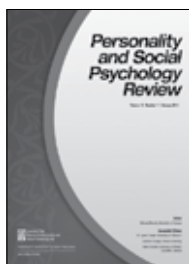
Beth M. Schwartz, *Heidelberg University*  
Eric Landrum, *Boise State University*  
Regan A.R. Gurung, *University of Wisconsin, Green Bay*

ISBN: 978-1-4833-8323-1  
Spiral: \$37.00 • February 2016, 304 pages

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# & Journals from SAGE

## High-Profile Journals



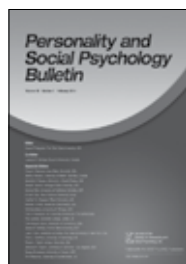
*Published on behalf of SPSP*

### **Personality and Social Psychology Review**

Monica Biernat, *Editor*

<http://pspr.sagepub.com>

*Ranked #1 in Social Psychology\**



*Published on behalf of SPSP*

### **Personality and Social Psychology Bulletin**

Duane T. Wegener, *Editor*

<http://pspb.sagepub.com>

*Ranked #7 in Social Psychology\**



### **Social Psychological and Personality Science**

Simine Vazire, *Editor*

<http://spps.sagepub.com>

*Published in association with Association for Research in Personality, European Association of Experimental Social Psychology, Society of Experimental and Social Psychology, and Society for Personality and Social Psychology*

*Ranked #10 in Social Psychology\**



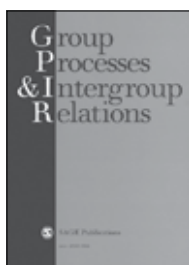
### **Journal of Cross-Cultural Psychology**

Deborah L. Best, *Editor*

<http://jcc.sagepub.com>

*Published for the International Association for Cross-Cultural Psychology*

*Ranked #20 in Social Psychology\**



### **Group Processes and Intergroup Relations**

Dominic Abrams and Michael A. Hogg, *Editors*

<http://gpir.sagepub.com>

*Ranked #29 in Social Psychology\**



### **Social Psychology Quarterly**

Richard T. Serp and Jan E. Stets, *Editors*

<http://spq.sagepub.com>

*Published in association with American Sociological Association*

*Ranked #33 in Social Psychology\**



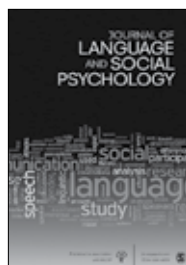
### **Journal of Social and Personal Relationships**

Geoff MacDonald, *Editor*

<http://spr.sagepub.com>

*Published in association with with International Association for Relationship Research*

*Ranked #42 in Social Psychology\**



### **Journal of Language and Social Psychology**

Howard Giles, *Editor*

<http://jlsp.sagepub.com>

*Ranked #44 in Social Psychology\**

*\*Source: 2014 Journal Citation Reports® (Thomson Reuters, 2015)*

# SCHEDULE OVERVIEW

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## THURSDAY, JANUARY 28, 2016

7:00 AM - 8:00 PM	Badge Pickup / Onsite Registration	Convention Center
8:00 AM - 4:30 PM	Preconferences (individual times may vary)	Various Rooms
5:00 PM - 7:00 PM	Opening, Award Ceremony, and Presidential Plenary	Room 6
6:30 PM - 8:30 PM	Exhibits Open	Sails Pavilion
7:00 PM - 8:00 PM	Opening Reception	Sails Pavilion
7:00 PM - 8:30 PM	Session A - Posters	Sails Pavilion
8:30 PM - 10:30 PM	Graduate Student Social Night	Tin Roof

## FRIDAY, JANUARY 29, 2016

6:30 AM - 7:30 AM	SPSP 5K Fun Run & Walk	TBD
8:00 AM - 6:30 PM	Badge Pick-up/Onsite Registration	Convention Center
8:00 AM - 8:30 AM	Continental Breakfast	Sails Pavilion
8:15 AM - 9:30 AM	Session B - Programming	Various Rooms
8:00 AM - 2:00 PM	Exhibits Open	Sails Pavilion
9:45 AM - 11:00 AM	Session C - Programming	Various Rooms
11:00 AM - 11:15 AM	Coffee Break	Sails Pavilion
11:15 AM - 12:30 PM	Session D - Programming	Various Rooms
12:30 PM - 1:30 PM	Boxed Lunch Available	Sails Pavilion
12:30 PM - 2:00 PM	Session E - Posters	Sails Pavilion
12:45 PM - 1:45 PM	Session E - Programming	Sails Pavilion
2:00 PM - 3:15 PM	Session F - Programming	Various Rooms
2:00 PM - 6:00 PM	Exhibits Closed	
3:15 PM - 3:30 PM	Coffee Break	Sails Pavilion
3:30 PM - 4:45 PM	Session G - Programming	Various Rooms
5:00 PM - 6:15 PM	Block, Campbell, and Distinguished Scholar Addresses	Room 6B
6:00 PM - 8:00 PM	Exhibits Open	Sails Pavilion
6:30 PM - 8:00 PM	Session H - Posters	Sails Pavilion
6:30 PM - 8:00 PM	Social Hour	Sails Pavilion
6:30 PM - 8:00 PM	Diversity and Climate Committee Reception	Room 14A

## SATURDAY, JANUARY 30, 2016

8:00 AM - 5:30 PM	Badge Pick-up/Onsite Registration	Convention Center
8:00 AM - 8:30 AM	Continental Breakfast	Sails Pavilion
8:00 AM - 9:30 AM	Session I - Posters	Sails Pavilion
8:15 AM - 9:30 AM	Session I - Programming	Sails Pavilion
8:00 AM - 2:00 PM	Exhibits Open	Sails Pavilion
9:45 AM - 11:00 AM	Session J - Programming	Various Rooms
11:00 AM - 11:15 AM	Coffee Break	Sails Pavilion
11:15 AM - 12:30 PM	Session K - Programming	Various Rooms
12:30 PM - 1:30 PM	Boxed Lunch Available	Sails Pavilion
12:30 PM - 2:00 PM	Session L - Posters	Sails Pavilion
12:45 PM - 1:45 PM	Session L - Programming	Sails Pavilion
2:00 PM - 3:15 PM	Session M - Programming	Various Rooms
2:00 PM - 6:00 PM	Exhibits Closed	
3:15 PM - 3:30 PM	Coffee Break	Sails Pavilion
3:30 PM - 4:45 PM	Session N - Programming	Various Rooms
5:00 PM - 6:15 PM	Session O - Programming	Various Rooms
6:00 PM - 7:45 PM	Exhibits Open	Sails Pavilion
6:15 PM - 7:45 PM	Session P - Posters	Sails Pavilion
6:15 PM - 7:45 PM	Closing Reception	Sails Pavilion



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- » Worker Groups for balanced sampling and longitudinal follow-up
- » Enhanced sampling options
- » Established and Growing Community of Researchers

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- » Simple user interface provides complete control over your studies
- » Increased speed of data collection
- » Real-time, quality assured study (HIT) completion validation and payment
- » Qualtrics integration
- » Enhanced communication with participants
- » Targeted emails to one, few, many or all participant(s)
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# FRIDAY PROGRAMMING

	Session B	Session C	Session D	
Room	8:15 - 9:30 AM	9:45 - 11:00 AM	11:15 AM - 12:30 PM	
6A		C11- The forces that divide us: the roles of social dominance, hatred and (meta) dehumanization in real intergroup conflict	D4- The Content of Our Stereotypes: What, Why, and Consequences	
6B		<b>PROFESSIONAL DEVELOPMENT</b> C12- So You Want To Publish (not Perish)? Ask the Editors		
6D	<b>PROFESSIONAL DEVELOPMENT</b> B1- Bridge Into the Future: Addressing the Gap Between Industry & Academia	C5- What's in a Name? The Powerful Effects of Labels for Others and the Self	D3- Morality in the wild: Innovative methods for the study of moral psychology	
6E	<b>PROFESSIONAL DEVELOPMENT</b> B2- Finding Your Research Path in the Social/ Personality Field	C1- Can subtle environmental cues actually change people's responses and behavior? Four large-scale overviews of priming effects	D8- Rethinking stress: Capitalizing on mindset and reappraisal tactics to improve responses to stress and anxiety	
2	<b>PROFESSIONAL DEVELOPMENT</b> B3- Translating Open Science into Daily Practice	C6- Health, Actually: Exploring Health Behaviors and Health Support Processes within Romantic Relationships	D6- The age of digital social interactions: Can technology compete with in-person communication?	
8	<b>PROFESSIONAL DEVELOPMENT</b> B4- The Many Flavors of Teaching-Focused Academic Jobs: A Panel on Job Expectations and Experiences from the Perspectives of Recently Appointed Faculty	C2- Methodological and theoretical advances in research on psychological situations	D2- From the Bedroom to the Kitchen Table: Common Pathways that Guide Appetites for Food and Mates	
3	<b>PROFESSIONAL DEVELOPMENT</b> B5 - Work-Life Balance	C7- What does it mean to have a satisfying life? New insights on the meaning of life-satisfaction and its psychosocial and health-related consequences	D7- The promise and limits of empathy	
4		C10- How people think they're better than others and why it matters: consequences for social relationships, emotions, the courtroom, and online romance.	D5- Impression (Mis)Management: The Unforeseen Social Consequences of a Positive Self	
9		C8- Hypothesis Driven Computational Social Science	D10- Student Data Blitz 1	
10		C4- Scaling Up and Expanding Lay Theory Research: New Perspectives and Applications in Academic Settings	D9- The Psychological Consequences of Scarcity	
7B		C3- Beyond the Sniff: Implications of the Oxytocin System for Inter and Intra-Individual Processes	D1- The Times They Have a Changed: Cultural Change and Reactions to Generational Differences.	
1B		C9- From Neurons to Nations: A Multi-Disciplinary Analysis of Group-Based Cooperation		
14A	<b>PRE-REGISTRATION REQUIRED</b> Deep Dive Workshop (9 am - 12:30 pm) "I've got the power": How anyone can do a power analysis on any kind of study using simulation"			
16B	<b>PROFESSIONAL DEVELOPMENT</b> B6- Scholarship and Productivity at Liberal Arts Teaching Intensive Institutions			
1A	<b>PROFESSIONAL DEVELOPMENT</b> B7- Convention Kickoff Breakfast, Sponsored by the Diersity and Climate Committee			

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	FRIDAY LUNCH	Session F 2:00 - 3:15 PM	Session G 3:30 - 4:45 PM	Plenary 5:00 - 6:15 PM
	<b>PROFESSIONAL DEVELOPMENT</b> E1 - Multi-Method Approaches to Data Collection	F1 - Advances in Repeated Measures Mediation Analysis	G4- Do People Get Depleted? Replicability, Cultural Generalizability, and Individual Differences	
	<b>SPECIAL EVENT</b> E3- Q&Pay: Live Small Grants Competition	<b>INVITED SYMPOSIUM</b> F9- Big Data: Vast Opportunities for Psychological Insight from Mining Enormous Datasets	<b>PRESIDENTIAL ADDRESS</b> G10- Planning to Respond Habitually?	<b>AWARDS ADDRESS</b> Block Award, Campbell Award, Distinguished Scholar Award
		F7- The World through Status-Colored Glasses	G7- Studying social behavior and misbehavior: New methods for naturalistic observation	
	<b>PROFESSIONAL DEVELOPMENT</b> E2- Oh the Places You'll Go: Perspectives from Psychologists in Public Health and Medical Settings	F8- Values Affirmation Interventions: Mechanisms and New Applications	G8- Using Media Narratives to Reduce Prejudice & Improve Intergroup Relations	
		F4- Ovulatory Shifts in Women's Mating Psychology: New Methods, Evidence, and Best Practices	G6- Don't Tell Me, I Don't Want to Know: The Protective Role of Information Avoidance	
		F5- Phenotypic Racial Stereotypicality, Identity, and Trust: New Connections	G5- Dominance and Prestige: The two sides of social hierarchy	
		F6- Diet and Exercise in a Social World	G1- Some Consequences of Having Too Much? The Psychology of Advantage	
		F2- Relationships and Health Across the Lifespan	G2- Understanding Religions: Integrating experimental, ethnographic and historical approaches	
		F3- What is Wrong with the Rigidity of the Right Model?	G3- Big data studies in regional variation of well-being, culture and behavior	
			G9 - Ideology 2.0: Reflecting and Progressing Through Meta-Analysis, Meta-Models, and Nuance	

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# SATURDAY PROGRAMMING

	Session I 8:15 - 9:30 AM	Session J 9:45 - 11:00 AM	Session K 11:15 AM - 12:30 PM	SATURDAY LUNCH	
ROOM					
6A		PROFESSIONAL DEVELOPMENT J11- Journal Editors' Forum on Statistics and Reporting Controversies.	K6- Emotions and Appraisals in Social Decision-Making		
6B	PROFESSIONAL DEVELOPMENT I1 - Social Psychologists in the Wild: Career Opportunities in Industry	J6- Is That Discrimination? Divergent Perceptions of Discrimination Claims	K4- The Evolution of Bonding, Compatibility, and Satisfaction in Long-Term Relationships	PROFESSIONAL DEVELOPMENT L1 - Show Me the Money and How to Get It: Funding Agencies and Grantees Offer Insights into How to Fund Your Work	
6D	PROFESSIONAL DEVELOPMENT I2 - Advocating for Science and Science-Informed Policy: What Every Psychologist (Should Know/ Can Do)	J8- Affective Decision Processes in Health and Medicine	K9- Failing to Fit In: New Approaches to Students' Lack of Belonging in College	PROFESSIONAL DEVELOPMENT L2- Conducting Meaningful Undergraduate Research: Pitfalls and Solutions	
6E	PROFESSIONAL DEVELOPMENT I3- Interdisciplinary Collaborations: Advice from Experts on How to Make it Work in Your Career	J4- Individual differences moderate the impact of dynamic processes in couples: Evidence from longitudinal studies	K7- Stigma and Ethnic-Racial Health Disparities: New Directions in Understanding Social Cognitive Mechanisms		
2	PROFESSIONAL DEVELOPMENT I4- Generating Recommendations to Align Academic Incentives with Scientific Best Practices	J3- The Evolution and Maintenance of Human Prosociality	LEGACY SYMPOSIUM K10- Waiting on Title		
8		J10- Teacher/Scholar Data Blitz	K8- Can we have it all? The secret to health, happiness, and success over the lifespan		
3		J9- Using Limits in Self-Enhancement to Better Understand Self-Enhancement	K2- Interpersonal processes in the emergence of status hierarchies		
4		J7- Nonverbal Behavior as a Conduit to Influence: The Benefits of Conveying Positive Qualities Through Nonverbal Channels	K3- New directions in intergroup contact: Behavioral and neuroscientific investigations of attention, categorization, evaluation, and learning		
9		J5- Balancing the scales: When does outcome speak louder than intent in moral evaluations?	K5- The neurobiology and psychology of social justice		
10		J2- Multiple Perspectives on the Psychology of Fairness: New Neural, Computational, Developmental and Cross-Cultural Findings	K11- Student Data Blitz 2		
7B		J1- Children's understandings of social and material resources are both similar to and quite different from adults: Surprising evidence from 1200 toddlers to teens	K1- It's about time: Exploring the juncture of time and intrinsic motivation		
1B				PROFESSIONAL DEVELOPMENT L3- The Science of Solutions: How to Save the World with Your Research	
16B	PROFESSIONAL DEVELOPMENT I5- Maintaining an Active Research Program at a Small Predominantly Undergraduate Institution (PUI)				

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	Session M 2:00 - 3:15 PM	Session N 3:30 - 4:45 PM	Session O 5:00 - 6:15 PM
	M6- Endorsing Black Lives Matter: The roles of intra-personal, inter-group, and structural processes	N6- The Function of Distinct Emotions in Everyday Social Situations	O8- Is it best to be accurate or biased? Real world consequences of self-knowledge and accurate interpersonal perceptions
	<b>INVITED SESSION</b> M9- Big Questions in Evolutionary Science and What They Mean for Social-Personality Psychology	N7- When institutions are barriers: How Institutional bias and contextual cues shape success among stigmatized groups	<b>PROFESSIONAL DEVELOPMENT</b> O11- From Social Psychologist to Data Scientist
	<b>PROFESSIONAL DEVELOPMENT</b> M10- Taking Research Outside the Ivory Tower: Outreach Advice from Influential Thinkers in Psychology, Policy, and the Media	N9- Diversity in Close Relationship Processes	O7- Women & Sex: Sociocultural, Evolutionary, and Feminist Perspectives on the Construction, Engagement, and Costs of Women's Sexual Behavior
	M2- Extreme Emotion: Exploring the Upper Limits of Human Positivity and Prosociality	N8- Below and Beyond the Big Five	O4- Living with Two Cultures: Personality, Social, and Developmental Perspectives on Biculturalism and Bicultural Identity Integration
	M8- Understanding the Power of Moral Perception: Advancing Research on the Social Cognition of Morality	N10- Social/Personality Psychology and Public Health: Promise and Practical Application	O10- Purity and Harm in the American Culture War: A Debate on the Structure of Morality
	M7- Integrating Social Networks Approaches into Intergroup Relations Research	N5- Finding the Right Balance between Friend and Foe: New Perspectives on Solving the Cooperation-Competition Paradox	O1- Beyond the individual: Getting social with emotion regulation
	M3- Idiographic Approaches to Personality at the levels of Traits, Goals, and Narratives	N2- Novel perspectives on social hierarchies	O2- Why Heritability (Still) Matters: New Developments in Genetic Contributions to Social Psychological Phenomena
	M1- Person Perception in the Lab and the Courtroom	N3- Psychological Perspectives on Criminal (In) justice	O5- Anti-Atheist Prejudice: Understanding its Causes, Consequences, and Remedies
	M4- How trustworthy is human oxytocin research? Three recent efforts to assess replicability and robustness	N4- Psychological Mechanisms for Managing the Risk of Infectious Disease	O9- Developmental Pathways Linking Individual Differences in Personality and Cognition to Social Inequalities
	M5- Novel Mechanisms Linking Relationships to Health: An Interdisciplinary Perspective	N1- Computational Mental Health	O3- The Social Voice
			O6- The Other Third of Our Lives: A Self-Regulatory Perspective on Sleep and Social Behavior

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SYMPOSIA  
SPEAKERS

# POLICY, SOCIAL PSYCHOLOGY & YOU

"Are policy jobs out there for me?" to, "How can we improve the world by developing science-based policy?" We will all be asking such questions, given President Obama's September 2015 Executive Order to use behavioral science insights to better serve the American people.

**THURSDAY | 5-7 PM | ROOM 6AB**



## 2016 SPSP PRESIDENTIAL PLENARY

**Chaired by Wendy Wood,  
University of Southern California  
2016 SPSP President**



## COLLABORATING WITH GOVERNMENT: ONE EXAMPLE AND MANY PROPOSALS

I will present an experiment with the city of Boston, Massachusetts, where increasing operational transparency—showing the work being done for citizens – improved perceptions of government. I will then review my co-editorship of an issue of Perspectives on Psychological Science: Memos to the President from a "Council of Psychological Advisors."

**Michael I. Norton, Professor, Harvard Business School**



## BRIDGING THE DIVIDE BETWEEN SOCIAL SCIENCE AND POLICY

Policymakers are increasingly receptive to insights from social science, yet these scientists rarely have direct impact on policy with their research. In my talk I'll derive lessons from the success of neoclassical economists and enterprising behavioral scientists in influencing policy, and motivate a more effective approach to behavioral policy research.

**Craig Fox, Professor, University of California Los Angeles**



## IMPROVING PUBLIC POLICY: HOW PSYCHOLOGISTS CAN HELP

Giving advice to policy makers is a job for which economists have held a monopoly. This needs to change, and thanks to the rapid spreading of behavioral insight teams in the UK, US and around the world, there is growing demand for input from behavioral scientists. No group is better prepared to offer helpful advice than social psychologists. Stop complaining about government: do something about it!

**Richard Thaler, Professor, University of Chicago**

# INVITED SESSIONS

## 2016 PROGRAM CHAIRS

**Michzel Inzlicht,**  
University of Toronto



**Jessica Tracy,**  
University of British Columbia



### **BIG QUESTIONS IN EVOLUTIONARY SCIENCE AND WHAT THEY MEAN FOR SOCIAL-PERSONALITY PSYCHOLOGY**

In recent years, a number of evolutionary scientists have sought to incorporate cultural evolutionary processes into models of genetic evolution. Here, major proponents of genetic, cultural, and gene-culture co-evolutionary approaches will explain the central ideas behind these varied models, and will discuss implications of these contrasting views for social-personality psychology.

**SATURDAY, 2:00-3:15 PM**  
**ROOM 6B**



**Joseph Henrich,**  
Professor  
Harvard Univ.



**Leda Cosmides,**  
Professor  
Univ. of California, Santa Barbara



**Jonathan Haidt,**  
Thomas Cooley Prof. of Ethical Leadership,  
New York University

### **BIG DATA: VAST OPPORTUNITIES FOR PSYCHOLOGICAL INSIGHT FROM MINING ENORMOUS DATASETS**

The big data revolution is upon us. Enormous samples, even entire populations, are being studied through cheap and varied means, presenting a powerful new lens to understand human behavior. In this invited session, leading scholars in economics, computer science, and psychology provide a glimpse into what big data can reveal.

**FRIDAY, 2:00-3:15 PM, ROOM 6B**



**Emily Oster**  
Brown Univ.



**Michal Kosinski**  
Stanford Univ.



**Johannes Eichstaedt**  
Univ. of Pennsylvania



**Sendhil Mullainathan**  
Harvard Univ.

## FRIDAY, 8:15 - 9:30 AM

### SO YOU WANT TO PUBLISH (NOT PERISH)? ASK THE EDITORS

**Room:** 6B

**Chair:** Carol Sansone, University of Utah

**Speakers:** Duane Wegener, Monica Biernat, Simine Vazire  
Current and incoming editors of PSPB, PSPR, and SPPS will answer common questions about how to select the right journal for submitting a paper, questions about the review process, and the features that make a paper more or less likely to be accepted. Audience questions will also be welcome.

### CONVENTION KICK-OFF & WELCOME BREAKFAST SPONSORED BY DIVERSITY/CLIMATE COMMITTEE

**Room:** 1A

**Chair:** Bryant Marks, Morehouse University

This session is aimed at members of historically underrepresented groups in SPSP and first-time conference attendees. Meet each other in a relaxed environment and discuss suggestions for getting the most out of the conference. Brief presentation/panel discussion and networking opportunities.

### SCHOLARSHIP AND PRODUCTIVITY AT LIBERAL ARTS AND TEACHING INTENSIVE INSTITUTIONS

**Room:** 16B

**Chair:** Kristin Dukes, Simmons College

**Speakers:** Steven Fein, Shana Levin, Julie Woodzicka

This round table discussion focuses on challenges to scholarship and productivity faced by faculty at teaching intensive institutions. Topics to be covered include transitioning from research intensive institutions to teaching intensive institutions at different career stages, conducting high-quality research with undergraduates, selecting appropriate professional mentors, and best practices for collaboration.

### WORK-LIFE BALANCE

**Room:** 3

**Chair:** Sara Andrews, UC Riverside

**Speakers:** Tim Loving, Cynthia Pickett, Julia Boehm, Carrie Bredow

This special session will feature four established scientists—Tim Loving, Julia Boehm, Cynthia Pickett, and Carrie Bredow—speaking about their experiences with balancing successful academic careers with other personal and professional goals. Following a brief presentation by each of the mentors, the session will open for audience Q&A.

### FINDING YOUR RESEARCH PATH IN THE SOCIAL/ PERSONALITY FIELD

**Room:** 6E

**Chair:** Katy Krieger, Oregon State University

**Speakers:** Jon Grahe, Sapna Cheryan, Jennifer Beer, Leaf Van Boven

Before applying to graduate school, undergraduates are faced with the problem of narrowing down their research interests. This interactive session will provide undergraduates an opportunity to learn from established researchers how to choose their research area in social/personality psychology.

### BRIDGE INTO THE FUTURE: ADDRESSING THE GAP BETWEEN INDUSTRY AND ACADEMIA

**Room:** 6D

**Chair:** Joshua A. Tabak, Facebook Inc. & Cornell University

**Speakers:** Joshua A. Tabak, Anett, Gyurak, Vivian Zayas, Kristen Berman

Social and personality psychologists can practice basic and applied science outside academia, but such opportunities are not well known. This panel will describe some of the many

ways social and personality psychologists can extend their research programs beyond academia and into industry. There will be an extended Q&A.

### TRANSLATING OPEN SCIENCE INTO DAILY PRACTICE

**Room:** 2

**Chair:** Katherine S. Corker, Kenyon College

**Speakers:** David M. Condon, Erica Baranski, Jordan Axt, Katherine S. Corker

Much has been said about the value of making scientific practices more open, but less has been said about \*how\* to do so. There are many possible routes to openness, but for researchers who don't know where to start, this session provides concrete tools (code, templates, and techniques) to begin.

### THE MANY FLAVORS OF TEACHING-FOCUSED ACADEMIC JOBS: A PANEL ON JOB EXPECTATIONS AND EXPERIENCES FROM THE PERSPECTIVE OF RECENTLY APPOINTED FACULTY

**Room:** 8

**Chair:** Maya Aloni, Western Connecticut State University

**Speakers:** Angela Legg, Shannon Lupien, Ariana Young, Jordan Troisi

Is a teaching-focused job right for you? Come find out! Teaching-focused positions vary greatly in their teaching, research, and service expectations. Panel members will discuss a variety of experiences across different academic settings that highly emphasize teaching in order to facilitate a broader understanding of available career options.

## FRIDAY, 12:45 PM - 1:45 PM

### "OH, THE PLACES YOU'LL GO!": PERSPECTIVES FROM PSYCHOLOGISTS IN PUBLIC HEALTH AND MEDICAL SETTINGS

**Room:** 6E

**Chair:** Valerie Earnshaw, Harvard Medical School

**Speakers:** Sarit Golub, John Pachankis

This session is tailored for early-career psychologists conducting health-related research and considering working in psychology departments versus public health or medical schools. Speakers, who work in a variety of settings and represent a range of career stages, will describe their career trajectories, offer advice, and answer questions from the audience.

### MULTI-METHOD APPROACHES TO DATA COLLECTION

**Room:** 6A

**Chair:** Sara Andrews, UC Riverside

**Speakers:** James W. Pennebaker, Megan Robbins, Erika Carlson, Shelly Gable

The purpose of this session is to introduce new data collection methods (e.g., LIWC, EAR, experience sampling, informant reports) and describe how these methods can be incorporated into research. Presentations by James Pennebaker, Shelly Gable, Megan Robbins, and Erika Carlson will be followed by a Q&A session with the speakers.

## SATURDAY, 8:15 AM - 9:30 AM

### MAINTAINING AN ACTIVE RESEARCH PROGRAM AT A SMALL PREDOMINANTLY UNDERGRADUATE INSTITUTION (PUI)

**Room:** 16B

**Chair:** Jeannetta Williams, St. Edwards University

**Speakers:** Jeannetta Williams, Delia Kothman Paskos

Small, teaching-focused institutions pose unique challenges and opportunities for faculty to build and sustain robust research programs. Session facilitators will share their strategies, such as integrating experiential learning into



curricula, sequencing internal research resources, and recruiting research assistants. Participants will also discuss best practices and potential collaborations.

## INTERDISCIPLINARY COLLABORATIONS: ADVICE FROM EXPERTS ON HOW TO MAKE IT WORK IN YOUR CAREER

**Room:** 6E

**Chair:** Nilanjana Dasgupta, Univ. of Massachusetts Amherst

**Speakers:** Wendy Berry Mendes, Gregory Walton, Richard Slatcher, Amanda Carrico

Four social psychologists discuss how they learned to conduct research that crosses disciplinary boundaries; form interdisciplinary collaborations; and attract grant funding for interdisciplinary projects. Research foci covered include intervention science; stress and physical health; racial health disparities; close relationships and health; and environmental attitudes and behaviors.

## SOCIAL PSYCHOLOGISTS IN THE WILD: CAREER OPPORTUNITIES IN INDUSTRY

**Room:** 6B

**Chair:** Andrew Galperin, Oracle Corporation

**Speakers:** Colleen Carpinella, Natalia Flores, Christina Larson, Mariana Preciado

Social psychologists are highly valuable and valued in a variety of non-academic occupational fields for our ability to plan, carry out, and communicate research. In this session, we aim to increase awareness of occupational opportunities where social psychologists can make a difference and put our skills to good use.

## GENERATING RECOMMENDATIONS TO ALIGN ACADEMIC INCENTIVES WITH SCIENTIFIC BEST PRACTICES

**Room:** 2

**Chair:** Jimmy Calanchini, University of California Davis

**Speakers:** Wendy Wood, Mark Leary, Diane Mackie, Nicolas Brown, Wiebke Bleidorn

Recent changes in best scientific practices, such as the need for increased sample sizes, may affect careers in academia. This town hall encourages members at all career stages to discuss and propose recommendations for change to realign the incentive structure of our field with the new scientific best practices.

## ADVOCATING FOR SCIENCE AND SCIENCE-INFORMED POLICY: WHAT EVERY PSYCHOLOGIST (SHOULD KNOW/CAN DO)

**Room:** 6D

**Chair:** June Tangney, George Mason University

**Speakers:** June Tangney, Wendy Naus, Heather O'Beirne Kelly

This session will offer context on the current state of play of social and behavioral science research funding and policy on Capitol Hill, in the White House, and at federal funding agencies. Advocacy experts will be on hand to share best practices for engaging in outreach with policy makers.

## SATURDAY, 9:45 AM - 11:00 AM

### JOURNAL EDITORS' FORUM ON STATISTICS AND REPORTING CONTROVERSIES

**Room:** 6A

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

**Speakers:** Roger Giner-Sorolla, Richard E. Lucas, Simine Vazire, Duane T. Wegener

Statistics and research reporting standards are changing in our field. In this innovative audience-driven format, four chief editors of highly visible journals in social and personality psychology will answer questions submitted beforehand by SPSP members about their opinions on statistics and

reporting issues.

## SATURDAY, 12:45 PM - 1:45 PM

### THE SCIENCE OF SOLUTIONS: HOW TO SAVE THE WORLD WITH YOUR RESEARCH

**Room:** 1B

**Chair:** Sarah Lyons-Padilla, Stanford University

**Speakers:** Jennifer Eberhardt, Hazel Markus, Geoffrey Cohen, Alana Conner

Congratulations on unlocking the mysteries of the human mind! Now what? In this panel and workshop session sponsored by Stanford SPARQ, attendees will learn not only how to get more psychological science into the real world, but also how to get more real world into psychological science.

### CONDUCTING MEANINGFUL UNDERGRADUATE RESEARCH: PITFALLS AND SOLUTIONS

**Room:** 6D

**Chair:** Bettina Spencer, Saint Mary's College, Notre Dame

**Speakers:** Carrie Langner, Monica Schneider

We will facilitate a discussion on the challenges and solutions for conducting undergraduate research. Topics include integrating student and faculty interests, pacing research, maintaining a lab, and the variety of overall research experiences in which undergraduate students can participate. The panel consists of faculty and students from various institution types.

### SHOW ME THE MONEY AND HOW TO GET IT: FUNDING AGENCIES AND GRANTEES OFFER INSIGHTS INTO HOW TO FUND YOUR WORK

**Room:** 6B

**Chair:** C. Nathan DeWall, University of Kentucky

**Speakers:** Nicholas Gibson, William Klein, Kerry Marsh

Social and personality psychologists flood the world with new knowledge. But creating knowledge costs money. Where does that money come from—and how can you get some of it? Attend this session and you'll hear how from leaders and grantees at organizations that fund the most social and personality psychology.

## SATURDAY, 2:00 PM - 3:15 PM

### TAKING RESEARCH OUTSIDE THE IVORY TOWER: OUTREACH ADVICE FROM INFLUENTIAL THINKERS IN PSYCHOLOGY, POLICY, AND THE MEDIA

**Room:** 6D

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

**Speakers:** Nick Epley, Dan Gilbert, Todd Rogers, Jamil Zaki

It can be puzzling, irksome, and demotivating to realize that little of the field's best work gets known to those outside our field. Four big thinkers — Nick Epley, Dan Gilbert, Todd Rogers, Jamil Zaki — share advice for scholars wishing to make bigger, broader, different kinds of difference.

## SATURDAY, 5:00 PM - 6:15 PM

### FROM SOCIAL PSYCHOLOGIST TO DATA SCIENTIST

**Room:** 6B

**Chair:** Ravi Iyer, Ranker

**Speakers:** Ravi Iyer, Alyssa Fu

Social psychologists make great data scientists, combining a rigorous training in analyzing data with a deep understanding of the human beings that generate this data. We discuss how to make the move from social psychologist to data scientist, including demonstrations of technologies used and the data science job market.

## PROFESSIONAL DEVELOPMENT SESSIONS

### FINDING YOUR RESEARCH PATH IN THE SOCIAL/ PERSONALITY FIELD

**Friday, 8:15 AM – 9:30 AM, Room 6E**

Before applying to graduate school, undergraduates are faced with the problem of narrowing down their research interests. This interactive session will provide undergraduates an opportunity to learn from established researchers how to choose their research area in social/ personality psychology.

### THE MANY FLAVORS OF TEACHING-FOCUSED ACADEMIC JOBS: A PANEL ON JOB EXPECTATIONS AND EXPERIENCES FROM THE PERSPECTIVE OF RECENTLY APPOINTED FACULTY

**Friday, 8:15 AM – 9:30 AM, Room 8**

Is a teaching-focused job right for you? Come find out! Teaching-focused positions vary greatly in their teaching, research, and service expectations. Panel members will discuss a variety of experiences across different academic settings that highly emphasize teaching in order to facilitate a broader understanding of available career options.

### SOCIAL PSYCHOLOGISTS IN THE WILD: CAREER OPPORTUNITIES IN INDUSTRY

**Saturday, 8:15 AM – 9:30 AM, Room 6B**

Social psychologists are highly valuable and valued in a variety of non-academic occupational fields for our ability to plan, carry out, and communicate research. In this session, we aim to increase awareness of occupational opportunities where social psychologists can make a difference and put our skills to good use.

## STUDENT MENTORING LUNCHEONS

### GSC MENTORING LUNCHEONS

**Friday and Saturday, 1:00 PM – 2:00 PM, Room 6C**

Pre-registration for this event is necessary.

### GASP MENTORING LUNCH

**Friday, 1:00 PM – 2:00 PM, 6F**

Pre-registration for this event is necessary.

## NETWORKING EVENTS

### GSC SPEED DATA-ING

**Friday, 6:30 PM – 7:15 PM, Room 15**

Based on the standard speed-dating paradigm often used in relationship work, this event will afford you an opportunity to meet and chat with several small groups of your peers over the course of 45 minutes (and still make it to the poster session afterwards).

This is an excellent opportunity to find future collaborators, network with people who will be your colleagues for years to come, and perfect your "elevator speech." To maximize your potential collaboration opportunities, we will first match attendees by research area; but not to worry, throughout the course of the event

you will have the chance to chat with researchers from all different areas of social and personality psychology. Refreshments will be provided. Pre-registration is required, as space is limited.

### STUDENT SOCIAL NIGHT AT TIN ROOF

**Thursday, 8:30 PM**

Whether you've spent a full day in preconferences or you've just arrived to San Diego, join hundreds of your student peers at the Annual Student Social Night. This year Tin Roof is hosting the party at 401 G Street with a live band, food and a cash bar. The entire venue is reserved for only SPSP students. Come grab some food and snag your free drink ticket, as the first 500 students through the door get their first drink on us!

**This event is partially sponsored by Sona Systems and Millisecond Software.**

### THE STUDENT LOUNGE (sponsored by Facebook)

**Friday, 7:30 AM – 7:30 PM, Room 5B**

**Saturday, 7:30 AM – 7:30 PM, Room 5B**

Swing by, relax, and meet some of your peers in an informal setting before heading to that next event. This is also an ideal place to meet with your mentor or mentee from the GSC Mentor Match-Up program, or for any quick meetings (for example, with a potential collaborator or supervisor) that you may need to squeeze into your schedule.

## OTHER INFORMATION

### POSTER CHECK (sponsored by Facebook)

**Friday, 8:00 AM – 8:00 PM, Sails Pavilion**

**Saturday, 8:00 AM – 8:00 PM, Sails Pavilion**

Simply drop off your poster there before and after your poster session time and we'll hold onto it for you, for free! Poster check is open all day Friday and Saturday. Please note, you cannot leave your posters in poster check overnight; all posters must be retrieved by 8:00 PM each day.

### STUDENT POSTER AWARDS AND WALL OF FAME

**Thursday, 7:00 PM – 8:30 PM, Sails Pavilion**

Poster Session A on Thursday evening will be the scene of intense excitement as the finalists in the Student Poster Award Competition strive to impress secret judges with their innovative research. Come watch them in action, or sign up to be a secret judge and participate in the process! Don't worry if you miss this event – you can view the winning posters all convention long on the Wall of Fame in Sails Pavilion. Stop by to admire the award-winning research and to pick up tips for enhancing your own poster for next year's convention.

### OUTSTANDING RESEARCH AWARD

**Friday, 12:45 PM – 1:45 PM, Room 6A**

The Outstanding Research Award highlights student research conducted by graduate student members of SPSP. Winners will be announced during the professional development session "Multi-Method Approaches to Data Collection."

# POSTER SCHEDULE

	<b>A</b> Thursday 7 - 8:30 pm	<b>E</b> Friday 12:30 - 2 pm	<b>H</b> Friday 6:30 - 8 pm	<b>I</b> Saturday 8:15 - 9:30 am	<b>L</b> Saturday 12:30 - 2 pm	<b>P</b> Saturday 6:15 - 7:45 pm
Aggression/Anti-Social Behavior	X					
Applied Social Psychology	X				X	
Attitudes/Persuasion	X					X
Belonging/Rejection			X	X		
Close Relationships		X		X	X	
Culture		X	X			
Disability		X				
Diversity		X				
Emotion			X	X	X	X
Evolution				X		
Field Research/Interventions						X
Gender	X	X	X			
Groups/Intragroup Processes			X			X
Individual Differences			X			X
Intergroup Relations		X		X		
Judgment/Decision-Making		X	X	X		
Language		X				
Law		X				
Lifespan Development		X				
Mental Health/Well-Being		X	X			
Meta-Analysis		X				
Methods/Statistics		X				
Morality		X		X	X	
Motivation/Goals					X	
Nonverbal Behavior						X
Norms and Social Influence				X		
Organizational Behavior					X	
Other	X					
Person Perception/Impression Formation	X		X			X
Personality Development		X				
Personality Processes/Traits				X		X
Physical Health						X
Politics						X
Prosocial Behavior					X	X
Psychophysiology/Genetics	X					
Religion/Spirituality		X	X			
Self/Identity	X		X	X	X	
Self-Esteem				X		
Self-Regulation	X				X	
Social Development	X					
Social Justice						X
Social Neuroscience			X			
Stereotyping/Prejudice	X	X			X	X

## POSTER SESSIONS

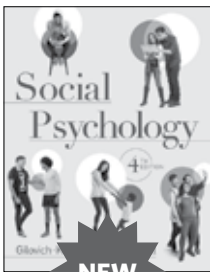
Poster sessions are held in the Sails Pavilion of the Convention Center. The presenting author should be present during the assigned time.

Presenters should arrive 15 minutes before they are assigned in order to set up their posters. Any posters not removed by the end of the poster session will be discarded. Do not leave personal items in the poster room.

## POSTER CHECK

Poster check, sponsored by Facebook, will be available in the Sails Pavilion. Posters not collected by the end of convention will be recycled.





### Social Psychology

*Fourth Edition*  
THOMAS GILOVICH  
DACHER KELTNER  
SERENA CHEN  
RICHARD NISBETT

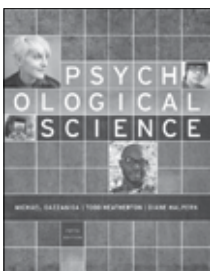
New “Not So Fast” feature develops critical thinking by encouraging students to uncover common misperceptions.



### The Personality Puzzle

*Seventh Edition*  
DAVID C. FUNDER

A long-time market leader, *The Personality Puzzle* continues to captivate students through David Funder’s masterful writing.



### Psychological Science

*Fifth Edition*  
MICHAEL S. GAZZANIGA  
TODD F. HEATHERTON  
DIANE F. HALPERN

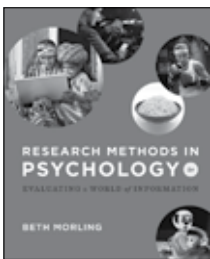
New “Psychological Reasoning: What to Believe?” theme discusses major biases in psychological reasoning and explores them through everyday situations.



### Psychology in Your Life

*Second Edition*  
SARAH GRISON  
TODD F. HEATHERTON  
MICHAEL S. GAZZANIGA

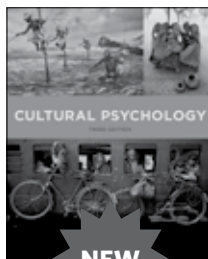
Makes science accessible to students at all levels by showing how psychology is relevant to their everyday lives.



### Research Methods in Psychology

*Second Edition*  
BETH MORLING

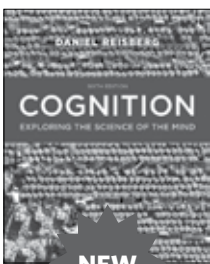
A text that will make your students care about research methods as much as you do.



### Cultural Psychology

*Third Edition*  
STEVEN J. HEINE

The most contemporary and relevant introduction to the field. The new edition shows students how cultural psychology is relevant to their lives, their society, and the larger world around them.



### Cognition

*Sixth Edition*  
DANIEL REISBERG

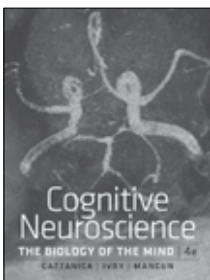
Up-to-date, authoritative, and clearly written. Updated ZAPS 2.0 online labs provide a highly interactive way for students to learn cognitive psychology.



### Intimate Relationships

*Second Edition*  
THOMAS BRADBURY  
BENJAMIN KARNEY

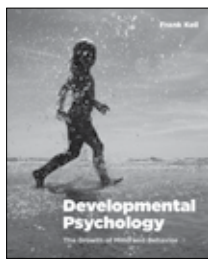
A clear, balanced, and contemporary look at how relationships work, from leading researchers in the field.



### Cognitive Neuroscience

*Fourth Edition*  
MICHAEL S. GAZZANIGA  
RICHARD B. IVRY  
GEORGE R. MANGUN

The most authoritative text is now the most accessible.



### Developmental Psychology

FRANK KEIL

Shows students how to think like psychologists about child development.

# NETWORKING EVENTS

## AWARDS CEREMONY & OPENING RECEPTION

The Awards Ceremony honoring the 2015 SPSP and FPSP Award recipients will be paired with the Opening Session and Presidential Symposium. Following the ceremony and the symposium, we will celebrate the winners at the opening reception across the hall in the Sails Pavilion. This reception will feature light hors d'oeuvres and a cash bar to welcome all attendees to San Diego as well as honor the winners and their achievements and provide you with an opportunity to meet them and their distinguished guests. Drink tickets (if chosen during convention registration) can be redeemed at this event. Stop by and congratulate all of the 2015 winners as we kick off the opening of the 2016 SPSP Convention!

Posters during Poster Session A will be on display, as will all finalists in the graduate and undergraduate poster awards contest.

**THURSDAY, 5 - 8 PM (CEREMONY AND SYMPOSIUM 5-7 PM, RECEPTION 7-8 PM)**

**Ceremony & Symposium: Room 6**

**Reception: Sails Pavilion**

## CONVENTION KICK-OFF BREAKFAST, SPONSORED BY THE DIVERSITY AND CLIMATE COMMITTEE

For members of groups historically underrepresented in SPSP and first-time conference attendees to meet each other in a relaxed environment and discuss suggestions for getting the most out of the conference. Brief presentations/panel and networking opportunity.

\*Attendees must bring their breakfast from the Exhibit Hall to this session. Breakfast will not be provided in the session room.

**FRIDAY, 8:15 AM - 9:30 AM**

**Room 1A**

## NON-ACADEMIC EMPLOYEE SOCIAL HOUR

Those employed in non-academic settings are invited to join us for a discussion on improving connections with government and industry organizations and connect with those employed outside of academia in the first annual Non-Academic Employee Social Hour. There will be light hors d'oeuvres and drinks available as you connect with others. RSVP is not required.

**FRIDAY, 5 - 6:30 PM**

**Room 16B**

## DIVERSITY AND CLIMATE COMMITTEE RECEPTION

Join the Diversity and Climate Committee for a reception to honor the Diversity Fund Graduate Travel winners.

This reception brings together graduate and undergraduate students from underrepresented groups and senior social and personality psychologists whom they admire and whose work has influenced their own intellectual development. If you identify as a member of an underrepresented group within the SPSP Convention, or your work focuses on research concerning these groups, join the DCC for drinks and light refreshments! The reception is open to all interested in attending.

**FRIDAY, 6:30 - 8 PM**

**Room 14A**

## CLOSING RECEPTION

The final poster session of the day on Saturday from 6:30 pm – 8:00 pm will feature hors d'oeuvres and a cash bar to allow attendees to meet, network and mingle as we wrap up another exciting convention. The final set of posters will be on display during the reception. Attendees may use their drink tickets (if chosen during convention registration) at this event.

**SATURDAY, 6:15 - 7:45 PM**

**Sails Pavilion**

CONVENTION  
INFO

SCHEDULES &  
HIGHLIGHTS

AWARDEES

THURSDAY  
POSTERS

FRIDAY  
PROGRAM

FRIDAY  
POSTERS

SATURDAY  
PROGRAM

SATURDAY  
POSTERS

EXHIBITORS

SYMPOSIA  
SPEAKERS

# SPSP AWARDS

SPSP is honored to announce our 2015 Award Recipients! These honorees will be recognized at the Opening Session. Please join us in congratulating these winners during the ceremony and afterwards at the Opening Reception.

Thursday, January 29, at 5:00 PM, before the Presidential Symposium  
Convention Center, Room 6

Sponsored by SPSP, FPSP and SAGE Publications

CONVENTION  
INFO

SCHEDULES &  
HIGHLIGHTS

AWARDEES

THURSDAY  
POSTERS

FRIDAY  
PROGRAM

FRIDAY  
POSTERS

SATURDAY  
PROGRAM

SATURDAY  
POSTERS

EXHIBITORS

SYMPOSIA  
SPEAKERS



**DAVID  
WATSON**

## The Jack Block Award for Personality Psychology Research

David Watson is the Andrew J. McKenna Family Professor of Psychology at the University of Notre Dame. His work investigates the structure and measurement of personality, emotion, and psychopathology, as well as the links between them. He was the founding President of the Association for Research in Personality and served as the Editor-in-Chief of the Journal of Abnormal Psychology.



**HARRY T  
REIS**

## The Career Contribution Award

Harry T. Reis is Professor of Psychology at the University of Rochester. He received a B.S. from CCNY (1970) and a Ph.D. from New York University (1975). During his career, he has held visiting positions at the University of Denver, Maastricht University, the University of California, Santa Barbara, and the Netherlands Institute for Advanced Studies.



**YAACOV  
TROPE**

Yaacov Trope is a Professor of Psychology at New York University. He received his Ph.D. from the University of Michigan in 1974 and is a member of the American Association for Arts and Sciences. He co-edited several books and published numerous papers on social cognition, motivation, and self-regulation.



**BRENDA  
MAJOR**

## The Donald T. Campbell Award for Social Psychology Research

Dr. Major is a Distinguished Professor in the Department of Psychological and Brain Sciences at UC Santa Barbara. She studies how people perceive and cope with stigma, prejudice, discrimination and stressful life events. She has authored more than 150 articles and book chapters and one book, and chaired the APA Task Force on Mental Health and Abortion.



**DAVID SCOTT  
YEAGER**

## The Robert B. Cialdini Award

David Yeager is an assistant professor of developmental psychology at the University of Texas at Austin. He is a former middle school teacher. His research focuses on adolescent development and behavior change, including topics such as: motivation, aggression, coping, mental and physical health, trust, and healthy eating.



**JENNY  
CROCKER**

Jennifer Crocker, a Harvard PhD and Ohio Eminent Scholar in Social Psychology at Ohio State University, studies the self, relationships, and stigma. Winner of several awards for her research, including SPSP's Campbell Award, she has been President of four professional associations including SPSP. She also does century bike rides to support cancer research.



**WILLIAM  
FLEESON**

## The Carol and Ed Diener Award in Personality Psychology

William Fleeson, Professor of Psychology at Wake Forest University. B.A. in philosophy from Wisconsin, Ph.D. in psychology from Michigan, and postdoctoral training in development from Germany. Interests include moral exceptionalism, the nature of personality, borderline personality disorder, consistency, and self-regulation. He takes a personality, social, developmental, and philosophical approach.



**MARK P  
ZANNA**

## The Ambady Award for Mentoring Excellence

Mark Zanna, a Yale PhD and Distinguished Professor Emeritus at the University of Waterloo, studies the psychology of attitudes. Winner of several career awards for distinguished scientific contribution, including SPSP's Campbell Award, he initiated the development of SPSP's annual convention. 32 (of 34) students have taken academic positions (so far 7 have chaired their departments).

# SPSP AWARDS



**MICHELE J  
GELFAND**

## The Carol and Ed Diener Award in Social Psychology

Michele J. Gelfand is Professor of Psychology and Distinguished University Scholar Teacher at the University of Maryland, College Park. She received her Ph.D. in Social/ Organizational Psychology from the University of Illinois under the guidance of Harry Triandis. Gelfand's work explores cultural influences on conflict and negotiation, workplace diversity, and theory and methods in cross-cultural psychology.



**ROBERT  
ROSENTHAL**

## The Methodological Innovation Award

Robert Rosenthal was born in Giessen, Germany in 1933, and moved with his refugee family to Los Angeles in 1949 with intermediate longer-term stops in Southern Rhodesia (1939-1940) and New York City (1940-1949). He attended UCLA as an undergraduate (AB, 1953), and as a graduate student in clinical psychology (Ph.D., 1956). He taught at the University of North Dakota (1957-1962), at Harvard University (1962-1999), and, since 1999, at the University of California, Riverside.



**PHILLIP R  
SHAVER**

## The Distinguished Scholar Award

Phillip R. Shaver, Distinguished Professor of Psychology Emeritus at UC Davis, has also served on the faculties of Columbia, NYU, University of Denver, and SUNY/Buffalo. He has published over 300 scholarly books, articles, and book chapters and has received professional awards from SPSP, SESP, and the International Association for Relationship Research.



**SUSIE  
SCHROEDER**

## The SPSP Award for Distinguished Service to the Society

Susie Schroeder is the wife of a longtime SPSP member and friend to SPSP for decades. She has been a registered CPA since 1983 with accounting career experience in public, non-profit, teaching and corporate accounting and service on non-profit boards. She became SPSP's first CFO in 2012 and assisted the board in understanding the need and means for transitioning the Society into a professionally run organization.



**NICHOLAS  
EPLEY,  
"MINDWISE"**

## The Media Book Prize for the Promotion of Social and Personality Science

Nicholas Epley is the John Templeton Keller Professor of Behavior Science at the University of Chicago Booth School of Business. He studies social cognition—how thinking people think about other thinking people—to understand why smart people so routinely misunderstand each other.



**LAURA A  
KING**

## The SPSP Award for Service to the Field on behalf of Personality and Social Psychology

Laura A. King received her BA in English Literature and Psychology at Kenyon College and her PhD in Personality from the University of California, Davis. She taught at Southern Methodist University prior to moving to the University of Missouri, where she is a Curators' Professor of Psychological Sciences.



**EZRA  
KLEIN**

## The Media Award for Excellence in Science Journalism

Ezra Klein is founder and editor-in-chief of Vox.com, as well as a policy analyst for MSNBC. Previously, he was columnist and editor at the Washington Post, and a contributor to Bloomberg.

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## The Student Publication Awards



**SAMANTHA J  
HEINTZELMAN**

Samantha Heintzelman received her Ph.D. in social and personality psychology from the University of Missouri in 2015 and is now a post-doctoral research fellow at the University of Virginia. Her research focuses primarily on subjective well-being, especially examining the experience of meaning in life.



**ALYSSA S  
FU**

Alyssa Fu received a PhD in social psychology from Stanford University in 2015, and a BS in psychology and a BA in linguistics from the University of Arizona. Her research examines how culture shapes self and motivation by others. She is currently a Program Director at Insight Data Science.



**JIYIN  
CAO**

Ji Yin Cao is an Assistant Professor in the Department of Management at Stony Brook University. She received her Ph.D. from the Kellogg School of Management at Northwestern University. Her research integrates social psychology and sociology and sits at the intersection of decision-making, social network, socio-ecology and culture.



**BO  
WINEGARD**

Bo Winegard is a graduate student under Dr. Roy F. Baumeister at Florida State University. He studies human behavior from an evolutionary perspective. Currently, he is interested in signaling, social status, and individual differences.

## SAGE Young Scholar Awards



**WIEBKE  
BLEIDORN**

Wiebke Bleidorn is an Assistant Professor of Psychology at the University of California, Davis. She received a PhD in Psychology at Bielefeld University, Germany in 2010 and was an Assistant Professor of Psychology at Tilburg University, the Netherlands. Dr. Bleidorn's research examines the conditions, mechanisms, and consequences of personality change.



**CHERYL  
WAKSLAK**

University of Southern California. She earned her PhD in social psychology from NYU in 2008. Her research explores the way people use different styles of thinking to help them connect with those closer to them and those farther away.



**JON  
FREEMAN**

Jon Freeman is Assistant Professor of Psychology at NYU. He received his Ph.D. from Tufts and was previously on the faculty at Dartmouth. He studies split-second social perception using brain- and behavior-based techniques, examining the interplay of visual perception and social cognition in how we categorize others and infer personality traits and emotion. Cheryl Waksalak is an assistant professor of management and organization at the



**ADAM WAYTZ**

Adam Waytz is a psychologist at Northwestern University's Kellogg School of Management who studies how people think about minds. He looks at when we attribute or deny mental states to other entities, and the moral and ethical implications of these processes.



**ULRICH  
ORTH**

Ulrich Orth is an Associate Professor of Psychology at the University of Bern. He completed his PhD at the University of Trier, was a postdoc at University of Bern and UC Davis, and was an assistant professor at University of Basel. His research focuses on self-esteem development across the lifespan, the link between low self-esteem and depression, and the consequences of self-esteem for important life domains such as relationships, work, and health. In 2013, he received the William Stern Award for Personality Psychology from the German Psychological Society.



The Sage Young Scholar Awards are sponsored by Sage Publications



## The Daniel M. Wegner Theoretical Innovation Prize



**BROCK BASTIAN**

Brock Bastian received his PhD from The University of Melbourne in 2007, was a research fellow at the University of Queensland until 2013, and then joined the University of New South Wales. In 2015 he returned to The University of Melbourne. His research focuses on pain, happiness, and morality.



**MICHAEL INZLICHT**

Michael Inzlicht is a Professor of Psychology at the University of Toronto. Michael conducts research that sits at the boundaries of social psychology, cognitive science, and neuroscience. Although he has published papers on multiple topics, his most recent interests have been on the topic of self-control, where he seeks to understand its underlying nature, including its emotive foundations. Michael is a first-generation college student.



**JOLANDA JETTEN**

Jolanda Jetten is Professor of Social Psychology at the University of Queensland and an ARC Future Fellow (PhD University of Amsterdam). Her research is concerned with social identity, group processes and intergroup relations.



**BRANDON SCHMEICHEL**

Brandon Schmeichel is Professor of Psychology at Texas A&M University. He studies motivation, emotion, and self-control. He is former Associate Editor of Journal of Experimental Social Psychology and a Fellow of the Association for Psychological Science. He lives with three other people and a cat in scenic College Station, Texas.



**MATTHEW HORNSEY**

Matthew Hornsey is a Professor of Social Psychology at the University of Queensland. His research interests are in the areas of group processes and intergroup relations, with particular interests in (a) how people respond to trust-sensitive messages such as criticisms, recommendations for change, and gestures of remorse; and (b) the dynamic and sometimes tense relationship between individual and collective selves. He is currently an associate editor at Personality and Social Psychology Bulletin.



**C. NIEL MACRAE**

Neil Macrae currently holds the Anderson Chair in Psychology at the University of Aberdeen, Scotland. He is interested in social cognition has and has received several awards, including the APA Early Career Award and BPS Spearman Medal. He is a fellow of the British Academy and Royal Society of Edinburgh.



**SIRI LEKNES**

Siri Leknes is a cognitive neuroscientist studying one of the great mysteries of the mind: how does the brain give rise to subjective experience, feelings of good and bad?

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**ANALIA ALBUJA** is second year graduate student at Rutgers University. Analia's work explores how dual identities are lived and perceived in a society that often prefers static and discrete social categories. For example, Analia's current projects examine aspects of biological lay theories and exposure to visual racial ambiguity.



**OLIVIA ATHERTON** completed her undergraduate degree at the University of Illinois Urbana-Champaign in 2013. She is currently a third-year graduate student at the University of California, Davis, working with Dr. Richard Robins. Broadly, her research interests encompass three domains: 1) personality development from adolescence through adulthood, as well as the co-development of personality and psychopathology, 2) person-environment interactions and other mechanisms of personality change, and 3) the impact of personality traits and psychopathology on life outcomes such as substance use, health, academic and occupational achievement, and interpersonal well-being. She utilizes multi-method data (self- and informant-reports, physiological measures, psychiatric interviews, observation-coded interactions), as well as a number of longitudinal modeling techniques in her research. In her spare time she enjoys painting and photography, hiking, gardening and cooking.



**ANGELA CAREY** is originally from Kansas (Rock Chalk!), she is a fourth year Ph.D. student working with Dr. Matthias Mehl at the University of Arizona. Her research interests center around social interactions and social support influences on coping in the context of a major life-upheaval (i.e., divorce). Using the Electronically Activated Recorder (EAR) in her work enables her to investigate not only how people actually utilize their daily social lives to cope with stressors; it also allows her to study how natural language use reflects psychological states and traits, and its relation to health and wellbeing.



**KATELYNN CARTER-ROGERS** was born in raised in Halifax, Nova Scotia, Canada, and completed her Undergraduate, and Master's degree at Saint Mary's University. Katelynn is currently attending Maastricht University in the Netherlands, as a Doctoral Candidate for the Erasmus Mundus program of Legal Psychology. Katelynn's research interests include facial perceptions, and first impression in a legal context, eyewitness identification, decision making, and social attitudes. In her spare time, Katelynn likes to play Tackle Football with the Halifax Xplosion Women's Tackle Football team.



**CRYSTAL CLARKE** is a fourth year doctoral student in the Social Psychology Department of New York University. She is from Brooklyn, NY and received her B.A. from Amherst College. Her research interests include intergroup relations, prejudice, egalitarianism and police-minority relations.



**STEPHANIE CROSS** is a member of the Comanche Nation and is currently in her second year in the Psychology doctoral program at the University of Oklahoma. She has a Master's in Native American Studies from the University of Oklahoma. Her Bachelor's degree in Psychology was obtained from Our Lady of the Lake University in San Antonio, Texas where she was also a McNair Scholar. Her current research interests include stereotypes and prejudice, objectification, and dehumanization, specifically with regards to Native Americans and women.



**GREGORY DAVIS** is a doctoral student in African American Studies with a concentration in Psychology. He works with Professor Jim Sidanius in the Sidanius Lab, which studies intergroup relations and power. Gregory completed his bachelors in psychology in 2010 at Morehouse College, and completed his joint JD/MA in Law and Afro-American Studies at UCLA in 2014. He is a former John H. Hopps Research Scholar and a current Point Foundation Scholar. Gregory studies the practice and rhetoric of admissions, particularly in a culture of diversity and inclusion. Using theory and practices from person perception, intergroup contact, and organizational behavior, Gregory analyzes how admissions officers and committees make decisions about students from different groups, and how institutions act within the legal and political landscape to build a class year after year.



**STEPHANIE DE OLIVEIRA CHEN** received an undergraduate degree at the Ohio State University and is now a Ph.D. candidate at the University of Michigan. Stephanie is studying thinking and emotion across Latin American, North American and East Asian cultures. She is also interested in how and when cognitive diversity improves group and individual judgment.



**VERONICA DERRICK**'s research explores inter-/intra-group relationships within academic and health settings. One line of research examines the impact of STEM environments on female students' relationships and sense of belonging. A second line of research explores how targeting health information to stigmatized groups impacts their attitudes towards the information and information providers.



**CAMERON DOYLE** is a first year graduate student at the University of North Carolina at Chapel Hill. She is interested in the influence of language on emotion perception. Specifically, she studies how language contributes to the ability to acquire emotion concept knowledge, and how emotion concept knowledge shapes emotion perception.

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**ARIANNE (ARI) EASON** is a 4th year PhD student in the Department of Psychology at the University of Washington. She obtained her B.S. in Psychology with distinction from Yale University in 2012. Her research interests lie at the intersection of social and developmental psychology. She tests populations of infants, children, and adults in order to shed light

on the processes by which intergroup dynamics and status biases are constructed and reproduced. Among other honors, she has been supported by the National Science Foundation Graduate Research Fellowship and the Ford Foundation Predoctoral Fellowship.



**JIM EVERETT** is a PhD Student at the University of Oxford, and a 2015/2016 Fulbright Research Fellow based at Harvard University. Jim researches human morality and in-group favoritism, investigating the social, evolutionary and cognitive mechanisms driving our (parochial) moral behavior in social groups.



**JOHANNA FOLK** is a fourth year student in the Clinical Psychology Ph.D. program at George Mason University. Her primary research interests include the development and evaluation of interventions for jail inmates, community connectedness, emotion regulation, and the impact of parental incarceration on children and families.



**S. MASON GARRISON** is a Quantitative Methods graduate student at Vanderbilt University, working with Professor Joseph L. Rodgers. She studies the relationship between personality and intelligence on important lifetime outcomes, such as mortality and divorce, using kinship-based quasi-experimental designs. Mason primarily

works with the National Longitudinal Surveys of Youth and the Kelly/Connolly Longitudinal Study on Personality and Aging, which she co-directs with Drs. Joshua J. Jackson and James J. Connolly. Recently, she returned from a six month visit to Professor Jeremy Biesanz's lab at the University of British Columbia. Mason is supported by a National Science Foundation Graduate Research Fellowship.



**ALEXANDRA GARR-SCHULTZ** is a second-year graduate student in the social psychology program at Northwestern University, where she works with Dr. Wendi Gardner and Dr. Jennifer Richeson. Her work focuses on the ways in which people understand and navigate multiple identities, particularly at the intersections of social group memberships,

as well as how they are perceived by others. She is also interested in the relationships between minority groups, how to most effectively leverage the collective power of allyship, and best practices for creating truly inclusive spaces.



**SA-KIERA HUDSON** has developed an interest in studying power hierarchies and intergroup relations over the last five years. Sa-kiera has a BA in Biology/Psychology from Williams College in 2011. While there, Sa-kiera examined the commonalities between those who have low power in organizational hierarchies and members of traditionally marginalized groups as well as completing a senior thesis under the

guidance of Dr. Jennifer Crosby. After graduating from college Sa-kiera spent two years as a lab manager for Dr. Jenessa Shapiro in the social psychology department at UCLA honing research skills. Sa-kiera is currently pursuing a PhD in social psychology under the guidance of Drs. James Sidanius and Mahzarin Banaji. Currently Sa-kiera has three separate but related lines of research that all ask the same basic questions: What are the psychological and biological roots of power and dominance hierarchy systems and how do these systems intersect to influence experience and perception?



**BRYANT HUI** is a third-year Ph.D. student in Psychology at the University of Cambridge under the supervision of Dr. Alex Spectre (aka Alex Kogan). He received his bachelor's degree of Social Sciences at the University of Hong Kong with a major in Psychology. Before matriculating at Cambridge, he worked as a research assistant for more

than four years. Under the supervision of Dr. Sylvia Chen, he completed his M.Phil. Degree in Social Sciences at the Hong Kong Polytechnic University, where he developed a passion for research on cross-cultural psychology. Bryant's current research interests revolve around prosociality and well-being, basic psychological needs, globalization, acculturation, and intergroup relations. Apart from using conventional research methods, He is also in the process of exploring these research areas by means of big data analysis. Finishing his Ph.D. soon, he will be keen to take up a post-doctoral position for conducting social and cross-cultural psychology research.



**KYONNE ISAAC** is a 2nd-year pursuing a joint PhD in Psychology and Social Policy at Princeton. Kyonne researches how stigmatization affects the self & relationships.



**MORGAN C. JERALD** is currently a doctoral candidate in the Personality and Social Contexts area of Psychology at the University of Michigan, where she works with Dr. Monique Ward and Dr. Elizabeth Cole. Broadly, her research examines sexuality and body image attitudes in Black women. Her current research program explores the influence of Black women's endorsement and embodiment

of negative stereotypes about Black women's sexuality on their sexual agency, body image, and mental health. She is also interested in how young Black women's socialization experiences and interactions with their social environment (particularly with the media) shape attitudes about the body and sexuality. Her research is supported by the National Science Foundation Graduate Research Fellowship Program

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(NSF-GRFP). She received her B.A. in Psychology and Spanish from Spelman College in 2012.



**DUSHIYANTHINI (TONI) KENTHIRARAJAH** received her Ph.D. in social psychology from Stanford University in September 2015, as well as her M.A. in Psychology from Stanford University in 2013. She received her B.A. with Honors in Psychology from the University of Waterloo in 2010. At Stanford University with her adviser Gregory M. Walton, Toni examined

subtle cues that affect social perception and judgment in intergroup contexts, such as the effects of first names on judgments about who should be granted U.S. Citizenship, hired for a job or what the appropriate prison sentence is in a criminal case. She continues to study biases in criminal sentencing, examining how a criminal record is used differently in the sentencing of Black and White defendants. Toni recently started as a postdoctoral associate at Duke University. Working with Aaron Kay, David Sherman, and Greg Walton, she designs interventions to help veterans transition into employment and educational settings.



**JINHYUNG KIM** is a fourth year graduate student at Texas A&M University, working with Dr. Joshua Hicks and Dr. Rebecca Schlegel. He primarily studies well-being and happiness from two perspectives of well-being: eudaimonia and hedonia. Specifically, he examines concepts of meaning in life, authenticity, and true self-

knowledge for eudaimonia and pleasure, subjective well-being, and life satisfaction for hedonia and explore how these are concurrently or distinctively associated with various psychological functioning (e.g., decision satisfaction) and important life outcomes (e.g., parenthood, consumer choices). He also investigates how eudaimonia and hedonia are dynamically interrelated to each other in a relation to temporal distance and individual characteristics.



**FRANKI KUNG** was born and grew up in Hong Kong. He is currently enrolled in the social and industrial/organizational psychology PhD special program at the University of Waterloo. His primary research interests concern conflicts at different levels. In collaboration with his supervisor, Dr. Abigail Scholer, he examines how differences in the

ways people organize their goals and perceive goal conflicts affect intrapersonal well-being such as life satisfaction, and interpersonal conflict resolution. On the intergroup level, he studies how to transform cultural collision into synergy in difficult communication situations such as intercultural negotiation. Outside of school, Franki loves to travel and learn about different cultures through music, food, and friendships. This is also why he cannot say no to conferences.



**JENNIFER LACOSSE** is a 4th year PhD Candidate studying Social Psychology at Florida State University with Dr. Ashby Plant. Her research investigates the ways that minority and majority group members' perceptions of one another and/or their environment can influence intergroup relations

and personal outcomes (e.g., efficacy, belonging, social contagion concerns). She is also interested in indirect forms of intergroup contact just as Facebook and imagined contact with famous outgroup members.



**BEN C. P. LAM** is a graduate student studying social psychology at Iowa State University. He was born and raised in Hong Kong and was influenced by both Chinese and Western cultures. He is interested in studying culture and is currently examining cultural influences on romantic relationship experiences.



**SARAH LAMER** is working with Dr. Max Weisbuch at the University of Denver. Her primary interest is in examining how subtle sociocultural-cues influence perceivers, especially with regard to group-based inequities in power. She aims to address inequities in ways that contributes to scientific knowledge and have clear, broad social benefits.



**TALYA LAZERUS** is a Ph.D. student in the Social and Decision Sciences Department at Carnegie Mellon University. She received her B.S. in Psychology from Texas A&M University. Her research explores the interplay of emotion, consciousness, and decision-making, with a special emphasis on the role of emotional engagement.



**DAVID LEE** is a PhD candidate in Social Psychology at the University of Michigan. His research examines the psychological conditions under which people thrive from their social interactions, including face-to-face social interactions, online social network interactions, and situations in which people merely think about interacting with others.



**RYAN LEI** is a 4th year PhD student at Northwestern University working with Drs. Galen Bodenhausen and Jennifer Richeson. He received his B.A. from the University of North Carolina at Chapel Hill. Ryan's research uses an intersectional framework to look at the influence of perceiving multiple social categories from the earliest stages of category activation and representation to downstream processes such as stereotyping, prejudice, and discriminatory behaviors. He is also interested in the role of contextual factors such as on people's evaluations of different kinds of leaders.



**MENGYAO LI** is a fourth year doctoral student in the Psychology of Peace and Violence Program at the University of Massachusetts Amherst. Her research interests include intergroup/international conflicts, reconciliation, justice, and human rights. Her current research focuses on changes in attitudes toward justice (e.g., criminal tribunals) over time among different ethnic groups in the Balkans.

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**SAI LI** is a PhD student of social psychology at the University of Cambridge. Sai is prepared to study questions from the realm of prosociality.



**KATHERINE MCMAHON** ("Kibby") is a second-year graduate student in the clinical psychology doctoral program at Duke University. Her research focuses on how we can use technology (e.g. smartphones, virtual reality) to develop new ways to assess how we recognize and regulate emotions in social interaction.



**SARAH LIU** is a PhD Clinical Psychology graduate student at Concordia University in Montreal, Canada. She is from Vancouver, BC and is relatively new to the East Coast. Her research interests are centered on how personality variables may predict health outcomes in adulthood. Specifically, her research program investigates self-esteem and self-compassion as potential personality

factors that may buffer against psychological and physical health problems over the lifespan and particularly in old age. She is also interested in the biological consequences of stress. As such, she uses biological markers and stress paradigms to examine the potential benefits of self-esteem and self-compassion. Clinically, she has been working with the adult population, treating depression and anxiety. She would like to continue this work and gain experience working with populations that experience co-morbid symptoms.



**YARA MEKAWI** is a fourth-year graduate student at the University of Illinois. Yara's research focuses on racial discrimination, spanning across social and clinical psychology. Yara is interested in the cognitive, social and emotional factors that maintain discriminatory behavior and the role racial discrimination plays in the mental health of racial/ethnic minorities.



**HARRISON OAKES** studies (a) the influences of power and emotion processes on wisdom, (b) social identity threat and prejudice, and (c) the innuendo effect.



**CHIEH LIU** is a fourth year PhD candidate at Nanyang Technological University in Singapore. She received her BS from National Taiwan University in 2009 and EdM from Harvard Graduate School of Education in 2010. Her research interests primarily lie in the field of culture, self, and social class psychology.



**IRMAK OLCAYSOY** Okten is a 3rd year PhD student at Lehigh University, working with Dr. Gordon Moskowitz. Irmak is interested in the effects of biases on the processes of person perception, impression formation and memory during interpersonal interactions as well as the role of perceivers' goals in these processes.



**GUANNAN LU** is a multicultural polyglot who loves exploring the world of counterintuitive truths. What makes a bio memorable?



**ELISE OZIER** is a first year doctoral student at Indiana University, advised by Dr. Mary Murphy. Elise received a BA in psychology from Indiana University Northwest. Elise's interested in studying stereotyping and prejudice, particularly in academic and professional contexts. Elise's current research explores how exposure to instances of bias shapes subsequent learning and the transfer

of knowledge.



**HEATHER MARANGES** is a doctoral student at Florida State University. Her research explores the social and biological processes associated with self-control.



**CHRISTOPHER PETSKO** is a second-year student in social psychology at Northwestern University, where he works primarily with Galen Bodenhausen. Chris is interested in understanding how stereotypes alter the way we perceive others, and he is especially interested in whether stereotypes about gay men alter the way we perceive their race.



**SATIA MAROTTA** is a fourth year doctoral candidate in the Psychology department at Tufts University. Under the mentorship of Dr. Sam Sommers, Satia's research focuses on how social psychology can inform law and public policy, especially with regard to issues of diversity, equality, and due process.



**STACY PRINISKI** is a third-year doctoral student at the University of Wisconsin-Madison, working with Judith Harackiewicz. She investigates interventions to improve motivation and achievement in higher education, particularly among underrepresented minority and first-generation college students. Her current research focuses on value interventions to promote diversity in

STEM fields.

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**LINDSAY ROBERTS** is a fourth year Ph.D. student at the University of Toledo working under Dr. Jason Rose. Broadly, her research interests examine the intersection of social psychology and health. Currently she is investigating mechanisms/moderators of expectation effects and exploring the relationship between health risk perceptions and graphical displays.



**HADIYA RODERIQUE** is a 4th year PhD student in the Organizational Behavior group at the Rotman School of Management. A former lawyer, Hadiya is primarily interested in studying gender and racial inequity in professions and leadership from the lenses of experimental social psychology and network analysis. Hadiya is particularly interested in the impact of parenthood on self perceptions and external perceptions, as well as the effect of race, gender, class and any resulting imputed personal characteristics on mentorship and ascension through the ranks.



**ACHALA RODRIGO** is a PhD student in the Department of Psychological Clinical Science at the University of Toronto Scarborough. His research aims to identify the neural correlates of interpersonal success. Currently, his research examines the link between inhibitory control and interpersonal traits in healthy individuals and individuals with mental illness.



**JULIAN RUCKER** is a 2nd year doctoral student in Social Psychology at Northwestern Univ., working with Professors Jennifer Richeson and Mesmin Destin. He received his B.A. in Psychology from the Univ. of Texas at Austin. Currently, he is interested in investigating the factors that shape perceptions of, and motivations to address, intergroup inequality across a variety of domains. He is also interested in exploring the role of perceived of social status in influencing willingness to engage in collective action.



**ANDREA RUYBAL** is a PhD student of Social and Health Psychology at Claremont Graduate University interested in applied research on depression and persuasion.



**MANNY SALINAS** is a first year graduate student Iowa working towards his Master's in Social Psychology at the University of Northern, where he also received his B.A. in Psychology. Manny moved to Iowa three years ago to pursue his education. He is from a small town 30 minutes south of San Antonio called Poteet, Texas. His research interests includes social exclusion and ostracism, health, personality, self-esteem, self-regulation, prejudice and discrimination against stigmatized groups, and social influence. He loves playing and watching sports. His favorites are basketball, skateboarding, snowboarding rugby, soccer, and football. He also enjoys cooking, traveling, and swimming.



**ELIZABETH SETO** is currently a fourth year doctoral student at Texas A&M University working under the guidance of Dr. Joshua Hicks. She received her BA in psychology at Baylor University in 2012. The goal of her research is to uncover the psychological mechanisms to help one achieve an optimal life. To this end, she examines how people conceptualize finding meaning and purpose in their lives, factors that influence our sense of authenticity, and different pathways to true self-knowledge.



**HOLLY SHABLACK** is a 2nd year PhD student in social psychology at the Univ. of North Carolina, Chapel Hill working with Dr. Kristen Lindquist. Her research focuses on the role of language on emotion experiences. With a B.S. in Brain Behavior & Cognitive Science and minor in Linguistics from the Univ. of Michigan and past involvement in emotion regulation research, she combines her interests in exploring the development of emotion concepts and the influences of early life events and multilingualism on emotional experiences.



**NATASHA THALLA** is a third year PhD student in the Psychology Department at Lehigh University. She is generally interested in intra-group processes, specifically examining the causes and consequences of intra-group trust. Her previous lines of research examined how ritual objects can come to be positively evaluated and the consequences of such ritual objects can signal group trust and cooperation. Additionally, she examines the conditions under which people are deceived by ingroup signals, as well when people make use of those signals to achieve particular ends.



**CHRISTOPHER TO** is currently a 2nd year PhD student in the Management department at NYU. Christopher completed his BS in Analytics/Information Systems and BA in Psychology from Rutgers University. His research streams include A) the psychology of interpersonal competition, B) rivalry, C) the dynamics of team hierarchies/structure, and D) cross-cultural psychology.



**PHUONG VO** is a 4th year graduate student at Wayne State University working with Dr. Tim Bogg. Phuong is interested in examining health-related goal achievement, and particularly, in understanding the mechanisms of how people not only initiate/adopt health-promoting behaviors, but also maintain these behaviors in the long-term, despite encountering obstacles and changing circumstances. Phuong is currently conducting a longitudinal personality-informed intervention study to promote exercise initiation and maintenance.



**CARLA ZIMMERMAN** is a 4th year graduate student in the Social Psych department at Texas A&M. Her research interests fall in the intersection between social ostracism and stigmatization research. She is interested in social ostracism as a result of stereotyping and discrimination, with a focus on the influence of gender and gender-based stereotypes on experiences of ostracism.

# DIVERSITY HIGHLIGHTS

## SPECIAL EVENTS

### CONVENTION KICK-OFF AND WELCOME BREAKFAST, SPONSORED BY THE DIVERSITY AND CLIMATE COMMITTEE

Friday, January 29, 8:15 AM – 9:30 AM, Room 1A

For members of groups historically underrepresented in SPSP and first-time convention attendees to meet each other in a relaxed environment and discuss suggestions for getting the most out of the convention. Brief presentation/panel discussion and networking opportunities.

### GASP MENTORING LUNCH

Friday, January 29, 1:00 PM – 2:00 PM, 6F

The GLBT Alliance in Social and Personality Psychology teams up with the SPSP Diversity and Climate Committee again this year for their annual mentoring lunch. This event features volunteer faculty mentors hosting small group discussions of research and professional issues, including GLBT issues in the academic job market, positioning GLBT research for publication, obtaining funding for research on sexual-minority populations, and other diversity and professional development topics. **Pre-registration for this event is necessary.**

### DIVERSITY AND CLIMATE COMMITTEE RECEPTION

Friday, January 29, 6:30 PM – 8:00 PM, Room 14A

Join the Diversity and Climate Committee for a reception to honor the Diversity Fund Graduate Travel Award and Diversity Fund Undergraduate Registration Award winners. This reception brings together graduate and undergraduate students from underrepresented groups and senior social and personality psychologists whom they admire, and whose work has influenced their own intellectual development. If you identify as a member of an underrepresented group within the SPSP Annual Convention, or your work focuses on research concerning these groups, join the DCC for drinks and light refreshments! The reception is open to all interested in attending.

## DIVERSITY SYMPOSIUM

The Diversity and Climate Committee sponsors a symposium each year at the SPSP Annual Convention that is closely related to issues of diversity. This year's Diversity Symposium is Diversity in Close Relationship Processes.

### ENDORING BLACK LIVES MATTER: THE ROLES OF INTRA-PERSONAL, INTER-GROUP AND STRUCTURAL PROCESSES

Saturday, 2:00 PM – 3:15 PM, Room 6A

Chair: Jordan Leitner, University of California, Berkeley

Police killings of unarmed Black men have catalyzed a social movement known as Black Lives Matter. However, the factors that have determined whether and how people participate in this movement have remained unclear. This symposium will examine why people vary in their support of the Black Lives Matter movement.

## DIVERSITY POSTERS

Posters whose authors have selected the keyword or topic area of diversity to identify their work will be displayed during **Session E** on Friday, from 12:30 - 2:00 PM in the Sails Pavilion.

## DIVERSITY FUND TRAVEL AWARDS

SPSP is committed to increasing diversity within the field of personality and social psychology. As part of this initiative, each year the Diversity and Climate Committee selects exemplary students from the many undergraduate and graduate applicants to receive the Diversity Fund Undergraduate Registration Award and the Diversity Fund Graduate Travel Award. Students are eligible if they identify as a member of an underrepresented group in social/personality psychology. Each year the travel award winners include both international and domestic students. For the 2015 awards cycle SPSP was able to provide travel assistance to 112 students - 54 winners of the Diversity Fund Graduate Travel Award and 58 winners of the Diversity Fund Undergraduate Registration Award. Diversity Fund Graduate winners are listed beginning on page 32, and Undergraduate winners beginning on page 51. Join us to honor the winners at the Diversity and Climate Committee Reception on Friday evening.

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**RAVIN ALAEI** is a PhD student supervised by Professor Nicholas Rule at the University of Toronto. Ravin researches how people form accurate first impressions.



**STEPHANIE ANGLIN** is a doctoral candidate in social psychology at Rutgers University-New Brunswick. Her research addresses four broad questions: Why are people so motivated to defend their beliefs? How do beliefs bias the way people obtain, interpret, and evaluate information? What are the obstacles to overcoming scientific reasoning biases? And how can this knowledge be applied to develop methods of reducing confirmation bias in science? To address these questions, she is studying basic questions underlying the motivation to defend beliefs, examining how and why people develop and strive to protect strong held beliefs. In a second line of research, she is exploring the psychology of science among laypeople and scientists, investigating when and how beliefs bias laypeople's evaluation of evidence, when and how motives and values compromise scientists' work, and methods of enhancing the validity, utility, and impact of science.



**ASHWINI ASHOKKUMAR** is a graduate student in Psychology at Ashoka University, India. After receiving a B.Tech in Computer Science, she worked with Microsoft as a Software Developer specialising in data processing. Ashwini then got selected for the Young India Fellowship, a post-graduate liberal arts program at Ashoka University. As a part of this, she studied Hindu-Muslim relations in shared religious spaces of three riot-ridden Indian cities, to understand the effect of religious co-existence on inter-religious conflicts. She also conducted experimental research on self-enhancement in collectivistic cultures. As a graduate student, she currently studies amplification effect of emotions experienced in groups. Her research interests broadly include inter-group conflicts, group processes, emotions, violence, morality and identity. She is also an aspiring writer of poetry and fiction.



**CHANTAL BACEV-GILES** is a second year PhD student, working with Dr. Cheryl Harasymchuk at Carleton University, in Ottawa, Canada. Her research interests lie within close relationships. Currently she investigates the benefits and various components related to shared couple activities. With this research, she hopes to provide insight that could help develop relationship maintenance strategies and build interventions to promote positive relationship experiences.



**CHANTELLE BAGULEY** was awarded a Bachelor of Science (Psychology) (Hons I) and Bachelor of Laws (Hon IIA) from The University of Queensland, and a Graduate Diploma of Legal Practice from The College of Law. She is currently undertaking a PhD in Psychology at The University of Queensland. Combining her legal and psychology knowledge, Chantelle's PhD investigates how simplifying jury instructions affects both jurors' application of those instructions to decide their verdict, and jurors' approach to deliberations. Specifically, her research investigates whether simplifying jury instructions enhances jurors' application of the instructions, but inadvertently leads jurors to discuss the evidence in a less extensive and more biased manner.



**APRIL BAILEY** received her BA from Colgate University in 2014 and is now a second-year doctoral student at Yale University with Dr. Jack Dovidio and Dr. Marianne LaFrance. Broadly, she investigates the cognitive and neurological processes underlying perceivers' extraction of gender information and its subsequent integration with context and other cues.



**ADAM BAIMEL** is a PhD Student at the University of British Columbia in Vancouver, Canada.



**JENNIFER BAUMGARTNER** is a third year Ph.D. student at Wright State University, working under the supervision of Dr. Tamera Schneider. She earned a Master of Science degree in Human Factors and Industrial Organizational Psychology. Her research interests include examining moderators and mechanisms of stress resilience, with a focus on psychophysiological assessment. She also seeks to understand mechanisms whereby mindfulness-based practices produce beneficial outcomes.



**ADAM BEAUPRE** is pursuing a Ph.D in Personality and Individual Differences psychology at University of Minnesota. His research focuses on topics relevant to Asian American and transnationally adopted populations, with an emphasis on questions related to intergroup relations, birth family and culture, and the interplay between personality traits and identity.



**RYAN BEST** is a second year PhD student in Psychology and Cognitive Science at Indiana University. I am interested in cognitive modeling of social perception and categorization, in the relationship between group behavior and individual cognition, and in methodology and statistics. Ryan's primary advisor is Rob Goldstone.



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**KAREN BITTNER** is a graduate student in the doctoral program in social psychology at Iowa State University. Karen developed a passion for studying issues related to LGBATQ+ populations. LGBATQ+ populations have unique experiences that are not fully understood by the scientific community or the general public. She believe it is especially important to learn more about LGBATQ+ populations given the current sweeping social changes, like recent legislation in favor of LGBATQ+ civil rights and the increased coverage of LGBATQ+ individuals in the media. It's an exciting time to be a social psychologist!



**R. THORA BJORNSDOTTIR** is a PhD student at the University of Toronto, working with Prof. Nick Rule. She received her BA in psychology and German from Cornell University and her MA in psychology from the University of Toronto. Her research interests lie within person perception and social cognition, with a focus on how perceivers' and targets' group memberships affect first impressions and person memory.



**KHANDIS BLAKE** combine insights from neuroendocrinology, evolutionary psychology, and feminist theory to psychological research aimed at reducing sexual violence. My primary research examines how situational cues to a woman's agency and sexual availability correlate with estradiol and progesterone and affect her likelihood of being targeted for sexual aggression.



**ERICA BOOTHBY** is a PhD student at Yale University working with John Bargh and Margaret Clark. She is interested in a variety of questions about social life and the social biases to which we are susceptible. Her research especially focuses on how people's experiences change a result of being shared with others, as well as a number of self/other biases that occur in everyday social life.



**EMILY BOREN** received her B.A. in Psychology and Criminal Justice from UNC Wilmington and received her M.A. in General Psychology from UNC Wilmington. Emily is currently a second year, clinical psychology doctoral student working with Drs. June Tangney and Jeff Stuewig. Broadly, her research interests include the development and evaluation of pre-release interventions with jail inmates, positive psychology (particularly character strengths and values of incarcerated populations), and the treatment of psychopathy.



**NICOLE BRANDON** is a 5th year Experimental Psychology doctoral candidate at the University of Arkansas. Her current research focuses on how people share self-relevant information with others and variables that impact intimacy. These variables include specificity of information, role of computer-mediated communication, and privacy/trust/

control concerns when sharing online.



**SKYLAR BRANNON** is a graduate student working with Dr. Bertram Gawronski at UT Austin. Her current research interests include cognitive consistency, morality, impression formation, prejudice and stereotyping, and group processes. Her current projects revolve around how people perceive inconsistency and how subjective beliefs are supported and updated.



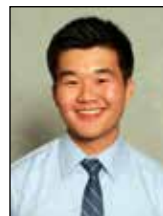
**JESSIE BRIGGS** is currently a third year doctoral student. In Jessie's research, she investigates temporal asymmetry as it pertains to differences in levels of construal between the past and future. She also has an interest in the extent of unconscious high-order processing, which she tests by examining unconscious arithmetic calculation.



**SHANNON CALLAHAN** is a doctoral candidate in the social psychology program at the University of California, Davis, where she is part of the attitudes and social cognition research area. She received a MS in experimental psychology from Seton Hall University and a BS in Peace Psychology from Juniata College. Much of her research is on the psychological function of group identity symbols such as monuments, flags, and logos. She is currently completing her dissertation on how symbols can lead groups to seem more cohesive, competent, and "real," and the implications this can have for intergroup and intragroup behavior.



**ELIZABETH CANNING** is a 6th year doctoral student in social psychology at the University of Wisconsin-Madison. Her research interests include student motivation, persuasion strategies, and social-psychological interventions in education. Her current research examines the best ways to communicate value for school-related topics in order to promote interest and achievement.



**JACK CAO** is a third year graduate student in social psychology at Harvard University where he is advised by Mahzarin Banaji. His research focuses on how people update their beliefs upon learning new information. Before learning anything individuating about another person, people apply priors, which in the social domain are known as stereotypes. While these priors can and do influence initial beliefs about a person, those priors should give way to recently learned individuating facts. Jack examines how beliefs -- both explicit and implicit -- are updated in light of individuating facts. Before starting graduate school, Jack completed his undergraduate degree in psychology at Cornell University and was a high school science teacher with Teach For America in New Orleans, LA.

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**BEATRICE CAPESTANY** is a social psychology PhD student at Duke University. She is interested in how people form justice perceptions. Beatrice graduated from Vassar College in 2009.



**KEVIN CARSON** earned a master's in Psychological Sciences from UT Dallas in 2014. He is currently a second year doctoral student in the psychological sciences program. He is interested in researching how individual differences impact close relationships, including how these differences contribute to the formation and maintenance of romantic relationships.



**STEPHANIE CAZEAU** obtained her Bachelor's degree in Psychology with a Minor in Biology at St Thomas University in Miami Gardens. Upon graduating, she moved to Jacksonville, Florida to pursue her Master's degree in Experimental Psychology at the University of North Florida (UNF) where she worked under the supervision of Dr. Ashley Allen. Her current research interests include emotional and physical well-being, self-compassion, self-presentation, coping strategies, effective program development for survivors of sexual violence and sexual assault.



**CHANG CHEN** is currently a doctoral candidate in Clinical Psychology at the University of British Columbia, Vancouver, Canada. She completed her undergraduate degree in psychology and human biology at University of Toronto. Chang's research interests span across social, personality, clinical, and developmental psychology. Broadly speaking, her interests include the role of personality and self-presentation styles in social relationships, and the influences of family and cultural environment on personality development in children and adolescents, as well as research and clinical treatment of personality disorders. Chang is interested in pursuing a career in academia while continuing with her clinical work and training.



**DAVID CHESTER** is a 5th-year doctoral candidate at the University of Kentucky where he advised by Nathan DeWall. In his role as a doctoral candidate, he is passionate about understanding why people hurt each other. His motivation to include understanding human aggression grew in his undergraduate education at Warren Wilson College in North Carolina. After graduation, he honed his research skills in the University of Michigan's Aggression Research Group and as a lab manager at the University of Texas at Austin. He synthesized these experiences in psychological and neural science to better understand aggressive behavior. Outside of the laboratory, he likes to run (relatively) long distances, hike and camp in the woods of Kentucky, hang out with his dog Hannah, and build things out of rocks as a stone mason.



**SO YOUNG CHOE** is a personality developmental psychologist who researches the relationship between parental psychological control and aggression.



**COLTON CHRISTIAN** is a doctoral student at the University of Oregon (Department of Psychology). He is interested in the role of culture and hormones in interpersonal perception and decision-making. Specifically, he is interested in a) how people compare themselves to others, b) how people understand the thoughts and feelings of others, and c) how hormones and culture factor into both of these processes.



**JOHN CONWAY** earned his bachelor's degree from Loyola University Chicago and is currently a doctoral candidate at the University of Florida. His research focuses on how intersecting a target's identity characteristics can moderate attitude formation as well as how a person's gender identity can weigh into perceptions of their behavior. John is also a researcher with the Project Implicit research group (<http://implicit.harvard.edu>).



**TAMMY CORE** is a PhD student at Texas Tech University. She has a B.A. in Psychology from UNCG and a M.A. in Experimental Psychology from WFU.



**DEV CRASTA** is a fifth year Ph.D. student studying at the University of Rochester. He is an NSF Graduate Research Fellow. His research aims to improve family and relationship health in traditionally underserved populations. At a basic research level, Dev combines research into situational factors (e.g., neighborhood context) that impact relationships with research identifying core relationship processes (e.g., responsiveness) that are stable across contexts. At a more applied level, Dev has worked to develop accessible online tools to improve relationship skills and quality.



**LISA DALATI** is a second year graduate student in the Clinical Psychology Master's program at California State University, Northridge (CSUN). She is a senior research member of the Adolescent and Adult Adjustment Research Laboratory under the mentorship of Dr. Scott Plunkett. Lisa was recently accepted into the Teacher Intern Program and is currently the instructor for an introductory psychology course at CSUN. Lisa's research interests focus

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on adolescents' experiences of ethnic discrimination and aggression. Specifically, her current project is examining whether perceived parental rejection, parental acceptance, and family cohesion serve as moderators between ethnic discrimination and aggression.



**CHRISTILENE DU PLESSIS** is a PhD Candidate in Marketing at the Rotterdam School of Management, Erasmus University. Her broad interests lie in attitudes, social influence, power and persuasion. A first body of work aims to uncover how cognitive processes - attention and inhibition - influence evaluations and behavior. She investigates these processes in the context of multitasking and social media. A second body of work focuses on understanding the influence of power and status on cognition and behavior.



**ELDAR EFTEKHARI** is interested in how mindfulness and self-distancing can affect one's perception of threat and thereby affect subsequent anxiety and approach motivation. He is also interested in how different understandings of the self, as a psychological and metaphysical entity, can affect one's perception of threat and any subsequent

responses.



**JULIE EYINK** is a PhD student in social psychology at Indiana University. Her research looks at how people deal with threatening information about the self. Specifically, she examines when and why individuals engage in counterproductive defensive processes, such as self-handicapping, and the interpersonal costs of employing such strategies.



**KATHERINE FINNIGAN** is a graduate student at the University of California, Davis. Her research explores the relationship between changes in personality and mood, wellbeing, and life outcomes. Using a multi-method approach, she studies both daily fluctuations and more gradual change in personality, and the extent to which the self is aware of how and when these changes take place.



**ALEXANDRA FLEISCHMANN** received her B.Sc. and M.Sc. in Psychology from Heidelberg University. She is now a first year doctoral student at the Social Cognition Center Cologne, University of Cologne, supervised by Thomas Mussweiler and Joris Lammers. Her research interests include morality and social comparisons, political psychology, and gender.



**JONATHAN GALLEGOS** is a third year graduate student at Penn State University. His work focuses on gender issues, specifically those that involve acts of discrimination.



**ANUP GAMPA'S** work centers on political ideology, power, and critical psychology. Social psychology, given its focus on the power of the situation, has the potential to be a helpful tool in understanding and dismantling systematic oppression. Anup's work explores and applies these potentials through quantitative and qualitative research.



**MATT GOLDBERG** is a third year doctoral student studying defensive biases and close relationships at The Graduate Center, City University of New York. He is currently exploring how relational and epistemic motives bias judgments of scientific, medical, and political information. Most recent findings show that close others with different beliefs increase openness to belief-discrepant information. Upcoming projects will investigate what predicts whether people will share political information with close others, approach or avoid political information, and participate in protest.



**NICHOLAS GREBE** is a PhD student at the University of New Mexico. His main research interest is the evolutionary biology and psychology of human mating.



**JOSHUA GRUBBS** is a doctoral candidate in clinical psychology at Case Western Reserve University. His research focuses on issues of self and identity, with a particular focus on how aspects of self-concept such as narcissism, entitlement, religiously-based identity, and moral judgments impact well-being.



**DARWIN GUEVARRA** is a third year social psychology graduate student at the University of Michigan. He currently works with Ethan Kross in the Emotion and Self-Control Laboratory and Shinobu Kitayama in the Culture and Cognition Laboratory. With Ethan Kross, he is examining how placebos can be ethically used in self-control and emotion regulation contexts. A second line of research involves examining the factors that promote and impede the development of habitual regulatory processes. With Shinobu Kitayama, he is examining the reciprocal relationship between personality and health.

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**PELIN GUL** is a 2nd year PhD student in Social Psychology at the University of Kent, England. Pelin's general research interests involve questions related to gender and culture in social psychology. For Pelin's PhD, she is researching the gendered dimension of culture of honor, specifically how gender-based honor norms manifest in people's everyday choices, judgments and behaviors, and how concerns with gendered honor are implicated in conformity to gender stereotypes. She conducts cross-cultural studies comparing the Turkish honor culture and British culture (a baseline for comparison). Besides her research, she teaches statistics and methodology courses at the undergraduate level. Prior to her PhD, she obtained a Bachelor's degrees in Psychology and Computer Science from York University, Canada, and a Master's degree in Social and Organizational Psychology from Leiden University, the Netherlands.



**DAVID HANCOCK** is a graduate student at Texas Tech University in Lubbock, TX, pursuing a PhD in Experimental-Social Psychology.



**SARAH HERPERTZ** is a PhD student in the Bamberg Graduate School of Affective and Cognitive Sciences at the University of Bamberg in Germany. Her research interests include (1) Emotional Intelligence (EI) skill interventions and (2) applicants' EI in real-life selection contexts. She acquired specialized international experience in this field during a six-month stay as a visiting scholar at the College of William & Mary.



**ANNE HILL** is a PhD student in social psychology at New York University working with Dr. David Amodio. She received her B.A. from Vassar College, and worked in the labs of Dr. Elliot Berkman and Dr. Jennifer Pfeifer before joining the Amodio lab. Broadly, her research investigates how group identity impacts psychological processes that contribute to the expression and regulation of intergroup bias. Her current work examines how the the perception of political and racial identity elicit different patterns of bias detection and conflict monitoring.



**REBECCA HOFSTEIN GRADY** is a PhD student at UC Irvine, studying under Peter Ditto and Elizabeth Loftus. She is interested in the ways that bias can affect our reasoning and memory to influence how we make and justify decisions. In particular, she studies how these biases apply to real-world situations, such as political conflicts and legal decision-making.



**CHRISTOPHER HOLDEN** is a doctoral student at Oakland University. His work focuses on the influence of self-esteem and self-esteem contingencies on close relationships.



**CHRISTOPHER HOLLAND** is originally from Kansas City, Kansas, Chris is currently a graduate student at Texas Christian University where he is pursuing a Ph.D. in experimental psychology. Chris' current research interests include attitudes and attitude processes, social cognition, human mating psychology (especially mating strategies), developmental effects through the lifespan, and the emotion of disgust.



**SARAH HUFF** is a PhD candidate in psychology at the University of Michigan. Her research focuses on identity integration, interpersonal conflict and tolerance, and cultural adaptation. She also uses neuroimaging (fMRI) to investigate how culture and genetic variations influence thinking about the self, emotion regulation, and decision making.



**GUY ITZCHAKOV** is a graduate student at the Hebrew University of Jerusalem at the department of Organizational Behavior. Guy's adviser is Professor Avraham N. Kluger. Guy's research focus on how listening-for-understanding, which is characterized by empathy, acceptance, and non-judgmental approach, can elicit attitude change within speakers'. Specifically, his research indicates that listening-for-understanding influences speakers' attitude ambivalence (both objective and subjective), extremity and clarity via a decrease in social anxiety and increase in (reflective) self-awareness. Guy Holds a B.A in Psychology and Economics, and M.A in Public Policy. Both with Magna Cum Laude.



**MATTHEW JORDAN** is a PhD student in the Psychology Department at Yale University. His research is centered around how we form judgment and make decisions. Specifically, he is interested in how basic cognitive processes support and interact with the formation and updating of intuitions, judgments about fairness, and how we decide when to cooperate with and punish others.



**HAESUNG JUNG** is a third year graduate student in social and personality psychology at the University of Texas at Austin. She received her BA and MA in psychology from Yonsei University. Her research focuses on exploring individual and situational factors that lead people to exhibit prosocial behavior. Most currently, she has been investigating the relationship between individual's sense of power and different contribution styles, and the effect of expectancy violation on

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prosocial modeling.



**MATTHEW KAN** is currently completing his PhD at Queen's University. His research interests are within the domain of attitude and persuasion, specifically in attitude structure and the causes and consequences of attitude strength. Outside of research, Matthew enjoys a good game of pick-up basketball.



**JURI KATO**, a Ph.D. course student of Hitotsubashi University, received a master's degree in Social Sciences from Hitotsubashi University, Tokyo Japan, in 2011. Juri's research interest includes being moved ("kandoh"), awe, the function of positive emotion, and the psychological consequences of money.



**YUTA KAWAMURA** is a second year graduate student at the University of Kyoto. Yuta is interested in altruistic behavior. Specifically, examining how reputational concern affect on altruistic behavior.



**JONATHAN KEENEY** is a fourth-year PhD student in the department of Organizational Behavior at Kenan-Flagler Business School at the University of North Carolina. His research explores the interplay of moral cognition and real-world decision making in the workplace. The goal of his work is to identify simple interventions to make organizational life more ethical and pleasant, and less dangerous and discriminatory.



**KATIE KENNEDY** graduated with a B.S. in Psychology from the University of Wisconsin-Madison in 2012. She is currently a 4th-year Developmental Psychology Ph.D. student at the University of California-Davis (Advisor: Dr. Kristin Lagattuta). Her research focus is developmental social cognition; more specifically, theory of mind, social categorization, and decision making.



**DASOM KIM** is a graduate student at Chungbuk National University, South Korea, working with Dr. Sang Hee Park. Dasom is interested in various social phenomena that happen around us, which is why Dasom is fascinated with social psychology. Dasom's main area of interests are Psychology of Gender, Political Psychology, Stereotyping and Prejudice, and Person/Group Perception.

Dasom's current research projects focus on the consequences of sexual objectification on moral judgments, and on the role of disgust in reducing prejudice. Dasom would like to find clues to resolving social conflicts and to help develop psychologically informed social policies. Dasom hopes to

meet many researchers at SPSP and to exchange exciting ideas!



**YEONJEONG KIM** is a fourth-year doctoral student in Organizational Behavior Theory at Carnegie Mellon University. Her research investigates how situations and personality interact to shape individuals' behaviors and their social environments. She also studies conflict and cooperation in teams and groups, as well as moral character and unethical behaviors.



**JASMINE KOECH** graduated with a BA in Psychology and Latin American Studies from West Virginia University in 2014. Jasmine is currently, a second year graduate student in the College of William and Mary's psychology master's program. Her main line of research in Professor Cheryl Dickter's Social Cognition lab focuses on intergroup contact, factors that contribute to prejudice reduction, and Latino/a identity.



**JOANNA KORMAN** is a PhD candidate in psychology at Brown University, where she studies social inference and behavior explanation in adults on the autism spectrum and typically developing (TD) adults. She holds an MPhil in History and Philosophy of Science from the University of Cambridge, UK, and a BA in psychology and cognitive science from Williams College. Current projects examine the mechanisms underlying (1) social-cognitive deficits in adults on the autism spectrum, and (2) how TD adults know when they need to infer another person's mental state.



**JAIMIE ARONA KREMS** is a graduate student at Arizona State University (with Steven Neuberg and Douglas Kenrick). Her research focuses on female sociality—with particular attention to exploring women's intrasexual cooperation and competition. She previously worked with Robin Dunbar at Oxford University and Robert Kurzban at The University of Pennsylvania.



**KATHRYN KROEPER** is a 2nd-year PhD student at Indiana University. Her research investigates how situational cues impact prejudice reduction.



**JABOA LAKE** is a second year doctoral student in Applied Social Psychology at Portland State University. Her research interests include intra-minority intergroup relations, phenotypic stereotypicality, race and gender prejudice, and collective action motives and support. She loves reading, being outside, embroidering, and working with social justice community organizations.

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**PETER LEAVITT** is a social psychology PhD student at the University of Arizona. Peter studies how cultural factors like social class impact educational experiences.



**JUNG WON LEE** is a third-year doctoral student in Organizational Behavior at the University College London, School of Management, working with Dr. Martin Kilduff. Her research broadly focuses on psychological mechanisms account for the formation of social networks and their impact on psychological and behavioral outcomes at both individual- and collective-level. Jung holds a M.A. in Cognitive Studies from Columbia University and a B.A. in Psychology from University of Wisconsin-Madison.



**ANGIE LEROY** is a 3rd year doctoral student in the Social Psychology Program at the University of Houston in Houston, TX. Utilizing Social Psychological theory to explain health-related processes and outcomes, Angie's research investigates health-related factors extending from the cellular level, to individual differences, intergroup dynamics, and environmental impacts.



**URI LIFSHIN** was born in 1983 in Tel Aviv, Israel. Uri finished his B.A in psychology in 2010 at the Interdisciplinary Center Herzliya, and his M.A in psychology at the University of Arizona. Currently he is a graduate student at the University of Arizona, studying for his Ph.D in social psychology under the guidance of Professor Jeff Greenberg.



**ANNETTE MANKUS** is a third-year Clinical Science graduate student at Washington University in St. Louis, where she participates in and is funded by the Interface of Psychology, Neuroscience, and Genetics Training program (NIGMS T32GM081739). Her research focuses how individual differences in emotion experience and regulation contribute to resilience and psychopathology.



**FRANCESCA MANZI** is a fourth year Ph.D. student at New York University. Her main research interests include gender stereotypes and the effects of gender-based expectations on the evaluations of women and men, particularly in the context of gender-incongruent settings.



**JULIE MARTIN** is a fourth year social psychology student at Duke University. She studies how people respond to social rejection emotionally, cognitively and behaviorally. Using the sorority recruitment process, she examined the long-term impact of meaningful rejection experiences on emotional health, and will be presenting that work at SPSP 2016.



**ELENA MARTINESCU** is a Phd Candidate at University of Groningen, The Netherlands. Her research focuses on investigating how gossip is spread and received in the workplace, and what are its consequences for individuals, groups and the organization.



**WILLIAM MCAULIFFE** is a second-year Ph.D. student studying evolutionary psychology at University of Miami under the supervision of Michael McCullough.



**KELLY MCDONALD** is a doctoral student in the social psychology program at Wilfrid Laurier University, working under the supervision of Dr. Pamela Sadler. Broadly, her research explores how people's anxiety levels during interpersonal interactions impacts the extent to which their verbal and nonverbal behaviors become entrained or synchronized with an interaction partner.



**STEFANIE MIKETTA** is a PhD student at Saarland University, Germany. Her primary research investigates perseverance of negative effects caused by experimental psychological manipulations. Specifically, she examines whether a debriefing procedure after ego threat manipulations is sufficient to reestablish pre-study conditions in participants. Additionally, she conducts research on 1) mental representations of fictional characters and 2) goal activation after ego depletion.



**SARAH MOLOUKI** is a third year PhD student at the University of Chicago, working with Dan Bartels and Eugene Caruso. Her current research investigates how different temporal perspectives (e.g., thinking about a positive or negative past or future) affect the self-concept and self-relevant behaviors. Prior to coming to Chicago, Sarah earned a BA from Princeton University and an MA from UCLA.

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**AMANDA MONTOYA** is a graduate student at the Ohio State University working with Dr. Andrew Hayes. Her research focuses on statistical methods related to mediation and moderation, with particular focus on bootstrapping methods and repeated measures designs. She aims to write usable tools to make complicated analyses easier for researchers in every area of psychology. Her background is primarily in social psychology, particularly social identity threat, goal congruity theory, and other group related processes. She continues to work on research related to women's underrepresentation in STEM. She received her BS in psychology from the University of Washington, with a minor in mathematics. Her thesis advisers were Drs. Sapna Cheryan and Allison Master. She was previously the lab manager for the Stereotypes, Identity, and Belonging Lab supervised by Dr. Sapna Cheryan.



**LILY MORSE** is a fifth year doctoral candidate in Organizational Behavior and Theory at Carnegie Mellon University, working with Dr. Taya Cohen. She is interested in studying ethics and interpersonal relations, with a focus on understanding how relationships with other people influence one's moral decision making and behavior.



**JAKE MOSKOWITZ** is a second-year graduate student and NSF Graduate Research Fellow working with Paul Piff and Peter Ditto at the University of California, Irvine. His research interests span the areas of prosociality, the psychological effects of economic inequality, and religious psychology. He is currently exploring how liberals' and conservatives' divergent models of fairness (i.e., egalitarianism vs. meritocracy) may explain their differing views over economic inequality in the United States, and whether these differences can be attenuated in the laboratory.



**ARIEL MOSLEY'S** research focuses on processes of stereotyping, prejudice, and discrimination as they relate to stigma internalization and threats to existential motivations. Particularly, she is interested in issues of social power, group identity, and psychological consequences of subtle forms of discrimination. Ariel graduated from California State University Sacramento with a BA in Psychology and a minor in Philosophy. She is currently pursuing a Ph.D. in Social Psychology at the University of Kansas under the mentorship of Dr. Mark Landau. Her work in this lab examines why some women internalize and endorse sexist messages and engage in their own groups' subordination. A second line of her research looks at how motivations for epistemic structure, self-presentation, and self-consistency lead to the dehumanization of out-groups. Ultimately, she hopes to understand how systems of inequality are perceived, reduced, and maintained.



**KYLE MOXLEY** is a graduate candidate at Wayne State University studying psychometrics with a concentration in social psychology. Kyle's research interest are mainly in the areas of classical measurement theory, robust, and distribution free statistics. Kyle is also interested in social exclusion and close relationships.



**KELLEN MRKVA** is a 4th year PhD student in the Social Psychology program at the University of Colorado, working with Leaf Van Boven. Kellen studies judgment and decision making, often focusing on moral decisions and the roles that attention and emotion play during decision making.



**HANNAH NAM** is a doctoral student in social psychology at NYU. Her work examines the psychological and neurobiological mechanisms of social change.



**KATELIN NEUFELD** is a second year PhD student studying social psychology at the University of Manitoba. The goal of her research program is to apply social psychology theories to the study of social change. In one line of research, she is working to form evidence-based interventions for social issues and social in/action. Most of this research has been in the context of garnering public support for the addressing the lack of clean running water in Indigenous communities in Canada. Her dissertation aims to measure and imbue political solidarity. Katelin is co-advised by Drs. Katherine Starzyk (University of Manitoba) and Danielle Gaucher (University of Winnipeg).



**TERESA P. NGUYEN** earned her undergraduate degree in psychology from Stanford University and is currently a third-year PhD student in Clinical Psychology at the University of California, Los Angeles. With support from a National Science Foundation Graduate Research Fellowship, she conducts research on how stress and economic disadvantage influence dyadic processes. Under the mentorship of Drs. Thomas Bradbury and Benjamin Karney, her current research projects employ longitudinal data from low-income and ethnically diverse couples; she is currently examining the role of neighborhood disadvantage on marital outcomes. In addition to her research pursuits, Teresa is a couples' therapist in training at UCLA.

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**JONAS NITSCHKE** is currently pursuing a PhD in Psychology at McGill University. His research focuses on understanding how stress differentially impacts social functioning such as empathic abilities and interpersonal behaviours in men and women.



**NOËMIE NOCITI** Dubois is a PhD. student at UQAM. Noémie did her B.Sc. psychology degree at Université de Montréal. She's currently working as a freelancer for CBC/ Radio-Canada.



**HANNAH NOHLEN** is a doctoral candidate at the University of Amsterdam, the Netherlands. She uses a multi-method approach (including self-report, behavioral measures, facial EMG, and fMRI) to study how people integrate and respond to conflicting, positive and negative information (ambivalence) in choice situations. In recent projects she investigates

the influence of contextual information on decision-making processes, especially how context biases ambivalent evaluations toward one choice option over the other.



**NICK O'DELL** is currently, a third year in the Decision Psychology program at The Ohio State University studying decision-making ability beliefs.



**BRIAN O'SHEA** is a PhD student at the University of Warwick (UK). He has an International Psychology degree from the National University of Ireland, Galway and an MSc in Social and Cultural Psychology from the London School of Economics. His research focuses on implicit measures, physiological measurement and parasite stress.



**KULANI PANAPITIYA DIAS** is interested in the formation of collective memories and interventions that combat prejudiced, motivated retrieval of information against outgroups



**STEPHANIE PEAK** has researched social psychological phenomena in many different capacities over the past 10 years. During her undergraduate training at the University of Missouri, she gained valuable research experience by working in multiple labs. After graduation, worked as a research project

manager at the University of Chicago. Currently, she is a fifth year graduate student at Washington University in Saint Louis where she conducts research in the Attitude and Decision Making Lab. Her work generally focuses on topics related to threat, mood, religion, and political ideology.



**DESIREE PHUA** joined the Singapore Institute for Clinical Sciences (A\*STAR) as a research coordinate upon graduation with a Bachelor of Arts in Psychology in 2009. This was where Desiree had exposure to the multidisciplinary work of cognitive psychology, genetics and neuroscience. In 2011, Desiree started my PhD training in NTU under Ying-yi Hong and

Michael Meaney from McGill University. Broadly, Desiree is interested in how the individual differences in how one is affected by the social environment. Desoree approaches her highly integrative research with experimental social psychology and molecular biology methods. Using the classic experimental social psychology methods, she looks at how individuals adapt to changes in their social environment. In the wet lab, she seek to better understand the gene-environment interactions by looking at the molecular genetic as well as the epigenetic mechanisms that regulate gene expression and how these affect one's reactivity and response to the socio-cultural ecology.



**RIMA-MARIA RAHAL** is a Research Fellow at the Max Planck Institute for Research on Collective Goods in Bonn, Germany, and PhD candidate in psychology at the University of Amsterdam, the Netherlands. She studied in Heidelberg, Frankfurt, Amsterdam, and interned in Melbourne. Her research focuses on the underlying mechanisms of social decision making. Aiming to track such processes through physiological measurements, she works on uncovering information search patterns in intergroup social dilemmas depending on interindividual differences and situational influences.



**TANIA REYNOLDS** studies social psychology at Florida State University under Roy Baumeister. She is interested in women's social relationships and their psychological and biological correlates. She studies how the degree of mating competition in women's environments affects their desires for thinness and how women's progesterone levels affect their romantic relationships.



**MATTHEW RICCI** received his BA in Psychology from NYU in 2012. He then worked for three years as a Lab Manager and Research Coordinator at Professor Niall Bolger's research lab at Columbia University, before joining NYU's Social Psychology program in the Fall of 2015. Matt is primarily interested in the social cognitive and perceptual processes that predict and promote effective health relevant self-regulation and goal pursuit. He is also interested in the ways that motivational states and social support processes can encourage individuals to act despite



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challenges to self-regulatory success. At NYU, Matt works primarily with Professors Emily Balcetis and Pat Shrout. His research has been published in *Motivation and Emotion* as well as *Social and Personality Psychology Compass*, among others, and has received representative media coverage in *Yahoo! Health*, *Cosmopolitan*, *Huffington Post*, *MSN*, *Daily Mail*, and a *TEDxNew York* talk.



**MICHAEL RIZZO** is a doctoral candidate working with Dr. Melanie Killen at the University of Maryland. Michael's research focuses on children's social and moral development, particularly on how conceptions of fairness develop. He investigates how social factors (intergroup contact, relationships, stereotypes) and social-cognitive factors (Theory-of-Mind) influence conceptions of fairness throughout development.



**SARA SAGUI** is a third-year Ph.D. student studying Health Psychology at the University of North Carolina at Charlotte. She is broadly interested in the ways individuals manage and alter their emotions to cope with stressful situations. Employing diverse methodology, Sara's research seeks to understand the contextual nature of emotion regulation and the ways in which positive emotional coping processes can promote better physiological and behavioral health outcomes.



**JOHN SCIARAPPO** graduated from Queens College, CUNY with a BA in Psychology and went on to complete his MA in General Psychology at NYU working with Heather Barry Kappes and Gabriele Oettingen. In 2013, he began his PhD in Social Psychology at NYU working with Gabriele Oettingen and Peter Gollwitzer investigating mental attainment, the idea that imagining the pursuit and attainment of goals could have effects on affect, cognition, and motivation similar to actual goal-attainment. Alongside this line of research, he works with Tessa West and Jim Uleman investigating the effects of power and hierarchy on motivation, person perception, and pro-social behavior.



**DAVID SERFASS** is a PhD Candidate at Florida Atlantic University. He studies under the joint mentorship of Ryne A. Sherman and Andrzej Nowak. Published work examines situation perception, multivariate analysis, and simulations of social processes. His dissertation research examines the psychological experiences shared on Social Media using automated text analysis.



**OVUL SEZER** is a doctoral student in Organizational Behavior at Harvard Business School. In her main stream of research, she focuses on how the ways that people present themselves influence interpersonal interactions and behavioral outcomes. She studies how people manage their impressions and reputations, and how sincerity and authenticity affect social perception. Ovul graduated cum

laude from Harvard University with a Bachelor of Arts in Applied Mathematics and a minor in Mind, Brain & Behavior.



**JACQUELYN SHADER** is a first year graduate student in the Clinical Psychology doctoral program at the Biola University. She received her B.A. in Psychology and Social Behavior from the University of California, Irvine. While at UCI, she was the lab manager for Dr. Pressman's STEP Lab, where she continues to conduct research on positive emotion, facial expressions, and health. She is currently exploring the influence of facial expressions on religious/spiritual struggle, coping and humility during a painful experience.



**OLIVER SNG** is currently a doctoral student in social psychology at Arizona State University, working with Dr. Steven Neuberg. Oliver draws upon a range of theoretical frameworks, including affordance management, life history theory, and behavioral ecology, in pursuing fundamental questions in the areas of social perception and cultural psychological variation. Why do we hold the social stereotypes that we do? Why are societies so psychologically different from one another? These are questions that lie at the heart of huge bodies of literature. Through integrating the various perspectives he uses, he hopes to propose novel insights to old questions. In his current work, he focuses on the intersection between understanding how ecological factors (e.g., population density) actually influence behavior, and how people think ecologies influence the behavior of others (e.g., race stereotypes).



**ROSEANNA SOMMERS** is pursuing a joint degree (JD/PhD) in law and psychology at Yale University. Her research uses insights from psychology to critique theories of human cognition and behavior embedded in legal doctrines. Roseanna previously served as a research fellow in the Department of Bioethics at the National Institutes of Health.



**JENNIFER SOUTH PALOMARES** is a PhD student at the University of York. She completed her BSc and MSc in Psychology at the University of Southampton and her Masters in Clinical and Health Psychology at the Complutense University of Madrid, Spain. Her research examines romantic partner preferences using highly variable face stimuli.



**DAVID SPARKMAN** is a third-year graduate student working with Dr. Scott Eidelman at the University of Arkansas. David is particularly interested in ways to mitigate intergroup bias and capitalize on the benefits of racial, ethnic, and cultural diversity. In his research, David examines several psychological consequences of intergroup contact and diversity experiences, including cognitive, motivational, and ideological outcomes.

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**KATRINA SPEED** is a graduate student at Mississippi State University and is interested in how military mental health attitudes influence treatment seeking.



**ALLISON SWEENEY** is a PhD candidate at Stony Brook University, working with Dr. Antonio Freitas. Broadly speaking, I am interested in understanding when and why people succeed in adopting healthier behaviors, such as engaging in regular exercise. In some of my work, I have examined the effectiveness of specific strategies for improving health-related decision-making, such as changes in mental construal and self-affirmation. In my dissertation work, through a combination of lab and diary studies, I am investigating whether: 1) people are more likely to follow through on decisions to exercise if they think about their health in a more concrete than abstract manner, and 2) whether concrete vs. abstract thinking impacts how quickly deliberative decisions can become automatized choices and judgments. This line of work is representative of my passion for research that examines behavior change and motivation through the lens of process-based explanations.



**WOJCIECH SWIATKOWSKI** is a PhD candidate in Social Psychology Department at the University of Lausanne in Switzerland. He studied psychology at the University of Strasbourg and graduated from Grenoble-Alpes University in France. His main research interest aims at understanding the impact of societal and cultural influences on motivational processes and their effects on behavioral outcome. He collaborates on projects related with social perception, including perception of elderly people and scholastic judgments. He is also highly interested in epistemology of science, quantitative research methods and statistical inference.



**CHUN TAO** is a second-year doctoral student in Counseling Psychology at Arizona State University. Chun completed her bachelor's degree in psychology at Fudan university, Shanghai, China and her master's degree in psychology at Arizona State university. Chun's research interests broadly lie in understanding how individuals' coping and emotion regulation strategies are associated with their well-being across the life-span. Her current work examines the moderational effects of dyadic coping on the relations between stress and emotion-related outcomes among same-sex couples on a daily basis. Chun is interested in expanding upon this work to specifically examine how interracial or inter-cultural couples cope with internal (e.g., conflict due to value differences) and external stress and their emotional and relationship outcomes.



**YUTO TERASHIMA** is a graduate student at Nagoya University. He received his Master's degree in psychology from Nagoya University in 2015. His research is focused on the effects of cultural orientation on psychological threat and compensation. Currently, he is especially interested in uncertainty threat.



**KELSEY THIEM** is a 5th year graduate student in the Social Psychology program at the University of Iowa. She received her B.A. in Psychology from Creighton University in 2011. Her research examines the influence that stereotypes have on how people perceive themselves and others. She is especially interested in how stereotypes about multiple groups that a person belongs to can combine and interact.



**STEFANIE TIGNOR** is a fifth year PhD student studying personality psychology at Northeastern University in Boston. Broadly, Stefanie's research centers around the intersection of personality and emotional experience. Most recently, she has become particularly interested in methodological issues associated with the assessment of guilt- and shame-proneness, as well as how each of these traits promotes (or hinders) prosocial behavior. Stefanie enjoys employing diverse assessment techniques in her research, from experience sampling to smartphone-tracked location to video game behavior. She also spent her last summer conducting personality research at Google headquarters in Mountain View California. Stefanie can be reached at: [tignor.s@husky.neu.edu](mailto:tignor.s@husky.neu.edu).



**ALEXANDER TRAN** is a third-year PhD student at the University of Waterloo in Ontario, Canada. He is working under Dr. Ian McGregor, investigating the neural bases of approach and avoidance motivation. In particular, his research interests are in the construal level theory and how abstract or concrete mindsets influence motivation for self-control and performance.



**KATE TURETSKY** is a PhD student at Columbia University. She studies social inequality and threat using theory-driven interventions and social network analysis.



**NICK UNGSON** is a graduate student at Lehigh University. Broadly, his interests include group processes, moral psychology, and stuffed crust pizza.

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**JENNIFER VALENTI** is a Ph.D. student in the social psychology program at the University at Buffalo, the State University of New York. Her research interests focus on social connection and fulfillment of belongingness needs. Specifically, her work focuses on the consequences of symbolic social connections, examines new symbolic social bonds that facilitate social connection, and explores mechanisms behind connection through symbolic bonds. Additionally, she is interested in the broader theory of the need to belong and the satiation of this need.



**JOLIEN VAN BREEN** is PhD candidate at the University of Groningen, in the Netherlands. Together with prof. Russell Spears and dr. Toon Kuppens, she studies victims' responses to implicit stereotyping and discrimination. She will present a poster illustrating how exposure to implicit (counter)stereotypes may elicit negative behaviour towards the out-group.



**CURT VON GUNTEN** spent several years studying Philosophy of Mind (B.A. University of Akron, M.A. University of Connecticut) and teaching Philosophy (University of Akron) before pursuing a Ph.D. in Social Psychology at the University of Missouri under the mentorship of Dr. Bruce Bartholow. His current research interests include self-control, mental fatigue, motivation, and analytic thinking style. He is currently employing ERP methods to examine the intrinsic costs associated with cognitive control and whether these costs are modulated by intrinsic motivation.



**ECHO XUE WANG** is a Ph.D student from the Department of Psychology, The University of Hong Kong. Her research interests cover factors regarding to social hierarchy, such as social class, power, social equality and social mobility. Recently, she mainly focuses on how the belief of social mobility will moderate the effects of social class, and what is the relationship between social equality and sexual objectification. Her ultimate goal is to let people know how they are and will be influenced by social hierarchy, and how to avoid its negative impacts. She hopes her efforts can make my country and the world a little bit more just.



**ANTHONY WASHBURN** is a social psychology doctoral student at the University of Illinois at Chicago, working with Dr. Linda Skitka. His research examines the psychological and moral underpinnings of the liberal-conservative divide in American politics. He is particularly interested in understanding how ideologically motivated reasoning influences people's judgments and decisions.



**AARON WEIDMAN** is a PhD student at the University of British Columbia. His work focuses largely on the function and measurement of emotions; for example, in one set of studies he used a longitudinal approach to examine how authentic pride functions to promote achievement, across both academic and athletic contexts. In a separate line of work, Aaron has identified several problematic trends in the way in which social-personality psychologists measure distinct emotions, and is constructing scales to assess a wide range of distinct emotions that are frequently studied in the literature (e.g., amusement, gratitude, humility, tenderness). Aaron's work has been published in leading social-personality outlets, such as Journal of Personality, Journal of Research in Personality, and Personal Relationships, and he is supported by a Killam Doctoral Scholarship from UBC. Aaron holds a BA in psychology from Washington University in St. Louis.



**ASHA WEISMAN** is a third-year graduate student at UC Santa Barbara. Her research interests include ingroup and outgroup directed emotions and behavior.



**JULIAN WILLS** combines neuroimaging and "big data" methods to investigate prosocial behavior, moral cognition, and political ideology. His primary research seeks to identify neural systems that guide cooperation. Julian holds a BA in Psychology from University of Virginia. He is currently a 3rd year graduate student at New York University.



**ROBERT WILSON** examines how our personalities vary across social roles and situations using a multi-method approach (self & informant reports, ESM, EAR, Facebook).



**KAIDI WU** is a doctoral student in social psychology at the University of Michigan, where she received her B.A. in psychology and B.Mus.A. in piano performance. She works with Shinobu Kitayama, Edward Chang, and David Dunning. Her research focuses on cultural shaping of the self and intercultural perceptions. From a globalized point of view, she explores people's relative perception of normative differences among cultures, the beliefs that "West is the Best" and, alternatively, "East is the Best". Instead of conceptualizing each culture as subscribing to a reductionist "either/or" self-concept (e.g., Westerners are individualistic, Easterners are collectivistic), she wishes to tap into content domains that are commonly appreciated amongst cultures, yet may, at the same time, vary in its instantiation within each culture.

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**QI XU** is a second-year doctoral student in New York University's Social Psychology Program where she works primarily with Patrick Shrout. Her research focuses on exploring how people mentally represent their intimate relationships and how this affects perception, thoughts, behavior and other consequential outcomes.



**DANIEL YUDKIN** is a fifth year doctoral candidate in social psychology at NYU. He graduated from Williams College and was a Fellow at Harvard University. His research focuses on moral judgment and decision-making, social comparison, and group behavior. He is a frequent contributor to Scientific American and a jazz pianist.



**KATHERINE ZEE** is a second year graduate student at Columbia University. Her research generally explores the intersection of social support and motivation. Current projects include studying motivational moderators of the social support process and examining the physiological consequences of receiving support.



**NOAM ZERUBAVEL** is currently pursuing his PhD in Psychology at Columbia University. Working with his primary advisor, Dr. Kevin Ochsner, Noam's research investigates how our social behavior and self-perceptions are shaped by psychological processes (e.g., egocentric biases), neural mechanisms (e.g., reward system sensitivity to self-relevant information), and social-structural factors (e.g., popularity within real-world social networks). His interdisciplinary approach combines a variety of methods—including round-robin experimental designs, neuroimaging techniques, and social network analysis—to pursue questions such as how our brains track group members' status, why certain members of face-to-face social networks are more accurate (or systematically biased) in predicting how they are perceived by others, and how narcissists' neural reward systems might intrinsically reinforce their self-focused thoughts and behavior (in particular, looking at pictures of themselves).



**XIAN ZHAO** is a third year social psychology Ph.D. student at the University of Kansas. Xian primarily works with Monica Biernat. Xian's recent research interests cluster around intergroup relations and acculturations. Specifically, drawing on the self-categorization theory and invisibility literature, Xian has explored how the use of Anglo names among members of ethnic minorities affects discrimination, cognitive processing, well-being, and marketing. Xian's other research includes understanding how positive stereotypes can automatically trigger negative stereotypes; how relational mobility or culture in general influences interpersonal relationships; stereotype threat effect and math anxiety.



**YUXI ZHU** is a PhD student since 2013 at Social Psychology Department, Radboud University, The Netherlands. He graduated as a Bachelor in Oceanography in 2010 at Ocean University of China. Then he decided to pursue his interest to be a psychologist. He obtained his Master degree in Cognitive Psychology in 2013 at Southwest University of China. Since 2010, Yuxi Zhu has started to work on creativity. His master thesis is about the influence of colour on creativity. Since 2013, working with Simone Ritter and Ap Dijksterhuis, his PhD project is focusing on understanding and enhancing creative idea selection, given that people desire creativity but ironically they are bad at selecting creative ideas.



**LINDA ZOU** is a third-year PhD student at the University of Washington, working with Dr. Sapna Cheryan in her Stereotypes, Identity, and Belonging Lab. She completed her BA in Psychology from the College of William & Mary in 2012. Her research currently focuses on how race relations in the United States are shaped by the positional arrangements between racial groups.



**PETER ZUNICK** is a PhD candidate in social psychology at The Ohio State University working primarily with Russ Fazio. His research examines how people's beliefs about themselves can interfere with their goals, and how simple writing interventions can alter these maladaptive trajectories. Specifically, he looks at how abstractly framing a past success can help people with negative self-views draw positive conclusions about their abilities. In other lines of work, he examines what factors bias people's mental representations of their own faces, how certain attitudes or preferences help people define who they are, and how fundamental valence weighting processes in attitude formation and generalization relate to self-control.

# UNDERGRAD TRAVEL AWARDS

**Sharmin Alam,**  
California State University, Northridge

**Daniela Avelar,**  
Franklin and Marshall College

**Hannah Bentley,**  
Oklahoma State University

**Shelby Boggs,**  
West Virginia University

**Paul Brancaleone,**  
Florida Atlantic University

**Michael Carnovale,**  
University of Toronto, Mississauga

**Zachary Chacko,**  
Indiana University

**Yingyi Chang,**  
The University of Iowa

**Hiu Cheung,**  
University of California, Berkeley

**Yun Ju "Roxie" Chuang,**  
Wesleyan University

**David Crittendon,**  
Murray State University

**Shawn Davis,**  
University of Central Missouri

**Deanna Day,**  
Florida Atlantic University

**Roberto De La Rosa,**  
University of Arizona

**Jesse DeLaRosa,**  
North Carolina State University

**Abraham Dickey III,**  
York College

**Noadia Doirin,**  
Florida Atlantic University

**Nathan Echols,**  
San Diego State University

**Hernan Escobar,**  
University of Houston-Downtown

**Sarka Griffin,**  
University of North Florida

**Brenda Gutierrez,**  
California State University, Long Beach

**Eliana Hadjiandreou,**  
Clark University

**Mary Havers,**  
Penn State University

**Jeremy Horne,**  
Howard University

**Jennifer Jackson,**  
Oklahoma State University

**Nicole James,**  
York College

**Zohaib Jessani,**  
Rollins College

**Joy Josephs,**  
The University of Texas at Austin

**Sandra Khalaf,**  
University of North Florida

**Danielle Krusemark,**  
University of North Florida

**Garam Lee,**  
California State University, Long Beach

**Yachen Li,**  
University of Toronto, St. George

**Dongyu Li,**  
University of Kansas

**Karen Longmore,**  
York College

**Jessica Lopez,**  
Trinity Washington University

**Kelly Martin,**  
University of North Texas

**Natassia Mattoon,**  
California State University, Long Beach

**Lingjie Mei,**  
East China Normal University

**Linas Mitchell,**  
Furman University

**Matthew Olah,**  
University of North Florida

**Dylan Owsiany,**  
Florida Atlantic University

**Jun Park,**  
Pomona College

**Hadar Ram,**  
Tel Aviv University

**Rachel Rogers,**  
University of North Florida

**Jing Han Sim,**  
Singapore Management University

**Xingyun Song,**  
East China Normal University

**Mariame Soukoule,**  
York College

**Denae Stallings,**  
Cuny York College

**Jamie Tombari,**  
The College at Brockport, SUNY

**Teodora Tomova,**  
University of California, Berkeley

**Mindy Truong,**  
University of Southern California

**Arianna Ulloa,**  
University of Pennsylvania

**Michael Vitro,**  
Florida Atlantic University

**Phoebe Wong,**  
University of California, Berkeley

**Deborah Wu,**  
Northwestern University

**Iseel Yanez,**  
The University of Texas at Arlington

**Jeanette Zambrano,**  
California State University, Long Beach

**Yuan Zhou,**  
University of British Columbia

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SPEAKERS



**LINDSEY BECK** studies how people initiate, develop, and maintain close relationships. For example, she examines why some people—but not others—choose to avoid situations that would help them form relationships, how partners ask for and offer support as they develop relationships, and how couples respond to stressful situations in newly-formed relationships.



**APRIL BUCK** is a first year Assistant Professor of Human Development at Eckerd College. Her research focuses on the development and maintenance of romantic relationships over time, including the effects of stress spillover on relationship functioning, individual and dyadic stress resilience, and the role of leisure time for relationship maintenance.



**BRITTANY CHRISTIAN** is a first year professor at Concordia University Chicago. Brittany received her PhD from the University of Aberdeen before working as a post-doctoral researcher at University of Chicago Booth School of Business. Among many research interests, Brittany studies social cognition and space-time mapping.



**COREY COOK** teaches at University of Washington Tacoma. He received his Ph.D. from University of Florida and his BS from Arizona State University. His research focuses largely on the effects of threat perception on social cognition and behavior, especially as they relate to the processes of stereotyping and prejudice.



**ERIN COOLEY** is a first year Assistant Professor of Psychology at Colgate University. Her research examines the cognitive, affective, and physiological mechanisms behind intergroup conflict and discrimination.



**KATHERINE CORKER** is an assistant professor at Kenyon College. Her research focuses on motivational differences between individuals, as well as processes that explain how motivational variables are associated with consequential life outcomes. She teaches lots of research methods and is presenting at the convention about everyday open science practices.



**JARRET CRAWFORD** is an Associate Professor of Psychology at The College of New Jersey. He received his PhD in Social Psychology in 2008 from Rutgers University. His research interests include political and moral beliefs, intergroup attitudes, biases in sociopolitical judgments, and best scientific practices in social psychology.



**GILI FREEDMAN** is a visiting assistant professor at Roanoke College. Her research focuses on interpersonal processes with a special focus on the dyadic nature of social rejection. She currently teaches social psychology, personality psychology, and psychology in the media.



**JESSICA GOOD** is the L. Richardson King Assistant Professor of Psychology and Core Faculty in Gender and Sexuality Studies at Davidson College, in Davidson, NC. Her research interests include perceptions of women subjected to benevolent sexism, motivation to confront discrimination, and the impact of multicultural and colorblind diversity philosophies.



**INDIA JOHNSON** is an assistant professor at Elon University, whose research interests lie at the intersection of stereotyping, prejudice and attitude change. Her recent work examines evaluative discrepancies in depression attitudes and how such discrepancies motivate discrepancy-relevant information seeking and information processing.



**PETER JONASON** is a Senior Lecturer at Western Sydney University. He regularly teaches undergraduate research methods and statistics along with mentoring various undergraduate research and honors students. In order to bring knowledge to life, he integrates pop-culture and humor into his lectures and often gets some of his undergraduates published.



**YOUNG-MI KWON** is an instructor at Sungkyunkwan University in South Korea. She received her Ph.D at Washington State University in 2015 after her five-year stay in the States. Now she is teaching students at her old school and trying to inspire them. She recently got married.



**GARY LEWANDOWSKI Jr.** is Chair/Professor at Monmouth University, Director of the Relationship Science Lab, co-creator of [www.ScienceOfRelationships.com](http://www.ScienceOfRelationships.com), and co-author of the new textbook *Discovering the Scientist Within: Research Methods in Psychology*. His research on romantic relationships, including a TEDx talk, has been featured in numerous media outlets.



**CHRISTINE MA-KELLAMS** is a 2nd year professor at the University of La Verne. She completed her Ph.D. in Social Psychology from UC Santa Barbara in 2011 and her postdoctoral fellowship at Harvard University. Her research interests center on cross-cultural differences, emotion, and decision-making.

# TEACHER SCHOLAR AWARDS



**XINHUA MAO** is an assistant professor of social psychology at Kobe Gakuin University in Japan. He received his PhD from Osaka University in 2008. His research focuses on the cultural social skills. This award is based on a joint research with Dr. Masanori Kimura, an assistant professor of Kobe College.



**CATHERINE NORRIS** is an assistant professor at Swarthmore College, located just outside of Philadelphia PA. Her research area is social neuroscience, and she uses neural, psychophysiological, and behavioral measures to study processes involved in emotion, meditation and attention, and social imitation.



**YUJI OGHARA** received his PhD from Kyoto University in 2015, and he teaches cultural psychology at Kyoto Seika University now. He is interested in how cultural changes affect human psychology and behavior. Specifically, he is examining how cultural changes toward greater individualism in Japan influence interpersonal relationships and subjective well-being.



**RYAN O'LOUGHLIN** is a fourth-year professor at Nazareth College in Rochester, NY. His research focuses on personality and health. With collaborator James Fryer, Ryan investigates the role of mindfulness in health and is developing a measure of health goals. He teaches Personality, Health Psychology, Abnormal Psychology, and Statistics and Methods.



**PETRA PELLETIER** is a Ph.D. Candidate in Social Psychology at the Paris Descartes University, Sorbonne Paris Cité in France. Her research interests include investigating the impact of large-scale societal threats, the terrorism specifically, on socio-emotional processes. She is currently a Teaching Assistant in Social Psychology and Methodology courses.



**ZACH ROTHSCHILD** is a second year assistant professor of psychology at Bowdoin College. He received his Ph.D. in social psychology from the University of Kansas. His research focuses on understanding how psychological defenses employed to maintain a moral identity and meaningful worldview can fuel interpersonal and intergroup conflict.



**JOSHUA ROTTMAN** is an Assistant Professor of Psychology at Franklin & Marshall College. His research combines developmental, social, and cognitive psychology to investigate processes of moralization in childhood, the role of disgust in moral judgment, and the factors that lead entities and objects to be deemed worthy of moral concern.



**CATHERINE SANDERSON** is the Manwell Family Professor of Life Sciences (Psychology) at Amherst College. Her research examines how personality and social variables influence health-related behaviors such as safer sex and disordered eating, the development of persuasive messages and interventions to prevent unhealthy behavior, and the predictors of relationship satisfaction.



**GABRIELLE SMITH** is a first year assistant professor at Tougaloo College. A Texas native, Smith is a graduate of Spelman College (B.A.) and the University of Alabama (PhD). Her research is primarily centered social identities for marginalized identities, particularly as it relates to gender and race.



**CHRISTOPHER SOTO** is an associate professor of psychology at Colby College. His research examines how personality traits are structured, how and why personality changes across the life span, and how personality relates with subjective well-being, political attitudes, and other life outcomes.



**JOHN TAWA** is a 3rd year faculty member in the psychology department at Salve Regina University. His research focuses on inter-minority relations, specifically relations between Blacks and Asians. John uses the virtual world, Second Life, to examine factors predicting patterns of movement between minority group members as they interact.



**QUIN YOW** is an Assistant Professor at the Singapore University of Technology and Design. She graduated with a Ph.D in Developmental Psychology from Stanford University. She is interested in how factors surrounding the use of two languages affect motivation, cognitive functioning and understanding of the social world across the lifespan.

CONVENTION INFO
SCHEDULES & HIGHLIGHTS
AWARDEES
THURSDAY POSTERS
FRIDAY PROGRAM
FRIDAY POSTERS
SATURDAY PROGRAM
SATURDAY POSTERS
EXHIBITORS
SYMPOSIA SPEAKERS

SESSION A: 7 - 8:30 PM

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**THE EFFECT OF PLAYING A MATURE-RATED VIDEO GAME ON ATTITUDES TOWARD DEVIANT BEHAVIOR IS MODERATED BY SELF-INVOLVEMENT**

Anna Prescott<sup>1</sup>, Jay Hull<sup>1</sup>  
<sup>1</sup>Dartmouth College

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**THE DIFFERENTIAL IMPACT OF ANGRY RUMINATION AND SCHIZOTYPAL PERSONALITY DISORDER ON VIOLENT AND NON-VIOLENT CRIME**

Heather McLernon<sup>1</sup>, William Pedersen<sup>1</sup>, Robert Schug<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**THE IMPACT OF DIFFERENTIATION OF SELF AND TRAIT DISPLACED AGGRESSION ON AGGRESSIVE BEHAVIOR**

Hector Aguilar<sup>1</sup>, William Pedersen<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**PREDICTING INTIMATE PARTNER VIOLENCE VS. DISPLACED AGGRESSION IN ROMANTIC RELATIONSHIPS: THE ROLE OF ATTACHMENT ANXIETY AND SELF-CONTROL**

Jessica Grom<sup>1</sup>, Brenden Tervo-Clemmens<sup>2</sup>, Erica Slotter<sup>1</sup>  
<sup>1</sup>Villanova Univ., <sup>2</sup>Univ. of Pittsburgh

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**THE IMPACT OF COLLECTIVE RUMINATION ON AGGRESSION**

Jennifer Ellison<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**BULLYING ON THE SCHOOL BUS: DELETERIOUS EFFECTS ON PUBLIC SCHOOL BUS DRIVERS**

Alan Goodboy<sup>1</sup>, Matthew Martin<sup>1</sup>, Elizabeth Brown<sup>1</sup>  
<sup>1</sup>West Virginia Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**CAN'T YOU TAKE A JOKE?!: TOWARD A SOCIAL PSYCHOLOGY OF PRANKING**

Rebecca Leitch<sup>1</sup>, Christopher Burris<sup>1</sup>  
<sup>1</sup>St. Jerome's Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**COMBATING THE STING OF EXCLUSION WITH THE PLEASURE OF REVENGE: A NEW LOOK AT HOW EMOTION SHAPES AGGRESSIVE RESPONSES TO REJECTION**

David Chester<sup>1</sup>, C. Nathan DeWall<sup>1</sup>  
<sup>1</sup>Univ. of Kentucky

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**LEFT OUT VERSUS ATTACKED: PERCEPTUAL AND AFFECTIVE DIFFERENCES BETWEEN EXCLUSION AND AGGRESSION**

Frederico De Paoli<sup>1</sup>, Gayathri Pandey<sup>1</sup>, Vivian Zayas<sup>1</sup>  
<sup>1</sup>Cornell Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**GOSSIP IS THE WEAPON OF THE WEAK**

Elena Martinescu<sup>1</sup>, Onne Janssen<sup>1</sup>, Bernard Nijstad<sup>1</sup>  
<sup>1</sup>Univ. of Groningen

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**EVERYDAY SADISM PREDICTS VIOLENT VIDEO GAME PREFERENCES**

Tobias Greitemeyer<sup>1</sup>  
<sup>1</sup>Univ. of Innsbruck

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**"EYE FOR AN EYE" : BELIEFS IN PURE GOOD AND PURE EVIL AS PREDICTORS OF MERCY, VENGEANCE AND RECOMMENDATIONS FOR PUNISHMENT**

Colleen Geller<sup>1</sup>, Madelyn Ray<sup>1</sup>, Amanda Martens<sup>1</sup>, Russell Webster<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**GUNS PROHIBITED IMAGES PRIME AGGRESSIVE COGNITIONS**

Arlin Benjamin Jr.<sup>1</sup>, Meagan Crosby<sup>1</sup>, Brad Bushman<sup>2</sup>  
<sup>1</sup>Univ. of Arkansas-Fort Smith, <sup>2</sup>The Ohio State Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**WHEN JAIL INMATES ARE MINDFUL: IMPLICATIONS FOR CRIMINAL THINKING AND RECIDIVISM**

Ashley Dobbins<sup>1</sup>, June Tangney<sup>1</sup>, Jeffrey Stuewig<sup>1</sup>  
<sup>1</sup>George Mason Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**A DOUBLE EDGED COGNITIVE SWORD: THE EFFECT OF SOCIAL STATUS ON PROCESSING BOTH HOSTILE AND BENIGN SOCIAL CUES**

Sierra Farley<sup>1</sup>, Carnetta Green<sup>2</sup>, Chioma Uduko<sup>2</sup>, James Davis<sup>2</sup>  
<sup>1</sup>DePaul Univ., <sup>2</sup>Chicago State Univ.



AGGRESSION/ANTI-SOCIAL BEHAVIOR

## VALIDATING THE HOT SAUCE PARADIGM AS AN AGGRESSION MEASURE

Dorothee Dietrich<sup>1</sup>  
<sup>1</sup>Hamline Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## IT TOOK TWO MOVIES TO KILL BILL: REVENGE BEHAVIOR ACROSS MULTIPLE OPPORTUNITIES

Kristen Hull<sup>1</sup>, Curtis Phillips<sup>1</sup>  
<sup>1</sup>Univ. of North Florida

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## EMPATHIC CONCERN MODERATES THE ASSOCIATION BETWEEN NEUROTICISM AND ALCOHOL-RELATED AGGRESSION

Olivia Subramani<sup>1</sup>, Ruschelle Leone<sup>1</sup>, Dominic Parrott Ph.D.<sup>1</sup>  
<sup>1</sup>Georgia State Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## IMPULSIVITY AND AGGRESSION

Jordan Tharp<sup>1</sup>, Sheri Johnson<sup>1</sup>  
<sup>1</sup>Univ. of California, Berkeley

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## "I HATE THIS HEAT:" A TEST OF THE HEAT-AGGRESSION HYPOTHESIS USING 10 MILLION FACEBOOK STATUS UPDATES

Sean Rife<sup>1</sup>, David Stillwell<sup>2</sup>, Michal Kosinski<sup>3</sup>  
<sup>1</sup>Murray State Univ., <sup>2</sup>The Psychometrics Centre, Univ. of Cambridge, <sup>3</sup>Stanford Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## THE EFFECTS OF CHARACTERISTIC OF AUTISM SPECTRUM, AGGRESSIVENESS AND ALEXITHYMIA ON AGGRESSIVE BEHAVIOR

Nozomi Yamawaki<sup>1</sup>, Shoko Kono<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## PSYCHOPATHS TELL THE TRUTH?: EXAMINING PREDICTORS OF AGREEMENT BETWEEN OFFICIAL RECORDS AND SELF-REPORTED ARRESTS OF FORMER JAIL INMATES

Jordan Daylor<sup>1</sup>, Dan Blalock<sup>1</sup>, Tess Davis<sup>2</sup>, William Klauberg<sup>1</sup>, Emily Boren<sup>1</sup>, Jeff Stuewig<sup>1</sup>, June Tangney<sup>1</sup>  
<sup>1</sup>George Mason Univ., <sup>2</sup>Virginia Commonwealth Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## CAN FAMILY VARIABLES MODERATE THE RELATIONSHIP BETWEEN ETHNIC DISCRIMINATION AND AGGRESSION OF LATINO EMERGING ADULTS?

Lisa Dalati<sup>1</sup>, Jose Estrada<sup>1</sup>, Scott Plunkett<sup>1</sup>  
<sup>1</sup>California State Univ., Northridge

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## PROTECTIVE FACTORS RELATED TO CHILDREN'S EARLY EXPERIENCES WITH CYBER, RELATIONAL AND PHYSICAL VICTIMIZATION

Brett Holfeld<sup>1</sup>, Bonnie Leadbeater<sup>1</sup>  
<sup>1</sup>Univ. of Victoria

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## DON'T LET IT BUG YOU: EXAMINING THE ROLE OF SELF-AFFIRMATION IN THE DISTRESS CAUSED BY KILLING

Jamin Blatter<sup>1</sup>, Jeff Schime<sup>1</sup>, Kerry Howell<sup>1</sup>, Michael Sharp<sup>1</sup>  
<sup>1</sup>Univ. of Alberta

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## FROM REJECTION TO AGGRESSION: SOCIAL STIGMA PREDICTS AGGRESSION FOLLOWING SOCIAL REJECTION

Geoffrey Wetherell<sup>1</sup>, PJ Henry<sup>2</sup>  
<sup>1</sup>DePaul Univ., <sup>2</sup>New York Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## THE ROLE OF MENTALIZATION IN THE RELATION BETWEEN BORDERLINE PERSONALITY DISORDER AND TEEN DATING VIOLENCE

Jessica Davis<sup>1</sup>  
<sup>1</sup>Univ. of Houston

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## WHAT WOULD OFFENDERS REQUIRE IN ORDER TO RESOLVE THEIR NEGATIVE EMOTIONS?

Shoko KONO<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## DOES PUNITIVENESS OR CONCERN FOR TRUTH MORE STRONGLY MOTIVATE TORTURE?

Denae Stallings<sup>1</sup>, Ian Hansen<sup>1</sup>, Bennett Callaghan<sup>2</sup>  
<sup>1</sup>York College, <sup>2</sup>Yale Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## HOW LIBERAL VS. CONSERVATIVE FRAMING AFFECTS IDEOLOGICAL PREDICTION OF TORTURE ATTITUDES

Mariame Soukoule<sup>1</sup>, Ian Hansen<sup>1</sup>, Savbtrie Budhu<sup>2</sup>  
<sup>1</sup>York College, <sup>2</sup>Manhattan College

AGGRESSION/ANTI-SOCIAL BEHAVIOR

## TWO ORTHOGONAL PREDICTORS OF SUPPORT FOR TORTURE

Abraham Dickey III<sup>1</sup>, Ian Hansen<sup>1</sup>, Gabriela Cedillo<sup>2</sup>  
<sup>1</sup>York College, <sup>2</sup>Icahn School of Medicine at Mount Sinai

SESSION A: 7 - 8:30 PM

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**PRIMING MORAL TRANSCENDENCE  
ATTENUATES SUPPORT FOR TORTURE  
INDEPENDENT OF IDEOLOGY**

Bennett Callaghan<sup>1</sup>, Ian Hansen<sup>2</sup>  
<sup>1</sup>Yale Univ., <sup>2</sup>York College

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**DO PARENTING BEHAVIORS PREDICT  
ADOLESCENTS CHILDREN'S AGGRESSION?**

Charlotte Moser<sup>1</sup>, Russell Jackson<sup>2</sup>, Zhihan Su<sup>1</sup>  
<sup>1</sup>Iowa State Univ., <sup>2</sup>Brigham Young Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

**HOW DO STUDENTS RESPOND WHEN THEIR  
EXPECTATION ARE MANIPULATED?**

Rebecca Carter<sup>1</sup>, Kayla McKissick<sup>1</sup>, Ho Phi Huynh<sup>1</sup>  
<sup>1</sup>Armstrong State University

APPLIED SOCIAL PSYCHOLOGY

**REASONED ACTION APPROACH (RAA) TO  
UNDERSTANDING HEALTH BEHAVIORS**

Mark Conner<sup>1</sup>  
<sup>1</sup>Univ. of Leeds

APPLIED SOCIAL PSYCHOLOGY

**FRAMING EFFECTS IN SPORT COMMENTARY:  
CAN ONE WORD MAKE THE DIFFERENCE?**

Jason Kowalczyk<sup>1</sup>, Mark Sheptock<sup>1</sup>, Kacey Kim<sup>1</sup>, Nadav  
Goldschmied<sup>1</sup>, Yair Galily<sup>2</sup>  
<sup>1</sup>UC San Diego, <sup>2</sup>Interdisciplinary Center

APPLIED SOCIAL PSYCHOLOGY

**SOCIAL SUPPORT AND COPING IN FEMALE  
SEXUAL ASSAULT VICTIMS: A LONGITUDINAL  
ANALYSIS**

Sarah Ullman<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Chicago

APPLIED SOCIAL PSYCHOLOGY

**DOES EMPATHETIC OBSERVATION INCREASE  
INDIVIDUALS' AWARENESS OF THEIR  
VULNERABILITY TO SCAMS?**

Yasuhiro Daiku<sup>1</sup>, Ako Agata<sup>1</sup>, Naoki Kugihara<sup>1</sup>  
<sup>1</sup>Osaka Univ.

APPLIED SOCIAL PSYCHOLOGY

**CAN COMFORT FOOD SOOTHE THE REJECTED  
SOUL?: EFFECTS OF COMFORT FOOD FOR  
SOCIAL AND PHYSICAL DISTRESS**

Heather Scherschel<sup>1</sup>, Traci Mann<sup>1</sup>, Marti Gonzalez<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota

APPLIED SOCIAL PSYCHOLOGY

**USING MESSAGES TO ENCOURAGE MEAT-  
CONSUMPTION REDUCTION**

Chelsea Schnabelrauch Arndt<sup>1</sup>, Laura Brannon<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

APPLIED SOCIAL PSYCHOLOGY

**THE SPREAD OF BEHAVIOR: WHEN DO  
PROENVIRONMENTAL BEHAVIORS SPREAD TO  
OTHER PEOPLE AND OTHER BEHAVIORS?**

Alexander Maki<sup>1</sup>, Alexander Rothman<sup>2</sup>, Mark Snyder<sup>2</sup>  
<sup>1</sup>Vanderbilt Univ., <sup>2</sup>Univ. of Minnesota

APPLIED SOCIAL PSYCHOLOGY

**THE PSYCHOLOGY OF DEBT: AVOIDING THE  
UNAVOIDABLE**

Ben Harkin<sup>1</sup>  
<sup>1</sup>Univ. of Sheffield

APPLIED SOCIAL PSYCHOLOGY

**INTUITIVE CONTROL AND POSITIVE  
COMPETITIVE STATE ANXIETY: NEW  
ASSESSMENTS FOR THE PREDICTION OF  
CLUTCH PERFORMANCE IN SPORT**

Alfredo Leon<sup>1</sup>, Mark Otten<sup>1</sup>, Deanna Prez<sup>2</sup>, Sehvan Sherikian<sup>1</sup>,  
Stefanee Van Horn<sup>3</sup>, Rocky Zamora<sup>1</sup>  
<sup>1</sup>California State Univ., Northridge, <sup>2</sup>Boston Univ., <sup>3</sup>West Virginia  
Univ.

APPLIED SOCIAL PSYCHOLOGY

**THE WORLD IS CHANGING AND SO AM I: THE  
IMPACT OF BELIEF IN A CHANGING WORLD ON  
ENTREPRENEURIAL INTENTIONS AFTER AN  
ENTREPRENEURIAL FAILURE**

Ning Chen<sup>1</sup>  
<sup>1</sup>Clarion Univ. of Pennsylvania

APPLIED SOCIAL PSYCHOLOGY

**AGEISM IN ADVERTISING: RESOURCE SCARCITY  
AND ADVERTISING BUDGET ALLOCATION**

Cameron McClure<sup>1</sup>, Aaron Wallen<sup>1</sup>  
<sup>1</sup>Columbia Univ.

APPLIED SOCIAL PSYCHOLOGY

**THE EFFECTS OF EXPECTATIONS ABOUT  
PARTNER'S EXPERTISE AND INTENTION ON THE  
DIVISION OF LABOR IN MEMORIZATION TASKS**

Koichi Nishimura<sup>1</sup>, Takashi Oka<sup>1</sup>  
<sup>1</sup>Nihon Univ.

APPLIED SOCIAL PSYCHOLOGY

**CHILDREN AND PARENTS' ACCULTURATION DISCREPANCIES: LONGITUDINAL RELATIONSHIPS WITH THE WELLBEING OF IMMIGRANT CHILDREN**

Cecilia Cordeu<sup>1</sup>, Rupert Brown<sup>1</sup>  
<sup>1</sup>Univ. of Sussex

APPLIED SOCIAL PSYCHOLOGY

**BAD BUT UNBLAMEABLE? THE EFFECT OF STIGMA CONTROLLABILITY ON JUDGMENTS OF RULE BREAKERS**

Ioanna Kapantai<sup>1</sup>, Giovanni Travaglino<sup>1</sup>, Dr Dominic Abrams<sup>1</sup>  
<sup>1</sup>Univ. of Kent

APPLIED SOCIAL PSYCHOLOGY

**DIGITAL INFORMATION, SUPERFICIAL EDUCATION: RECORDED LECTURES REDUCE DEPTH-OF-PROCESSING AND UNDERMINE CONCEPTUAL KNOWLEDGE**

Shane Schwikert<sup>1</sup>, Adrian Ward<sup>2</sup>  
<sup>1</sup>Univ. of Colorado Boulder, <sup>2</sup>Univ. of Texas at Austin

APPLIED SOCIAL PSYCHOLOGY

**WE BELIEVE, THEREFORE WE ACT?: SOCIAL CLASS MODERATES THE LINK BETWEEN CLIMATE CHANGE BELIEFS AND ENVIRONMENTAL ACTION**

Kimin Eom<sup>1</sup>, Heejung Kim<sup>1</sup>, David Sherman<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Barbara

APPLIED SOCIAL PSYCHOLOGY

**APPLYING THE INVESTMENT MODEL TO COLLEGE STUDENTS: DOES IT APPLY EQUALLY TO TRANSFER AND NON-TRANSFER STUDENTS?**

Nancy Frye<sup>1</sup>, Michele Dornisch<sup>1</sup>  
<sup>1</sup>Long Island Univ.

APPLIED SOCIAL PSYCHOLOGY

**SNACKING BEHAVIOR IN STUDENTS: THE MODERATING EFFECT OF CONSTRUAL LEVEL IN ACTION-INACTION ACTIVITY PRIMING**

Dolores Muñoz<sup>1</sup>, Pilar Carrera<sup>1</sup>, Amparo Caballero<sup>1</sup>, Iciar Fernández<sup>2</sup>  
<sup>1</sup>Universidad Autónoma de Madrid, <sup>2</sup>Universidad Nacional de Educación a Distancia

APPLIED SOCIAL PSYCHOLOGY

**MODERATED MEDIATION OF NORMATIVE INTERVENTION EFFECTS ON ADOLESCENT RISKY SEXUAL BEHAVIOR: ATTITUDES, SOCIAL DESIRABILITY AND PARENT NORMS ARE IMPORTANT!**

Amber Anthenien<sup>1</sup>, David MacPhee<sup>2</sup>  
<sup>1</sup>Univ. of Houston, <sup>2</sup>Colorado State Univ.

APPLIED SOCIAL PSYCHOLOGY

**THE IMPACT OF VIDEO AND FACE-TO-FACE COMMUNICATION ON SELF-DISCLOSURE AND INTERPERSONAL INTIMACY**

Lingjie Mei<sup>1</sup>, Yifei Huang<sup>2</sup>  
<sup>1</sup>East China Normal Univ., <sup>2</sup>Peking Univ.

APPLIED SOCIAL PSYCHOLOGY

**PARENTHOOD AS MORAL IMPERATIVE: PENALIZATION OF WOMEN AND MEN WHO ARE CHILDFREE BY CHOICE**

Leslie Ashburn-Nardo<sup>1</sup>  
<sup>1</sup>Indiana Univ.-Purdue Univ. Indianapolis

APPLIED SOCIAL PSYCHOLOGY

**GENDER, PARENTHOOD AND RACE IMPACT WORKPLACE HELP AND HARM**

Kala Melchiori<sup>1</sup>, Robyn Mallett<sup>1</sup>, River Simpson<sup>1</sup>  
<sup>1</sup>Loyola Univ. Chicago

APPLIED SOCIAL PSYCHOLOGY

**FROM MATERNAL WALL TO PARENTAL WALL**

Hadiya Roderique<sup>1</sup>, Jennifer Berdahl<sup>2</sup>  
<sup>1</sup>Univ. of Toronto, <sup>2</sup>Univ. of British Columbia

APPLIED SOCIAL PSYCHOLOGY

**WHO WANTS TO SHARE MEDICAL DECISIONS?: MODERATION EFFECT OF REGULATORY MODE**

Ilona Fridman<sup>1</sup>, Svetlana Komissarouk<sup>2</sup>, E. Tory Higgins<sup>2</sup>  
<sup>1</sup>Columbia Business School, <sup>2</sup>Columbia Univ.

APPLIED SOCIAL PSYCHOLOGY

**INFORMATION EXCHANGE IN A MULTIPLE GOAL CONTEXT: THE ROLE OF REGULATORY MODES**

Melvyn Hamstra<sup>1</sup>, Edward Orehek<sup>2</sup>, L. Maxim Laurijssen<sup>3</sup>, P. Marijn Poortvliet<sup>4</sup>  
<sup>1</sup>Maastricht Univ., <sup>2</sup>Univ. of Pittsburgh, <sup>3</sup>Univ. of Groningen, <sup>4</sup>Wageningen Univ.

ATTITUDES/PERSUASION

**AMBIVALENCE AND THE ATTITUDE SIMILARITY EFFECT ON ATTRACTION**

Kathleen Patton<sup>1</sup>, Duane Wegener<sup>1</sup>, Vanessa Sawicki<sup>2</sup>  
<sup>1</sup>The Ohio State Univ., <sup>2</sup>The Ohio State Univ. - Marion

ATTITUDES/PERSUASION

**THREAT, NOT NEGATIVITY, DRIVES ATTENTION: AN INITIAL TEST OF THE DUAL IMPLICIT PROCESSES (DIP) MODEL**

David March<sup>1</sup>, Lowell Gaertner<sup>1</sup>, Michael Olson<sup>1</sup>  
<sup>1</sup>Univ. of Tennessee

SESSION A: 7 - 8:30 PM

ATTITUDES/PERSUASION

## TESTIMONIAL AND DISTRIBUTORSHIP INFORMATION PERSUADE COLLEGE MULTI-LEVEL MARKETING TARGETS

Robert Mather<sup>1</sup>, Dustin Belden<sup>1</sup>, Heather Sherwood<sup>1</sup>  
<sup>1</sup>Univ. of Central Oklahoma

ATTITUDES/PERSUASION

## THE EFFECTS OF MESSAGE CONGRUENCY ON CONSUMERS' ATTENTION TOWARD WEB ADVERTISEMENTS

Masami Okano<sup>1</sup>, Masao Okano<sup>1</sup>  
<sup>1</sup>Bunkyo Univ.

ATTITUDES/PERSUASION

## SOCIOPOLITICAL IDEOLOGY AND CLIMATE CHANGE DENIAL: SOCIAL DOMINANCE ORIENTATION AS A PRIMARY PREDICTOR

Kirsti Jylhä<sup>1</sup>, Nazar Akrami<sup>1</sup>  
<sup>1</sup>Uppsala Univ.

ATTITUDES/PERSUASION

## THE EFFECT OF LISTENING-FOR-UNDERSTANDING ON SPEAKER'S ATTITUDE CLARITY

Guy Itzchakov<sup>1</sup>, Kenneth DeMarree<sup>2</sup>, Avraham Kluger<sup>1</sup>  
<sup>1</sup>The Hebrew Univ. of Jerusalem, <sup>2</sup>Univ. at Buffalo

ATTITUDES/PERSUASION

## SELF-PERCEIVED KNOWLEDGE ON CONTROVERSIAL ISSUES: DIVERGENT EFFECTS ON ATTITUDE CLARITY AND CORRECTNESS

Rebecca Totton<sup>1</sup>, Kimberly Rios<sup>1</sup>  
<sup>1</sup>Ohio Univ.

ATTITUDES/PERSUASION

## EVALUATIVE STATEMENTS ARE MORE EFFECTIVE THAN EVALUATIVE PAIRINGS IN SHIFTING IMPLICIT ATTITUDES

Benedek Kurdi<sup>1</sup>, Mahzarin Banaji<sup>1</sup>  
<sup>1</sup>Harvard Univ.

ATTITUDES/PERSUASION

## EXPLORING WHY REPEATED EXPRESSION RESULTS IN GREATER EXTREMITY

Meghan Norris<sup>1</sup>, Jenalee Dymond<sup>2</sup>, Leandre Fabrigar<sup>2</sup>, Duane Wegener<sup>3</sup>, Richard Petty<sup>3</sup>, Catherine Calnan<sup>4</sup>  
<sup>1</sup>Purdue Univ., <sup>2</sup>Queen's Univ., <sup>3</sup>The Ohio State Univ., <sup>4</sup>Trinity College

ATTITUDES/PERSUASION

## ARGUMENT EFFECTS ON SOURCE IMPRESSIONS: THE EFFECTS OF MOOD AND ARGUMENT STRENGTH ON SOURCE LIKABILITY EVALUATIONS

Sean Moore<sup>1</sup>, Robert Sinclair<sup>2</sup>  
<sup>1</sup>Univ. of Alberta-Augustana Campus, <sup>2</sup>Laurentian Univ.

ATTITUDES/PERSUASION

## APPROACH-AVOIDANCE TRAINING EFFECTS ARE MODERATED BY AWARENESS OF STIMULUS-ACTION CONTINGENCIES

Pieter Van Dessel<sup>1</sup>, Jan De Houwer<sup>1</sup>, Anne Gast<sup>2</sup>  
<sup>1</sup>Ghent Univ., <sup>2</sup>Univ. of Cologne

ATTITUDES/PERSUASION

## REDUCING UNSAFE TANNING BEHAVIORS THROUGH APPEARANCE AND HEALTH-FOCUSED MESSAGES

Aaron Entringer<sup>1</sup>, Laura Brannon<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

ATTITUDES/PERSUASION

## DO WISHES FACILITATE CONCEPTUAL ASSOCIATION IN IAT?: THE RELATIONSHIP BETWEEN IDEAL LOVER AND IMPLICIT MEASURES OF ROMANTIC FANTASY

Naoko Asoh<sup>1</sup>, Akira Sakamoto<sup>1</sup>  
<sup>1</sup>Ochanomizu Univ.

ATTITUDES/PERSUASION

## NEWS MEDIA DEPICTIONS OF OBAMA INFLUENCE AUTOMATIC EVALUATIVE ASSOCIATIONS: IMPLICATIONS FOR THE OBAMA EFFECT

Katherine Fritzlen<sup>1</sup>, David March<sup>1</sup>, Richard Kendrick<sup>1</sup>, Michael Olson<sup>1</sup>  
<sup>1</sup>Univ. of Tennessee

ATTITUDES/PERSUASION

## THE MANIPULATION OF PERCEIVED AFFECT AND COGNITION ON ADVOCACY INTENTIONS

Jacob Teeny<sup>1</sup>, Rich Petty<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

ATTITUDES/PERSUASION

## USING FACIAL EXPRESSIONS IN EVALUATIVE CONDITIONING TO REDUCE IMPLICIT BIAS TOWARDS RIVAL OUTGROUP MEMBERS: A TEST OF THE IMPLICIT MISATTRIBUTION MODEL

Elise Bui<sup>1</sup>, Allie Fridstein<sup>2</sup>, Russell Fazio<sup>1</sup>  
<sup>1</sup>The Ohio State Univ., <sup>2</sup>Boston College

ATTITUDES/PERSUASION

## FIGHT FIRE WITH FIRE: SOCIAL VIGILANTISM, NEGATIVE AFFECT AND SOCIAL CHALLENGE

Qiwu Zhu<sup>1</sup>, Conor ODea<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

ATTITUDES/PERSUASION

## THE EFFECT OF PERSUASIVE MESSAGES ON ENHANCING EXTREME WEATHER ATTITUDES AND BEHAVIORS

August Capiola<sup>1</sup>, Tamera Schneider<sup>1</sup>  
<sup>1</sup>Wright State Univ.

ATTITUDES/PERSUASION

## "THOSE ON TOP, STAY ON TOP": THE RELATIONSHIP BETWEEN COLLEGE STUDENT'S POLITICAL AFFILIATION AND ATTITUDES

Hyeyeon Hwang<sup>1</sup>, Amy Quearry<sup>1</sup>  
<sup>1</sup>Univ. of Central Missouri

ATTITUDES/PERSUASION

## METACOGNITION MATTERS: ATTITUDE IMPORTANCE MODERATES SIMILARITY EFFECTS ON ATTRACTION

Vanessa Sawicki<sup>1</sup>, Duane Wegener<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

ATTITUDES/PERSUASION

## CHANGING CATEGORY-LEVEL BELIEFS AND ATTITUDES: THE IMPACT OF INTERMEDIATE CATEGORY-LEVEL REPRESENTATION AT BELIEF FORMATION AND PERSUASION

Matthew Kan<sup>1</sup>, Catherine Calnan<sup>1</sup>, Leandre Fabrigar<sup>1</sup>, Christina Nestor<sup>1</sup>, J. Paik<sup>1</sup>  
<sup>1</sup>Queen's Univ.

ATTITUDES/PERSUASION

## TESTING ABSTRACTION LEVEL IN DESIRED AND ACTUAL ATTITUDES

Pilar Carrera<sup>1</sup>, Amparo Caballero<sup>1</sup>, Dolores Muñoz<sup>1</sup>, Itziar Fernández<sup>2</sup>, Cristina Jiménez<sup>1</sup>, Kenneth DeMarree<sup>3</sup>  
<sup>1</sup>Universidad Autónoma de Madrid, Spain, <sup>2</sup>Universidad Nacional de Educación a Distancia, <sup>3</sup>Univ. at Buffalo

ATTITUDES/PERSUASION

## THE EFFECTS OF COGNITIVE DISSONANCE ON ABSTRACT THINKING: DISSONANCE LEADS TO AN ABSTRACT MINDSET

Sebastian Cancino-Montecinos<sup>1</sup>, Torun Lindholm<sup>1</sup>, Fredrik Björklund<sup>2</sup>  
<sup>1</sup>Stockholm Univ., <sup>2</sup>Lund Univ.

ATTITUDES/PERSUASION

## FUNCTIONAL RESISTANCE: THE POWER OF DIVERSE MOTIVES TO ELICIT PSYCHOLOGICAL REACTANCE TOWARDS VOLUNTEERING

Keven Joyal-Desmarais<sup>1</sup>, Mark Snyder<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota

ATTITUDES/PERSUASION

## RESTORING FREEDOM: APPLYING ALTERNATIVE RESTORATION POSTSCRIPTS TO REDUCE REACTANCE IN ORGAN DONATION PROMOTIONAL MESSAGES

Norma Leon<sup>1</sup>, Danielle Blazek<sup>1</sup>, Thomas Staunton<sup>1</sup>, Samuel Weinberger<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

ATTITUDES/PERSUASION

## THE EFFECTS OF APPLE, INC. REBRANDING ON CONSUMERS' LOYALTY ATTITUDE AND FUTURE PURCHASING

Piyachat Chatpaitoon<sup>1</sup>, Dr. Kerry Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

ATTITUDES/PERSUASION

## PREDICTORS OF ATTITUDE COMMITMENT

Kelly Kane<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

ATTITUDES/PERSUASION

## THE MULTIPLE ROLES OF VOCAL PITCH IN ATTITUDE CHANGE

Joshua Guyer<sup>1</sup>, Leandre Fabrigar<sup>1</sup>, Matthew Kan<sup>1</sup>  
<sup>1</sup>Queen's Univ.

FIELD RESEARCH/INTERVENTIONS

## A SOCIAL-PSYCHOLOGICAL INTERVENTION FOR IMPROVING STUDENT RETENTION

JongHan Kim<sup>1</sup>, Terry Pettijohn II<sup>1</sup>, Kerry Smith<sup>1</sup>, Abby Boytos<sup>1</sup>  
<sup>1</sup>Coastal Carolina Univ.

GENDER

## "I THOUGHT WE WERE EQUAL, RIGHT?": THE RELATIONSHIP BETWEEN COLLEGE STUDENT'S MODERN SEXIST AND SOCIAL DOMINANCE ORIENTATION-EGALITARIANISM ATTITUDES

Amy Quearry<sup>1</sup>, Hyeyeon Hwang<sup>1</sup>  
<sup>1</sup>Univ. of Central Missouri

GENDER

## CONCERNS ON GENDER NONCONFORMITY: APPEARANCE VS. BEHAVIOR

Deborah Wu<sup>1</sup>, Wendi Gardner<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

SESSION A: 7 - 8:30 PM

GENDER

## GENDER MODERATES THE IMPACT OF INDUCED EMPATHY ON ATTRIBUTIONS OF BLAME IN SEXUAL ASSAULT

Carrienne Leschak<sup>1</sup>, Richard Pond, Jr.<sup>2</sup>  
<sup>1</sup>Univ. of California, Los Angeles, <sup>2</sup>Univ. of North Carolina Wilmington

GENDER

## THE FAIRER SEX OR FAIRER GENDER?: EXPLAINING AND ERASING DIFFERENCES IN MEN AND WOMEN'S UNETHICAL BARGAINING BEHAVIOR

Jason Pierce<sup>1</sup>, Leigh Thompson<sup>2</sup>  
<sup>1</sup>Universidad Adolfo Ibáñez, <sup>2</sup>Northwestern Univ.

GENDER

## PANTS VS. PUMPS: GENDER EXPRESSION AND SEXUAL ORIENTATION AS PREDICTORS OF BODY IMAGE DISCREPANCY AND PSYCHOLOGICAL DISTRESS

Karen Tannenbaum<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

GENDER

## THE ROLE OF MASTER NARRATIVES IN PERSONAL IDENTITY DEVELOPMENT: AN EXAMINATION OF GENDER ROLES

Hannah Shucard<sup>1</sup>, Kate McLean<sup>1</sup>, Moin Syed<sup>2</sup>  
<sup>1</sup>Western Washington Univ., <sup>2</sup>Univ. of Minnesota

GENDER

## WHO COUNTS AS HUMAN?: ANTECEDENTS TO ANDROCENTRIC BEHAVIOR

April Bailey<sup>1</sup>, Marianne LaFrance<sup>1</sup>  
<sup>1</sup>Yale Univ.

GENDER

## DIFFERENCES AND SIMILARITIES IN HETEROSEXUAL AND QUEER WOMEN'S COLLECTIVE SELF-ESTEEM AND GENDER TYPICALITY

Mercedes Pearson<sup>1</sup>, Charlotte Tate<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

GENDER

## PERCEIVED DIRECT COMPARISON AMONG WOMEN IN AN ACADEMIC ENGINEERING SETTING IS RELATED TO "QUEEN BEE" OUTCOMES

Veronica Derricks-Mosher<sup>1</sup>, Denise Sekaquaptewa<sup>1</sup>  
<sup>1</sup>Univ. of Michigan-Ann Arbor

GENDER

## GENDER NORM CONFORMITY AND ENDORSEMENT OF THE HOOKUP CULTURE

Sal Meyers<sup>1</sup>, Marissa Belau<sup>1</sup>, Tayler Peterson<sup>1</sup>  
<sup>1</sup>Simpson College

GENDER

## GENDER EFFECTS IN THE FRAMING OF HEALTH MESSAGES

Olivia Aspiras<sup>1</sup>, Jason Rose<sup>1</sup>  
<sup>1</sup>Univ. of Toledo

GENDER

## CISGENDER PEOPLE'S UNDERSTANDING OF THE WORD TRANSGENDER

Naomi Skarsgard<sup>1</sup>, Kristi Lemm<sup>1</sup>, Alex Czopp<sup>1</sup>  
<sup>1</sup>Western Washington Univ.

GENDER

## IMPACT OF A PSYCHOLOGY OF MASCULINITIES COURSE ON GENDER ROLE CONFLICT AND ATTITUDES TOWARD MALE GENDER ROLES

Sylvia Kidder<sup>1</sup>, Eric Mankowski<sup>1</sup>  
<sup>1</sup>Portland State Univ.

GENDER

## EFFECTS OF BENEVOLENT SEXISM ON MATH MOTIVATION IN JUNIOR HIGH SCHOOL GIRLS IN JAPAN

Yasuko Morinaga<sup>1</sup>, Kiriko Sakata<sup>1</sup>, Kodai Fukudome<sup>1</sup>, Yoshiya Furukawa<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

GENDER

## ANYTHING YOU CAN DO, I CAN DO TOO: ATTITUDES TOWARD COUPLES WHO VIOLATE MARRIAGE PROPOSAL TRADITIONS

Nikki Luu<sup>1</sup>, Carrie Underwood<sup>1</sup>, Rachael Robnett<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Las Vegas

GENDER

## ROMANTIC PRIMING EFFECTS ON BACKLASH AGAINST SELF-PROMOTING WOMEN

Samantha Douglas<sup>1</sup>, Brianna Ambrose<sup>1</sup>, Juanita Cole<sup>2</sup>  
<sup>1</sup>Azusa Pacific Univ., <sup>2</sup>Trinity Washington Univ.

GENDER

## A LEADER AND A WOMAN: GENDER IDENTIFICATION MODERATES THE EFFECTIVENESS OF FRAMING ON LEADERSHIP SELF-EFFICACY

Lauren Hawthorne<sup>1</sup>, Shannon McCoy<sup>1</sup>  
<sup>1</sup>Univ. of Maine

GENDER

## RESPONSES TO SUCCESS AND FAILURE: THE ROLE OF GENDER AND DOMAIN

Elizabeth Lawner<sup>1</sup>, Diane Quinn<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

GENDER

## EFFECTS OF I-SHARING AND GENDER THREAT ON MEN'S LIKING FOR A GAY MAN

Caitlin Bronson<sup>1</sup>, Jennifer Bosson<sup>2</sup>, Elizabeth Pine<sup>3</sup>  
<sup>1</sup>Rutgers, <sup>2</sup>Univ. of South Florida, <sup>3</sup>Univ. of Vermont

GENDER

## GENDERED LANGUAGE STYLES: PERSON PERCEPTION AND LANGUAGE STYLE MATCHING WITH STYLISTICALLY VARIED TEXTS

Micah Iserman<sup>1</sup>, Molly Ireland<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

GENDER

## HOSTILE SEXISTS: EXPRESSING, MAINTAINING AND DESERVING POWER

Amanda Martens<sup>1</sup>, Katie Mosher<sup>1</sup>, Evelyn Stratmoen<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

GENDER

## FEELING AFFIRMED AND NO LONGER WANTING TO LEAD: STEREOTYPE THREAT AND SELF-AFFIRMATION EFFECTS ON WOMEN'S INTEREST IN LEADERSHIP

Jennifer Spoor<sup>1</sup>, Sarah Ballard<sup>1</sup>  
<sup>1</sup>La Trobe Univ.

GENDER

## THE EFFECTS OF MASCULINITY THREATS ON RISK-TAKING AND ANTI-ENVIRONMENTALISM

Marlaina Laubach<sup>1</sup>, Theresa Vescio<sup>1</sup>, Nathaniel Ratcliff<sup>1</sup>, Jonathan Gallegos<sup>1</sup>  
<sup>1</sup>The Pennsylvania State University

MOTIVATION/GOALS

## THE SAME OR DIFFERENT? HOW LAY BELIEFS ABOUT APPROACH AND AVOIDANCE EXPLAIN THE ASSOCIATION BETWEEN PERFORMANCE ACHIEVEMENT GOALS

Emily Greenwood<sup>1</sup>, Andrew Elliot<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

MOTIVATION/GOALS

## PSYCHOLOGICAL NEED SUPPORT AND REGULATORY FOCUS AS PREDICTORS OF SELF-COMPASSION

Leigh Ann Vaughn<sup>1</sup>, Emma Hayden<sup>1</sup>  
<sup>1</sup>Ithaca College

MOTIVATION/GOALS

## PROTECTING STUDENT ENGAGEMENT IN SCIENCE: THE INTERACTIVE EFFECT OF BELONGING UNCERTAINTY AND TRIGGERED INTEREST

Gregg Muragishi<sup>1</sup>, Garam Lee<sup>1</sup>, Jeanette Zambrano<sup>1</sup>, Matthew Jackson<sup>1</sup>, Dustin Thoman<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

MOTIVATION/GOALS

## SAYING GOOD-BYE AND SAYING IT WELL: HOW TO END A CONVERSATION

Bettina Schwörer<sup>1</sup>, Gabriele Oettingen<sup>2</sup>  
<sup>1</sup>Univ. of Hamburg, <sup>2</sup>New York Univ.

MOTIVATION/GOALS

## THE EFFECTS OF A GROWTH-MINDSET INTERVENTION ON STUDENTS' COMPUTER SCIENCE INTEREST OVER TIME

V. Michelle Russell<sup>1</sup>, Jeni Burnette<sup>1</sup>, Crystal Hoyt<sup>2</sup>, Carol Dweck<sup>3</sup>, Eli Finkel<sup>4</sup>  
<sup>1</sup>North Carolina State Univ., <sup>2</sup>Univ. of Richmond, <sup>3</sup>Stanford Univ., <sup>4</sup>Northwestern Univ.

MOTIVATION/GOALS

## GROWING TOGETHER: MASTERY CLASSROOM ORIENTATION LEADS TO STEM COMMUNAL AFFORDANCES AND INTEREST

Melissa Fuesting<sup>1</sup>, Amanda Diekman<sup>1</sup>, Dana Manson<sup>1</sup>, Brianne Safer<sup>1</sup>  
<sup>1</sup>Miami Univ.

MOTIVATION/GOALS

## THE MORE (YOU THINK) YOU KNOW: PERCEIVED KNOWLEDGE OF CLIMATE CHANGE PREDICTS PRO-ENVIRONMENTAL BEHAVIOR

Kristina Howansky<sup>1</sup>, Shana Cole<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

MOTIVATION/GOALS

## FACTOR STRUCTURE OF THE INTERPERSONAL GOAL CONFLICT SCALE

Jacob Gray<sup>1</sup>, Daniel Ozer<sup>1</sup>  
<sup>1</sup>Univ. of California-Riverside

MOTIVATION/GOALS

## GIVE ME SOMETHING TO DO: MORTALITY SALIENCE AND THE AVERSION TO IDLENESS

Ross Rogers<sup>1</sup>, Matthew Vess<sup>2</sup>  
<sup>1</sup>Ohio Univ., <sup>2</sup>Montana State Univ.

MOTIVATION/GOALS

## DISTRACTED AND SUPERSTITIOUS: COGNITIVE FAILURE AND ILLUSORY PATTERN PERCEPTION

Anyi Ma<sup>1</sup>, Aaron Kay<sup>1</sup>, Jayanth Narayanan<sup>2</sup>  
<sup>1</sup>Duke Univ., <sup>2</sup>National Univ. of Singapore

MOTIVATION/GOALS

**END-STATES VS. DIRECTIONS: GOALS AS OBJECTIVES VS. COMPASS POINTS**

Long Ha<sup>1</sup>, Jennifer Crocker<sup>1</sup>, Kentaro Fujita<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

MOTIVATION/GOALS

**REDUCING REACTIVITY TO NEGATIVE SOCIAL EVENTS: SELF-AFFIRMATION AND SOCIAL AVOIDANCE**

Mitchell Fajardo<sup>1</sup>, Jason Anderson<sup>1</sup>, Shelly Gable<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Barbara

MOTIVATION/GOALS

**HOPE, VALUES AND GOALS: PREDICTING GOAL SUCCESS AND MENTAL HEALTH OUTCOMES**

Madison Guter<sup>1</sup>, Jennifer Cheavens<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

MOTIVATION/GOALS

**GOAL COMPLEXES AS PREDICTORS OF ACADEMIC ACHIEVEMENT BEHAVIOR**

Rachel Korn<sup>1</sup>, Andrew Elliot<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

MOTIVATION/GOALS

**EAT FRESH: APPROACH MOTIVATION ACCOUNTS FOR THE RELATIONSHIP BETWEEN LOCOMOTION AND POSITIVE AFFECT**

Jeffrey Miller<sup>1</sup>, Zlatan Krizan<sup>2</sup>  
<sup>1</sup>Saint Xavier Univ., <sup>2</sup>Iowa State Univ.

MOTIVATION/GOALS

**VALUING THE LONGEVITY OF OBJECTS TO ESCAPE DEATH**

Michael Bultman<sup>1</sup>, Simon McCabe<sup>2</sup>, Jamie Arndt<sup>1</sup>, Melissa Spina<sup>1</sup>  
<sup>1</sup>Univ. of Missouri, <sup>2</sup>Univ. of Stirling

MOTIVATION/GOALS

**FINANCIALLY CONTINGENT SELF-WORTH: CONSEQUENCES OF BASING SELF-ESTEEM ON FINANCIAL SUCCESS**

Deborah Ward<sup>1</sup>, Lora Park<sup>1</sup>  
<sup>1</sup>Univ. at Buffalo, SUNY

MOTIVATION/GOALS

**WHEN THE "BAD" BECOMES THE "GOOD" AND THE "GOOD" BECOMES THE "BAD": PREVENTION ORIENTATION REVERSES THE PERFORMANCE-APPROACH AND -AVOIDANCE GOALS' EFFECTS ON PERFORMANCE**

Wojciech Swiatkowski<sup>1</sup>, Benoit Dompnier<sup>1</sup>  
<sup>1</sup>Univ. of Lausanne

MOTIVATION/GOALS

**SOCIAL COMPARISON, PERSONAL RELATIVE DEPRIVATION AND MATERIALISM**

Hyunji Kim<sup>1</sup>, Mitchell Callan<sup>1</sup>, William Matthews<sup>2</sup>  
<sup>1</sup>Univ. of Essex, <sup>2</sup>Univ. of Cambridge

MOTIVATION/GOALS

**PERCEIVING AN ENTITY THEORY IN THE CLASSROOM ENVIRONMENT INCREASES MATH ANXIETY AND LOWERS TEST PERFORMANCE**

Jordan Vossen<sup>1</sup>, Joyce Ehrlinger<sup>1</sup>, Kali Trzesniewski<sup>2</sup>, Catherine Good<sup>3</sup>, Julia Singleton<sup>2</sup>, Mycah Harrold<sup>1</sup>, Bethany Spring<sup>4</sup>  
<sup>1</sup>Washington State Univ., <sup>2</sup>Univ. of California Davis, <sup>3</sup>Baruch College, <sup>4</sup>Arizona State Univ.

MOTIVATION/GOALS

**INFLUENCE OF EASE-OF-LEARNING (EOL) JUDGMENT ON REHEARSAL AND RECALL PERFORMANCE: MANIPULATIONS OF ACHIEVEMENT GOALS**

Tsuyoshi Yamaguchi<sup>1</sup>  
<sup>1</sup>Hosei Univ.

MOTIVATION/GOALS

**THE EFFECTS OF GIVING AND RECEIVING SOCIAL SUPPORT ON COMPASSIONATE GOALS**

Shuqi Li<sup>1</sup>, Jennifer Crocker<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

MOTIVATION/GOALS

**THE EFFECT OF VELOCITY ON FRUSTRATION: MORE THAN PROJECTIONS OF FUTURE SUCCESS?**

Jeffrey Hughes<sup>1</sup>, James Beck<sup>1</sup>, Abigail Scholer<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

MOTIVATION/GOALS

**AN ATTRIBUTION-BASED TREATMENT INTERVENTION: THREE-YEAR PERSISTENCE EFFECTS IN COMPETITIVE ACHIEVEMENT SETTINGS**

Raymond Perry<sup>1</sup>, Jeremy Hamm<sup>1</sup>, Judith Chipperfield<sup>1</sup>, Steve Hladky<sup>1</sup>, Patti Parker<sup>1</sup>, Launa Leboe-McGowan<sup>1</sup>  
<sup>1</sup>Univ. of Manitoba

MOTIVATION/GOALS

**MAKING PLANS STICK: CONCRETE (VS. ABSTRACT) THINKING FACILITATES TRANSLATING EXERCISE PLANS INTO ACTION**

Allison Sweeney<sup>1</sup>, Antonio Freitas<sup>1</sup>  
<sup>1</sup>Stony Brook Univ.



MOTIVATION/GOALS

**ADOPTING A SELF-DISTANCED PERSPECTIVE ON STEREOTYPE THREAT REDUCES ATTRIBUTIONS TO LOW ABILITY IN A STEREOTYPED DOMAIN**

Adrienne Dougherty<sup>1</sup>, Denise Sekaquaptewa<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

MOTIVATION/GOALS

**THE EFFECT OF FEELING OF TIME SCARCITY ON MOTIVATION TOWARD GROWTH**

Hiroki Takehashi<sup>1</sup>, Junko Toyosawa<sup>2</sup>  
<sup>1</sup>Tokyo Future Univ., <sup>2</sup>Osaka Kyoiku Univ.

MOTIVATION/GOALS

**DEVELOPMENT AND VALIDATION OF AN INTERPRETATION OF EXPERIENCED EASE AND DIFFICULTY SCALE**

Oliver Fisher<sup>1</sup>, Daphna Oyserman<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

MOTIVATION/GOALS

**MEASURING INDIVIDUAL DIFFERENCES IN PERCEIVED MOVEMENT OF TIME**

Eric Horowitz<sup>1</sup>, Daphna Oyserman<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

MOTIVATION/GOALS

**WILL YOU GO BEYOND AVERAGES OR GO ALONG WITH AVERAGES?: THE ROLE OF INDIVIDUALISM-COLLECTIVISM IN WORK MOTIVATION IN GROUPS**

Soohyun Lee<sup>1</sup>, Hoon-Seok Choi<sup>1</sup>  
<sup>1</sup>Sungkyunkwan Univ.

OTHER

**GRATITUDE AND SELF-IMPROVEMENT IN THE WORKPLACE**

Christina Armenta<sup>1</sup>, Kristin Layous<sup>2</sup>, Katie Nelson<sup>3</sup>, Joseph Chancellor<sup>4</sup>, Sonja Lyubomirsky<sup>1</sup>  
<sup>1</sup>UC Riverside, <sup>2</sup>Cal State East Bay, <sup>3</sup>Sewanee, <sup>4</sup>Univ. of Cambridge

OTHER

**TOWARD A PSYCHOLOGY OF SOCIAL CHANGE: CONCEPTUAL FRAMEWORK FROM LITERATURE REVIEW**

Roxane de la Sablonnière<sup>1</sup>, Nada Kadhim<sup>2</sup>, Matthew Davidson<sup>3</sup>, Lily Trudeau-Guévin<sup>1</sup>  
<sup>1</sup>Université de Montréal, <sup>2</sup>McGill Univ., <sup>3</sup>Univ. of Queensland

OTHER

**FROM MINDLESS TO ATTENTIVE CHOICE: INTROSPECTION INCREASES BELIEF-DECISION CORRESPONDENCE BY CALLING ATTENTION TO IMPORTANT DECISION CRITERIA**

Kellen Mrkva<sup>1</sup>, Michaela Huber<sup>2</sup>, Leaf Van Boven<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder, <sup>2</sup>Technische Universität Dresden

OTHER

**POVERTY AND DISORDER: THE RELATIONSHIP BETWEEN SOCIAL CLASS AND PERCEPTIONS OF CHAOS**

Oswaldo Rosales<sup>1</sup>, Paul Piff<sup>1</sup>, Daniel Stancato<sup>1</sup>  
<sup>1</sup>Univ. of California, Berkeley

OTHER

**GENERALIZATION AS A FUNCTION OF PSYCHOLOGICAL DISTANCE**

Hadar Ram<sup>1</sup>, Nira Liberman<sup>1</sup>  
<sup>1</sup>Tel Aviv Univ.

OTHER

**POSTTRAUMATIC GROWTH AND REDEMPTION IN LIFE STORY NARRATIVES OF GEORGIAN SAMPLE: COMPARATIVE STUDY OF IDPS AND NON-IDP CITIZENS OF GEORGIA**

Lili Khechuashvili<sup>1</sup>  
<sup>1</sup>Tbilisi State Univ.

OTHER

**FEELING POWERFUL DECREASES THE USE OF BASE RATE INFORMATION IN PROBABILITY ESTIMATES**

Katie Van Loo<sup>1</sup>, Robert Rydell<sup>1</sup>  
<sup>1</sup>Indiana Univ.

OTHER

**SAVE THE FOREST FOR THE NEW CENTURY, IN THE LOVING PLACE: PROMOTING FOREST PRESERVATION BY VIRTUE OF "FAR-FUTURE" GENERATION AND PLACE ATTACHMENT**

Kuzane Kuwahara<sup>1</sup>, Tasuku Igarashi<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

**FACING POWER: PERCEPTUAL BIASES IN HOW POWERFUL AND POWERLESS PEOPLE VISUALIZE SUPERIORS AND SUBORDINATES**

Jason Deska<sup>1</sup>, Jonathan Kunstman<sup>1</sup>, Emily Lloyd<sup>1</sup>, Kurt Hugenberg<sup>1</sup>  
<sup>1</sup>Miami Univ.

SESSION A: 7 - 8:30 PM

PERSON PERCEPTION/IMPRESSION FORMATION

## THE ROLE OF VICARIOUS PERCEIVED PERSPECTIVE TAKING IN STUDENTS' IMPRESSIONS OF TEACHERS

Leslie Zorwick<sup>1</sup>  
<sup>1</sup>Hendrix College

PERSON PERCEPTION/IMPRESSION FORMATION

## DOES HORMONAL BIRTH CONTROL DISRUPT THE ASSESSMENT OF MATE QUALITY THROUGH KISSING?

Francis McAndrew<sup>1</sup>, Zachary Lawrence<sup>1</sup>, Joseph Knutson<sup>1</sup>, Elizabeth King<sup>1</sup>, Victoria Klimaj<sup>1</sup>  
<sup>1</sup>Knox College

PERSON PERCEPTION/IMPRESSION FORMATION

## RACE, FACIAL APPEARANCE AND PERCEIVED HOMOSEXUALITY: GENDER INVERSION HEURISTICS IN FIRST IMPRESSIONS

Christopher Petsko<sup>1</sup>, Galen Bodenhausen<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## PERCEPTIONS OF INCONSISTENCY IN IMPRESSION FORMATION: REVISITING THE RELATIONS BETWEEN WARMTH, COMPETENCE AND NEGATIVITY BIAS

Skylar Brannon<sup>1</sup>, Dario Sacchi<sup>2</sup>, Bertram Gawronski<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Austin, <sup>2</sup>Univ. of California, Davis

PERSON PERCEPTION/IMPRESSION FORMATION

## PARENTS' IMPRESSIONS OF CHILDREN AND CHILD PHYSICAL ABUSE: A META-ANALYSIS

Randy McCarthy<sup>1</sup>, Michael Wagner<sup>1</sup>, Caicina Jones<sup>1</sup>, Francis McAndrew<sup>3,2</sup>  
<sup>1</sup>Northern Illinois Univ., <sup>2</sup>Knox College

PERSON PERCEPTION/IMPRESSION FORMATION

## DO PERCEIVERS CATEGORIZE FACES IN TERMS OF INTERSECTIONAL OR SUPERORDINATE IDENTITIES?

Samantha Snyder<sup>1</sup>, Jessica Remedios<sup>1</sup>  
<sup>1</sup>Tufts Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## PERCEPTIONS OF INDIVIDUALS AND GROUPS WHO ARE CONCERNED ABOUT THE ENVIRONMENT

Dave Kolar<sup>1</sup>  
<sup>1</sup>Univ. of Mary Washington

PERSON PERCEPTION/IMPRESSION FORMATION

## THE EFFECT OF RACE ON PERCEPTIONS OF FAT TALK AMONG COLLEGE WOMEN

Crystal Thornhill<sup>1</sup>, Lisa Curtin<sup>2</sup>, Doris Bazzini<sup>2</sup>, Denise Martz<sup>2</sup>  
<sup>1</sup>Purdue Univ., <sup>2</sup>Appalachian State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## OBSERVERS DISLIKE EXPLICIT SELF-SUPERIORITY CLAIMS FROM IN-GROUP BUT NOT FROM OUT-GROUP MEMBERS

Carolien Van Damme<sup>1</sup>, Joke Claes<sup>1</sup>, Vera Hoorens<sup>1</sup>  
<sup>1</sup>KU Leuven

PERSON PERCEPTION/IMPRESSION FORMATION

## UNLOCKING ANXIETY EXPRESSIONS IN AUTISM SPECTRUM DISORDERS: A HUMAN AND COMPUTERIZED OBSERVATIONAL APPROACH TO THE ASSESSMENT OF ANXIETY AND PREDICTION OF BIOLOGICAL STRESS RESPONSES

Aleksandra Kaurin<sup>1</sup>, Argyris Stringaris<sup>1</sup>, Emily Simonoff<sup>1</sup>, Mathew Hollocks<sup>1</sup>  
<sup>1</sup>King's College London

PERSON PERCEPTION/IMPRESSION FORMATION

## TRAITS, WHAT ARE THEY GOOD FOR?: FUNCTIONS AND AFFORDANCES OF PERCEIVING BIG FIVE PERSONALITY ATTRIBUTES

Cory Costello<sup>1</sup>, Sanjay Srivastava<sup>1</sup>  
<sup>1</sup>Univ. of Oregon

PERSON PERCEPTION/IMPRESSION FORMATION

## SPONTANEOUS TRAIT AND GOAL INFERENCES: THE ROLE OF BEHAVIOR CONSISTENCY AND PERCEIVER'S MOTIVATION

Irmak Olcaysoy Okten<sup>1</sup>, Gordon Moskowitz<sup>1</sup>  
<sup>1</sup>Lehigh Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## EFFECTS OF SELF-MONITORING ON PERCEIVED AUTHENTICITY IN DYADS

Jessica Stetler<sup>1</sup>, Lauren Hernandez<sup>1</sup>, Willie Hale<sup>1</sup>, Meghan Crabtree<sup>1</sup>, David Pillow<sup>1</sup>  
<sup>1</sup>Univ. of Texas at San Antonio

PERSON PERCEPTION/IMPRESSION FORMATION

## COMPETENCE CAN EXPLAIN THE SURPRISING CREDIBILITY BOOST OF STRATEGIC LIARS

Bethany Lassetter<sup>1</sup>, Elizabeth Tenney<sup>2</sup>, Sara Hodges<sup>3</sup>  
<sup>1</sup>Univ. of Iowa, <sup>2</sup>Univ. of Utah, <sup>3</sup>Univ. of Oregon

PERSON PERCEPTION/IMPRESSION FORMATION

## EXPECTANCY VIOLATION THEORY AND GENDER BIASES IN THE PERCEPTION OF PARENTAL ALIENATION

Jennifer Harman<sup>1</sup>, Zeynep Biringen<sup>1</sup>, Ellen Ratajack<sup>1</sup>, Pearl Outland<sup>1</sup>, Allyson Kraus<sup>1</sup>  
<sup>1</sup>Colorado State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## IMPROVING SCIENCE COMMUNICATION: THE EFFECTS OF IMPRESSION FORMATION ON PERCEPTIONS OF SCIENTIFIC RESEARCH

Ana Gheorghiu<sup>1</sup>, William Matthews<sup>2</sup>, Mitchell Callan<sup>1</sup>  
<sup>1</sup>Univ. of Essex, <sup>2</sup>Univ. of Cambridge

PERSON PERCEPTION/IMPRESSION FORMATION

## SPONTANEOUS TRAIT INFERENCES IN COMMUNION AND AGENCY DOMAINS

Michal Klosowski<sup>1</sup>, Wieslaw Baryla<sup>1</sup>, Bogdan Wojciszke<sup>1</sup>  
<sup>1</sup>Univ. of Social Sciences & Humanities

PERSON PERCEPTION/IMPRESSION FORMATION

## CONTINUOUS JUDGMENTS OF PERSONALITY: HOW AND WHEN WE MAKE JUDGMENTS OF EXTRAVERSION

Andrew Beer<sup>1</sup>  
<sup>1</sup>Univ. of South Carolina Upstate

PERSON PERCEPTION/IMPRESSION FORMATION

## A TEST OF ACCURACY IN JUDGING PERSONALITY FROM TEXT EXCERPTS

Judith Hall<sup>1</sup>, Jin Goh<sup>1</sup>, Marianne Schmid Mast<sup>2</sup>  
<sup>1</sup>Northeastern Univ., <sup>2</sup>Univ. of Lausanne

PERSON PERCEPTION/IMPRESSION FORMATION

## THE INFLUENCE OF CATEGORICAL AND INDIVIDUATED PROCESSING ON THE ABILITY TO DISTINGUISH BETWEEN TRUE AND FALSE SMILES IN AN INTERGROUP CONTEXT

Regis Caprara<sup>1</sup>, Kerry Kawakami<sup>1</sup>, Justin Friesen<sup>2</sup>, Curtis Phillips<sup>3</sup>, Amanda Williams<sup>4</sup>  
<sup>1</sup>York Univ., <sup>2</sup>Univ. of Winnipeg, <sup>3</sup>Univ. of North Florida, <sup>4</sup>Sheffield Hallam Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## YOU COMPLETE ME; I HOPE: HOW SELF-DISCREPANCIES GUIDE IMPRESSIONS OF POTENTIAL-MATES

J. Adam Randell<sup>1</sup>, Jeff Seger<sup>1</sup>, Robert Mather<sup>2</sup>, Daniel Smith<sup>1</sup>  
<sup>1</sup>Cameron Univ., <sup>2</sup>Univ. of Central Oklahoma

PERSON PERCEPTION/IMPRESSION FORMATION

## SMILE!: HOW FACIAL EXPRESSIONS INFLUENCE PERCEIVED TRAITS

Jason Trent<sup>1</sup>, Nicole Wilson<sup>1</sup>  
<sup>1</sup>Hood College

PERSON PERCEPTION/IMPRESSION FORMATION

## "NO OFFENSE, BUT...": EXAMINING THE IMPACT OF TEMPORAL ORDER ON THE EFFECTIVENESS OF DISCLAIMERS

Gregory Preuss<sup>1</sup>  
<sup>1</sup>North Carolina Wesleyan College

PERSON PERCEPTION/IMPRESSION FORMATION

## YOU SAID I'D LOVE IT, BUT I DIDN'T...: FAILED RECOMMENDATIONS AND THEIR CONSEQUENCES FOR INTERPERSONAL RELATIONSHIPS

Kathleen Tomlin<sup>1</sup>, Leah Payne<sup>1</sup>  
<sup>1</sup>Univ. of Colorado - Colorado Springs

PERSON PERCEPTION/IMPRESSION FORMATION

## HEAVY MATTERS: THE RELATIONSHIP BETWEEN JUST NOTICEABLE DIFFERENCES IN PERCEPTIONS OF FACIAL ADIPOSIT AND FACIAL ATTRACTIVENESS

Daniel Re<sup>1</sup>, Nicholas Rule<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

PERSON PERCEPTION/IMPRESSION FORMATION

## RACIAL AND GENDER AMBIGUOUS PERSON PERCEPTIONS MAY FUNCTION TO RESTORE THE BASIC NEED FOR CONTROL

Alexandra Margevich<sup>1</sup>, Luis Rivera<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## DISADVANTAGES OF THE CORNER OFFICE: POWER, ATTRIBUTIONAL AMBIGUITY AND PERSON PERCEPTION

Christina Fitzpatrick<sup>1</sup>, Jonathan Kunstman<sup>1</sup>, Pam Smith<sup>2</sup>  
<sup>1</sup>Miami Univ., <sup>2</sup>Univ. of California San Diego

PERSON PERCEPTION/IMPRESSION FORMATION

## CONCERNS ABOUT REPUTATION AND ITS RELATIONSHIP WITH PERSONALITY AND GOALS

Dylan Owsiany<sup>1</sup>, Ashley Bell Jones<sup>2</sup>, Nicolas Brown<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ., <sup>2</sup>Florida Atlantic University

PERSON PERCEPTION/IMPRESSION FORMATION

## HOW DO WE THINK TURNING POINTS FOR OTHERS ARE FATED? THE ROLE OF COUNTERFACTUAL THOUGHT AND PERSPECTIVE TAKING IN MEANING-MAKING

Andrew Jordan<sup>1</sup>, Leslie Zorwick<sup>1</sup>  
<sup>1</sup>Hendrix College

SESSION A: 7 - 8:30 PM

PERSONALITY PROCESSES/TRAITS

**DO YOU SEE WHAT I SEE?: HOW DARK TRIAD PERSONALITY AFFECTS PERCEPTIONS OF DARK TRIAD CHARACTERS IN FILM AND TELEVISION**

Carrie Smith<sup>1</sup>, Timothy Davis<sup>1</sup>, Grace Snyder<sup>1</sup>  
<sup>1</sup>Univ. of Mississippi

PERSONALITY PROCESSES/TRAITS

**EXPLORING DEFINITIONS AND FEATURES OF STRONG SITUATIONS**

Patrick Morse<sup>1</sup>, David Funder<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

PERSONALITY PROCESSES/TRAITS

**SELF-FOCUSED ATTENTION AND INTERPERSONAL CONSISTENCY OF SELF-COGNITION**

Miho Nakajima<sup>1</sup>, Yoshihiko Tanno<sup>1</sup>  
<sup>1</sup>The Univ. of Tokyo

PERSONALITY PROCESSES/TRAITS

**BENEFICIAL OR HARMFUL?: SOCIAL COMPARISON TENDENCIES AMONG GRANDIOSE AND VULNERABLE NARCISSISTS**

Ashley Brown<sup>1</sup>, Stephanie Freis<sup>1</sup>, Robert Arkin<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

PERSONALITY PROCESSES/TRAITS

**SANDBAGGING AND THE SELF: LOWERING EXPECTATIONS AS AN EGO-PRESERVING STRATEGY**

Henry Ansa<sup>1</sup>, Joel Flores<sup>1</sup>, Thomas Mullins<sup>1</sup>, Michael Barnett<sup>1</sup>  
<sup>1</sup>Univ. of North Texas

PERSONALITY PROCESSES/TRAITS

**PERSONALITY TRAITS ASSOCIATED WITH PHILANTHROPIC GIVING**

James Grandpre<sup>1</sup>, Steven Rouse<sup>1</sup>, Drew Hacker<sup>1</sup>  
<sup>1</sup>Pepperdine Univ.

PERSONALITY PROCESSES/TRAITS

**PERFECTIONISM AND MINDFULNESS: EFFECTIVENESS OF A BIBLIOTHERAPY INTERVENTION**

Tessa Wimberley<sup>1</sup>  
<sup>1</sup>Univ. of Florida

PERSONALITY PROCESSES/TRAITS

**I MAY GET BURNED, BUT YOU'LL GET BURNED WORSE!: SPITEFULNESS PREDICTS INCREASED AGGRESSION IN A MODIFIED HOT SAUCE AGGRESSION PARADIGM**

Ashton Southard<sup>1</sup>, Virgil Zeigler-Hill<sup>1</sup>  
<sup>1</sup>Oakland Univ.

PERSONALITY PROCESSES/TRAITS

**PSYCHOLOGICAL ENTITLEMENT, SOCIOECONOMIC STATUS AND EQUITY: WHEN YOU DESERVE BETTER TREATMENT THAN THE VERY BEST**

Randall Gordon<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota, Duluth

PERSONALITY PROCESSES/TRAITS

**PERSONALITY AND SOCIAL SUPPORT AS PREDICTORS OF HEALTH SYMPTOMS AMONG GAY MEN AND LESBIAN WOMEN**

Autumn Nanassy<sup>1</sup>, Jenna Harvey<sup>1</sup>, Michelle Dixon<sup>1</sup>, Charlotte Markey<sup>1</sup>, Christopher Nave<sup>1</sup>, Kristin August<sup>1</sup>  
<sup>1</sup>Rutgers Univ. - Camden

PERSONALITY PROCESSES/TRAITS

**INDIVIDUAL DIFFERENCES IN BITTER TASTE PREFERENCES ARE ASSOCIATED WITH ANTISOCIAL PERSONALITY TRAITS**

Christina Sagioglou<sup>1</sup>, Tobias Greitemeyer<sup>1</sup>  
<sup>1</sup>Univ. of Innsbruck

PERSONALITY PROCESSES/TRAITS

**PERSONALITY AND WORK STRESS: THE ROLE OF FIVE-FACTOR MODEL TRAITS AND CYNICISM IN PERCEPTIONS OF WORK CHARACTERISTICS**

Maria Törnroos<sup>1</sup>, Mirka Hintsanen<sup>2</sup>, Taina Hintsala<sup>1</sup>, Liisa Keltikangas-Järvinen<sup>1</sup>  
<sup>1</sup>Univ. of Helsinki, <sup>2</sup>Univ. of Oulu

PERSONALITY PROCESSES/TRAITS

**DIFFERENT DEGREES OF HEAD INJURY AND PERSONALITY DISORDERS**

Jeremy Feiger<sup>1</sup>, Heather McLernon<sup>1</sup>, Gianni Geraci<sup>1</sup>, Esther Kim<sup>1</sup>, Leidy Partida<sup>1</sup>, Jennifer Ostergren<sup>1</sup>, Robert Schug<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

PERSONALITY PROCESSES/TRAITS

**OPPOSING ROLES OF GUILT- AND SHAME-PRONENESS IN TRAIT SELF-FORGIVENESS: A MOTIVATIONAL ANALYSIS**

Thomas Carpenter<sup>1</sup>, Stefanie Tignor<sup>2</sup>, Jo-Ann Tsang<sup>1</sup>  
<sup>1</sup>Baylor Univ., <sup>2</sup>Northeastern Univ.

PERSONALITY PROCESSES/TRAITS

**PERSONALITY TRAITS PREDICT OBSERVED PARENT-ADOLESCENT INTERACTIONS: AN OBSERVATIONAL STUDY USING MEXICAN ORIGIN FAMILIES**

D. Angus Clark<sup>1</sup>, M. Brent Donnellan<sup>2</sup>, Rand Conger<sup>3</sup>, Richard Robins<sup>3</sup>  
<sup>1</sup>Michigan State Univ., <sup>2</sup>Texas A & M Univ., <sup>3</sup>Univ. of California, Davis

PERSONALITY PROCESSES/TRAITS

## THE DIFFERENCE BETWEEN A WHITE OR BLUE CHRISTMAS: THE ROLE OF VARYING TYPES OF PERFECTIONISM

Brenda Harvey<sup>1</sup>, Richard Koestner<sup>1</sup>, Nora Hope<sup>1</sup>, Anne Holding<sup>1</sup>  
<sup>1</sup>McGill Univ.

PERSONALITY PROCESSES/TRAITS

## MINDFULNESS AND STRESS APPRAISALS MEDIATE THE EFFECT OF NEUROTICISM ON PHYSICAL HEALTH

Ryan O'Loughlin<sup>1</sup>, James Fryer<sup>2</sup>  
<sup>1</sup>Nazareth College, <sup>2</sup>State Univ. of New York at Potsdam

PERSONALITY PROCESSES/TRAITS

## BUT FIRST, LET ME TAKE A SELFIE: PERSONALITY AND SOCIAL NETWORKING BEHAVIOR

Alexis Hingle<sup>1</sup>, Jennifer Joy-Gaba<sup>1</sup>, Charles Calderwood<sup>1</sup>  
<sup>1</sup>Virginia Commonwealth Univ.

PERSONALITY PROCESSES/TRAITS

## WANTING MORE THAN LIKING DRUGS IN DRUG ADDICTION IS ASSOCIATED WITH INCREASED SENSATION-SEEKING

Anita Kalaj<sup>1</sup>, Scott Moeller<sup>1</sup>, Rita Goldstein<sup>1</sup>  
<sup>1</sup>Icahn School of Medicine at Mount Sinai

PERSONALITY PROCESSES/TRAITS

## SHAPING PERSEVERANCE: EVIDENCE OF SHARED ENVIRONMENTAL EFFECTS ON GRIT AND A TASK-BASED MEASURE OF PERSISTENCE

Joyce Zhu<sup>1</sup>, S. Mason Garrison<sup>1</sup>, Joseph Rodgers<sup>1</sup>, David Zald<sup>1</sup>  
<sup>1</sup>Vanderbilt Univ.

PERSONALITY PROCESSES/TRAITS

## HUMILITY AS INTELLECTUAL VIRTUE: DEVELOPMENT AND VALIDATION OF AN INTELLECTUAL HUMILITY SCALE

Megan Haggard<sup>1</sup>, Joseph Leman<sup>1</sup>, Benjamin Meagher<sup>2</sup>, Wade Rowatt<sup>1</sup>  
<sup>1</sup>Baylor Univ., <sup>2</sup>Franklin & Marshall College

PERSONALITY PROCESSES/TRAITS

## WHAT DOES HONESTY LOOK LIKE? A PERSONALITY PROFILE OF HONEST PEOPLE USING THE BIG FIVE FACETS

Kimberly Hardy<sup>1</sup>, Patrick Beach<sup>2</sup>, Stephen Crowley<sup>1</sup>, Jared Talley<sup>1</sup>, Sharlynn Thompson<sup>1</sup>  
<sup>1</sup>Boise State Univ., <sup>2</sup>Coastal Carolina Univ.

PERSONALITY PROCESSES/TRAITS

## SELF-AWARENESS AND PERCEIVED LEADER EFFECTIVENESS

Jordon Swain<sup>1</sup>, Victoria Brescoll<sup>1</sup>  
<sup>1</sup>Yale Univ.

PERSONALITY PROCESSES/TRAITS

## HEALTHY NEUROTICISM OR UNHEALTHY CONSCIENTIOUSNESS?: PERSONALITY PROCESSES AND LIFELONG MORTALITY RISK

Katherine Duggan<sup>1</sup>, Howard Friedman<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

PERSONALITY PROCESSES/TRAITS

## USING MULTIDIMENSIONAL ITEM RESPONSE MODELS AND DIFFERENTIAL ITEM FUNCTIONING TO EVALUATE THE AUTHENTIC AND HUBRISTIC TRAIT PRIDE SCALE

Pega Davoudzadeh<sup>1</sup>, Katherine Sorensen<sup>1</sup>, Joanne Chung<sup>2</sup>, Kevin Grimm<sup>3</sup>, Richard Robins<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis, <sup>2</sup>Tilburg Univ., <sup>3</sup>Arizona State Univ.

PERSONALITY PROCESSES/TRAITS

## 'LEANING IN' DURING GROUP MEETINGS: DO WOMEN PREFER LOW-POWER SEATS?

Natalia Van Doren<sup>1</sup>, Jia Wei Zhang<sup>1</sup>, Oliver John<sup>1</sup>  
<sup>1</sup>UC Berkeley

PERSONALITY PROCESSES/TRAITS

## EXPLORING THE RELATIONSHIP BETWEEN SOCIOSEXUAL ORIENTATION AND THE SITUATIONAL EIGHT DIAMONDS IN EVERYDAY SITUATIONS

Noadia Doirin<sup>1</sup>, Nicolas Brown<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

PSYCHOPHYSIOLOGY/GENETICS

## BLUE GENES?: UNDERSTANDING AND MITIGATING NEGATIVE CONSEQUENCES OF PERSONALIZED INFORMATION ABOUT GENETIC RISK FOR DEPRESSION

Matthew Lebowitz<sup>1</sup>, Woo-kyoung Ahn<sup>1</sup>  
<sup>1</sup>Yale Univ.

PSYCHOPHYSIOLOGY/GENETICS

## MY GENES MADE ME DRUNK: THE EFFECTS OF EXPOSURE TO A TEST OF ONE'S GENETIC SUSCEPTIBILITY TO ALCOHOLISM

Ilan Dar-Nimrod<sup>1</sup>  
<sup>1</sup>Univ. of Sydney

PSYCHOPHYSIOLOGY/GENETICS

## FEAR, ANGER AND DNA: THE ROLE OF EMOTION IN THE RELATIONSHIP BETWEEN GENETIC INFORMATION PROVISION AND HEALTH BEHAVIOR INCLINATIONS

Susan Persky<sup>1</sup>, Rebecca Ferrer<sup>2</sup>, William Klein<sup>2</sup>  
<sup>1</sup>National Human Genome Research Institute, <sup>2</sup>National Cancer Institute

PSYCHOPHYSIOLOGY/GENETICS

**CAN UNHEALTHY BEHAVIORS AMPLIFY GENETIC DISEASE RISK?: THE MOTIVATIONAL IMPLICATIONS OF BELIEFS ABOUT GENE-BEHAVIOR INTERACTIONS IN HIGH-RISK FAMILIES**

Lisa Aspinwall<sup>1</sup>, Tammy Stump<sup>1</sup>, Wendy Kohlmann<sup>2</sup>, Sancy Leachman<sup>3</sup>

<sup>1</sup>Univ. of Utah, <sup>2</sup>Huntsman Cancer Institute, <sup>3</sup>Oregon Health and Science Univ.

PSYCHOPHYSIOLOGY/GENETICS

**CHILDHOOD MALTREATMENT AND A NEUROPEPTIDE Y POLYMORPHISM: THE MEDIATING ROLE OF COGNITIVE FLEXIBILITY ON DEPRESSIVE SYMPTOMS**

Marc Bedard<sup>1</sup>, Robbie Woods<sup>1</sup>, Alicia Morton<sup>1</sup>, Jamie Wiley<sup>1</sup>, Hymie Anisman<sup>1</sup>

<sup>1</sup>Carleton Univ.

PSYCHOPHYSIOLOGY/GENETICS

**COORDINATION OF THE CORTISOL AND TESTOSTERONE RESPONSES: A DUAL AXIS APPROACH TO UNDERSTANDING THE RESPONSE TO SOCIAL STATUS THREATS**

Maria Lechtreck<sup>1</sup>, Wesley Browning<sup>1</sup>, Jennifer Tackett<sup>2</sup>, Bulent Turan<sup>1</sup>

<sup>1</sup>Univ. of Alabama at Birmingham, <sup>2</sup>Univ. of Houston

PSYCHOPHYSIOLOGY/GENETICS

**CHILDHOOD MALTREATMENT AND THE BDNF VAL66MET POLYMORPHISM: RELATIONS TO SOCIAL PERCEPTIONS AND DEPRESSION**

Robbie Woods<sup>1</sup>, Marc Bedard<sup>1</sup>, Aaron Lorenz<sup>1</sup>, Kim Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>

<sup>1</sup>Carleton Univ.

PSYCHOPHYSIOLOGY/GENETICS

**EXAMINING CROSS-CLASS INTERACTIONS USING THE BIOPSYCHOSOCIAL MODEL OF CHALLENGE AND THREAT**

Stephen Anderson<sup>1</sup>, Ryan Pickering<sup>1</sup>, Shannon McCoy<sup>2</sup>

<sup>1</sup>Allegheny College, <sup>2</sup>Univ. of Maine

PSYCHOPHYSIOLOGY/GENETICS

**USING THE BIOPSYCHOSOCIAL MODEL OF THREAT AND CHALLENGE TO UNDERSTAND THE OCCURRENCE OF PLACEBO EFFECTS**

Fawn Caplandies<sup>1</sup>, Andrew Geers<sup>1</sup>, Jason Levine<sup>1</sup>, Ceara Hershberger<sup>1</sup>, Marissa Arite<sup>1</sup>, Emaleigh Miranda<sup>1</sup>, Diana Eby<sup>1</sup>

<sup>1</sup>Univ. of Toledo

PSYCHOPHYSIOLOGY/GENETICS

**EVALUATING THE EFFECTS OF A PRE-GENETIC CANCER RISK ASSESSMENT TELEPHONE INTERVENTION ON ANXIETY AND CANCER GENETICS KNOWLEDGE**

Tanya Chavez<sup>1</sup>, Kai Yang<sup>1</sup>, Bitu Nehoray<sup>1</sup>, Charité Ricker<sup>2</sup>, Gloria Nuñez<sup>1</sup>, Dina Arreola<sup>1</sup>, Verónica Villarreal<sup>3</sup>, Ivan Balán, Mariana Niell-Swiler<sup>1</sup>, Kimlin Ashing<sup>1</sup>, Nancy Feldman<sup>3</sup>, Ana Abraido-Lanza<sup>4</sup>, Gwen Ulman<sup>5</sup>, Sharon Sand<sup>1</sup>, Kathleen Blazer<sup>1</sup>, Jeffrey Weitzel<sup>3</sup>

<sup>1</sup>City of Hope, <sup>2</sup>USC Norris Comprehensive Cancer Center, <sup>3</sup>Olive View Medical Center, <sup>4</sup>Columbia Univ., <sup>5</sup>Vital Research

PSYCHOPHYSIOLOGY/GENETICS

**PSYCHOPATHIC TRAITS AND PREFRONTAL CORTICAL ACTIVITY: A TEST OF THE INTER-HEMISPHERIC IMBALANCE HYPOTHESIS**

Chelsea Southard<sup>1</sup>, Alexa Tullett<sup>2</sup>, Martin Sellbom<sup>3</sup>, Andrea Glenn<sup>1</sup>, Brett Grant<sup>1</sup>

<sup>1</sup>Univ. of Alabama, <sup>2</sup>Univ. of Toronto, <sup>3</sup>Australian National Univ.

PSYCHOPHYSIOLOGY/GENETICS

**ACADEMIC RISK TAKING BUFFERS EFFECTS OF STIGMA FOR WOMEN IN STEM**

Zachary Petzel<sup>1</sup>, Bettina Casad<sup>1</sup>

<sup>1</sup>Univ. of Missouri - St. Louis

PSYCHOPHYSIOLOGY/GENETICS

**NATURE, NURTURE OR BOTH?: BELIEFS ABOUT GENETIC ATTRIBUTIONS ACROSS DISORDERS, ABILITIES AND PERSONAL TRAITS**

Bradley Turnwald<sup>1</sup>, Alia Crum<sup>1</sup>, Carol Dweck<sup>1</sup>

<sup>1</sup>Stanford Univ.

PSYCHOPHYSIOLOGY/GENETICS

**RELATIONSHIP BETWEEN LEVELS OF RUMINATION AND PHYSIOLOGICAL AND PSYCHOLOGICAL STRESS RESPONSE**

Zaijia Liu<sup>1</sup>, Ellie Jin<sup>2</sup>, Robert Josephs<sup>2</sup>

<sup>1</sup>Columbia Univ., <sup>2</sup>The Univ. of Texas at Austin

SELF/IDENTITY

**SELF AND SOCIAL IDENTITY CHARACTERISTICS ASSOCIATED WITH SEXUAL MINORITIES' IDENTITY MISCLASSIFICATION**

Kevin McLemore<sup>1</sup>

<sup>1</sup>Univ. of California, Davis

SELF/IDENTITY

**DO IMPLICIT AVOIDANCE OF IWM MODULATE THE SELF-PRIME EFFECT ON ATTACHMENT LEXICON PROCESSING?**

HISASHI Uebuchi<sup>1</sup>, Taiki Matsumura<sup>1</sup>, May Takahashi<sup>1</sup>, Yuri Kawamura<sup>1</sup>, Marie Uebuchi<sup>2</sup>

<sup>1</sup>Tokyo Gakugei Univ., <sup>2</sup>Kyoritsu Women's Junior College

SELF/IDENTITY

## THE TEMPORAL SIZE OF THE SELF INCREASES WITH AGE

Christina Starmans<sup>1</sup>, David Rand<sup>1</sup>, Paul Bloom<sup>1</sup>  
<sup>1</sup>Yale Univ.

SELF/IDENTITY

## DOES DEVELOPMENTAL PERIOD INTERACT WITH MULTICULTURAL IDENTITY INTEGRATION IN THE PREDICTION OF WELLBEING?

Melisa Arias-Valenzuela<sup>1</sup>, Catherine Amiot<sup>1</sup>  
<sup>1</sup>Université du Québec à Montréal

SELF/IDENTITY

## A WONDERFUL READ: READING LITERATURE PREDICTS ENHANCED TRUE SELF-KNOWLEDGE AND WELLBEING

Jinhyung Kim<sup>1</sup>, Joshua Hicks<sup>1</sup>, Rebecca Schlegel<sup>1</sup>, Amy Arndt<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

SELF/IDENTITY

## BASKING IN REFLECTED TRAGEDY

Naomi Grant<sup>1</sup>, Joy Hodgson<sup>1</sup>, Kelsie Moore<sup>1</sup>  
<sup>1</sup>Mount Royal Univ.

SELF/IDENTITY

## DOES SELF EQUAL VALUE? AN FMRI STUDY ON THE NEURAL DISTINCTION OF SELF- AND VALUE-RELATED PROCESSING IN VMPFC

Christin Scholz<sup>1</sup>, Nicole Cooper<sup>1</sup>, Emily Falk<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania

SELF/IDENTITY

## APPROPRIATING IDENTITY: SATISFYING DIFFERENTIATION AND BELONGINGNESS NEEDS BY ADOPTING OUTGROUP SYMBOLS

Mark Kurai<sup>1</sup>, Erica Li<sup>1</sup>, Alison Ledgerwood<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

SELF/IDENTITY

## SELF-SEXUALIZATION OF YOUNG WOMEN: A CROSS-CULTURAL STUDY

Wind Goodfriend<sup>1</sup>, Stephanie Anders<sup>1</sup>  
<sup>1</sup>Buena Vista Univ.

SELF/IDENTITY

## USING SELF- AND GROUP-AFFIRMATIONS TO DIFFERENTIATE THE INDIVIDUAL AND SOCIAL SELVES WITHIN THE SELF-SYSTEM

Adrian J. Villicana<sup>1</sup>, Donna Garcia<sup>2</sup>  
<sup>1</sup>Univ. of Kansas, <sup>2</sup>California State Univ. San Bernardino

SELF/IDENTITY

## THE EFFECT OF EXPRESSIVE WRITING ABOUT PAST EVENT FOR HEALTH, MOOD, WORKING MEMORY AND DISCREPANCY BETWEEN REAL-SELF AND POSSIBLE SELVES

Yuna Ishiyama<sup>1</sup>, Naoto Suzuki<sup>1</sup>  
<sup>1</sup>Doshisha Univ.

SELF/IDENTITY

## ARE YOU WARM OR ARE YOU COLD?: SELF-PRESENTATION AS A FUNCTION OF CLOSENESS AND PERCEPTIONS OF INTERACTION PARTNER

Camilla Overup<sup>1</sup>  
<sup>1</sup>Fairleigh Dickinson Univ.

SELF/IDENTITY

## GAINING KNOWLEDGE INCREASES CLAIMS OF INVENTED KNOWLEDGE

Stav Atir<sup>1</sup>, Emily Rosenzweig<sup>2</sup>, David Dunning<sup>3</sup>  
<sup>1</sup>Cornell Univ., <sup>2</sup>Tulane Univ., <sup>3</sup>Univ. of Michigan

SELF/IDENTITY

## SELF-COMPASSION AS A UNIQUE CONSTRUCT: IS SELF-COMPASSION GREATER THAN ITS PARTS?

Jennifer Barton<sup>1</sup>, Ashley Allen<sup>2</sup>  
<sup>1</sup>Univ. of North Florida, <sup>2</sup>Univ. of North Carolina at Pembroke

SELF/IDENTITY

## SELF-PERCEIVED AUTHENTICITY IS CONTAMINATED BY THE VALENCE OF BEHAVIOR

Katrina Jongman-Sereno<sup>1</sup>, Mark Leary<sup>1</sup>  
<sup>1</sup>Duke Univ.

SELF/IDENTITY

## SORORITY RECRUITMENT AND THE SELF-CONCEPT: INCLUDING SORORITIES INTO THE SELF HAS POSITIVE EFFECTS ON HAPPINESS AND SELF-CONCEPT CLARITY

Stephanie Richman<sup>1</sup>, Louis Friello Jr.<sup>1</sup>, Kayleigh Gill<sup>1</sup>, Lydia Moss<sup>1</sup>  
<sup>1</sup>Westminster College

SELF/IDENTITY

## EMBODIED COGNITION AND POWER: THE EFFECTS OF EMBODIED HIGH HEELS AND POWER PRIMES

Travis Crone<sup>1</sup>  
<sup>1</sup>Univ. of Houston-Downtown

SELF/IDENTITY

## MEANINGFUL VARIATIONS ON THE BETTER-THAN-AVERAGE EFFECT IN INDIA

Ashwini Ashokkumar<sup>1</sup>, Kai Qin Chan<sup>1</sup>  
<sup>1</sup>Ashoka Univ.

CONVENTION  
INFO

SCHEDULES &  
HIGHLIGHTS

AWARDEES

THURSDAY  
POSTERS

FRIDAY  
PROGRAM

FRIDAY  
POSTERS

SATURDAY  
PROGRAM

SATURDAY  
POSTERS

EXHIBITORS

SYMPOSIA  
SPEAKERS

SESSION A: 7 - 8:30 PM

SESSION A: 7 - 8:30 PM

SELF/IDENTITY

## SELF-COMPASSION: AN EXISTENTIAL EXPLORATION

Roberto De La Rosa<sup>1</sup>, Dev Ashish<sup>1</sup>, Alfred Kaszniak<sup>1</sup>  
<sup>1</sup>The Univ. of Arizona

SELF/IDENTITY

## SELF-TRANSCENDENCE AS A PSYCHOLOGICAL PARENTHOOD MOTIVE: WHEN MORTALITY SALIENCE INCREASES THE DESIRE FOR ADOPTED OFFSPRING

Annedore Hoppe<sup>1</sup>, Immo Fritsche<sup>1</sup>, Nicolas Koranyi<sup>2</sup>  
<sup>1</sup>Univ. of Leipzig, <sup>2</sup>Univ. of Jena

SELF/IDENTITY

## SOCIAL IDENTITY, NETWORK PERCEPTIONS AND BELONGING

Kyonne-Joy Isaac<sup>1</sup>, Adam Pearson<sup>2</sup>, Stacey Sinclair<sup>1</sup>  
<sup>1</sup>Princeton Univ., <sup>2</sup>Pomona College

SELF/IDENTITY

## SELF-COMPASSION AND WELLBEING IN OLDER ADULTHOOD

Sarah Liu<sup>1</sup>, Carsten Wrosch<sup>1</sup>  
<sup>1</sup>Concordia Univ.

SELF/IDENTITY

## ONE OR THE OTHER: SELF-PRESENTATION, IDENTITY AND INCLUSION OF WOMEN IN STEM

Alexandra Garr-Schultz<sup>1</sup>, Wendi Gardner<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

SELF/IDENTITY

## INSTAGRAM, SNAPCHAT, AND TWITTER ADDICTION: THE EFFECT OF HIGHER USAGE ON RELATIONSHIP AND ACADEMIC SATISFACTION

Pamela El Gergi<sup>1</sup>  
<sup>1</sup>Nevada State College

SELF-REGULATION

## WHAT I DO MATTERS: LOCUS OF CONTROL AND HEALTH-RELATED BEHAVIORS IN COLLEGE STUDENTS

Cheryl Welch<sup>1</sup>, Jaime Kurtz<sup>1</sup>  
<sup>1</sup>James Madison Univ.

SELF-REGULATION

## SELF-REGULATION AND WORKING MEMORY CAPACITY: HOW WORKING MEMORY CAPACITY MODERATES THE EFFECTS OF EGO DEPLETION

Ayano Yoshida<sup>1</sup>  
<sup>1</sup>Tohoku Fukushi Univ.

SELF-REGULATION

## A BRIEF MINDFULNESS TRAINING PREVENTS NEGATIVE AFFECT AND FOOD CRAVING

Mike Keesman<sup>1</sup>, Esther Papies<sup>1</sup>, Henk Aarts<sup>1</sup>, Michael Häfner<sup>2</sup>  
<sup>1</sup>Utrecht Univ., <sup>2</sup>Berlin Univ. of the Arts

SELF-REGULATION

## VALENCE WEIGHTING TENDENCIES AND SELF-CONTROL

Peter Zunick<sup>1</sup>, Aaron Hatchett<sup>1</sup>, Russell Fazio<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

SELF-REGULATION

## TOO TIRED FOR A REWARD: INTENSE DEPLETION INHIBITS REWARD SENSITIVITY

Mauro Giacomantonio<sup>1</sup>, Jennifer Jordan<sup>2</sup>, Bob Fennis<sup>2</sup>  
<sup>1</sup>Univ. of Rome "Sapienza", <sup>2</sup>Univ. of Groningen

SELF-REGULATION

## STRATEGICALLY HIDING HIGH SELF-CONTROL TO AVOID HURTING OTHERS

Peggy Liu<sup>1</sup>, Stephanie Lin<sup>2</sup>  
<sup>1</sup>Duke Univ., <sup>2</sup>Stanford Univ.

SELF-REGULATION

## MAKING PREDICTIONS ABOUT FUTURE SELF-CONTROL: THE ROLE OF CONCRETE AND ABSTRACT MINDSETS ON PREDICTIONS

Julie Delose<sup>1</sup>, Michelle vanDellen<sup>1</sup>  
<sup>1</sup>Univ. of Georgia

SELF-REGULATION

## YOU'RE NOT YOURSELF WHEN YOU'RE DEPLETED: EGO DEPLETION AND GLUCOSE IN FOOD CRAVINGS

Sarah Lee<sup>1</sup>, Jana Hackathorn<sup>1</sup>  
<sup>1</sup>Murray State Univ.

SELF-REGULATION

## "WANT-TO" DESIRES AND "HAVE-TO" DESIRES IN EVERYDAY LIFE: INVESTIGATING FREQUENCY, INTENSITY AND CONSEQUENCES

Yuka Ozaki<sup>1</sup>, Takayuki Goto<sup>2</sup>, Takumi Kuraya<sup>1</sup>, Michihiro Kaneko<sup>1</sup>, Mayuka Minato<sup>1</sup>, Gaku Kutsuzawa<sup>1</sup>  
<sup>1</sup>Toyo Univ., <sup>2</sup>Kyoto Univ.

SELF-REGULATION

## THE INFLUENCE OF PEOPLE'S BELIEFS ON THE EFFECTIVE SELF-CONTROL AGAINST EVERYDAY TEMPTATIONS

Su Hean Park<sup>1</sup>, James Shah<sup>1</sup>  
<sup>1</sup>Duke Univ.



SELF-REGULATION

## DO RESIDENTIAL MOBILITY AND MOTIVES FOR ACTIVITIES AFFECT REGULATORY FOCUS?: AN INDIVIDUAL- AND REGIONAL-LEVEL PERSPECTIVES

Ryosuke Asano<sup>1</sup>  
<sup>1</sup>Hamamatsu Univ. School of Medicine

SELF-REGULATION

## SELF-REGULATION AND IMPLICIT THEORIES OF WRITING ABILITY AND WILLPOWER: THE IMPORTANCE OF THE AMOUNT OF REVISION NEEDED

Brian Smith<sup>1</sup>, Sal Meyers<sup>2</sup>  
<sup>1</sup>Graceland Univ., <sup>2</sup>Simpson College

SELF-REGULATION

## RESOURCE-DEPLETION: OUTCOME OF FAILED ENERGY MANAGEMENT OR ADAPTIVE EMOTION?

Curtis Von Gunten<sup>1</sup>, Bruce Bartholow<sup>1</sup>  
<sup>1</sup>Univ. of Missouri

SELF-REGULATION

## DEPLETION AND BAS INTERACTIVELY PREDICT MOUSE TRAJECTORIES IN RESPONDING TO TEMPTATION OBJECTS

Lile Jia<sup>1</sup>, Shaun Zhixian Ang<sup>1</sup>, Xuewen Huang<sup>1</sup>, Shermaine Yun Jie Chionh<sup>1</sup>  
<sup>1</sup>National Univ. of Singapore

SELF-REGULATION

## STATES OF SELF-CONTROL: REGIONAL DIFFERENCES IN TWO DIMENSIONS OF SELF-REGULATION

Matthew Findley<sup>1</sup>, Ryan Brown<sup>2</sup>  
<sup>1</sup>Austin College, <sup>2</sup>The Univ. of Oklahoma

SELF-REGULATION

## POST-TRANSGRESSIONS: VICTIMS' RESPONSES AFFECT TRANSGRESSORS' SELF-CONTROL

Joshua Guilfoyle<sup>1</sup>, Elizabeth van Monsjou<sup>1</sup>, Ward Struthers<sup>1</sup>, Eghbali Nikan<sup>2</sup>  
<sup>1</sup>York Univ.

SELF-REGULATION

## BIOLOGICAL UNDERPINNINGS OF SELF-CONTROL: GLUCOSE AND ADENOSINE

Heather Maranges<sup>1</sup>, Roy Baumeister<sup>1</sup>  
<sup>1</sup>Florida State Univ.

SELF-REGULATION

## MINDFULNESS, SELF-REGULATORY CAPACITY AND REGULATION OF HEALTH BEHAVIORS

Whitney Heppner<sup>1</sup>, Elizabeth McCrary<sup>2</sup>  
<sup>1</sup>Georgia College, <sup>2</sup>Western Kentucky Univ.

SELF-REGULATION

## SELF-REGULATION OF APPEARANCE-BASED SOCIAL COMPARISONS

Paschal Sheeran<sup>1</sup>, Harriet Baird<sup>2</sup>  
<sup>1</sup>UNC Chapel Hill, <sup>2</sup>Univ. of Sheffield

SELF-REGULATION

## "HOW" TO PUSH THROUGH: CONCRETENESS INCREASES PERFORMANCE AND NEURAL MARKER OF APPROACH MOTIVATION FOR ANXIOUS PEOPLE

Alexander Tran<sup>1</sup>, Ian McGregor<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

SELF-REGULATION

## MECHANISMS OF SELF-CONTROL: SENSITIVITY TO MEANS RELATES TO HIGH SELF-CONTROL

Mallory Roman<sup>1</sup>, James Shah<sup>1</sup>  
<sup>1</sup>Duke Univ.

SELF-REGULATION

## THE COGNITIVE CONSEQUENCES OF MOVING: THE EFFECTS OF A RESIDENTIALLY MOBILE MINDSET ON SELF-CONTROL AND THE NEUROPHYSIOLOGICAL RESPONSE TO ERRORS

Brandon Ng<sup>1</sup>, James Morris<sup>1</sup>, Shigehiro Oishi<sup>1</sup>  
<sup>1</sup>Univ. of Virginia

SELF-REGULATION

## THE ASSOCIATION BETWEEN COMPASSIONATE GOALS AND SELF-REGULATION

Tao Jiang<sup>1</sup>, Jennifer Crocker<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

SELF-REGULATION

## USING SELF-REGULATION TO OVERCOME THE EFFECTS OF LOW POWER IN NEGOTIATIONS

Andreas Jäger<sup>1</sup>, David Loschelder<sup>1</sup>, Malte Frieese<sup>1</sup>  
<sup>1</sup>Saarland Univ.

SELF-REGULATION

## ON THE FIRST, I'LL BE BETTER: DELAYING GOAL PURSUIT UNTIL A FRESH START

Marie Hennecke<sup>1</sup>, Benjamin Converse<sup>2</sup>  
<sup>1</sup>Univ. of Zurich, <sup>2</sup>Univ. of Virginia

SELF-REGULATION

## EFFECTS OF SELF-CONTROL ON LEVEL OF CONSTRUAL

Britt Hadar<sup>1</sup>, Nira Liberman<sup>1</sup>, Lilach Shalev<sup>1</sup>  
<sup>1</sup>Tel Aviv Univ.

SESSION A: 7 - 8:30 PM

SELF-REGULATION

**SELF-REGULATORY DEPLETION ENHANCES SOCIAL REWARD FOR EXTRAVERTS**

Andrea Worsham-Courtney<sup>1</sup>, Todd Heatherton<sup>1</sup>, William Kelley<sup>1</sup>  
<sup>1</sup>Dartmouth College

SELF-REGULATION

**PREFRONTAL MEDIATORS OF DELAY ABILITY AND BODY MASS INDEX**

Jennifer Silvers<sup>1</sup>, B. J. Casey<sup>2</sup>, Kevin Ochsner<sup>1</sup>, Walter Mischel<sup>1</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Weill Cornell Medical College

SELF-REGULATION

**BEYOND MISCHEL'S MARSHMALLOWS: HOW HABITS UNDERMINE SELF-REGULATORY SUCCESS**

Jennifer Labrecque<sup>1</sup>, Wendy Wood<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

SOCIAL DEVELOPMENT

**EXPERIENCE WITH AND RESPONSES TO CYBERBULLYING: A COMPARISON OF RESPONSES FROM ADOLESCENTS AND THEIR PARENTS**

Tucker Jones<sup>1</sup>, Mark Barnett<sup>1</sup>, Taylor Wadian<sup>1</sup>, Tammy Sonnentag<sup>2</sup>, Emily Ewert<sup>1</sup>, Courtney Langley<sup>3</sup>  
<sup>1</sup>Kansas State Univ., <sup>2</sup>Xavier Univ., <sup>3</sup>Univ. of Kansas

SOCIAL DEVELOPMENT

**WHEN (OR WHEN NOT) TO ADOPT HER VIEW? ADULTS AND CHILDREN CONSIDER OTHERS' EPISTEMIC STATES TO SELECTIVELY TAKE THEIR VISUAL PERSPECTIVES**

Xuan Zhao<sup>1</sup>, Bertram Malle<sup>1</sup>, Hyowon Gweon<sup>2</sup>  
<sup>1</sup>Brown Univ., <sup>2</sup>Stanford Univ.

SOCIAL DEVELOPMENT

**ADOLESCENTS USE OF SOCIAL MEDIA AND VIDEO GAMES: A COMPARISON OF RESPONSES FROM ADOLESCENTS AND THEIR PARENTS**

Taylor Wadian<sup>1</sup>, Mark Barnett<sup>1</sup>, Tucker Jones<sup>1</sup>, Tammy Sonnentag<sup>2</sup>, Lauren Pino<sup>1</sup>, Mary Hellmer<sup>1</sup>, Courtney Langley<sup>3</sup>  
<sup>1</sup>Kansas State Univ., <sup>2</sup>Xavier Univ., <sup>3</sup>Univ. of Kansas

SOCIAL DEVELOPMENT

**FACTORS ASSOCIATED WITH LATE ADOLESCENTS' CARING, JUST AND BRAVE SITUATION-SPECIFIC TENDENCIES TO STAND UP FOR THEIR BELIEFS AND VALUES**

Tammy Sonnentag<sup>1</sup>, Sarah Bailey<sup>1</sup>, Matthew Gretz<sup>1</sup>, Taylor Wadian<sup>2</sup>  
<sup>1</sup>Xavier Univ., <sup>2</sup>Kansas State Univ.

SOCIAL DEVELOPMENT

**PEER REJECTION OR RACIAL BIAS?: HOW BLACK AND WHITE CHILDREN EVALUATE INTERRACIAL AND SAME-RACE PEER INTERACTIONS**

Shelby Cooley<sup>1</sup>, Melanie Killen<sup>1</sup>  
<sup>1</sup>Univ. of Maryland

SOCIAL DEVELOPMENT

**COMPARISON OF CONFLICT MANAGEMENT STYLES OF ADOLESCENTS IN CHINA, JAPAN, SOUTH KOREA, AND U.S.**

Noriko Hamaie<sup>1</sup>, Tatsuo Ujiie<sup>1</sup>, Jiro Takai<sup>1</sup>, Yukari Okamoto<sup>2</sup>, Yoshihiro Shima<sup>3</sup>, Hiroki Maruyama<sup>4</sup>, Patrick Pieng<sup>2</sup>  
<sup>1</sup>Nagoya Univ., <sup>2</sup>Univ. of California, Santa Barbara, <sup>3</sup>Kagoshima Univ., <sup>4</sup>Aichi Shukutoku Univ.

SOCIAL DEVELOPMENT

**SOCIAL IDENTITY COMPLEXITY IN ETHNIC MINORITY YOUTH: IMPLICATIONS FOR ADOLESCENT HEALTH**

Ariana Bell<sup>1</sup>, Casey Knifsend<sup>2</sup>, Jaana Juvonen<sup>1</sup>  
<sup>1</sup>Univ. of California, Los Angeles, <sup>2</sup>California State Univ., Sacramento

SOCIAL DEVELOPMENT

**INFANTS' SOCIAL EVALUATIONS OF TRUSTWORTHY AND UNTRUSTWORTHY FACES**

Ashley Lyons<sup>1</sup>, Alexander Todorov<sup>2</sup>, Erik Cheries<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts Amherst, <sup>2</sup>Princeton Univ.

SOCIAL DEVELOPMENT

**CHILDREN'S REPRESENTATION OF GENDER-DOMINANCE RELATIONSHIPS**

Sa-kiera Hudson<sup>1</sup>, Mahzarin Banaji<sup>1</sup>  
<sup>1</sup>Harvard Univ.

SOCIAL DEVELOPMENT

**DOING THE RIGHT THING DESPITE SOCIAL PRESSURE: ROLE OF MORAL IDENTITY AND COURAGE**

Matthew Gretz<sup>1</sup>, Sarah Bailey<sup>1</sup>, Tammy Sonnentag<sup>1</sup>  
<sup>1</sup>Xavier Univ.

SOCIAL DEVELOPMENT

**GRATITUDE'S UNIQUE EMOTIONAL FUNCTION IN DEVELOPMENT: A LONGITUDINAL STUDY OF ADOLESCENTS**

Marlene Cortes<sup>1</sup>, Jason Sender<sup>1</sup>, Sunehra Ali<sup>1</sup>, Giacomo Bono<sup>1</sup>  
<sup>1</sup>California State Univ. Dominguez Hills

SPECIAL SESSION

**THE MODERATING ROLE OF CONSTRUAL LEVEL ON EMBODIED COGNITION**

Caterina Suijter<sup>1</sup>, Mauro Giacomantonio<sup>2</sup>, Alessia Alessandri<sup>1</sup>  
<sup>1</sup>Univ. of Padova, <sup>2</sup>Univ. of Rome

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.

SPECIAL SESSION

**I UNDERSTAND YOU ARE ANGRY NOW AND SAD LATER: EFFECTS OF PSYCHOLOGICAL DISTANCE ON EMOTIONAL MIMICRY AND CONTAGION**

Janet Wessler<sup>1</sup>, Jochim Hansen<sup>1</sup>  
<sup>1</sup>Univ. of Salzburg

SPECIAL SESSION

**PLEASE ADVISE: THE IMPACT OF ADVICE-GIVING ROLES ON PSYCHOLOGICAL CONSTRUUAL AND REASONING OVER SOCIAL ISSUES**

Alex Huynh<sup>1</sup>, Igor Grossmann<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

SPECIAL SESSION

**TELLTALE SIGNS: DETAIL-ORIENTED BEHAVIORS SIGNAL LOW LEVELS OF LEADERSHIP FIT**

Roshni Raveendhran<sup>1</sup>, Cheryl Wakslak<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

STEREOTYPING/PREJUDICE

**PREDATOR OR PARASITE: DIVERGENT METAPHORS FOR IMMIGRANTS INTERACT WITH EMOTIONAL PREDISPOSITIONS TO STRUCTURE DISTINCT THREAT PERCEPTIONS**

Caroline Tipler<sup>1</sup>, Janet Ruscher<sup>1</sup>  
<sup>1</sup>Tulane Univ.

STEREOTYPING/PREJUDICE

**RACIAL STEREOTYPING OF STUDENTS AND SCHOOLS**

Caitlyn Yantis<sup>1</sup>, Courtney Bonam<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Chicago

STEREOTYPING/PREJUDICE

**SOUNDING AMERICAN: BELIEFS ABOUT ACCENT CONTROLLABILITY AFFECT PREJUDICE AGAINST NONNATIVE ENGLISH SPEAKERS**

Christy Zhou Koval<sup>1</sup>, Grainne Fitzsimons<sup>1</sup>  
<sup>1</sup>Duke Univ.

STEREOTYPING/PREJUDICE

**USING IMAGINED INTERGROUP CONTACT TO REDUCE TRANSPREJUDICE**

Helena Rabasco<sup>1</sup>, Corinne Moss-Racusin<sup>1</sup>  
<sup>1</sup>Skidmore College

STEREOTYPING/PREJUDICE

**LEADING THROUGH DIVERSITY: THE EFFECT OF LEADER GENDER ON RACIAL DISCRIMINATION CLAIMS**

Stefanie Simon<sup>1</sup>, Laurie O'Brien<sup>1</sup>, Meagan Magaldi<sup>1</sup>, James Fitzpatrick<sup>1</sup>  
<sup>1</sup>Tulane Univ.

STEREOTYPING/PREJUDICE

**BACKLASH AGAINST MALE ELEMENTARY EDUCATORS**

Elizabeth Johnson<sup>1</sup>, Corinne Moss-Racusin<sup>1</sup>  
<sup>1</sup>Skidmore College

STEREOTYPING/PREJUDICE

**DO PERFORMANCE-AVOIDANCE GOALS MODERATE THE EFFECT OF DIFFERENT TYPES OF STEREOTYPE THREAT ON WOMEN'S MATH PERFORMANCE?**

Katherine Finnigan<sup>1</sup>, Katherine Corker<sup>2</sup>  
<sup>1</sup>Univ. of California, Davis, <sup>2</sup>Kenyon College

STEREOTYPING/PREJUDICE

**BEHAVIORAL SYNCHRONY AND STEREOTYPE THREAT**

Steven Sherrin<sup>1</sup>, Eliot Smith<sup>1</sup>  
<sup>1</sup>Indiana Univ.

STEREOTYPING/PREJUDICE

**HIV-RELATED STIGMA, LONELINESS AND SLEEP QUALITY IN MEN AND WOMEN LIVING WITH HIV**

Erin Fekete<sup>1</sup>, Stacey Williams<sup>2</sup>, Matthew Skinta<sup>3</sup>  
<sup>1</sup>Univ. of Indianapolis, <sup>2</sup>East Tennessee State Univ., <sup>3</sup>Palo Alto Univ.

STEREOTYPING/PREJUDICE

**GAMER IDENTIFICATION AND EVALUATIONS OF PREJUDICE**

Lindsey Cary<sup>1</sup>, Alison Chasteen<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

STEREOTYPING/PREJUDICE

**PREDICTORS OF ANTI-BLACK PREJUDICE: A META-ANALYSIS OF THE INFLUENCE OF RELIGION AND POLITICAL ORIENTATION**

Kristin Broussard<sup>1</sup>, Helen Harton<sup>2</sup>  
<sup>1</sup>Saint Louis Univ., <sup>2</sup>Univ. of Northern Iowa

STEREOTYPING/PREJUDICE

**RETHINKING PERCEPTIONS OF PREJUDICE: SUBJECTIVE INTERPRETATION REDUCES PERCEPTIONS OF AFRICAN-AMERICANS AS THREATS**

Kent Lee<sup>1</sup>, Kristen Lindquist<sup>1</sup>, B. Payne<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill

STEREOTYPING/PREJUDICE

**STRENGTH IN NUMBERS?: EFFECTS OF EXPOSURE TO MULTIPLE CLAIMS OF DISCRIMINATION**

Evelyn Carter<sup>1</sup>, Mary Murphy<sup>2</sup>  
<sup>1</sup>Purdue Univ., <sup>2</sup>Indiana Univ.

SESSION A: 7 - 8:30 PM

STEREOTYPING/PREJUDICE

**WHO HUMANIZES OTHERS?: THE ROLE OF OPENNESS IN HUMANIZATION OF PEOPLE WITH MENTAL ILLNESS AND OLD PEOPLE**

Brandon Labbree<sup>1</sup>, Matthew Hackman<sup>1</sup>, Andres Martinez<sup>2</sup>, Wayne Chan<sup>1</sup>  
<sup>1</sup>Rutgers Univ., <sup>2</sup>Univ. of California, Berkeley

STEREOTYPING/PREJUDICE

**BAMBOO CEILING OR STEEPER STAIRS? ARE ASIAN-AMERICANS HELD TO A HIGHER STANDARD?**

Andy Chiou<sup>1</sup>, Shu Yang<sup>2</sup>, Justin Boone<sup>1</sup>  
<sup>1</sup>SUNY Farmingdale State College, <sup>2</sup>Baruch College, CUNY

STEREOTYPING/PREJUDICE

**MENTALLY SIMULATED INTERACTIONS AND ATTITUDES TOWARD CATEGORIES OF PEOPLE**

John Edwards<sup>1</sup>, Thomas Colville<sup>1</sup>  
<sup>1</sup>Loyola Univ. Chicago

STEREOTYPING/PREJUDICE

**THE EFFECT OF VALUE VIOLATIONS ON PREJUDICE TOWARD MUSLIMS**

Amanda Van Camp<sup>1</sup>, Aaron Moss<sup>1</sup>, Laurie O'Brien<sup>1</sup>, Alison Blodorn<sup>2</sup>  
<sup>1</sup>Tulane Univ., <sup>2</sup>Univ. of California Santa Barbara

STEREOTYPING/PREJUDICE

**AT THE ROOT OF CLASSISM: THE ROLE OF OPPOSITIONAL IDENTITY AND IDENTIFICATION IN CLASSISM**

Ana Kent<sup>1</sup>  
<sup>1</sup>Saint Louis Univ.

STEREOTYPING/PREJUDICE

**THE FREQUENCY OF "BRILLIANT" AND "GENIUS" IN TEACHING EVALUATIONS PREDICTS THE REPRESENTATION OF WOMEN AND AFRICAN AMERICANS ACROSS ACADEMIA**

Zachary Horne<sup>1</sup>, Daniel Storage<sup>1</sup>, Andrei Cimpian<sup>1</sup>, Sarah-Jane Leslie<sup>2</sup>  
<sup>1</sup>Univ. of Illinois, <sup>2</sup>Princeton Univ.

STEREOTYPING/PREJUDICE

**CONTENT ANALYSIS OF JUSTIFICATIONS OF HOMOSEXUAL DISCRIMINATION IN ADOPTIONS**

Evelyn Stratmoen<sup>1</sup>, Thomas Hancock<sup>2</sup>  
<sup>1</sup>Kansas State Univ., <sup>2</sup>Univ. of Central Oklahoma

STEREOTYPING/PREJUDICE

**EXPLAINING THE NEGATIVE EFFECTS OF STIGMA THROUGH SENSE OF MASTERY**

Parker Dreves<sup>1</sup>, Stacey Williams<sup>1</sup>  
<sup>1</sup>East Tennessee State Univ.

STEREOTYPING/PREJUDICE

**SPORT AS THE DEFAULT FAN ACTIVITY AND STIGMATIZATION OF NON-SPORT FAN GROUPS**

Natasha Eckelberry<sup>1</sup>, Jennifer Shaw<sup>1</sup>, Stephen Reysen<sup>1</sup>  
<sup>1</sup>Texas A&M Univ. - Commerce

STEREOTYPING/PREJUDICE

**COGNITIVE MODELING OF DECISIONS TO SHOOT: WHAT A DRIFT DIFFUSION ANALYSIS CAN TELL US ABOUT RACE BIAS IN LABORATORY SHOOTER TASKS**

David Johnson<sup>1</sup>, Joseph Cesario<sup>1</sup>  
<sup>1</sup>Michigan State Univ.

STEREOTYPING/PREJUDICE

**THE STEREOTYPE AGAINST WOMEN'S INTELLIGENCE IMPAIRS THEIR PERFORMANCE ON A WORKING MEMORY TASK**

Daniel Storage<sup>1</sup>, Andrei Cimpian<sup>1</sup>, Sarah-Jane Leslie<sup>2</sup>  
<sup>1</sup>Univ. of Illinois, <sup>2</sup>Princeton Univ.

STEREOTYPING/PREJUDICE

**FEELING UNSAFE AND ENDORSING RACIAL VIOLENCE: THE MEDIATING ROLES OF PROTECTIVE PATERNALISM AND TRUST IN POLICE**

Jean McMahon<sup>1</sup>, Kimberly Kahn<sup>1</sup>  
<sup>1</sup>Portland State Univ.

STEREOTYPING/PREJUDICE

**THE PERVASIVE BIAS AGAINST WOMEN IN CONTEXTS THAT EMPHASIZE INTELLECTUAL TALENT**

Lin Bian<sup>1</sup>, Andrei Cimpian<sup>1</sup>, Sarah-Jane Leslie<sup>2</sup>  
<sup>1</sup>Univ. of Illinois at Urbana-Champaign, <sup>2</sup>Princeton Univ.

STEREOTYPING/PREJUDICE

**EFFECT OF HEALTH STATUS ON SUBJECTIVE EVALUATIONS OF OLDER ADULTS**

Caitlin Tyrrell<sup>1</sup>, Abigail Weber<sup>1</sup>, Molly Maxfield<sup>1</sup>  
<sup>1</sup>Univ. of Colorado - Colorado Springs

STEREOTYPING/PREJUDICE

**THE INFLUENCE OF "STAND YOUR GROUND" LAWS ON ERRONEOUS SHOOTING OF BLACKS IN A SHOOTER GAME**

Eric Splan<sup>1</sup>, Adam Magerman<sup>1</sup>, Chad Forbes<sup>1</sup>, Sam Gaertner<sup>1</sup>  
<sup>1</sup>Univ. of Delaware

STEREOTYPING/PREJUDICE

## “BENEFITING FROM STIGMATIZED IDENTITIES?” – DISCRIMINATION ON THE BASIS OF INTERACTIONS REGARDING SEXUAL ORIENTATION, GENDER AND ETHNICITY IN HIRING DECISIONS

*Claudia Niedlich<sup>1</sup>, Melanie Steffens<sup>1</sup>, Marcel Cattarius<sup>2</sup>, Caroline Michel<sup>3</sup>*

<sup>1</sup>Univ. of Koblenz-Landau, Campus Landau, <sup>2</sup>Univ. of Konstanz,

<sup>3</sup>Univ. of Koblenz-Landau, Campus Koblenz

STEREOTYPING/PREJUDICE

## BOOSTING IDENTIFICATION, BELONGING, PERSISTENCE AND PERFORMANCE THROUGH STEREOTYPE SELF-REGULATION TRAINING AMONG WOMEN IN ENGINEERING

*Laura Ruth Parker<sup>1</sup>, Margo Monteith<sup>1</sup>, S. Weldon<sup>1</sup>, Beth Holloway<sup>1</sup>*

<sup>1</sup>Purdue Univ.

STEREOTYPING/PREJUDICE

## GENDER-STEREOTYPING OF SEXUAL MINORITIES AT THE INTERPERSONAL LEVEL

*Jin Xun Goh<sup>1</sup>, Mollie Ruben<sup>2</sup>, Judith Hall<sup>1</sup>*

<sup>1</sup>Northeastern Univ., <sup>2</sup>VA Boston Healthcare System

STEREOTYPING/PREJUDICE

## STEREOTYPE VALIDATION AND INTELLECTUAL PERFORMANCE: POSITIVE IMPLICATIONS FOR FUTURE ACHIEVEMENT

*Kelsey Thiem<sup>1</sup>, Jason Clark<sup>1</sup>*

<sup>1</sup>Univ. of Iowa

STEREOTYPING/PREJUDICE

## SHARING THE PIE: ZERO-SUM BELIEFS MODERATE SES AND PREJUDICE

*Chelsea Atkins<sup>1</sup>, Ruth Warner<sup>1</sup>*

<sup>1</sup>Saint Louis Univ.

STEREOTYPING/PREJUDICE

## I LIKE, THEREFORE I AM: INCREASING ASSOCIATIONS BETWEEN THE SELF AND BLACKS WITH EVALUATIVE TRAINING

*Danielle Krusemark<sup>1</sup>, Curtis Edward Phillips<sup>1</sup>*

<sup>1</sup>Univ. Of North Florida

STEREOTYPING/PREJUDICE

## IS THAT A MAN OR A WOMAN: PHYSICAL ANDROGYNY, STEREOTYPES AND LOSS OF MEANING

*Matthew Olah<sup>1</sup>, Curtis Edward Phillips<sup>1</sup>, Elizabeth Brown<sup>1</sup>*

<sup>1</sup>Univ. of North Florida

STEREOTYPING/PREJUDICE

## PERCEPTIONS OF HYPERFEMININE WOMEN

*Lynn Martell<sup>1</sup>, Trevor Waagen<sup>1</sup>, Hannah Borhart<sup>1</sup>, Heather Terrell<sup>1</sup>*

<sup>1</sup>Univ. of North Dakota

CONVENTION  
INFO

SCHEDULES &  
HIGHLIGHTS

AWARDEES

THURSDAY  
POSTERS

FRIDAY  
PROGRAM

FRIDAY  
POSTERS

SATURDAY  
PROGRAM

SATURDAY  
POSTERS

EXHIBITORS

SYMPOSIA  
SPEAKERS

SESSION A: 7 - 8:30 PM

SESSION B 8 - 9:30 AM

PROFESSIONAL DEVELOPMENT

**CONVENTION KICK-OFF & WELCOME BREAKFAST SPONSORED BY DIVERSITY/CLIMATE COMMITTEE**

**Room:** 17A

**Chair:** Bryant Marks, Morehouse University

This session is aimed at members of historically underrepresented groups in SPSP and first-time conference attendees. Meet each other in a relaxed environment and discuss suggestions for getting the most out of the conference. Brief presentation/panel discussion and networking opportunities.

PROFESSIONAL DEVELOPMENT

**SCHOLARSHIP AND PRODUCTIVITY AT LIBERAL ARTS AND TEACHING INTENSIVE INSTITUTIONS**

**Room:** 16B

**Chair:** Kristin Dukes, Simmons College

This round table discussion focuses on challenges to scholarship and productivity faced by faculty at teaching intensive institutions. Topics to be covered include transitioning from research intensive institutions to teaching intensive institutions at different career stages, conducting high-quality research with undergraduates, selecting appropriate professional mentors, and best practices for collaboration.

PROFESSIONAL DEVELOPMENT

**WORK-LIFE BALANCE**

**Room:** 3

**Chair:** Sara Andrews, UC Riverside

This special session will feature four established scientists—Tim Loving, Julia Boehm, Cynthia Pickett, and Carrie Bredow—speaking about their experiences with balancing successful academic careers with other personal and professional goals. Following a brief presentation by each of the mentors, the session will open for audience Q&A.

PROFESSIONAL DEVELOPMENT

**FINDING YOUR RESEARCH PATH IN THE SOCIAL/PERSONALITY FIELD**

**Room:** 6E

**Chair:** Katy Krieger, Oregon State University

Before applying to graduate school, undergraduates are faced with the problem of narrowing down their research interests. This interactive session will provide undergraduates an opportunity to learn from established researchers how to choose their research area in social/personality psychology.

PROFESSIONAL DEVELOPMENT

**BRIDGE INTO THE FUTURE: ADDRESSING THE GAP BETWEEN INDUSTRY AND ACADEMIA**

**Room:** 6D

**Chair:** Joshua A. Tabak, Facebook Inc. & Cornell University

Social and personality psychologists can practice basic and applied science outside academia, but such opportunities are not well known. This panel will describe some of the many

ways social and personality psychologists can extend their research programs beyond Academia and into industry. There will be an extended Q&A.

PROFESSIONAL DEVELOPMENT

**TRANSLATING OPEN SCIENCE INTO DAILY PRACTICE**

**Room:** 2

**Chair:** Katherine S. Corker, Kenyon College

Much has been said about the value of making scientific practices more open, but less has been said about *how* to do so. There are many possible routes to openness, but for researchers who don't know where to start, this session provides concrete tools (code, templates, and techniques) to begin.

PROFESSIONAL DEVELOPMENT

**THE MANY FLAVORS OF TEACHING-FOCUSED ACADEMIC JOBS: A PANEL ON JOB EXPECTATIONS AND EXPERIENCES FROM THE PERSPECTIVE OF RECENTLY APPOINTED FACULTY**

**Room:** 8

**Chair:** Maya Aloni, Western Connecticut State University

Is a teaching-focused job right for you? Come find out! Teaching-focused positions vary greatly in their teaching, research, and service expectations. Panel members will discuss a variety of experiences across different academic settings that highly emphasize teaching in order to facilitate a broader understanding of available career options.

## PROFESSIONAL DEVELOPMENT SO YOU WANT TO PUBLISH (NOT PERISH)? ASK THE EDITORS

**Room:** 6B

**Chair:** Carol Sansone, University of Utah

Current and incoming editors of PSPB, PSPR, and SPPS will answer common questions about how to select the right journal for submitting a paper, questions about the review process, and the features that make a paper more or less likely to be accepted. Audience questions will also be welcome.

## CAN SUBTLE ENVIRONMENTAL CUES ACTUALLY CHANGE PEOPLE'S RESPONSES AND BEHAVIOR? FOUR LARGE-SCALE OVERVIEWS OF PRIMING EFFECTS (C1)

**Room:** 6E

**Chair:** Kathleen Vohs, Univ. of Minnesota

Can subtle situational cues - primes - actually change people's responses and behavior? Four leading scientists review priming experiments covering diverse topics. Willard/Shariff's meta-analysis focuses on religious primes. Baumeister discusses 160 money experiments. Loersch's theory predicts when primes succeed or fail. Albarracin's meta-analysis investigates 600 behavioral effects of primes.

### ABSTRACTS

#### PRIMING RELIGION CHANGES BELIEVERS' BEHAVIORS: A META-ANALYSIS OF 93 STUDIES

We tested whether the mere idea of religion could causally change people's responses and behaviors. Using traditional effect-size analyses and p-curve analyses and testing 93 studies involving 11,653 participants, we found that religious primes exert robust effects across a variety of outcomes. Our analyses allowed us to confidently answer some of the important theoretical and methodological questions posed in the psychology of religion. We find that priming religion reliably increased prosocial behavior, a heretofore contentious idea. Contextual primes—such as being in a church or behaviorally participating in a ritual—had a much stronger effect than explicit, implicit, or subliminal primes. Mechanical Turk samples produced smaller effect sizes than other samples. Last, we observed no affect of religious priming on non-religious participants—suggesting that priming depends on the cognitive activation of culturally transmitted religious beliefs.

**Aiyana Willard<sup>1</sup>, Azim Shariff<sup>2</sup>, Teresa Anderson<sup>2</sup>, Ara Norenzayan<sup>3</sup>**

<sup>1</sup>Univ. of Texas - Austin, <sup>2</sup>Univ. of Oregon, <sup>3</sup>The Univ. of British Columbia

#### SUBTLE EVENTS: A META-ANALYSIS OF THE BEHAVIORAL UPSHOT OF PRIMING USING LINGUISTIC AND SENSORIAL CUES

A world of subtle linguistic and sensorial hints can affect people's goals, mindsets and motor representations and ultimately their behavior. A meta-analysis (N ~ 30,000) examined the effects of words, complex linguistic constructions, and images or other sensory primes. Findings revealed a small but reliable behavioral priming effect, which

was robust across methodological procedures. Theory-testing analyses indicated that more (vs. less) valued concepts (i.e., those linked to important outcomes or values) were associated with stronger priming effects, but only when the priming method was symbolic (words and other linguistic primes) rather than experiential (e.g., images). We found a small inclusion/publication bias that had minimum impact on the size and significance of the effect. Future work should continue to unify the theory and boundary conditions of behavioral priming as part of attention to replicability. We hope that our meta-analysis will contribute to advance this mission.

**Dolores Albarracin<sup>1</sup>, Justin Hepler<sup>2</sup>, Jordan Clark<sup>3</sup>, Ann Jones<sup>3</sup>, Evan Weingarten<sup>4</sup>, Qijia Chen<sup>4</sup>**

<sup>1</sup>Univ. of Illinois, <sup>2</sup>Facebook, <sup>3</sup>Univ. of Nevada, <sup>4</sup>Univ. of Pennsylvania

#### THE VERY IDEA OF MONEY

What happens when the thought of money crosses people's minds? This talk provides an integrative overview of over 170 experiments from more than 18 countries on that question. Findings show that activating the idea of money heightens goal pursuit and reduces interpersonal bonding; indeed, people become less likable after handling money, but they work harder and more independently. Motivations shift away from communion and toward agency, often marked by improvements in task performance. Many findings suggest a decline in moral awareness, but marketplace ethics (e.g., fairness, reciprocity) can be increased. Reminders of money do not reliably produce direct emotional reactions; they reduce many other emotional reactions, and they increase feelings of strength and confidence. Money promotes an atomistic, individual-centered view of society. Although humans naturally seek social connection, money permits an alternative path to need satisfaction.

**Roy Baumeister<sup>1</sup>, Kathleen Vohs<sup>2</sup>**

<sup>1</sup>Florida State Univ., <sup>2</sup>Univ. of Minnesota

#### UNDERSTANDING THE CORE, MODERATED NATURE OF PRIMING: A THEORETICAL MODEL AND SUPPORTING DATA

A great deal of research has examined the influence of external primes on judgment, behavior and motivation. Despite producing a rather sizable body of findings, this work has recently come under attack. In this talk, I will argue that much of this criticism stems from a lack of recognition of the inherently moderated nature of priming. In doing so, I will present the Situated Inference Model, a novel theoretical perspective on these effects. Arising out of decades of research documenting priming moderators, the model naturally accounts for such moderation through a simple and intuitive set of cognitive processes. In addition to helping better our understanding of priming effects and their absence, the model has also allowed us to design a highly replicable (but moderated) behavioral priming paradigm. I will present the first set of studies resulting from this powerful within-subjects procedure (total sample size = 880).

**Chris Loersch<sup>1</sup>**

<sup>1</sup>Univ. of Colorado

## METHODOLOGICAL AND THEORETICAL ADVANCES IN RESEARCH ON PSYCHOLOGICAL SITUATIONS (C2)

**Room:** 8

**Chair:** Nicolas Brown, Florida Atlantic University

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

This symposium presents the latest theoretical and methodological advances in research on psychological situations. We introduce a new taxonomy of situations and consider how relationships affect their interpretation. Next, we explore a multi-method approach to persons, situations and construal. Lastly, lifeloggers are introduced as a novel method for studying situations.

### ABSTRACTS

#### A SNAPSHOT OF THE LIVED DAY: USING WEARABLE CAMERAS TO STUDY PSYCHOLOGICAL SITUATIONS

What are the situations that people experience throughout the course of their day? Prior research has primarily relied upon retrospective reports and experience-sampling to assess daily situations. However, neither method permits researchers to actually see the situations experienced by the individual. This talk introduces lifelogging devices – small wearable cameras – as a novel method for capturing individuals' everyday situations. Participants (N = 143) wore a Narrative Clip lifelogger for one day which automatically captured a picture every 30 seconds. In a follow-up visit, participants segmented their photos into meaningful situations (total N = 2605), and provided ratings on a number of psychological dimensions (e.g., behavior, goals). We highlight the methodological advantages and challenges associated with lifelogging devices in situational research. Furthermore, we discuss how lifelogging devices can be used to understand how situations change using feature extraction and neural networks.

**Nicolas Brown<sup>1</sup>, Ryne Sherman<sup>1</sup>**

<sup>1</sup>Florida Atlantic Univ.

#### RELATIONSHIP CONTEXTS INFLUENCE ALMOST EVERYTHING

Social psychology has long prided itself for studying situations, but until recently ignored what may be the most potent situational factor: who one is with, and the nature of one's relationship with them. I will begin by discussing the theoretical rationale for this approach, followed by a series of examples from the social-psychological literature, demonstrating that findings about so-called "universal principles" change, depending on relationship moderator variables. Finally, I will report results from two experiments in which participants made judgments (using the DIAMONDS taxonomy) about common situations. These studies both show that participants' interpretations of these situations varied, in some cases dramatically so, depending on the relationships of the individuals involved in those situations. The theoretical premise of the talk is that the nature of "situations" depends critically on the relationships of the people involved.

**Harry Reis<sup>1</sup>, Yan Ruan<sup>1</sup>**

<sup>1</sup>Univ. of Rochester

## PSYCHOLOGICAL CHARACTERISTICS OF SITUATIONS

Defining, taxonomizing and measuring situations are traditionally thorny issues in personality/social psychology. This talk promotes a variable-oriented view by characterizing situations with psychological characteristics (i.e., perceived attributes). A taxonomy is proposed that integrates previous taxonomies and provides a common language: the Situational Eight DIAMONDS (Duty, Intellect, Adversity, Mating, pOsitivity, Negativity, Deception, Sociality). The utility of focusing on characteristics, specifically the DIAMONDS dimensions, is demonstrated in empirical studies of (a) situation selection and construal, (b) personality-situation fit and (c) how personality and situations predict real-life behavior. This talk aims to further an integrative "psychology of situations" with cumulative knowledge-building.

**John Rauthmann<sup>1</sup>**

<sup>1</sup>Humboldt-Univ. of Berlin

## SITUATION CONSTRUAL AND BEHAVIOR

It is well established that personality and the situation have meaningful associations with behavior and life outcomes. However, few studies have examined how one's interpretation of a situation (construal) is influenced by these factors, and how construal affects one's behavior. The current study examines the relationships among person, situation, construal and behavior using data collected from three separate lab visits. Each lab visit consisted of a social interaction involving three unacquainted participants: an unstructured chat, a cooperative task and a competitive task. Personality was rated by two peers, the situation by each participant's two interaction partners, construal as self-reported by each participant and behavior by independent raters viewing video recordings. Results show that all four variables are significantly related, and that in some cases construal has predictive validity for behavior even when accounting for person and situation variables.

**Kyle Sauerberger<sup>1</sup>, David Funder<sup>1</sup>**

<sup>1</sup>Univ. of California, Riverside

## BEYOND THE SNIFF: IMPLICATIONS OF THE OXYTOCIN SYSTEM FOR INTER AND INTRA-INDIVIDUAL PROCESSES (C3)

**Room:** 7B

**Chair:** Patty Van Cappellen, University of North Carolina, Chapel Hill

Going beyond studies administering exogenous oxytocin, this symposium showcases research on the implications of multiple components of the OT system (i.e. levels of endogenous OT, polymorphisms in genes related to oxytocin signaling, and the interaction between genotype and exogenous OT) for our capacity to connect with others at various levels.

### ABSTRACTS

#### THE BIOLOGY OF SPIRITUALITY: EFFECTS OF OXYTOCIN ADMINISTRATION AND GENOTYPE.

The oxytocin (OT) system is critically involved in social bonding at the interpersonal level. Here, we investigate its relation to spirituality, a belief in a meaningful life imbued with a sense of connection to a Higher Power and the world, which is relevant



to millions in our society. Male adults (N = 83) were randomized to either exogenous OT or placebo. A saliva sample was collected for genotyping of polymorphisms in CD38 (rs6449182 and rs3796863) and OXTR (rs53576), both related to OT signaling. Results showed that exogenous OT increased self-reported spirituality on two separate measures and that this effect remained significant a week later. Furthermore, these effects were moderated by OT-related genotypes. Exogenous OT also increased the enjoyment of meditation measured at the implicit and explicit level. These results reveal a causal effect of OT on spirituality and a moderation of intranasal OT's effects by genotype.

**Patty Van Cappellen<sup>1</sup>, Baldwin Way<sup>2</sup>, Suzannah Isgett<sup>1</sup>, Barbara Fredrickson<sup>1</sup>**

<sup>1</sup>Univ. of North Carolina at Chapel Hill, <sup>2</sup>The Ohio State Univ.

## LEARNING TO LOVE: CUMULATIVE VARIABILITY IN OXTR AND CD38 MODERATES THE POSITIVE EMOTION YIELD OF LOVING-KINDNESS TRAINING

Positive socioemotional experiences are integral to health and likely supported by biological systems. Oxytocin, a neuropeptide implicated in social processes, is hypothesized to be one potential mechanism. We tested whether several SNPs in two genes related to oxytocin signaling, OXTR and CD38, moderated positive emotion growth with training in loving-kindness meditation over six weeks. Mid-life adults (N=122) were randomized to either loving-kindness or mindfulness training and reported their emotions daily. Participants' cumulative oxytocin vantage scores reflected the number of non-risk alleles across SNPs. Results revealed that individuals with higher oxytocin vantage scores experienced gains in positive emotions with loving-kindness training, but not with mindfulness training. By contrast, individuals with lower oxytocin vantage scores showed no boosts in positive emotions with either training. These are among the first findings to show how genetic differences in oxytocin processing may influence an individual's capacity to experience positive emotions in response to socially-focused training.

**Barbara Fredrickson<sup>1</sup>, Suzannah Isgett<sup>1</sup>, Sara Algoe<sup>1</sup>**

<sup>1</sup>Univ. of North Carolina, Chapel Hill

## GROUPS, RITUALS, BIASES AND ENDOGENOUS OXYTOCIN

Oxytocin (OT) is implicated in many social processes. We tested if rituals would increase endogenous OT and explain in-group biases. In Experiment 1 (N = 382), we compared endogenous oxytocin release while randomly- (R) and previously-formed (P) groups performed ecologically-valid rituals, and we related this to prosocial behaviors toward in- and out-groups. We found that group rituals did not consistently cause an increase in OT, though Rs had a 177% larger increase in peripheral OT from baseline than did Ps. P groups had a larger in-group bias in monetary tasks assessing trust and altruism than did R groups. The change in OT did not predict in-group biases. Experiment 2 (N = 160), a field study of rituals using six different groups, found that a significant majority of participants in these rituals (58%) had an increase in OT.

**Elizabeth Terris<sup>1</sup>, Jeff Schloss<sup>2</sup>, Paul Zak<sup>1</sup>**

<sup>1</sup>Claremont Graduate Univ., <sup>2</sup>Westmont College

## MATERNAL OXYTOCIN PREDICTS RELATIONSHIP SURVIVAL DURING THE TRANSITION TO PARENTHOOD

The neurohormone oxytocin is involved in attachment bonding and maternal behavior in human and non-human animals. In humans, maternal oxytocin is positively associated with synchrony to infant cues, touch, gaze, vocalizations, positive affect and interaction sequences. In addition to augmenting the parent-child relationship, we asked whether oxytocin might also buffer the parent-parent relationship during the post-partum transition period. We tested this in a longitudinal study of child-bearing women (N=188). Endogenous oxytocin was measured during the 1st and 3rd trimester and at 7-9 weeks postpartum; relationship status was assessed at the outset and 2.5 years postpartum. Statistical analyses revealed that lower maternal oxytocin (pre-and post-natal) was associated with greater risk for relationship dissolution by the time child was a toddler (p<.05). Critically, lower maternal oxytocin was not associated with being single per se. Whether endogenous oxytocin is a "trait marker" (better parent/partner) or "state marker" (receipt of social support) is discussed.

**Jennifer Bartz<sup>1</sup>, Simcha Samuel<sup>1</sup>, Ian Gold<sup>1</sup>, C. Carter<sup>2</sup>, Phyllis Zelkowitz<sup>1</sup>**

<sup>1</sup>McGill Univ., <sup>2</sup>The Kinsey Institute

## SCALING UP AND EXPANDING LAY THEORY RESEARCH: NEW PERSPECTIVES AND APPLICATIONS IN ACADEMIC SETTINGS (C4)

**Room:** 10

**Chair:** Alexander Browman, Northwestern University

**Co-Chair:** Michelle Rheinschmidt-Same, Northwestern University

This symposium explores the influences of various established and novel lay theories, beliefs regarding the nature of personal qualities, on academic outcomes. Speakers will discuss how interventions targeting intelligence beliefs can be applied at large scale and present novel classes of lay theories that influence the outcomes of at-risk students.

## ABSTRACTS

### INCREMENTAL THEORIES OF SOCIAL STATUS ENHANCE ACADEMIC CONFIDENCE, MOTIVATION AND PERFORMANCE AMONG LOW-SOCIOECONOMIC STATUS COLLEGE STUDENTS

Persistent academic achievement gaps exist between college students from high and low-socioeconomic status (SES) backgrounds. As higher education represents a primary means to status mobility, we propose that low-SES students' academic outcomes may depend on their lay beliefs regarding the nature of social status. If low-SES students believe that social status is unchangeable, educational attainment should feel unlikely for them to achieve, and their academic confidence, motivation and performance should suffer. By contrast, if low-SES students believe that social status can change, their confidence and motivation for succeeding academically should be high, leading to superior academic outcomes. Across five studies, we find that low-SES college students who believe, both chronically and following experimental manipulation, that status is malleable,

report greater academic efficacy, expectations and intrinsic motivation, perform better on lab-based academic tasks, and achieve higher official GPAs compared with those who feel that status is fixed. Implications for interventions are discussed.

**Alexander Browman<sup>1</sup>, Mesmin Destin<sup>1</sup>**

<sup>1</sup>Northwestern Univ.

## LAY THEORIES ABOUT WILLPOWER PREDICT SELF-REGULATION AND GRADES IN EVERYDAY LIFE

Laboratory research shows that when people believe that willpower is an abundant (versus highly limited) resource, they exhibit better self-control after demanding tasks. However, less is known about the role of these beliefs in real-world contexts that demand high levels of self-regulation over a longer term, such as university courses. To examine this, we conducted a longitudinal study, assessing students' theories about willpower and tracking their self-regulation and academic performance. Among students facing high self-regulatory demands, either momentary (e.g., upcoming tests and class presentations) or long-term (heavy course load), a nonlimited theory predicted better self-regulation (e.g., less procrastination). In addition, those with a nonlimited theory also earned higher grades, an effect mediated by their increased self-regulatory efforts. These findings suggest that in real-world academic contexts, which often put high demands on self-regulation, students' lay theories regarding willpower contribute critically to their self-regulatory efforts and ultimately to their academic outcomes.

**Veronika Job<sup>1</sup>, Gregory Walton<sup>2</sup>, Katharina Bernecker<sup>1</sup>, Carol Dweck<sup>2</sup>**

<sup>1</sup>Univ. of Zurich, <sup>2</sup>Stanford Univ.

## SOCIAL CLASS AND ACADEMIC ACHIEVEMENT IN COLLEGE: THE INTERPLAY OF REJECTION SENSITIVITY AND ENTITY BELIEFS

Undergraduates, especially those from lower-income backgrounds, may worry about mistreatment stemming from their social class backgrounds. We hypothesized that concerns about class-based discrimination (i.e., class-based rejection sensitivity or RS-class) would be particularly damaging to college achievement among entity theorists, who perceive their personal characteristics as fixed. We reasoned that a perceived capacity for personal growth, characteristic of incremental theorists, would make degree attainment and social mobility seem more feasible. Evidence from five studies supports this hypothesis. High levels of dispositionally-held entity beliefs and RS-class predicted lower self-reported grades in socioeconomically-diverse samples (Studies 1a and 1b) and lower downstream official grades among lower-class Latino students (Study 2). In Study 3, experimentally-induced entity (versus incremental) beliefs predicted test performance as a function of RS-class. Finally, Study 4 revealed that entity theorists with RS-class concerns believe less in upward mobility and report self-blame and hopelessness following academic setbacks. Possible interventions will be discussed.

**Michelle Rheinschmidt-Same<sup>1</sup>, Rodolfo Mendoza-Denton<sup>2</sup>**

<sup>1</sup>Northwestern Univ., <sup>2</sup>Univ. of California, Berkeley

## DESIGNING INTELLIGENCE MINDSET INTERVENTIONS FOR POLICY-LEVEL IMPLEMENTATION: A NOVEL

## RESEARCH AND DEVELOPMENT METHOD FOR REVISING, SCALING AND EVALUATING PROMISING SMALL-SCALE INTERVENTIONS

Prior laboratory and small-scale field studies have shown that simple psychological interventions which teach students that intelligence can grow and improve can have long-lasting positive influences on academic achievement. In the present work, we developed a method for scaling up these techniques for delivery under policy-relevant conditions—that is, when administered by non-psychologists to entire student bodies at multiple schools. Using a novel, user-centered design process to identify intervention materials that resonated most strongly with our target population, we created a more effective growth mindset intervention. Two experiments (total N=10,734) confirmed that compared to previously used techniques, our new intervention yielded better academic outcomes for low-achieving high school students, even when delivered at full-scale, to >95% of students in nine schools. Because all data were collected by a third-party research firm, blind to experimental condition, these findings demonstrate that brief mindset interventions can show reproducible effects under policy-relevant conditions.

**Carissa Romero<sup>1</sup>, David Scott Yeager<sup>2</sup>, Dave Paunesku<sup>1</sup>, Christopher Hulleman<sup>3</sup>, Barbara Schneider<sup>4</sup>, Cintia Hinojosa<sup>2</sup>, Gregory Walton<sup>1</sup>, Carol Dweck<sup>1</sup>**

<sup>1</sup>Stanford Univ., <sup>2</sup>Univ. of Texas at Austin, <sup>3</sup>Univ. of Virginia,

<sup>4</sup>Michigan State Univ.

## WHAT'S IN A NAME?: THE POWERFUL EFFECTS OF LABELS FOR OTHERS AND THE SELF (C5)

**Room:** 6D

**Chair:** Sarah Townsend, University of Southern California

**Co-Chair:** Erika Hall, Emory University

How can we measure the power of words used to label others and ourselves? Research presented demonstrates that the consequences of group-based slurs depend on status and whether members self-label, and that seemingly small changes in the specific labels used can dramatically affect perceptions of both others and the self.

### ABSTRACTS

#### A ROSE BY ANY OTHER NAME?: "BLACKS" ARE MORE NEGATIVELY EVALUATED THAN "AFRICAN AMERICANS"

The current research explores the consequences of the "Black" vs. "African-American" racial labels on Whites' evaluations of racial minorities. We argue that the racial label Black evokes a mental representation of a person with lower socioeconomic status than the label African-American, and that Whites will react more negatively toward Blacks (vs. African-Americans). Study 1 shows that the stereotype content for Blacks (vs. African-Americans) is lower in status, positivity, competence and warmth. In Study 2, Whites view a target as lower status when he is identified as Black vs. African-American. Study 3 demonstrates that the use of the label Black vs. African-American in a U.S. newspaper crime report is associated with a negative emotional tone in that respective article. Study 4 shows that Whites view a criminal suspect more negatively

when he is identified as Black vs. African-American. The results establish how racial labels can have material consequences for a group.

**Erika Hall<sup>1</sup>, Katherine Phillips<sup>2</sup>, Sarah Townsend<sup>3</sup>**  
<sup>1</sup>Emory Univ., <sup>2</sup>Columbia Univ., <sup>3</sup>Univ. of Southern California

## TARGET GROUP STATUS INFLUENCES THE PERCEPTION OF THE OFFENSIVENESS OF GROUP-BASED SLURS

Two studies investigate the effects of target group status on perceptions of the offensiveness of group-based slurs. Using real-world groups as targets, Study 1 showed that the most offensive words that participants could generate for a group were the most offensive for low-status groups. For example, participants on average perceived the most offensive word they could generate for African-Americans was more offensive than the most offensive word they could generate for Whites. Experimental methods in Study 2 showed that people perceive slurs against a low status group as especially offensive, a pattern that was mediated by the expectation that low-status targets would be emotionally reactive to the insult. The results suggest that cultural taboos emerge surrounding insults against low-status groups that may be due in part to how those target groups are expected to respond emotionally to those insults.

**P.J. Henry<sup>1</sup>, Sarah Butler<sup>2</sup>, Mark Brandt<sup>3</sup>**  
<sup>1</sup>New York Univ. - Abu Dhabi, <sup>2</sup>The Sage Colleges, <sup>3</sup>Tilburg Univ.

## WHEN WHAT YOU DO SHAPES WHO YOU ARE

A series of recent experiments demonstrate that people are more likely to perform prosocial behavior (e.g., vote in an election, help someone in need), and less likely to perform antisocial behavior (e.g., cheating), when noun-based wording emphasizes the relevance of those behaviors to the self-concept (e.g., "...to be a voter..." vs. "...to vote..." or "Please don't be a cheater" vs. "Please don't cheat"). In the current research, we document how noun wording, in conjunction with behavior, can shape people's working self-concepts. We find that when behavior is described with noun (vs. verb) wording, this imbues that behavior with the power to reshape the self-concept. This is the first direct documentation of the mechanism by which noun wording influences behavior and suggests the provocative possibility that this subtle and momentary manipulation of language could trigger a recursive process of positive behavior causing self-concept changes, which then cause additional positive behavior.

**Christopher Bryan<sup>1</sup>, Dominic Alvernaz<sup>2</sup>**  
<sup>1</sup>Univ. of Chicago Booth School of Business, <sup>2</sup>Univ. of California, San Diego

## GROUP IDENTIFICATION AS A CAUSE, CONSEQUENCE AND MODERATOR OF SELF-LABELING WITH A STIGMATIZING LABEL

The current research explored the role of group identification in reappropriation, taking possession of a slur previously used exclusively by dominant groups to reinforce another group's lesser status. Previous work has found that reappropriation weakens derogatory group labels, and we therefore frame self-labeling with a derogatory group term as a form of collective action. Because group identification is tightly bound up with collective action, i.e., whether an individual should act by and for the group, we proposed that it would be a cause,

consequence and moderator of self-labeling with a derogatory group term. Multiple experiments confirm this relationship, and furthermore show that observers also see self-labelers as more identified with their groups. These studies establish that group identification is a critical component of the process of reappropriating stigmatizing labels by determining when self-labeling occurs and the consequences of self-labeling for stigmatized group members.

**Jennifer Whitson<sup>1</sup>, Eric Anicich<sup>2</sup>, Cynthia Wang<sup>3</sup>, Adam Galinsky<sup>2</sup>**  
<sup>1</sup>Univ. of California, Los Angeles, <sup>2</sup>Columbia Univ., <sup>3</sup>Oklahoma State Univ.

## HEALTH, ACTUALLY: EXPLORING HEALTH BEHAVIORS AND HEALTH SUPPORT PROCESSES WITHIN ROMANTIC RELATIONSHIPS (C6)

**Room: 2**  
**Chair:** Lindsey Alley, Oregon Health & Science University  
**Co-Chair:** Charlotte Markey, Rutgers University

This symposium explores the important and understudied influence of dyadic support processes on health within intimate relationships. Factors surrounding health perceptions, behavioral motivations, attitudes, knowledge and communal coping efforts are discussed using cross-sectional, experimental and daily diary methodologies within a variety of relationship contexts (e.g., same-sex, chronically ill, and veteran).

### ABSTRACTS

#### LET US SKIP CAKE: UNRESTRICTED PARTNERS' DIETARY SUPPORT IN INTIMATE RELATIONSHIPS POSITIVELY INFLUENCES COMMUNAL ADHERENCE

Few researchers have explored interdependent influences surrounding behavioral attitudes and knowledge as they affect communal eating behaviors within intimate relationships. In couples where one partner engages in a significant dietary change, couple-level coping processes could pose strong influences on one or both partners' adherence. For the current study, 212 couples containing one partner with Celiac Disease completed an online questionnaire to assess attitudes toward the patients' required gluten free diet (GFD), knowledge of dietary restrictions and Celiac-specific outcomes of nonadherence, and partners' respective adherence to the GFD during shared mealtimes. Results of an Actor-Partner Interdependence Mediation Model (APIMeM; Ledermann, Macho, & Kenny, 2011) analysis revealed that non-Celiac partners' attitudes toward the GFD were significantly positively associated with both partners' dietary adherence, and that knowledge partially mediated this association. Thus, communal dietary practices encouraging GFD adherence within relationships may be contingent on non-Celiac partners' behavioral and emotional endorsement of the diet.

**Lindsey Alley<sup>1</sup>, Adolfo Cuevas<sup>2</sup>, Cynthia Mohr<sup>2</sup>**  
<sup>1</sup>Oregon Health & Science Univ., <sup>2</sup>Portland State Univ.

#### BODY TALK IMPROVES BODY IMAGE AMONG SAME-SEX COUPLES

Research suggests the important role of romantic partners in

shaping how individuals feel about their bodies (e.g., Markey & Markey, 2013; 2014), but the processes that result in changes in body image within relationships have not been examined. To investigate how partners may potentially affect body image, 72 lesbian couples and 72 gay male couples (total N = 288) first completed body image assessments alone. Each participant then discussed their perception of their own body, ideal body and weight issues in general with their partners. Following this intervention, participants again completed an assessment of their own body image. Results indicated that after talking with their romantic partner, both men and women displayed improved body satisfaction. This change appeared to result from participants' reconsideration of their body ideals, not their appraisal of their current bodies. Implications of these findings for improving body image in the context of relationships will be discussed.

**Charlotte Markey<sup>1</sup>, Patrick Markey<sup>2</sup>, Kristin August<sup>1</sup>, Christopher Nave<sup>1</sup>**  
<sup>1</sup>Rutgers Univ., <sup>2</sup>Villanova Univ.

### DYADIC RELATIONSHIPS BETWEEN ALCOHOL USE MOTIVATIONS AND CONSUMPTION AMONG ROMANTIC PARTNERS

We examined dyadic influences of drinking motives on alcohol use among post-9/11 military veterans and spouses. This study is the first to investigate interdependence among couples' drinking motives and drinking behaviors. Ninety-five couples completed a web-based survey, which included the Drinking Motives Questionnaire (DMQ; Cooper et al., 1992) as well as drinking quantity/frequency. Mean Veteran age was 38 (SD=8), mean spouse age was 37 years old (SD=9). Veterans were mostly male (87%). Alcohol use measures were correlated between spouses, as were enhancement and social drinking motives. Actor-Partner Interdependence Model (APIM) results revealed many significant actor effects for motives predicting one's own drinking. Partner effects were revealed only when looking at the reverse direction, whereby veteran drinking predicted increased positive motives among spouses. Potentially, one spouse's drinking behavior influences the other to adopt a more positively-oriented approach to alcohol as a means of deriving mutual pleasure and enhancing social events.

**Cynthia Mohr<sup>1</sup>, Cameron McCabe<sup>1</sup>, Sarah Haverly<sup>1</sup>, Leslie Hammer<sup>1</sup>**  
<sup>1</sup>Portland State Univ.

### 10 THINGS I HATE ABOUT YOU: DAILY NEGATIVITY, PARTNER INFLUENCES AND SUPPORT AND DAILY EATING HABITS IN COUPLES

The health of individuals in romantic relationships is influenced by partner-related factors, yet an understanding of couple dynamics and how they affect specific health behaviors remains limited. The current study examined the effect of disparaging partner influences, partner supportiveness and daily negative emotions due to one's partner on daily eating habits in couples. Seventy-five cohabitating couples took a baseline questionnaire and were surveyed for 10 consecutive days about their daily eating habits and emotions. Individuals who reported their partner being less supportive about health habits also reported eating more food on days when they experienced negative emotions due to their partner (p = .04). Additionally, women reported eating less healthily than men when their partners use disparaging influences to encourage

healthy behavior (p < .01). These results suggest that partner influences may be important to weight maintenance in couples, and may have implications for interventions related to health behavior change.

**Melissa Flores<sup>1</sup>, Emily Butler<sup>1</sup>**  
<sup>1</sup>Univ. of Arizona

### WHAT DOES IT MEAN TO HAVE A SATISFYING LIFE?: NEW INSIGHTS ON THE MEANING OF LIFE-SATISFACTION AND ITS PSYCHOSOCIAL AND HEALTH-RELATED CONSEQUENCES (C7)

**Room: 3**

**Chair:** Ledina Imami, Wayne State University

**Co-Chair:** Richard Slatcher, Wayne State University

Life satisfaction is considered a key aspect of well-being. But what does it mean to live a satisfying life? This symposium examines the wide reach of life satisfaction, the biological pathways through which it relates to better health, and its association with extraordinary outcomes that benefit the well-being of others.

### ABSTRACTS

#### LIFE SATISFACTION MODERATES THE IMPACT OF SOCIOECONOMIC STATUS ON DIURNAL CORTISOL SLOPE

The association between low socioeconomic status (SES) and poor physical health is well known. However, virtually no studies have identified psychosocial factors that may help to offset the harmful health effects of low SES. We investigated whether life satisfaction might partially mitigate the effects of low SES on health-related biology. In a large national sample (N = 1,325) from the Midlife in the United States (MIDUS) survey, we found that low-SES individuals with high levels of life satisfaction displayed diurnal cortisol profiles similar to those of high-SES individuals. In contrast, low-SES individuals reporting low life satisfaction experienced attenuated morning cortisol concentrations and a flatter (less "healthy") diurnal cortisol slope. These findings provide novel evidence that life satisfaction may act as a buffer against the detrimental effect of low-SES on health-related physiological processes.

**Ledina Imami<sup>1</sup>, Samuele Zilioli<sup>1</sup>, Richard Slatcher<sup>1</sup>**  
<sup>1</sup>Wayne State Univ.

#### IS THE SATISFYING LIFE MEANINGFUL?

Life satisfaction (LS) and meaning in life (MIL) are each considered crucial aspects of psychological functioning. LS is defined as a cognitive judgment that contributes to one's overall subjective well-being. MIL is defined as the extent to which life is experienced as purposeful, significant and coherent. There is little question that LS and MIL are nice things to have. Little research has been directed at examining the relationship between these two constructs. Do they reflect the same thing? How (and when) might they differ? In this talk, we will review what we know about the overlap of these constructs and present new research seeking to map out the place of LS and MIL in the larger net of well-being. This work seeks to establish when the satisfying life is meaningful and when the meaningful life is satisfying.

**Laura King<sup>1</sup>, Sarah Ward<sup>1</sup>**

<sup>1</sup>Univ. of Missouri, Columbia

## THE RELATIONSHIP BETWEEN EXTRAORDINARY ALTRUISM AND SUBJECTIVE WELL-BEING

Altruistic kidney donors undergo surgery to give a stranger one of their internal organs. The factors that drive this form of extraordinary altruism are not yet well understood. Subjective well-being is known to promote various prosocial behaviors, but it is unknown whether it also promotes extraordinary altruism. The relationship between well-being and altruistic kidney donation is difficult to evaluate at the individual level because the rarity of these donations makes prospectively identifying donors impractical. We therefore addressed this question by assessing geographic variation in well-being and altruistic kidney donation across the U.S. Results showed that increases in subjective well-being predicted per capita altruistic kidney donations, an effect not accounted for by sociodemographic variables. In addition, subjective well-being mediated the relationship between increases in objective well-being in a region (such as income increases) and altruism. These results suggest that societal policies that increase subjective well-being may also promote altruism.

Abigail Marsh<sup>1</sup>, Kristin Brethel-Haurwitz<sup>1</sup>

<sup>1</sup>Georgetown Univ.

## CAN SOCIAL SUPPORT PROTECT FROM EFFECTS OF DISABILITY ON DECLINES IN WELL-BEING?: EVIDENCE FROM PROSPECTIVE LONGITUDINAL STUDIES

According to the stress-buffering hypothesis, social support can protect against declines in well-being in times of stress. However, very little work on this topic has used longitudinal data in which pre- and post-stress social support and well-being are known. Using the data from a large nationally representative sample of Australian residents who were followed over a period of 10 years we tested whether social support moderated reaction and adaptation to development of a serious disability. The sample consisted of people who developed a lasting disability during the study (N = 417). We found no evidence that social support that was in place prior to disability protected against the declines in well-being that followed or that it helped people adapt to this stressful event. Social support reported after the onset of disability was positively associated with adaptation.

Ivana Anusic<sup>1</sup>, Richard Lucas<sup>1</sup>

<sup>1</sup>Michigan State Univ.

## HYPOTHESIS DRIVEN COMPUTATIONAL SOCIAL SCIENCE (C8)

Room: 9

Chair: Travis Riddle, Columbia University

A primary strength of computational methodologies comes bottom-up approaches. While data-driven inquiry is valuable, it should be emphasized that one can also conduct more traditional hypothesis-driven research using computational techniques, and that these two approaches to science are not mutually exclusive. This session will feature research consistent with this philosophy.

### ABSTRACTS

#### CONSTRAINING DATA-DRIVEN ANALYTICS

While the use of "big-data analytics" is relatively new in psychological research, it has gained considerable attention as a valuable research tool. However, big-data analytics have their own weaknesses; they cannot match all of the strengths of controlled lab-based methodologies and are often supplemented with post-hoc explanations of the observed phenomena. Further, the majority of published work employing this type of analysis has relied on bottom up, data-driven techniques that are largely hypothesis-blind, which is not ideal for empirical research. In this talk, we will argue for the benefits of developing bottom-up analytics that are constrained by top-down theories, and discuss how these approaches can be used to counterbalance the weaknesses of each other. We will also discuss the importance of complementing observational big-data studies with rigorous behavioral experiments. Finally, we will present several lines of research from our work on morality and political psychology that has used such approaches.

Morteza Deghani<sup>1</sup>, Joe Hoover<sup>1</sup>

<sup>1</sup>Univ. of Southern California

#### THE EFFECT OF LINGUISTIC UNCERTAINTY IN SELF-AFFIRMATIONS

Despite improvements, achievement gaps between Black and White students persist in American education. A written values-affirmation intervention has been shown to reduce this achievement gap. However, the primary activity that participants engage in during the intervention, writing, has received comparatively little attention. Highlighting the utility of hypothesis-driven computational research, we sought to identify a new feature thought to be important for the effectiveness of the intervention: uncertainty. We computationally identified two types of uncertainty: uncertainty on the part of the affirmer (i.e. uncertain about the affirmation itself) and uncertainty in the target of the affirmation (i.e. the behavior of the affirmation target is unpredictable). Our analyses suggest that affirmation target uncertainty has a negative effect on the effectiveness of the intervention, while affirmer uncertainty does not influence the intervention's effectiveness. This work demonstrates how top-down experimenter hypotheses can be combined with more traditionally data-driven methods to yield new psychological insights.

Travis Riddle<sup>1</sup>, Smaranda Muresan<sup>1</sup>, Geoff Cohen<sup>2</sup>, Jonathan Cook<sup>3</sup>, Valerie Purdie-Vaughns<sup>1</sup>

<sup>1</sup>Columbia Univ., <sup>2</sup>Stanford Univ., <sup>3</sup>Pennsylvania State Univ.

#### LITTLE WORDS AND LIMITED CATEGORIES IN BIG DATA: QUANTIFYING LANGUAGE TO UNDERSTAND AND PREDICT BEHAVIOURS

The goal of psychology is to understand and to predict behaviours. In pursuit of this goal, psychologists can draw on computational approaches, using much larger data sets on a scale never before imagined. Several examples of top-down and bottom-up approaches to text analysis illustrate the types of understanding and prediction these approaches provide. For example, I develop language hypotheses using LIWC categories based on self-regulation theories to predict self-regulatory success. I compare values, personality and work styles derived from theory to bottom-up categories in large open-ended language samples. In this talk, I encourage researchers to expand their methodological toolkit to consider both top-down and bottom-up approaches. I argue that

complex bottom-up approaches are not the only path forward for big data. Top-down approaches are needed to understand as well as to predict behaviours in large naturalistic language data.

**Cindy Chung**<sup>1</sup>  
<sup>1</sup>Intel Corporation

## LARGE-SCALE ASSESSMENT OF TEMPORAL ORIENTATION USING FACEBOOK LANGUAGE

Social media, now used actively by a majority of Americans and over a billion people worldwide, presents scientists with an unprecedented resource of quantifiable behavioral data. Here, we consider people's behavioral tendency to talk about the past, present and future as a novel measure of temporal orientation. We develop the assessment using human language on Facebook, first creating a past, present, and future message classifier, and then quantify a user's overall temporal orientation as their proportion of messages in each class. We validate the measure by considering its accuracy (71.8% of messages correctly classified compared with 52.8% from the most frequent class baseline), and by comparing with known correlates: conscientiousness, age and gender. We then demonstrate how this measure can be used to explore further questions, finding novel associations with openness to experience, satisfaction with life, depression, IQ and one's number of friends.

**H. Andrew Schwartz**<sup>1</sup>, **Gregory Park**<sup>2</sup>, **Lyle Ungar**<sup>2</sup>, **Martin Seligman**<sup>2</sup>  
<sup>1</sup>Stony Brook Univ., <sup>2</sup>Univ. of Pennsylvania

## FROM NEURONS TO NATIONS: A MULTI-DISCIPLINARY ANALYSIS OF GROUP-BASED COOPERATION (C9)

**Room:** 1B  
**Chair:** Julian Wills, New York University  
**Co-Chair:** Jay Van Bavel, New York University

Like many species, human survival hinges on our ability to cooperate. Such a complex social behavior warrants inspection from multiple levels of analysis. Combining experimental social psychology with neuroimaging, cross-cultural and meta-analytic techniques, this symposium will converge on the core factors that guide (and obstruct) costly self-sacrifice in social dilemmas.

### ABSTRACTS

#### HOW CONSISTENT CONTRIBUTORS INFLUENCE COOPERATION IN GROUPS: INSPIRING LIKEMINDED OTHERS AND TRIGGERING CASCADES

We investigated how consistently contributing members (CCs) affect cooperation in groups. In Studies 1-3, participants played multi-trial public goods games (PGGs) with or without a CC. The other players were computer-generated, creating controlled environments to examine how CCs affect individuals' behavior directly (vs. indirectly via changes in others' behavior). Across studies, CCs triggered greater cooperation specifically in people with strong prosocial values. In Study 4, participants played the same PGG with real others. Comparing groups with no vs. one CC revealed the identical effect: a CC increased cooperation among individuals with prosocial values. However, many groups also contained additional (spontaneous) CCs, and in these cases, individuals' values ceased to predict

cooperation. Instead, members of groups with two or more CCs all tended to be highly cooperative. These data suggest that CCs initially increase cooperation by inspiring similar behavior in likeminded others, which then cascades through the group via conformity-type processes.

**Dominic Packer**<sup>1</sup>, **Michael Gill**<sup>1</sup>, **Stephanie Cerce**<sup>1</sup>, **Jay Van Bavel**<sup>2</sup>  
<sup>1</sup>Lehigh Univ., <sup>2</sup>New York Univ.

#### COOPERATIVE INTUITIONS VS. DELIBERATE SELF-RESTRAINT: HOW BRAIN LESION PATIENTS CAN RESOLVE COMPETING MODELS OF PROSOCIAL DECISION-MAKING

Cooperation is fundamental for successful group living. Though scientists have discovered new ways of promoting cooperation, investigations on its underlying process remain sparse and controversial. Classical models highlight the role of "deliberation" for reining in selfish impulses, whereas more recent models contend that humans are "intuitively" prosocial. To test these competing hypotheses, we recruited a large sample of lesion patients with brain damage disrupting either intuitive (e.g., vmPFC, amygdala) or deliberative processing (e.g., dlPFC). Using a modified public goods game to index cooperation, we find patterns consistent with deliberative models of prosociality: (1) among healthy controls, cooperative decisions take longer than selfish ones, and (2) among patients, only dlPFC damage appears to impair cooperation. We also observed a surprising degree of temporal dynamics, suggesting an intriguing boundary condition. We conclude by proposing a broader model that, depending on contextual moderators, reconciles competing models of deliberation and intuition.

**Julian Wills**<sup>1</sup>, **Oriel FeldmanHall**<sup>1</sup>, **Augustus Baker**<sup>1</sup>, **Elizabeth Phelps**<sup>1</sup>, **Jay Van Bavel**<sup>1</sup>  
<sup>1</sup>New York Univ.

#### PROSOCIALITY ACROSS THE GLOBE

There is abundant evidence that people differ in their social preferences. Some people are more likely to be prosocial and mindful of others, whereas others are primarily mindful of their own interests. But do countries differ as well, and if so, does it matter? We address three questions in cross-national study involving 31 countries (N=7,241). Are there cross-cultural differences in social preferences? Would cultural variation in social preferences be associated with indicators of national prosperity? Are there universals to be found across cultures related to social preferences? Results uncovered that countries differ considerably in terms of social preferences, that countries that are more prosocial are more prosperous, indicated by a greater Gross Domestic Product, and that the link between social preferences, age and liberal ideology was observed in most countries. These findings underline the importance of a cultural perspective to social preferences.

**Paul Van Lange**<sup>1</sup>, **Ryan Murphy**<sup>2</sup>, **Niels van Doesum**<sup>1</sup>, **Daniel Balliet**<sup>1</sup>  
<sup>1</sup>VU Univ. Amsterdam, <sup>2</sup>ETH Zürich

#### WHAT PUBLIC GOODS EXPERIMENTS CAN (AND CAN'T) TEACH US ABOUT INTERNATIONAL COOPERATION

Public goods experiments have been modified to mimic international cooperation (e.g., climate change negotiations),

and have, for instance, tested reactions to scientific information, different levels of collective risk, tested outcomes with various rich-poor scenarios and how time discounting as well as the threat of social approval affect the group's ability to cooperate. This talk reviews the methods as well as the major questions and findings from these experiments. It also touches on ways that social scientists could improve on existing experimental designs in the hopes of gaining further insights into international cooperation, such as by focusing on the threshold public goods experiment and common-pool-resource experiments rather than straightforward public goods. Finally, it discusses the limits of any of these tools in terms of extrapolating findings to the international cooperation context.

**Jennifer Jacquet<sup>1</sup>**

<sup>1</sup>New York Univ.

## HOW PEOPLE THINK THEY'RE BETTER THAN OTHERS AND WHY IT MATTERS: CONSEQUENCES FOR SOCIAL RELATIONSHIPS, EMOTIONS, THE COURTROOM AND ONLINE ROMANCE (C10)

**Room: 4**

**Chair:** Desmond Ong, Stanford University

**Co-Chair:** Brent Hughes, Stanford University

We present a modern take on the "better than average" effect, with recent advancements on group versus individual comparisons and extensions to emotional states. We will also discuss implications for subjective biases in legal settings, and how they affect behavioral outcomes on OkCupid, a large online dating website.

### ABSTRACTS

#### HAPPIER THAN THOU: AN EGOCENTRIC POSITIVITY BIAS IN EMOTION ATTRIBUTION

People tend to judge themselves more favorably than others, a phenomenon known as the "better-than-average" effect. These biases characterize judgments of stable traits (e.g., attractiveness, intelligence), but do people also believe they experience more favorable transient states than others? Here we extend the better-than-average effects to emotions, and demonstrate that observers attribute more positive and less negative emotions to themselves, as compared to others (Study 1). As with other forms of better-than-average effects, this bias varies parametrically with social distance, such that people extend more positive emotion judgments towards socially close, as compared to distant, targets (Study 2). Above average effects on emotion also reflect temporal distance, such that participants attribute more positive and less negative emotions to themselves and others now, as compared to in the future (Study 3). Broadly, these data suggest that people exhibit a "happier-than-average" bias that varies robustly with psychological distance.

**Desmond Ong<sup>1</sup>, Noah Goodman<sup>1</sup>, Jamil Zaki<sup>1</sup>**

<sup>1</sup>Stanford Univ.

#### WHY I'M BETTER THAN THEM, BUT NOT HIM: GIVING INDIVIDUALS, BUT NOT POPULATIONS THE BENEFIT OF THE DOUBT

Most people think they are above average, a statistically impossible result. That said, people compare themselves less favorably to a specific, unknown individual than they do to the population from which that individual was drawn. Although this

individuation effect was identified twenty years ago, we are the first to explain it. First, new data (and reanalyzing published results) showed this individuation effect is strongest for moral traits, qualities deemed essential for social relationship partners to possess. Second, people say they give others the benefit of the doubt on these dimensions. However, third, because such optimism is applied only to individuals, not people in general, the individuation effect emerges. We argue (and offer preliminary evidence) that this bias is functional: given social relations are with specific individuals (not people in general), people would not be well served assuming that individuals they approach are much worse than the self on essential qualities.

**Clayton Critcher<sup>1</sup>, David Dunning<sup>2</sup>**

<sup>1</sup>Univ. of California, Berkeley, <sup>2</sup>Univ. of Michigan

#### THE REASONABLY PRUDENT PERSON IS ME

In criminal law, assessments of negligence and self-defense require a comparison of the defendant's behavior with what would be expected from the average, reasonable person in the community. The reasonable person standard is said to be an "objective" standard for assessing criminal responsibility. However, in a series of studies in which we present people with various moral dilemmas or actual legal cases, we show that what people actually do is to estimate what they would personally do in the situation and use this either as a basis for guessing what the reasonable person would do or simply assess responsibility using themselves rather than the reasonable person as the criterion. Thus, what is purported to be an objective standard is actually a perfectly subjective one.

**Mark Alicke<sup>1</sup>**

<sup>1</sup>Ohio Univ.

#### DESERVING OF LOVE: HOW OPTIMISTIC BIASES ABOUT OURSELVES MOTIVATE ONLINE DATING SUCCESS AND FAILURES AND HOW THESE BIASES VARY OVER AGES AND REGIONS

People tend to rate themselves as being better than average, especially when they are being considered by potential partners. We present large-scale validation for social comparative biases using data from OkCupid, one of the largest online dating websites in the U.S. We find strong evidence that self-enhancing biases in self-judgments for some traits, such as self-confidence and maturity, vary by age and geographic region. Furthermore, we find that biases for other traits, such as height and appreciativeness, remain constant. Our results also suggest that susceptibility to self-enhancement bias interacts with varying levels of online dating success and behaviors as measured by message interactions between users. Our work replicates previous social comparison findings on a massive scale, examines susceptibility to bias across a diverse demographic sample, and shows the effects of biases on behavioral outcome variables.

**Emily Yeh<sup>1</sup>, David Koh<sup>1</sup>, Mike Maxim<sup>1</sup>, Christian Rudder<sup>1</sup>**

<sup>1</sup>OkCupid

## THE FORCES THAT DIVIDE US: THE ROLES OF SOCIAL DOMINANCE, HATRED AND (META)DEHUMANIZATION IN REAL INTERGROUP CONFLICT (C11)

**Room:** 6A

**Chair:** Emile Bruneau, University of Pennsylvania

**Co-Chair:** Nour Kteily, Northwestern University

In this symposium, we introduce new theoretical and empirical research highlighting the importance to modern social conflicts of overt intergroup biases: social dominance, hatred, dehumanization and "meta-dehumanization." Studies span real intergroup conflicts characterized by a broad range of hostility in the U.S., Eastern Europe and the Middle East.

### ABSTRACTS

#### THE PSYCHOLOGY OF HATE: MORAL CONCERNS DIFFERENTIATE HATE FROM DISLIKE

Theoretical accounts of hate date back several thousand years, yet there are few experimental studies on the topic. While Allport conceptualized hate as an extreme negative evaluation, Aristotle theorized that hate had additional psychological components. The present research investigated whether the difference between hate and dislike is a matter of degree (i.e. hate is merely more negative than dislike) or a matter of kind (i.e. hate is imbued with additional psychological components). Three lab experiments provided evidence that hated attitude objects are more connected to moral beliefs and evoke more moral emotions (contempt, anger, disgust) than disliked objects, even after adjusting for differences in negativity. Corroborating these results, text from real hate group websites featured significantly more words related to morality than complaint forums. In sum, these studies suggest that hate differs from dislike not only in degree, but also in kind—hated objects are associated with additional moral content.

**Jay Van Bavel<sup>1</sup>, Jennifer Ray<sup>1</sup>, Yael Granot<sup>1</sup>, William Cunningham<sup>2</sup>**

<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Toronto

#### BLATANT DEHUMANIZATION PREDICTS EDUCATIONAL EXCLUSION AND CONFLICT ESCALATING BEHAVIORS

Dehumanization is not merely a relic of human history; contemporary depictions of outgroup members as apes, dogs or vermin persist. Although recent research has largely highlighted subtle forms of "everyday" dehumanization, we focus here on the blatant dehumanization that often characterizes groups in conflict. Across six studies on three continents, we present data highlighting the prevalence, uniqueness and predictive power of blatant dehumanization in conflictual intergroup contexts. Using neuroimaging data, we first show that "Ascent dehumanization" judgments are neurally distinct from judgments of blatant dislike and dissimilarity. Then, using behavioral data from several large international samples we show that, beyond subtle and implicit dehumanization and prejudice, blatant dehumanization predicts important behaviors that drive societal inequality and conflict: Americans' willingness to sign anti-Muslim petitions, Hungarian teachers' exclusion of Roma students from higher education, and Israeli's and Palestinian's lack of concern for outgroup civilian casualties during wartime.

**Emile Bruneau<sup>1</sup>, Nour Kteily<sup>2</sup>, Rebecca Saxe<sup>3</sup>**

<sup>1</sup>Univ. of Pennsylvania, <sup>2</sup>Northwestern Univ., <sup>3</sup>Massachusetts Institute of Technology

#### "THEY SEE US AS LESS THAN HUMAN": META-DEHUMANIZATION PROMOTES INTERGROUP CONFLICT THROUGH RECIPROCAL DEHUMANIZATION

Outgroup dehumanization is a pervasive, potent and unique intergroup process that drives discrimination and conflict. However, no research has examined the consequences of being dehumanized by an outgroup (i.e. 'meta-dehumanization'), despite the known consequentiality of meta-perceptions. Across six studies, we provide evidence for the central role of meta-dehumanization in promoting outgroup aggression through reciprocal dehumanization. Study 1 demonstrates experimentally that Americans receiving information that Arabs blatantly dehumanize (vs. humanize) Americans are more likely to dehumanize Arabs in return. Using correlational data from three real-world conflicts (including the Charlie Hebdo attacks), the remaining studies show that among Americans (meta-perceiving Arabs, Muslims and ISIS), Israelis (meta-perceiving Palestinians) and Hungarians (meta-perceiving Roma), meta-dehumanization predicts support for aggressive policies and behavior through outgroup dehumanization. We distinguish these effects from both perceptions that the ingroup is disliked (meta-prejudice) and outgroup prejudice, documenting a dehumanization-specific pathway from meta-perceptions to aggression, contributing to vicious cycles of conflict.

**Nour Kteily<sup>1</sup>, Gordon Hodson<sup>2</sup>, Emile Bruneau<sup>3</sup>**

<sup>1</sup>Northwestern Univ., <sup>2</sup>Brock Univ., <sup>3</sup>Univ. of Pennsylvania

#### THE NATURE OF SOCIAL DOMINANCE ORIENTATION: THEORIZING AND MEASURING PREFERENCES FOR INTERGROUP DOMINANCE AND INEQUALITY

We introduce a new conceptualization and measurement of social dominance orientation (SDO7): individual differences in the preference for group-based inequality. SDO7 embeds two theoretically-grounded subdimensions, capturing beliefs about overt group-based dominance (SDO-D) and group-based anti-egalitarianism (SDO-E). In contrast to SDO-E, which is primarily related to subtle hierarchy-enhancing ideologies and policy support, we find, across seven large samples, that SDO-D drives support for the overt domination and subjugation of low status groups (e.g., punitive law enforcement, blatant racism and torture). Importantly, we further characterize the roots of this dominance orientation, finding that SDO-D strongly relates to "Dark-Triad" personality traits (Machiavellianism, Narcissism and Psychopathy), and to a "competitive jungle" worldview. Whereas some consider such views no longer relevant today, we document a distinct and active orientation that continues to contribute to group-based oppression, shedding light on contemporary forms of intergroup hostility ranging from police abuse of minorities to "hawkish" military attitudes.

**Arnold Ho<sup>1</sup>, Jim Sidanius<sup>2</sup>, Nour Kteily<sup>3</sup>, Jennifer Sheehy-Skeffington<sup>4</sup>, Felicia Pratto<sup>5</sup>, Kristen Henkel<sup>6</sup>, Rob Foels<sup>7</sup>, Andrew Stewart<sup>8</sup>**

<sup>1</sup>Univ. of Michigan, <sup>2</sup>Harvard Univ., <sup>3</sup>Northwestern Univ., <sup>4</sup>Brunel Univ., <sup>5</sup>Univ. of Connecticut, <sup>6</sup>Univ. of Saint Joseph, <sup>7</sup>Richard Stockton College, <sup>8</sup>Clark Univ.



## THE TIMES THEY HAVE A CHANGED: CULTURAL CHANGE AND REACTIONS TO GENERATIONAL DIFFERENCES (D1)

**Room:** 7B

**Chair:** Joshua Grubbs, Case Western Reserve Univ.

**Co-Chair:** Julie Exline, Case Western Reserve Univ.

How does culture change over time, what trends are occurring in cultural change and how do younger generations react to these changes? Featuring a series of presentations based on nationally representative and generationally comprehensive samples, as well as cross-sectional and experimental research, the present symposium seeks to answer these questions.

### ABSTRACTS

#### OF COURSE WE'RE NARCISSISTIC: EMERGING ADULT REACTIONS TO GENERATIONAL DIFFERENCES IN TRAIT NARCISSISM AND ENTITLEMENT

A body of recent research suggests that there are distinct generational differences in narcissism, with the present generation of emerging adults being the most narcissistic ever. Despite this evidence, very little work has examined how emerging adults react to these generational differences and how they respond to being labeled as the most narcissistic and entitled generation. Using a series of seven studies (overall N = 1,868), emerging adult reactions to this phenomenon are gauged. Results from four cross-sectional studies examine emerging adult opinions of narcissism, reactions to generational labels, and reactions to generational shifts in narcissism. Results from three experimental studies examine how emerging adults respond to being generationally labeled as narcissistic and personally labeled as narcissistic. Collectively, results point to a nuanced response to generational labels in which young adults generally agree that their generation is the most narcissistic but express negative reactions to being labeled as such.

**Joshua Grubbs<sup>1</sup>, Julie Exline<sup>1</sup>, Jessica McCain<sup>2</sup>, W. Keith Campbell<sup>2</sup>**

<sup>1</sup>Case Western Reserve Univ., <sup>2</sup>Univ. of Georgia

#### CULTURAL INCREASES IN INDIVIDUALISM: THE WHY BEHIND GENERATIONAL DIFFERENCES

The Mutual Constitution Model posits that culture affects individuals and individuals affect culture. That suggests cultural change is the primary cause of generational differences; individuals are socialized into a changed culture. Four types of studies show that U.S. culture and individuals have become more individualistic and less collectivistic. First, cultural products demonstrate rising individualism (in studies of the Google Books database of .8 million American books and lyrics from the Billboard top 10 songs). Second, self-views have become more positive (in three nationally representative datasets, 1966-2014). Third, Americans are more accepting of personal freedoms and equality (in two nationally representative datasets, 1972-2013). Fourth, more Americans are disassociating themselves from collective institutions, including religion (across five nationally representative datasets, 1966-2014). Overall, rising individualism explains nearly all generational differences.

**Jean Twenge<sup>1</sup>**

<sup>1</sup>San Diego State Univ.

#### UNPACKING THE RISE OF INDIVIDUALISM: SOCIAL STRUCTURE, INFECTIOUS DISEASES, DISASTERS, SECULARISM AND CULTURAL CHANGE IN AMERICA

Why do cultures change? Current research explores cultural change in eight cultural-level markers/correlates of individualism in the U.S., all of which increased over the course of the late 19th/20th centuries, including individualist vs. collectivist themes in books, preference for uniqueness in baby naming, frequency of single-generation relative to multigeneration households and percentage of adults living alone. Results from tests of six key hypotheses regarding cultural change in individualism-collectivism indicate that changes in socioeconomic structure, pathogen prevalence, and secularism accompanied changes in individualism averaged across all measures. The relationship with changes in individualism was less robust for urbanization. Contrary to previous theories, changes in individualism were positively (as opposed to negatively) related to the frequency of disasters and not at all related to shifts in climatic demands. Time-lagged analyses suggested that only socioeconomic structure had a robust effect on individualism; changes in socioeconomic structure preceded changes in individualism.

**Igor Grossmann<sup>1</sup>, Michael Varnum<sup>2</sup>**

<sup>1</sup>Univ. of Waterloo, <sup>2</sup>Arizona State Univ.

#### CHANGES IN EMPATHY OVER TIME: AN UPDATE

Prior research has found declines in dispositional empathy scores among American college students from 1979-2009 (Konrath, O'Brien, & Hsing, 2011). This three-part project conceptually replicates and updates this prior work. First, are these changes limited to self-perceptions (i.e. dispositional empathy) or do they extend to actual compassionate feelings (i.e. situational empathy)? Using samples from the same university with similar methods, I find that college students reported less compassionate feelings in response to the same distressed target from 1988-1997. Next, I track changes in dispositional empathy among nationally representative US samples from 2002-2009, finding significant declines over time. Finally, I conducted a five year update on the original cross-temporal meta-analysis (2010-2014), finding that the results and conclusions remain similar. Dispositional Empathic Concern and Perspective Taking have been declining among American college students from 1979-2014. Taken together, it appears that declines in empathy are more extensive than originally thought, and continuing.

**Sara Konrath<sup>1</sup>**

<sup>1</sup>Indiana Univ.

#### FROM THE BEDROOM TO THE KITCHEN TABLE: COMMON PATHWAYS THAT GUIDE APPETITES FOR FOOD AND MATES (D2)

**Room:** 8

**Chair:** Kristina Durante, Rutgers Business School

**Co-Chair:** Paul Eastwick, The Univ. of Texas, Austin

Romance and food have been bedfellows across cultures throughout history, and are also linked biologically. Four papers highlight the overlap between the decision pathways that guide our quest for food and love. Each paper reveals something novel about the appetitive system and illustrates parallels between eating and mating.

SESSION D 11:15 AM - 12:30 PM

## ABSTRACTS

### CONSUMING LOVE: WHEN THE MATING MARKET RESEMBLES THE SUPER MARKET

Despite their seeming surface differences, we propose that the same factors that influence how people consume, enjoy and evaluate food have parallel effects on how people consume, enjoy and evaluate romantic partners. We demonstrate two ways these decision processes overlap. First, we show that experiencing an impoverished mating market modulated mating behavior. In a pattern similar to food regulation, men who experienced a plentiful mating market as a teenager regulated mating behavior; however, men who experienced an impoverished mating market as a teenager pursued a sexual partner comparably whether risk was high or low. Second, similar to food choice, we show that how an option is presented can influence perceptions of potential romantic partners. Compared to people who make deliberate choices, those assigned to a romantic partner serendipitously reported increased attraction and desire for a committed relationship. Feelings of serendipity mediated the effect of no choice on positive partner evaluations.

Kristina Durante<sup>1</sup>, Aekyoung Kim<sup>1</sup>, Michael Norton<sup>2</sup>, Eli Finkel<sup>3</sup>

<sup>1</sup>Rutgers Business School, <sup>2</sup>Harvard Business School, <sup>3</sup>Northwestern Univ.

### AN IMPOVERISHED CHILDHOOD PROMOTES EATING IN THE ABSENCE OF ENERGY NEED

Life history theory predicts that low childhood socioeconomic status (SES) may calibrate development in ways that promote survivability in resource scarce environments. Guided by these insights, the current research tested the hypothesis that low childhood SES would predict eating in the absence of physiological energy need. Across three studies (N = 163), we measured (Study 1) or manipulated (Studies 2 and 3) participants' energy need and gave them the opportunity to eat provided snacks. Participants also reported their childhood and adult SES. Results revealed that people with higher childhood SES regulated food intake based on immediate energy need; they ate more when need was high than when need was low. This relationship was not observed among those with lower childhood SES, however. These individuals consumed comparably high amounts of food whether current energy need was high or low. Childhood SES may have a lasting impact on food regulation.

Sarah Hill<sup>1</sup>, Marjorie Prokosch<sup>1</sup>, Danielle DelPriore<sup>2</sup>, Vldas Griskevicius<sup>3</sup>

<sup>1</sup>Texas Christian Univ., <sup>2</sup>The Univ. of Arizona, <sup>3</sup>Univ. of Minnesota - Twin Cities

### THE ROLE OF OPTION REFRAMING IN FOOD CHOICE

Food choice is based not only on available options, but on the way options are presented. We tested two forms of option reframing to encourage healthy food choices. In the first, we altered whether options were offered all at once, or sequentially. In two studies, we tested this method in school cafeterias by serving vegetables either with the rest of the meal or alone, ahead of the meal. We also tested this method in the lab. In all cases, more of the healthy choice was consumed when presented alone, ahead of other foods. In the second form of reframing, we altered whether healthy options were labeled with the word healthy, with a symbol implying

healthy or neither. In two tests of this form of reframing, the symbol for healthy was more effective than the word healthy and no label. Reframing options offers an easy technique for increasing healthy food choices.

Traci Mann<sup>1</sup>, Heather Scherschel<sup>1</sup>, Mary Panos<sup>1</sup>, Samantha Cinnick<sup>1</sup>

<sup>1</sup>Univ. of Minnesota - Twin Cities

### HOW DO INITIAL IMPRESSIONS VARY ACROSS PHOTOGRAPHS, VIDEOS AND LIVE INTERACTIONS?

Different partner-search outlets (e.g., online-dating, speed-dating) allow individuals to encounter and become acquainted with more potential partners than ever before. Yet these paradigms may not be interchangeable; they may elicit fundamentally different person-perception processes. To investigate, separate groups of judges rated the same targets after viewing a photograph, viewing a video or interacting face-to-face with each target. We calculated patterns of variance in judges' romantic evaluations (e.g., attractiveness, friendliness, etc.), correspondence of these evaluations with targets' self-evaluations and correspondence of evaluations across paradigms. Results indicated that the video and live interaction (but not photograph) paradigms exhibited highly similar patterns of variance. Also, judges' evaluations in the video and live interaction (but not photograph) paradigms corresponded to each other and to targets' self-evaluations. These findings suggest that information based on a video or live interaction elicits similar initial impressions and may be fundamentally distinct from information based on photographs.

Lucy Hunt<sup>1</sup>, Paul Eastwick<sup>1</sup>

<sup>1</sup>Univ. of Texas - Austin

### MORALITY IN THE WILD: INNOVATIVE METHODS FOR THE STUDY OF MORAL PSYCHOLOGY (D3)

Room: 6D

Chair: William Brady, New York University

Co-Chair: Jay Van Bavel, New York University

Morality is fundamentally social, yet moral psychological studies are rarely conducted outside of isolated lab settings. This symposium brings together new studies utilizing cutting-edge methodologies including social media, experience sampling and field studies to demonstrate how morality is studied in its natural social setting and the new questions that arise.

## ABSTRACTS

### IS MORALITY CONTAGIOUS?: INTERPERSONAL TRANSFER OF MORAL EMOTIONS SHAPES ENDORSEMENT OF MORAL CONTENT

Although morality is an inherently social phenomenon, remarkably little research has examined how social networks influence moral judgment. Three studies utilizing large social media samples (N = 185,139) tested whether moral beliefs are automatically transmitted to others through moral emotions, a process we call moral contagion. Across three studies examining different moral content (environmentalism, gun control and gay marriage), we found that Twitter messages with both moral and emotional content spread through social networks and were endorsed to a greater extent than

messages with moral but non-emotional content, or non-moral content. We also demonstrated that this “contagion” effect only occurred within the boundary of in-group networks. These data suggest a key process through which morality may be influenced directly by our social network, and provide a new framework for understanding how our moral beliefs can change dynamically over time.

**William Brady<sup>1</sup>, Julian Wills<sup>1</sup>, Jay Van Bavel<sup>1</sup>**

<sup>1</sup>New York Univ.

## MORAL EXPERIENCES AND RESPONSES IN EVERYDAY LIFE

Moral psychology has drawn heavily on lab experiments using well-controlled, but artificial situations. To study morality in everyday life, we conducted an experience sampling study to investigate how often people experience or engage in moral or immoral acts in everyday life and to what extent these experiences relate to individual differences variables. A heterogeneous sample of more than 1,200 adults were signaled 15 times over a three-day period, and furnished a total of 13,240 responses. Moral frequencies, content, emotions and responses (e.g., desire to punish) were influenced in meaningful ways by demographic factors and trait variables such as moral identity. Moreover, investigation of temporal dynamics over the course of the day revealed evidence for a moral licensing but not a moral cleansing pattern. Together, the present data suggest that an ecological approach to morality can complement laboratory research in meaningful ways.

**Wilhelm Hofmann<sup>1</sup>, Daniel Wisneski<sup>2</sup>, Mark Brandt<sup>3</sup>, Linda Skitka<sup>4</sup>**

<sup>1</sup>Univ. of Cologne, Germany, <sup>2</sup>St. Peter's College, <sup>3</sup>Tilburg Univ., <sup>4</sup>Univ. of Illinois at Chicago

## DOES PERPETRATING VIOLENCE INCREASE GROUP IDENTIFICATION?: SURVEY EVIDENCE FROM FORMER COMBATANTS

Despite the aversive nature of perpetrating violence, history and modern society are replete with instances of individuals engaging in violent behavior on behalf of groups. We test the idea that perpetrating violence on behalf of one's group, a behavior that is likely to induce cognitive dissonance, increases identification with the violent group. Survey data from ex-combatants in Liberia confirm that there is a positive association between perpetrating violence and identifying with one's violent group (Study 1). Study 2 replicates and extends this finding with survey data from ex-combatants in Northern Uganda, using a natural experiment in which some members of the violent group were quasi-randomly assigned to perpetrate violence while other members were not. Only violent behaviors that involve a sense of personal responsibility for the outcome are positively associated with group identification. Finally, perpetrating violence is not related to enduring attitudes about the use of violence to resolve conflict.

**Rebecca Littman<sup>1</sup>**

<sup>1</sup>Princeton Univ.

## THE PIPELINE PROJECT: PRE-PUBLICATION INDEPENDENT REPLICATIONS OF A SINGLE LABORATORY'S RESEARCH PIPELINE

Low rates of replicability of many published research studies is

a fundamental barrier to scientific progress across disciplines. To address this issue, we advocate the use of Pre-Publication Independent Replication (PPIR). PPIR is a new, collaborative crowdsourcing approach that includes multiple qualified independent laboratories who try to replicate findings before (rather than after) they are published. In contrast to many adversarial replication efforts, PPIR involves researchers with subject-specific expertise and minimizes incentives to refute prior findings. Thus, failures to replicate with PPIR are highly diagnostic of the validity of the original results. To illustrate PPIR, 11 research groups attempted to replicate the same 10 unpublished moral judgment studies. Five results replicated consistently, two received qualified support, and three did not replicate across laboratories. Together, the results underscore the challenge of the replicability problem and highlight the need for innovative solutions.

**Christopher Bauman<sup>1</sup>, Martin Schweinsberg<sup>2</sup>, Nikhil Madan<sup>2</sup>, Eric Uhlmann<sup>2</sup>**

<sup>1</sup>Univ. of California, Irvine, <sup>2</sup>INSEAD

## THE CONTENT OF OUR STEREOTYPES: WHAT, WHY AND CONSEQUENCES (D4)

**Room:** 6A

**Chair:** Anne Koenig, University of San Diego

**Co-Chair:** Steven Neuberg, Arizona State University

Where do stereotypes come from? What forms do they take? How do they shape behavior? Employing multiple theoretical perspectives and spanning a wide range of social categories, speakers address fundamental questions in stereotype content. By understanding the nature of stereotype content, we better understand the nature of prejudices.

### ABSTRACTS

#### WHAT INFORMATION SHAPES STEREOTYPES?: RECONCILING THE INSIGHTS OF SOCIAL ROLE THEORY AND THE STEREOTYPE CONTENT MODEL

We manipulated social roles and intergroup relations to test social role theory, in which observations of groups' roles determine stereotype content (Koenig & Eagly, 2014), and the stereotype content model, in which observations of intergroup relations determine content (Fiske et al., 2002). Participants read information about fictional alien (Study 1) or tribal (Study 2) groups, described by roles (business workers/child caretakers; hunters/healers), intergroup relations (high/low status or cooperative/competitive), or an orthogonal mix of information and then rated stereotypes. We tested whether role and intergroup relations influenced stereotypes even with the other information present, whether both types of information added unique knowledge to stereotypes, and which information had greater influence on stereotypes. Overall, both roles and interdependence had strong influences on stereotypes. Roles were more influential than status for communion and competence stereotypes, but status highly influenced agency. These results contribute to a broader social structural theory of stereotype content.

**Anne Koenig<sup>1</sup>, Alice Eagly<sup>2</sup>**

<sup>1</sup>Univ. of San Diego, <sup>2</sup>Northwestern Univ.

#### STEREOTYPING GAY MEN AND LESBIANS AS CONTAGIOUS: IMPLICATIONS FOR ANTI-GAY

## BEHAVIORS

Despite increasingly positive beliefs about gay men and lesbians, negative stereotypes, including the idea that homosexuality is contagious, linger. This stereotype does not merely reflect general negativity; its content has implications for understanding and predicting specific anti-gay behaviors. Just as combating pathogens requires strategic actions (e.g., vaccination), anti-gay behaviors may be strategic attempts to combat the "pathogen" of homosexuality. And just as responding to pathogens is shaped by factors such as perceived contagiousness or community structure, so too may be responses to gays and lesbians. Four studies, surveys and experiments, reveal that sexually prejudiced individuals (1) view homosexuality as contagious, (2) are inclined towards aggressive (versus avoidant) anti-gay behavior under conditions that predict aggressive pathogen-combating responses, highly interconnected social networks, and (3) actually aggress more towards gay (versus straight) individuals in such networks. Drawing from anti-gay stereotype content and epidemiological research, this work suggests novel ways of tailoring anti-discrimination interventions.

**Gabrielle Filip-Crawford<sup>1</sup>**  
<sup>1</sup>Pennsylvania State Univ.

## BEHAVIORAL IMPLICATIONS OF STATUS-BASED STEREOTYPE CONTENT IN INTERPERSONAL INTERACTIONS

We hypothesized status-based stereotype content drives interpersonal impression management. Four surveys and a lab experiment showed participants adopt diverging strategies when interacting with lower- versus higher-status others, respectively downplaying their own warmth or competence to disconfirm stereotypes of incompetence or coldness. Study 1 found lower-status participants downplayed warmth to appear more competent, and higher-status participants downplayed competence to appear warmer. Studies 2a and 2b showed these diverging strategies diminish but do not reverse in encounters with counter-stereotypical targets. Study 3 showed lower-status participants may be matching the target's stereotyped traits, while higher-status participants may be disconfirming stereotypes about themselves. In Study 4, participants assigned status-based roles shifted their impression management strategies toward an assumed live interaction partner, and sent an indirect message, with high-status participants cooperating more than low-status participants in a public goods game. Mere status differences shift individuals' interpersonal behavior in attempts to disconfirm status-based stereotype content.

**Jillian Swencionis<sup>1</sup>, Susan Fiske<sup>1</sup>**  
<sup>1</sup>Princeton Univ.

## STEREOTYPING STEREOTYPES? THE INTERACTIVE, WITHIN-GROUP AND DIRECTED NATURE OF STEREOTYPE CONTENT

Stereotypes are typically conceptualized as simple: women are communal, men are agentic. Conceiving of stereotypes as tools for managing perceived opportunities and threats, we find that they are strategically complex, often in ways that qualify or reverse traditional findings. Three studies show that, first, people do not hold independent sex and age stereotypes but rather theoretically predictable interactive stereotypes (e.g., the extent to which men are stereotyped as more

competitive than women depends on target age). Second, people hold predictable within-group stereotypes, beliefs about how likely group members exhibit one inclination over another (e.g., men of certain ages are stereotyped as more communal than agentic). Finally, people's stereotypes are less so beliefs about general traits groups possess (e.g., men are competitive) than beliefs about how group members direct behaviors towards specific others (e.g., men are competitive against young men). These findings suggest a need to rethink the nature of stereotypes.

**Oliver Sng<sup>1</sup>, Keelah Williams<sup>1</sup>, Steven Neuberg<sup>1</sup>**  
<sup>1</sup>Arizona State Univ.

## IMPRESSION (MIS)MANAGEMENT: THE UNFORESEEN SOCIAL CONSEQUENCES OF A POSITIVE SELF (D5)

**Room: 4**  
**Chair: Janina Steinmetz, University of Chicago Booth**  
**Co-Chair: Ed O'Brien, University of Chicago Booth**  
 We identify circumstances under which positive personal outcomes (e.g., a person's successful achievements or strong self-control) backfire interpersonally, engendering dislike, dehumanization and exploitation. However, people misperceive how they are viewed by others and thus fail to anticipate these consequences. We highlight various self-presentation strategies that inadvertently exacerbate these social costs.

### ABSTRACTS

#### TOO EASY: WHEN AND WHY EFFORTLESSLY SUCCESSFUL OTHERS ARE DISLIKED

Successful goal-pursuit affords many obvious personal benefits. However, we explore unintended interpersonal consequences of success by identifying an important caveat: people whose success comes too easily are disliked. Specifically, participants liked a dieter whose success came "naturally" (the process felt easy and required little effort) significantly less than a successful dieter who needed to exert effort. We further found that this effect is driven by dehumanization; although effortlessly successful others seem competent, they also seem cold and disconnected from the human experience, and hence are liked less overall than effortful others. Finally, people appear blind to this effect: when trying to impress a romantic partner, participants chose to frame their successes as effortless, but partners preferred to hear about the necessary efforts. While success has been understood as near-universally positive, we show that people who succeed too easily risk making negative impressions in unforeseen ways.

**Janina Steinmetz<sup>1</sup>, Ed O'Brien<sup>1</sup>**  
<sup>1</sup>Univ. of Chicago

#### HUMBLEBRAGGING: A DISTINCT—AND INEFFECTIVE—SELF-PRESENTATION STRATEGY

Humblebragging about one's personal successes and achievements – that is, bragging masked by a complaint – is a distinct and, given the rise of social media, increasingly ubiquitous form of self-promotion. We show that although people often choose to humblebrag when motivated to make a good impression, it is an ineffective self-promotional strategy.

Five studies offer both correlational and causal evidence that humblebragging has both global costs – reducing liking and perceived sincerity – and specific costs; it is even ineffective in signaling the specific trait that that a person wants to promote. Moreover, humblebragging is less effective than simply complaining, because complainers are at least seen as sincere. Despite people's belief that combining bragging and complaining confers the benefits of both self-promotion strategies, humblebragging fails to pay off.

**Ovul Sezer<sup>1</sup>, Francesca Gino<sup>1</sup>, Michael Norton<sup>1</sup>**

<sup>1</sup>Harvard Business School

## THE PERILS OF POSITIVE SELF-PRESENTATION

Received wisdom emphasizes the value of presenting one's self positively to others. Yet, positive self-presentations, when seen as intentional, are frowned upon by observers. We localized the reasons for such negative reactions within an observer-generated inferential chain. In general, observers disapprove of a given person's positive self-presentations. They do so because they regard his/her positive self-presentations as a comparative slight to others. More specifically, observers disapprove of a given person's positive self-presentations, because they regard these as a comparative slight to themselves. For example, observers consider another person's claim of being a better friend than others as implying that the person is a better friend than themselves. Consequently, observers ascribe uniformly negative traits to the self-presenter. Hence, although one's desirable and successful attributes should in theory enhance one's social impression, being seen as actively intending to publicize these attributes can backfire, because others construe it as a personal affront.

**Constantine Sedikides<sup>1</sup>, Carolien Van Damme<sup>2</sup>, Vera Hoorens<sup>2</sup>, Marc-Andre Lafrenière<sup>3</sup>**

<sup>1</sup>Univ. of Southampton, <sup>2</sup>KUU Leuven, <sup>3</sup>McGill Univ.

## SOME PEOPLE DO ALL THE WORK: THE ADDED BURDENS OF SUCCESSFUL SELF-REGULATORS

Being an effective self-regulator (having high self-control) usually brings benefits in one's life because effective self-regulators are usually successful in goal-pursuit activities. However, being an effective self-regulator may backfire when people need to work together with others, because effective self-regulators may be compelled to compensate and work extra hard for others who lack self-regulatory capacity. In two studies, we find that effective self-regulators (people high in self-control) are sensitive to their partner's level of self-control and overwork on a joint task with poor self-regulators (low self-control partners), presumably to prevent failure. Conversely, poor self-regulators are not sensitive to their partner's level of self-control and do not change their effort according to their partner's self-regulatory capacity. Thus, while having successful attributes like high self-control affords obvious personal benefits for the self, it may also bring about unwanted social consequences: namely, being taken advantage of in teamwork settings by less successful others.

**Iris van Sintemaartensdijk<sup>1</sup>, Francesca Righetti<sup>1</sup>**

<sup>1</sup>VU Amsterdam

## THE AGE OF DIGITAL SOCIAL INTERACTIONS: CAN TECHNOLOGY COMPETE WITH IN-PERSON COMMUNICATION? (D6)

**Room: 2**

**Chair:** Susan Holtzman, University of British Columbia - Okanagan

**Co-Chair:** Rosanna Guadagno, University of Texas at Dallas

This symposium presents experimental, daily diary and longitudinal research that examines the impact of digitally-mediated communication on social relationships and well-being. Although there is evidence for positive effects of text messaging and social media use across studies, the benefits often fail to match that of in-person interactions.

### ABSTRACTS

#### TEXT MESSAGING AS A FORM OF EMOTIONAL SUPPORT AMONG YOUNG ADULTS

Despite young adults' frequent use of text messaging, it is unclear whether these digital social interactions can have the same benefits for well-being as in-person interactions. Using an acute laboratory stress paradigm, this study compared the effectiveness of emotional support provided via text messaging to face-to-face support. Sixty-four young adult females took part in the Trier Social Stress Task and were then randomized to receive either (a) support via text messaging, (b) support via face-to-face communication or (c) no support (control). A same-sex close friend provided the support. Face-to-face support resulted in a significantly greater increase in positive affect compared to text messaging support, and a slightly greater reduction in subjective stress. However, ratings of satisfaction with support were not statistically different. While text messaging may contribute to positive relationship outcomes, it may be less effective at reducing the emotional impact of an acute stressor.

**Susan Holtzman<sup>1</sup>, Kara Turcotte<sup>1</sup>, Jonathan Little<sup>1</sup>, Diana Lisi<sup>1</sup>**

<sup>1</sup>Univ. of British Columbia - Okanagan

#### TECHNOLOGY, SOCIAL SKILLS AND SOCIAL RELATIONSHIPS

Two studies will be presented. Study 1, a field experiment, explores effects of diminishing in-person social interaction on children's skills in reading emotion from nonverbal cues. Study 2, a laboratory experiment, compares college friends' subjective sense of bonding and behavioral bonding cues during different forms of mediated and in-person communication. Study 1 results: after five days of intensive face-to-face interaction at an overnight nature camp without the use of any screen-based media, preteens' recognition of nonverbal emotion cues improved significantly over a matched control group experiencing their usual media diet. Study 2 results: bonding, as measured by both self-report and affiliation cues, differed significantly across conditions, with the greatest bonding during in-person interaction, followed by video chat, audio chat and IM in that order.

**Patricia Greenfield<sup>1</sup>, Lauren Sherman<sup>1</sup>, Yalda Uhls<sup>2</sup>**

<sup>1</sup>Univ. of California, Los Angeles, <sup>2</sup>Common Sense Media

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## FACEBOOK AND IN-PERSON INTERACTIONS PREDICT STUDENTS' SUCCESSFUL TRANSITION TO UNIVERSITY

We examined contributions of in-person versus Facebook interpersonal interactions during a stressful transition. Participants were 283 international students in a two-week orientation program, followed over the course of their first year at university. After statistical control of high school GPA, participants' higher end of first year GPA was predicted by receiving a higher sociometric liking rating from orientation program peers, and observations of fewer friends' Facebook posts containing inappropriate content (but not their own posts). After statistical control of beginning of year ratings of hostility, participants' higher end of year hostility ratings were predicted by observations of more friends' Facebook posts containing inappropriate content (but not their own posts, or sociometric ratings). After statistical control of beginning of year ratings of belongingness, participants' higher end of year ratings of belongingness were predicted by observations of their own Facebook posts illustrating connectedness with friends (but not friends' posts, or sociometric ratings).

Amori Mikami<sup>1</sup>, David Szewo<sup>2</sup>

<sup>1</sup>Univ. of British Columbia - Vancouver, <sup>2</sup>James Madison Univ.

## A DIARY STUDY OF THE RELATION BETWEEN COLLEGE STUDENTS' DIGITAL COMMUNICATION AND WELL-BEING

As digital media have become an important social context for youth, it is important to examine the relation between their digital communication and well-being. The present study uses daily diary data on digital communication and well-being from a diverse sample of emerging adults in college. Participants from a psychology subject pool provided demographic information in the lab and then completed daily measures of their media use, face-to-face and digital communication (social networking site and text messaging). Multi-level modelling was used to test for same-day and lagged associations between interaction and well-being. We found significant same-day associations between aspects of well-being and quantity and quality of interactions on text messaging and quality of face-to-face and SNS interactions. Only quality of face-to-face interactions had significant lagged-day associations with well-being. The results suggest that both face-to-face and digital communication are related to well-being, with the former having potentially longer lasting influences.

Kaveri Subrahmanyam<sup>1</sup>, Eline Frison<sup>2</sup>, Minas Michikyan<sup>3</sup>

<sup>1</sup>California State Univ., Los Angeles, <sup>2</sup>Leuven School for Mass Communication Research, <sup>3</sup>Univ. of California, Los Angeles

## THE PROMISE AND LIMITS OF EMPATHY (D7)

**Room:** 3

**Chair:** Jamil Zaki, Stanford University

**Co-Chair:** Daryl Cameron, University of Iowa

Empathy drives prosocial and moral behavior, but can be fragile, diminishing in response to the suffering of anonymous others or out-group members and failing to promote optimal prosociality. We present countervailing views on the utility of empathy, highlighting both its limits and strategies through which to overcome those limits.

## ABSTRACTS

### MOTIVATION CAN EXPAND EMPATHY'S SCOPE

Empathy drives adaptive and prosocial behavior, but often wavers when it is needed most. Factors including conflict, racial and social barriers and stress all diminish empathy and its benefits, calling into question whether empathy can be tapped as a reliable source of positive social and moral action. Here I propose that limits on empathy are not stable, but instead reflect individuals' motivation to approach or avoid connection with others' emotions. As such, techniques that increase empathic motives should likewise increase the scope of people's empathy. I present data suggesting that two motivational manipulations, lay theories and social norms, bolster empathy, especially in cases where it might not come naturally, such as intergroup settings. Broadly, these data suggest that although empathy sometimes limits, these limits can be overcome, and empathy can be "tuned" to lend emotional force to moral and prosocial values.

Jamil Zaki<sup>1</sup>

<sup>1</sup>Stanford Univ.

### MOTIVATION, CAPACITY AND THE LIMITS OF EMPATHY

What are the limits of empathy? Many studies reveal that empathy is less responsive to the suffering of statistical victims and out-groups, leading to theoretical claims that empathy has a fixed capacity limit. On the other hand, these apparent limits may reflect motivated choices to avoid empathy. Paralleling advances in self-control research, in which seeming capacity limits on self-control reflect motivated shifting of priorities, we present a motivated control model of empathy. According to the motivated control model, people integrate competing values and goals within a potential empathic encounter, such as the value of caring, moral norms, self-identities, intergroup biases and effort calculations, to produce a motivation to experience or avoid empathy. Apparent fixed limits on empathy may reflect outputs of this motivated control strategy. We discuss how this model can explain apparent limits of empathy such as indifference to statistical victims, and how it can generate new empirical predictions.

Daryl Cameron<sup>1</sup>, Michael Inzlicht<sup>2</sup>, William Cunningham<sup>2</sup>

<sup>1</sup>Univ. of Iowa, <sup>2</sup>Univ. of Toronto

### DOES EMPATHY MAKES US IMMORAL?

Many psychologists and philosophers believe that empathic engagement with others' suffering makes us better people; indeed, some argue that empathy is the core of morality. But empathy actually has serious weaknesses. It is biased; we are not naturally empathic towards those who are frightening or disgusting, or who do not belong to our in-group. It is innumerate; empathy draws us to care more about one or two individuals than hundreds or thousands. It is because of empathy that we care more about a girl stuck in a well than the potential death of millions due to climate change. Finally, it can motivate cruelty; research from our lab and others reveals that empathetic engagement with the suffering of victims evokes a desire for the suffering of the perpetrators. Rational deliberation and more distanced compassion are less vulnerable to these problems and are better moral guides.

Paul Bloom<sup>1</sup>

<sup>1</sup>Yale Univ.

## LYING BECAUSE WE CARE: COMPASSION INCREASES DISHONESTY FOR THE BENEFIT OF OTHERS

Compassion is typically considered a prosocial emotion because it promotes prosocial behavior. Prosocial lies, lies that benefit others, present an ethical conflict between two prosocial behaviors: upholding honesty vs. enhancing/protecting others' well-being. Here, we investigate how compassion influences prosocial lies. In Study 1, trait compassion positively predicted the degree to which participants dishonestly inflated their feedback to an essay writer. In Study 2, experimentally induced compassion increased dishonesty for the real financial benefit of a charity, but not for the benefit of the self. In Study 3, integral compassion experienced toward essay writers predicted inflated feedback about their essays. These studies reveal the emotional underpinnings of the common, yet morally complex behavior of prosocial lying, as well as the ethical principles brought into focus when experiencing compassion. Our findings suggest that prosocial emotions drive behavior that takes many forms, including lying and other potentially unethical actions.

**Christopher Oveis<sup>1</sup>, Matthew Lupoli<sup>2</sup>, Lily Jampol<sup>3</sup>**

<sup>1</sup>UCSD, <sup>2</sup>UCSD, Rady School of Management, <sup>3</sup>Queen Mary, Univ. of London

## RETHINKING STRESS: CAPITALIZING ON MINDSET AND REAPPRAISAL TACTICS TO IMPROVE RESPONSES TO STRESS AND ANXIETY (D8)

**Room:** 6E

**Chair:** Jeremy Jamieson, University of Rochester

**Co-Chair:** Alia Crum, Stanford University

A number of distinct areas of study suggest changing mindsets and/or appraisal tendencies can promote adaptive coping in stressful situations. In this symposium, we present cutting-edge research on reappraising anxious arousal as excitement, altering stress mindsets more generally and manipulating global beliefs to change proximal appraisal and physiological processes.

### ABSTRACTS

#### CHANGING MINDSETS TO IMPROVE ACUTE SOCIAL STRESS RESPONSES IN TEENAGERS

Adolescence is a period of tremendous social stress, and dysregulated autonomic and neuroendocrine responses to such stressors are at the root of myriad health problems. The research presented here integrates the biopsychosocial (BPS) model of challenge and threat, and implicit theories of personality to examine how changing global beliefs can alter situational appraisals and promote adaptive physiological responses to acute social stress in teenagers. In a laboratory experiment (N=60), we taught an incremental theory of personality, the belief that people can change, or a control message. Participants then completed a standardized acute stress task paradigm that included social evaluation. Incremental theory participants, who had been taught that people are not stuck with a negative label for life, appraised the social stressor as a challenge that could be overcome, and not a threat. They then showed increased cardiac efficiency, decreased vasoconstriction and reduced salivary cortisol compared to controls.

**Jeremy Jamieson<sup>1</sup>, David Yeager<sup>2</sup>, Hae Yeon Lee<sup>2</sup>**

<sup>1</sup>Univ. of Rochester, <sup>2</sup>Univ. of Texas

#### GET EXCITED: REAPPRAISING PRE-PERFORMANCE ANXIETY AS EXCITEMENT

Individuals often feel anxious in anticipation of tasks such as speaking in public or meeting with a boss. I find that an overwhelming majority of people believe trying to calm down is the best way to cope with pre-performance anxiety. However, across several studies involving karaoke singing, public speaking and math performance, I investigate an alternative strategy: reappraising anxiety as excitement. Compared with those who attempt to calm down, individuals who reappraise their anxious arousal as excitement feel more excited and perform better. Individuals can reappraise anxiety as excitement using minimal strategies such as self-talk (e.g., saying "I am excited" out loud) or simple messages (e.g., "get excited"), which lead them to feel more excited, adopt an opportunity mind-set (as opposed to a threat mind-set), and improve their subsequent performance. These findings suggest the importance of arousal congruency during the emotional reappraisal process.

**Alison Wood Brooks<sup>1</sup>**

<sup>1</sup>Harvard Univ.

#### IMPROVING STRESS WITHOUT REDUCING STRESS: THE BENEFITS OF A STRESS IS ENHANCING MINDSET IN CHALLENGING AND THREATENING CONTEXTS

Decades of research have focused on reducing the negative effects of stress. However, little research has examined the characteristics necessary to harness the beneficial effects of stress. We explored the moderating role of stress mindset, one's belief that stress is debilitating or enhancing, in determining the effects of threat and challenge stress contexts. Participants saw videos highlighting the enhancing or debilitating nature of stress then engaged in a task engendering challenge or threat stress. Results revealed that under threat, a stress-is-enhancing mindset generated increased DHEA. Under challenge, a stress-is-enhancing mindset generated greater positive affect, heightened attentional bias towards positive stimuli and greater cognitive flexibility. Importantly, stress mindset did not moderate demand appraisals, cortisol response, negative emotions or attentional bias towards angry faces. These findings suggest that adopting a stress-is-enhancing mindset can magnify positive aspects of stress under both challenge and threat without necessarily reducing the negative aspects.

**Alia Crum<sup>1</sup>, Modupe Akinola<sup>2</sup>, Ashley Martin<sup>2</sup>, Sean Fath<sup>3</sup>**

<sup>1</sup>Stanford Univ., <sup>2</sup>Columbia Univ., <sup>3</sup>Duke Univ.

#### IMPLICIT THEORIES OF PERSONALITY AFFECT CIRCULATING ADRENAL HORMONES: A LONGITUDINAL FIELD EXPERIMENT DURING THE TRANSITION TO HIGH SCHOOL

Anyone making a difficult life transition can have a hard time socially, but the transition to high school is especially challenging because it comes at a time when hormonal systems related to status pursuit and threat are rapidly developing, just as social hierarchies are becoming more tenuous and threatening. Past research has shown that it can be helpful to undergo this transition armed with a belief that

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present difficulties are not permanent—an incremental theory of personality. However, no research has examined the effect of such beliefs on real-world biological responses to ambient social threats. A longitudinal study (N=183) used a one-session (30-minute), individual-level, double-blind, placebo-controlled experiment to evaluate the effect of an incremental theory on hormones associated with status pursuit. One week post-intervention, treated individuals showed reduced adrenal gland activation: reduced salivary cortisol and DHEA-S. This provides biological, mechanistic support for past research on implicit theories and coping.

**David Yeager<sup>1</sup>, Jeremy Jamieson<sup>2</sup>, Hae Yeon Lee<sup>1</sup>**  
<sup>1</sup>Univ. of Texas, <sup>2</sup>Univ. of Rochester

## THE PSYCHOLOGICAL CONSEQUENCES OF SCARCITY (D9)

**Room:** 10

**Chair:** Anuj Shah, University of Chicago

**Co-Chair:** Alex Imas, Carnegie Mellon University

This symposium explores overlooked dimensions and consequences of scarcity and poverty. Using lab and field experiments, the papers cover how scarcity moderated with helplessness leads to myopia, how pain and poverty interact and how scarcity affects preferences for material versus experiential purchases.

### ABSTRACTS

#### CAN'T HELP MYSELF: THE EFFECTS OF HELPLESSNESS ON TIME PREFERENCES

Across three studies, we show that helplessness, a lack of agency/control over negative states, has deleterious effects on time preferences; it significantly increases impatience. Drawing a direct link to the scarcity literature, we demonstrate that experiencing negative states, such as scarcity and other aversive stimuli, leads to greater myopia only when individuals lack agency to improve those states. Empowering people with greater agency mitigates these negative effects, even when the greater control is not used. Our findings suggest that empowerment policies may help break cycles characterized by helplessness and exacerbated by impatience, such as poverty, obesity and drug addiction.

**Alex Imas<sup>1</sup>, Ania Jaroszewicz<sup>1</sup>, Ayelet Gneezy<sup>2</sup>**  
<sup>1</sup>Carnegie Mellon Univ., <sup>2</sup>UCSD

#### THE EFFECT OF CASH TRANSFERS ON PATIENCE AND COGNITIVE BANDWIDTH AMONG THE POOR

We measured how scarcity affects patience and mental bandwidth in a field setting, by partnering with GiveDirectly, which gives cash transfers of approximately \$1000 to the rural poor in Kenya. We measured patience by giving participants a choice over whether to receive the bulk of the cash transfer sooner or later. We measured cognitive capacity using Raven's Progressive Matrices and Stroop. To manipulate scarcity, we first gave participants \$50. In the scarcity condition, participants were given this money one month before they would make their choices and take the cognitive tests. In the slack condition, participants were given this money one day

before. Participants in the scarcity had more time to spend the \$50 hence had less cash on hand. Under scarcity, participants requested the cash transfer half a month sooner than participants in the slack condition, suggesting that scarcity reduced patience. Scarcity also undermined performance on the cognitive tests.

**Anandi Mani<sup>1</sup>, Sendhil Mullainathan<sup>2</sup>, Paul Niehaus<sup>3</sup>, Anuj Shah<sup>4</sup>**

<sup>1</sup>Univ. of Warwick, <sup>2</sup>Harvard Univ., <sup>3</sup>UCSD, <sup>4</sup>Univ. of Chicago

#### THE ECONOMIC AND COGNITIVE EFFECTS OF PHYSICAL PAIN AMONG LOW-INCOME WORKERS IN INDIA

Chronic physical pain is common among low-wage workers in developing countries. Pain not only reduces quality of life, but might also interfere with cognition and productivity. That is, pain itself might perpetuate poverty. Despite its importance, physical pain has largely been overlooked in poverty research and policy. This project takes the first step toward understanding the causal effect of reduced physical pain on productivity and cognitive function among the poor. We conducted a randomized-controlled trial with low-income workers in India who experienced high levels of pain. Half of the participants had their pain treated with 600mg of ibuprofen. We tested whether treating pain would improve work productivity and cognition (attention, memory and cognitive control). We find that pain treatment modestly improves productivity, memory and cognitive control. These findings suggest that pain may not only be an effect of poverty, but also a cause. Importantly, this causal factor is entirely treatable.

**Frank Schilbach<sup>1</sup>, Heather Schofield<sup>2</sup>, Anuj Shah<sup>3</sup>, Sendhil Mullainathan<sup>4</sup>**

<sup>1</sup>MIT, <sup>2</sup>Univ. of Pennsylvania, <sup>3</sup>Univ. of Chicago, <sup>4</sup>Harvard Univ.

#### DISCRETIONARY DEBT: WILLINGNESS TO BORROW FOR EXPERIENCES AND MATERIAL GOODS

The current research examines willingness to borrow for discretionary purchases. In contrast to previous work showing that people prefer to borrow for longer-lasting purchases, five studies demonstrate that people are more willing to borrow for experiences than for material goods despite their greater ephemerality. This effect is explained by greater perceived time sensitivity associated with opportunities to purchase experiences (how urgent it feels to buy), and is thus attenuated when differences in perceived time sensitivity are minimized. These effects cannot be explained by other factors such as expected purchase enjoyment. Further, we reconcile the current hypotheses with past research on debt by demonstrating that when the evaluation context eliminates the relevance of time sensitivity, willingness to borrow is driven by concern to match the purchase's duration of payments and benefits, resulting in greater willingness to borrow for material purchases than for experiences.

**Stephanie Tully<sup>1</sup>, Eesha Sharma<sup>2</sup>**

<sup>1</sup>Univ. of Southern California, <sup>2</sup>Dartmouth College



## STUDENT DATA BLITZ 1 (D10)

Room: 9

Chair: Richard Slatcher, Wayne State Univ.

Co-Chair: Mitja Back, University of Munster

### ABSTRACTS

#### A BRIEF INTERVENTION TO ENCOURAGE EMPATHIC DISCIPLINE HALVES SUSPENSION RATES AMONG ADOLESCENTS

An empathic mindset prioritizes the improvement of behavior within the context of trusting relationships. Three experiments show that this mindset can change teachers' practices, improve students' responses to discipline and, in a randomized intervention field-experiment, halve suspension rates at five middle schools in three school districts.

Jason Okonofua, Stanford Univ.

#### WHEN FEELING GOOD FEELS WRONG: AVOIDING HEDONIC CONSUMPTION WHEN IT REFLECTS IMMORAL CHARACTER

In contrast to traditional hedonic motivations in emotion regulation, we find that people strive to have appropriately negative emotional responses to negatively valenced moral content. Thus, people avoid hedonic consumption after watching negatively valenced moral (vs. nonmoral) content, and feel uncomfortable when such content is followed by frivolous, hedonic content.

Stephanie Lin, Stanford Univ.

#### ECONOMIC SCARCITY ALTERS NEURAL ENCODING AND VALUATION OF BLACK RECIPIENTS

We hypothesized that scarcity attenuates perceptual processing of Black faces in a way that promotes discrimination. Using ERP and fMRI, we found that manipulated scarcity impaired encoding of Black (vs. White) faces and reduced value-related neural activity, which predicted subsequent anti-Black allocation. Results suggest that scarcity-induced "visual dehumanization" facilitates discrimination.

Amy Krosch, Harvard Univ.

#### DEVELOPMENT OF PROSOCIAL PEERS, EXTRAVERSION & DRINKING IN ADOLESCENCE

Reward centers in the brain are running full-tilt in adolescence, which affect social (drinking behavior and peer approval) and personality (extraversion) development. We explore how these three variables concurrently develop over high school. Early extraversion predicted accelerated increases in drinking, while prosocial peers independently predicted slower increases in drinking.

Kira McCabe, Griffith Univ.

#### CLOSING THE GLOBAL ACHIEVEMENT GAP IN ONLINE LEARNING

Despite providing millions with free access to higher education content, MOOCs exhibit a global achievement gap, with lower performance in less developed countries. Members of underperforming countries were negatively stereotyped and found to experience identity threat. A scalable self-affirmation

and a social belonging intervention closed the gap in course persistence.

René Kizilcec, Stanford Univ.

#### EARLY LIFE ADVERSITY AND ADULT DIURNAL CORTISOL: THE MEDIATING ROLE OF SELF-ESTEEM

Across two large and ethnically diverse samples we found that in both adults and children early life adversity was associated with disturbance in the typical cortisol circadian rhythm and that this association was mediated by low self-esteem. Further, children's cortisol was found to covary with caregiver's self-esteem.

Samuele Zilioli, Wayne State Univ.

#### THE BENEFITS OF EMOTION REGULATION DEPEND ON ITS CONTEXT: REAPPRAISAL IS MORE BENEFICIAL FOR PEOPLE FROM LOWER THAN FROM HIGHER SOCIOECONOMIC STATUS

Lower socioeconomic-status (SES) provides people with less control over their environment. Thus, the ability to self-regulate may be particularly important. Across three studies, the ability to regulate emotions predicted lower depression for lower-SES but not higher-SES individuals. Broadly, the effects of emotion regulation are critically shaped by the surrounding ecology.

Brett Ford, Univ. of California, Berkeley

#### TRAIT MINDFULNESS PREDICTS RELATIONSHIP SATISFACTION THROUGH PERCEIVED RESPONSIVITY DURING A STRESSFUL CONVERSATION

How might mindfulness foster relationship satisfaction under stress? In this study, couples discussed a stressful topic then rated their partner's responsiveness. Trait mindful participants were rated as more responsive by their partners. Trait mindfulness also predicted the partners' responsive behavior. Responsiveness in turn predicted greater relationship satisfaction for both partners.

Kathryn Adair, UNC - Chapel Hill

#### MY ADVISER IS A MACHINE: DEHUMANIZATION OF HIGH PERFORMERS DECREASES ASPIRATION AND MOTIVATION

We examine antecedents and consequences of the "upward dehumanization" of high-performers. We propose that when people feel threatened by high-performing individuals, they tend to dehumanize those individuals as robots. This dehumanization not only decreases one's empathy for high-performers, but also decreases one's motivation to accomplish as much as they did.

Julia Hur, Northwestern Univ.

#### PERSON PERCEPTION AND ROMANTIC RELATIONSHIP SATISFACTION

The effects of individual's perceptions (perceptual accuracy and idealization) of romantic partner and the partner's perceptions of the individual on relationship satisfaction were examined. Only individual's perceptions of partner, not vice versa, had an influence on relationship satisfaction. Especially, idealization of one's partner was most strongly related to relationship satisfaction.

Yoonyoung Kim, Korea Univ.

# FRIDAY SESSION D

## SPENDING ON DOING, NOT HAVING, PROMOTES MOMENT-TO-MOMENT HAPPINESS

In a large-scale experience-sampling study conducted to assess momentary happiness (N=1,985), we find that consuming experiential purchases (e.g., vacations, meals out) provides greater moment-to-moment happiness than the consumption of material goods (e.g., clothing, gadgets). In contrast to buying possessions, spending on doing results in increased anticipatory, remembered, and experienced utility.

Amit Kumar, Univ. of Chicago

## BALANCING LABOR AND LEISURE IN EVERYDAY LIFE

In a large experience sampling study we tested a process model of effort and showed that opportunity costs, the cost of missing out on a next-best action alternative, predicted mental effort, task devaluation, and task deterioration. Three controlled experiments supported these results on self-report and behavioral measures.

Sarah Rom, Univ. of Cologne

# FRIDAY SESSION E

## PROFESSIONAL DEVELOPMENT OH, THE PLACES YOU'LL GO!": PERSPECTIVES FROM PSYCHOLOGISTS IN PUBLIC HEALTH AND MEDICAL SETTINGS

Room: 6E

Time: 12:45 - 1:45 pm

Chair: Valerie Earnshaw, Harvard Medical School

This session is tailored for early-career psychologists conducting health-related research and considering working in psychology departments versus public health or medical schools. Speakers, who work in a variety of settings and represent a range of career stages, will describe their career trajectories, offer advice, and answer questions from the audience.

## PROFESSIONAL DEVELOPMENT MULTI-METHOD APPROACHES TO DATA COLLECTION

Room: 6A

Time: 12:45 - 1:45 pm

Chair: Sara Andrews, Univ. of California at Riverside

The purpose of this session is to introduce new data collection methods (e.g., LIWC, EAR, experience sampling, informant reports) and describe how these methods can be incorporated into research. Presentations by James Pennebaker, Shelly Gable, Megan Robbins, and Erika Carlson will be followed by a Q&A session with the speakers.

THURSDAY POSTERS

FRIDAY PROGRAM

FRIDAY POSTERS

SATURDAY PROGRAM

SATURDAY POSTERS

EXHIBITORS

SYMPOSIUM SPEAKERS

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Come watch the finale of Q&pAy, as our three finalists face off against the live review panel. With \$5,000 at stake, it's going to be a nail-biter!

Friday, 12:45 pm, Room 6B

## POSTERS

Friday lunch sessions run concurrently with Poster Session E. Posters on the following topics will be featured:

Close Relationships	Law
Culture	Lifespan Development
Disability	Mental Health/Well-Being
Diversity	Meta-Analysis
Gender	Methods/Statistics
Intergroup Relations	Morality
Judgment/Decision-Making	Personality Development
Language	Religion/spirituality

**INVITED SESSION**

**BIG DATA: VAST OPPORTUNITIES FOR PSYCHOLOGICAL INSIGHT FROM MINING ENORMOUS DATASETS (F9)**

**Room:** 6B

**Chair:** Michael Inzlicht, Univ. of Toronto

**Co-Chair:** Jessica Tracy, Univ. of British Columbia

The big data revolution is upon us. Enormous samples, even entire populations, are being studied through cheap and varied means, presenting a powerful new lens to understand human behavior. In this invited session, leading scholars in economics, computer science, and psychology provide a glimpse into what big data can reveal.

**Speakers:** Emily Oster, Michal Kosinski, Johannes Eichstaedt, Sendhil Mullainathan

**FULL ABSTRACTS ON PAGE 21**

**ADVANCES IN REPEATED MEASURES MEDIATION ANALYSIS (F1)**

**Room:** 6A

**Chair:** Andrew Hayes, The Ohio State University

**Co-Chair:** Kristopher Preacher, Vanderbilt University

This symposium addresses various advances in the estimation of mediation processes in repeated measures data. Topics include a path-analytic approach to estimation of indirect effects in two-condition repeated measures designs, time lag between measurements as a moderator of mechanisms, and multilevel analytical approaches to repeated measures mediation analysis.

**ABSTRACTS**

**ACCURATE INDIRECT EFFECTS IN MULTILEVEL MEDIATION ANALYSIS WITH REPEATED MEASURES DATA**

Mediation in repeated measures designs is notoriously difficult, because (a) mediation in data collected repeatedly from the same person may reflect indirect processes that occur either within a person or between people, and (b) the estimated indirect effect is biased by the degree to which between-person effects covary with each other. This talk will implement a bootstrapping approach to obtain and test accurate indirect effects for mediation in repeated measures data using multilevel modeling. Furthermore, this approach allows indirect effects to be decomposed into their within- and between-subjects components. We will describe the analysis using an example dataset of intergroup attitudes towards seven target ethnic groups collected from 340 adults. Altogether, we will show how multilevel modeling can be flexibly used to test for mediation across a variety of repeated measures designs.

**Amanda Sharples<sup>1</sup>, Elizabeth Page-Gould<sup>1</sup>**

<sup>1</sup>Univ. of Toronto

**ESTIMATION AND INFERENCE ABOUT INDIRECT EFFECTS IN WITHIN-SUBJECTS MEDIATION ANALYSIS: A PATH ANALYTIC PERSPECTIVE**

The “causal steps” approach to mediation analysis in within-subjects designs described by Judd, Kenny, and McClelland (2001, Psychological Methods) is popularly-used in social psychology. This presentation recasts Judd et al. (2001) in the form of a path analysis rather than a set of discrete hypothesis tests. Doing so clarifies how the total effect of a within-subject manipulation of independent variable X on an outcome variable Y breaks into a direct component and indirect component through a mediator variable M. I discuss approaches to inference for the indirect effect such as bootstrapping, and provide code for implementation using Mplus and a new easy-to-use and freely-available macro for SPSS and SAS that does all of the computations.

**Andrew Hayes<sup>1</sup>**

<sup>1</sup>The Ohio State Univ.

**STRATEGIES FOR INCORPORATING LAG AS A MODERATOR IN MEDIATION MODELS**

Regression-based mediation analysis is extremely popular in social psychological research. It is widely understood that regression slopes depend on the time elapsed between assessments of the predictor and the outcome. Selig, Preacher and Little (2012) suggested a “lag as moderator” (LAM) strategy for modeling such time-dependent associations. It is also widely acknowledged that a fundamental requirement for causal inference in mediation analysis is temporal separation between the assessments of the predictor, the mediator and the outcome. Here, we combine these two ideas and propose “examining mediation effects using a randomly assigned lags design” (EMERALD), an approach for modeling mediation as a function of the time that elapses between assessments. The EMERALD method is related to more complicated continuous-time models, yet is easier to specify and interpret in practice.

**Kristopher Preacher<sup>1</sup>, James Selig<sup>2</sup>**

<sup>1</sup>Vanderbilt Univ., <sup>2</sup>Univ. of Arkansas

**ESTIMATING AND COMPARING INDIRECT EFFECTS IN TWO-CONDITION WITHIN-SUBJECT MULTIPLE MEDIATOR MODELS**

Statistical mediation analysis is commonly used in social psychological research, but primarily using data from between-subjects experimental and cross-sectional observational designs. Within-subjects designs are popular in social psychology, such as when subjects experience multiple versions of a stimulus representing X and are measured on mediators M and outcomes Y in response to each version of the stimulus. Mediation analysis for these designs has not received as much attention by methodologists and has focused exclusively on single mediator models. In this talk, I discuss extensions of the Judd et al. (2001, Psychological Methods) approach to mediation in the two-condition within-subjects design with multiple mediators, including parallel and serial models. I discuss estimation, inference and comparison of indirect effects and demonstrate implementation using a new macro for SPSS and SAS that does all the computations.

**Amanda Montoya<sup>1</sup>**

<sup>1</sup>The Ohio State Univ.

## RELATIONSHIPS AND HEALTH ACROSS THE LIFESPAN (F2)

**Room:** 4

**Chair:** Jeff Simpson, University of Minnesota

**Co-Chair:** Allison Farrell, University of Minnesota

This symposium showcases four programs of research documenting the impact that romantic partners have on health outcomes across the lifespan. The four talks focus on different predictors and health outcomes at various life stages. Together, they reveal the critical role that romantic partners have on the health of individuals.

### ABSTRACTS

#### MATERNAL INSENSITIVITY IN CHILDHOOD PREDICTS GREATER ELECTRODERMAL REACTIVITY DURING CONFLICT DISCUSSIONS WITH ADULT ROMANTIC PARTNERS

This study used longitudinal data to investigate the long-term predictive significance of the quality of early parent-child relationship experiences on adults' sympathetic nervous system (SNS) activity during conflict discussions with their romantic partners. Maternal sensitivity was repeatedly measured across childhood with observations of mother-child interactions. During adulthood (ages 34-37 years), electrodermal activity—an index of SNS arousal and a psychophysiological marker of behavioral inhibition—was recorded on 37 participants at rest and then while they tried to resolve a conflict in their romantic relationships. Compared to individuals who received more sensitive maternal care during childhood, those who received less sensitive early care experienced greater electrodermal activity during conflict discussions with their adult romantic partners (over resting conditions). This longitudinal association was not attributable to current romantic relationship quality, gender, ethnicity or early socioeconomic factors.

**Jeff Simpson<sup>1</sup>, Lee Raby<sup>2</sup>, Glenn Roisman<sup>1</sup>**

<sup>1</sup>Univ. of Minnesota, <sup>2</sup>Univ. of Delaware

#### WHO, WHAT AND WHEN: TIMING AND PROTECTIVE EFFECTS ON STRESS AND HEALTH

Although much research has documented the negative impact of early life stress on physical health, fewer studies have examined stress at other life stages or tested whether these effects can be buffered. Using data from the Minnesota Longitudinal Study of Risk and Adaptation, a 38-year prospective longitudinal study, we tested how the timing of life stress throughout development affects health in adulthood. We also tested whether receiving higher quality parenting serves as a protective factor against the negative effects of stress. Stress in early childhood (age 0-5 years), adolescence (13-19 years) and concurrently (32 years) were better predictors of adult health outcomes than stress in middle childhood (6-12 years) or early adulthood (21-28 years). Furthermore, higher stress in early childhood and adolescence showed a dual-risk pattern, predicting particularly negative health outcomes. However, receiving more supportive care from mothers during childhood buffered this effect.

**Allison Farrell<sup>1</sup>**

<sup>1</sup>Univ. of Minnesota

## A DYADIC APPROACH TO HEALTH, COGNITION AND QUALITY OF LIFE IN AGING ADULTS

Married couples evidence dyadic effects in their psychological and physical wellbeing across the lifespan, including aging adults. This presentation describes the effects of partners' physical health and cognition on quality of life (QoL) in a series of bivariate latent curve growth models (LCGM). The sample included aging married couples (N = 8,187) who participated in the Survey of Health, Ageing and Retirement in Europe (SHARE) study and provided data across six years. Results indicate that husbands' and wives' baseline levels and rates of change in QoL covaried over time. In addition, husbands' and wives' physical health and cognition predict their partners' baseline level of QoL above and beyond their own health and cognition, and these effects are of equivalent size for both men and women. The findings suggest that as couples age, husbands' and wives' QoL, cognition and health are predictive of their partners' QoL.

**Kyle Bourassa<sup>1</sup>, Molly Memel<sup>1</sup>, Cindy Woolverton<sup>1</sup>, David Sbarra<sup>1</sup>**

<sup>1</sup>Univ. of Arizona

#### BRING THE RELATIONSHIP IN HEALTH BEHAVIOR CHANGE: A DYADIC APPROACH TO THE THEORY OF PLANNED BEHAVIOR

Despite growing appreciation of how close relationships affect health outcomes, there remains a need to explicate the influence romantic partners have on health behavior. We demonstrate how an established model of individual-level behavior change—the theory of planned behavior (TPB)—can be extended into a dyadic model to test the influence that relationship partners have behavioral intentions to be physically active. In a sample of 200 heterosexual couples, we found that individuals' behavioral intentions were predicted by their romantic partners' TPB variables (i.e. attitudes, subjective norms and perceived behavioral control), above and beyond the individuals' TPB predictors. We also considered additional partner perspectives about the individual, and found that relationship quality moderated some partner influences. We provide a roadmap for applying a dyadic framework into individual-level models of behavior change. These results broaden the potential applications of the TPB and our understanding of how romantic partners influence important health practices.

**Maryhope Howland<sup>1</sup>**

<sup>1</sup>UConn Health

## WHAT IS WRONG WITH THE RIGIDITY OF THE RIGHT MODEL? (F3)

**Room:** 9

**Chair:** Ariel Malka, Yeshiva University

**Co-Chair:** Jarret Crawford, The College of New Jersey

We present experimental and cross-national survey evidence against key tenets of the Rigidity of the Right Model. Findings reveal that the right and left are equally inclined to display motivated reasoning and intolerance in a manner supportive of ideological leanings, and that motives for security, control and certainty often predict left-wing economic attitudes.

### ABSTRACTS

#### RIGIDITY OF THE ECONOMIC RIGHT? A LARGE-SCALE CROSS-NATIONAL STUDY

According to the Rigidity of the Right model, individual differences in needs for security and certainty relate to a broad-based conservative ideology, encompassing both cultural traditionalism and opposition to redistributive economic policy. The present analysis of survey data from 112 national samples spanning 78 nations suggests that when it comes to the economic domain, the Rigidity of the Right Model is not supported. Individuals inclined to value conformity, security and tradition over stimulation and self-direction tended, on average, to support culturally conservative positions, but to lean left economically. Furthermore, the effect on economic attitudes seems to be the net outcome of competing influences; those high in needs for security and certainty seek the protection and stability of government economic intervention, but if they are highly exposed to ideological messages they adjust their economic attitudes rightward to match their culturally based conservative identities. Implications for ideological conflict are discussed.

**Ariel Malka<sup>1</sup>, Christopher Soto<sup>2</sup>, Michael Inzlicht<sup>3</sup>, Yphtach Lelkes<sup>4</sup>**

<sup>1</sup>Yeshiva Univ., <sup>2</sup>Colby College, <sup>3</sup>Univ. of Toronto, <sup>4</sup>Univ. of Amsterdam

## THE NATURE OF PREJUDICE IS UNIVERSAL: CONSERVATISM, LOW OPENNESS AND LOW COGNITIVE ABILITY ARE NOT NECESSARILY ASSOCIATED WITH PREJUDICE

The motivated social cognition perspective presumes that certain individual differences, such as political conservatism, low openness to experience and low cognitive ability, are associated with prejudice. However, studies testing this perspective have largely examined prejudice toward left-wing or left-aligned target groups. By including targets from across the political spectrum, the present studies demonstrate that conservatism, low openness and low cognitive ability are not associated with prejudice per se; rather, liberals, conservatives and people both low and high in openness to experience and cognitive ability express relatively equal levels of prejudice against people with whom they disagree. These studies are consistent with the ideological conflict hypothesis, which argues that worldview conflict, rather than specific individual differences, underlie ideologically based prejudice. I conclude with some recommendations and future directions for studying hostility across the political divide.

**Jarret Crawford<sup>1</sup>**

<sup>1</sup>The College of New Jersey

## ARE CONSERVATIVES FROM MARS AND LIBERALS FROM VENUS? MAYBE NOT SO MUCH

I will review a number of studies using a variety of methods designed to test whether the "ideo-attribution effect" is best explained by underlying dispositional differences in the tendency to see the causes of behavior as personally or situationally located (as is often assumed), ideological scripts, or value-based differences in the motivation to correct people's usual tendency to make first pass personal attributions. Ideological differences in attributions only emerged when people were asked to explain politicized behaviors, and were reversed when it was more politically expedient for conservatives to make situational than dispositional attributions, and for liberals to make dispositional than situational attributions. Results therefore indicate that there is greater similarity than dissimilarity in

the psychological processes involved in how liberals and conservatives explain their social worlds; both are motivated to see the world in ways that confirm their preferred conclusions.

**Linda Skitka<sup>1</sup>**

<sup>1</sup>Univ. of Illinois at Chicago

## THREATS TO PERSONAL CONTROL INCREASE SUPPORT FOR LIBERAL ECONOMIC (BUT NOT SOCIAL) POLICIES

Does threat always lead to the adoption of political conservatism? We test the novel hypothesis that threats to personal control will lead to heightened support for economically liberal policies because investing in "big government" is a way to reassert that the world is non-random. Using nationally representative samples of Americans (Study 1a) and 75 additional nations (Study 1b), we find that people who report feeling less control in their lives also report being more economically (but not socially) liberal. In Studies 2 and 3, experimentally inducing participants to feel low (vs. high or neutral) personal control increased liberalism, but only when economic policies about wealth redistribution were salient. Study 4 showed that low (vs. high) personal control reminders increased support for wealth redistribution, but only when participants were unable to attribute their arousal to another cause, suggesting the process is motivated.

**Jamie Luguri<sup>1</sup>, Jaime Napier<sup>2</sup>**

<sup>1</sup>Univ. of Chicago, <sup>2</sup>Yale Univ.

## OVULATORY SHIFTS IN WOMEN'S MATING PSYCHOLOGY: NEW METHODS, EVIDENCE AND BEST PRACTICES (F4)

**Room: 2**

**Chair: Ekaterina Netchaeva, Bocconi University**

Ovulatory cycle research has been the subject of recent debate in the field. Four papers, both empirical and theoretical, reveal new methods and evidence that may provide some resolution and a deeper context for the current controversy and help inform future research practices and spur new questions.

### ABSTRACTS

#### THE RED EFFECT: EXAMINING THE EFFECT OF OVULATORY CYCLE ON WOMEN'S PERCEPTIONS AND BEHAVIORS TOWARDS OTHER WOMEN

Previous research has shown that during her monthly peak fertile window, a woman competes with other women for a suitable mate. Drawing upon research on ovulation and socially constructed meanings of the color red, we examine how a woman's fertility status affects her person- and mating-related perceptions as well as her behaviors towards another woman wearing red, relative to another color. We suggest that for an ovulating woman, red clothing worn by another woman serves as a cue indicating the latter's interest in attracting a mate. This cue then in turn elicits lower perceptions of another woman's competence, warmth and attractiveness, and higher perceptions of dominance that manifest in lower levels of likability and trust. In three studies relying on both hormonal and self-reported fertility data, we provide support for our hypotheses. We conclude by discussing the implications and future directions.

**Ekaterina Netchaeva<sup>1</sup>, Maryam Kouchaki<sup>2</sup>**

<sup>1</sup>Bocconi Univ., <sup>2</sup>Northwestern Univ.

## LADY IN RED: HORMONAL PREDICTORS OF WOMEN'S CLOTHING CHOICES

Recent evidence indicates that women use red clothing as a courtship tactic, and one study further suggested that women were more likely to wear red on high-fertility days of their menstrual cycles. Subsequent studies provided mixed support for the cycle-phase effect, although all such studies relied on counting methods of cycle-phase estimation and used between-subjects designs. By comparison, in the study reported here, we used a within-participant design with frequent hormone sampling to more accurately assess ovulatory timing. We found that women were more likely to wear red during the fertile window than on other cycle days. Furthermore, within-subjects fluctuations in the ratio of estradiol to progesterone mediated the shifts in red clothing choices. Our results are the first direct demonstration of hormone measurements predicting observable changes in women's courtship-related behaviors, and demonstrate the advantages of hormonal determination of ovulatory timing for tests of cycle-phase shifts in psychology or behavior.

Adar Eisenbruch<sup>1</sup>, Zachary Simmons<sup>2</sup>, James Roney<sup>1</sup>

<sup>1</sup>Univ. of California, Santa Barbara, <sup>2</sup>Univ. of Portland

## PAIR-BONDS AND ADAPTATIONS TO OVULATION: AN INTEGRATION APPROACH TO GUIDE FUTURE RESEARCH

Relationship scholars and evolutionary psychologists both study mating and frequently come to different conclusions. For instance, relationship science finds that partners often derogate attractive alternatives, whereas evolutionary psychologists report the opposite. In ovulatory cycle research, evolutionary psychologists hypothesize that adaptations to ovulation function to secure genetic benefits from men other than one's partner and relationship scholars suggest that adaptations to ovulation may function in opposite ways. To understand this conflict in the literature, we introduce a new theoretical framework: the conflict-confluence model. This model characterizes mating behavior as arranged along a continuum that varies in the extent to which mating partners' interests are misaligned versus aligned. We illustrate the utility of this framework to uncover hidden moderators and discuss why a consideration of the tension between the desire to maintain a primary partnership versus seek out alternative partners may help remedy some of the non-replication issues in ovulatory cycle research.

Eli J Finkel<sup>1</sup>, Kristina Durante<sup>2</sup>, Paul Eastwick<sup>3</sup>, Steven Gangestad<sup>4</sup>, Jeffry Simpson<sup>5</sup>

<sup>1</sup>Northwestern Univ., <sup>2</sup>Rutgers Business School, <sup>3</sup>The Univ. of Texas at Austin, <sup>4</sup>Univ. of New Mexico, <sup>5</sup>Univ. of Minnesota

## HORMONAL PREDICTORS OF WOMEN'S MOTIVATIONAL PRIORITIES: IMPLICATIONS FOR CONTROVERSIES IN THE MENSTRUAL CYCLE LITERATURE

Controversies exist regarding menstrual cycle influences on women's psychology and behavior. Some have argued that evidence for ovulatory shifts may reflect researcher flexibility in defining fertile cycle days, and that ovulatory shifts are not real. Largely lost in this debate are more direct lines of evidence for hormonal influences on psychology. In this talk, I will review evidence for hormonal regulation of women's motivational priorities. Both experimental and correlational

evidence in nonhuman species supports clear roles for estradiol and progesterone in the regulation of tradeoffs between competing motivational priorities. Likewise, in women, findings from my lab demonstrate that fluctuations in estradiol and progesterone oppositely regulate within-cycle changes in sexual motivation and food intake, respectively, and produce clear ovulatory shifts in these outcomes. These data and other evidence (e.g., hormone replacement therapy trials) provide strong support for effects of ovarian hormones in the regulation of women's psychology and social behavior.

James Roney<sup>1</sup>

<sup>1</sup>Univ. of California, Santa Barbara

## PHENOTYPIC RACIAL STEREOTYPICALITY, IDENTITY AND TRUST: NEW CONNECTIONS (F5)

Room: 8

Chair: Melissa Williams, Emory University

e present new evidence that phenotypic racial stereotypicality (looking typical of one's group) affects organizational and interpersonal outcomes, including career success (Williams et al.), organizational trust (Kahn et al.), and religious identity (Goldberg & Wilkins). Moreover, perceived stereotypicality, in turn, can be shaped by a target's actions (Wilton et al.).

### ABSTRACTS

#### WILL YOU VALUE ME AND DO I VALUE YOU?: THE EFFECT OF PHENOTYPIC RACIAL STEREOTYPICALITY ON ORGANIZATIONAL EVALUATIONS

This research investigates whether within-group differences in phenotypic racial stereotypicality (i.e., extent to which individuals possess physical features typical of their racial group) of ingroup members serve as social identity contingency cues for Blacks evaluating organizations. It is hypothesized that Blacks draw information about whether their social identity would be valued based on the represented phenotypic racial stereotypicality of Black organization members. Participants viewed organizations that included high phenotypically stereotypic (HPS) Black (e.g., darker skin tones, broader facial features), low phenotypically stereotypic (LPS) Black or only White employees. Results confirmed that Black, but not White, evaluators reported more diversity, salary, desire to work and social identity-related trust toward the HPS, compared to LPS and White organizations. The relationships between phenotypic racial stereotypicality condition on organizational attractiveness and diversity perceptions were mediated by identity-related trust. Results suggest considering diversity at both the group and within group level to achieve broader benefits.

Kimberly Kahn<sup>1</sup>, Miguel Unzueta<sup>2</sup>, Paul Davies<sup>3</sup>, Aurelia Alston<sup>1</sup>, J. Lee<sup>1</sup>

<sup>1</sup>Portland State Univ., <sup>2</sup>Univ. of California, Los Angeles, <sup>3</sup>Univ. of British Columbia

#### LOOKING THE PART: RACIAL STEREOTYPICALITY IN APPEARANCE HELPS WHITE COACHES BUT HURTS BLACK COACHES IN NCAA FOOTBALL

This project explores the relationship between phenotypic racial stereotypicality and career outcomes, testing the hypothesis that looking prototypical of a group that

has historically occupied a particular industry will be advantageous to career success. We investigate this with American FBS (I-A) college football coaches (N = 1,018). We recorded data on coaches' career achievements and coded their appearance for racial stereotypicality. We find that, controlling for experience, age and attractiveness, race and racial stereotypicality interact to predict coaches' occupational rank,  $B = -.26$ . For Black coaches, stereotypicality is negatively related to rank,  $B = -.10$ , such that more-stereotypical Black coaches are overrepresented among lower positions (e.g., linebackers coach), whereas for White coaches, the relationship is positive,  $B = .17$ , such that more-stereotypical White coaches are overrepresented among higher positions (e.g., head coach). Employers may use racial stereotypicality above and beyond race itself in determining job candidate promotability and "fit."

**Melissa Williams<sup>1</sup>, James Wade<sup>2</sup>, Anand Swaminathan<sup>1</sup>, C. Harrison<sup>3</sup>, Scott Bukstein<sup>3</sup>**  
<sup>1</sup>Emory Univ., <sup>2</sup>George Washington Univ., <sup>3</sup>Univ. of Central Florida

## WHEN SPEAKING OUT FOR EQUALITY IS (PROTO) TYPICAL: CONFRONTING RACISM "COLORS" PERCEPTION OF BIRACIAL INDIVIDUALS

How does speaking out for racial equality affect the way that individuals perceive and remember others? Three studies (N1 = 78; N2 = 127; N3 = 120) predicted and found that confronting racial prejudice "colors" perception of White/Black biracial targets, making them appear to fit Black prototypes. Specifically, biracial targets who confronted racism were viewed as more (Black) racially identified and "stereotypically Black," and as having more Black ancestry and experiences with discrimination, compared to White/Black biracial targets who did not confront racism (all  $ps < .05$ ). Moreover, perceivers literally misremembered the faces of biracial confronters (vs. non-confronters), identifying them as being more prototypically Black (e.g., darker skin tone;  $p < .01$ ). The data suggest that although many individuals affirm racial egalitarianism, actually expressing these views may "fit" most with minority group identity.

**Leigh Wilton<sup>1</sup>, Aneeta Rattan<sup>2</sup>, Diana Sanchez<sup>3</sup>**  
<sup>1</sup>Skidmore College, <sup>2</sup>London Business School, <sup>3</sup>Rutgers Univ.

## JEWISH PHENOTYPIC PROTOTYPICALITY AND RELIGIOUS IDENTIFICATION

Individuals vary in phenotypic prototypicality (PP): the extent to which they look like prototypical group members. While PP has been explored in a variety of racial groups, to date no research has examined how appearance relates to perceptions of religious identification and stereotyping. In Study 1, participants (N = 42) reported stereotypes about physical features and traits characteristic of Jews. A second study examined perceptions of the relationship between appearance, identity and stereotypes in real individuals. In Study 2, 30 Jews rated their own phenotypic prototypicality and their Jewish identification. Independent raters (N = 84) then rated the Jewish targets' photos on PP, identification and stereotypical traits. Although raters expected greater PP to be associated with stronger Jewish identification, this relationship was actually negative for female Jews. Higher PP male Jews were

perceived as possessing more stereotypical traits. We discuss potential convergence and divergence of racial and religious PP.

**Alison Goldberg<sup>1</sup>, Clara Wilkins<sup>2</sup>**  
<sup>1</sup>Weslayan Univ.

## DIET AND EXERCISE IN A SOCIAL WORLD (F5)

**Room: 3**

**Chair: A. Janet Tomiyama, UCLA**

Four presentations highlight social psychological factors that affect health behaviors. The talks cover cultural notions of weight and health, implicit theories of weight, normative perceptions and body size (i.e. fat suit) manipulations in predicting health behaviors such as exercise and healthy eating as well as weight loss.

### ABSTRACTS

#### PUTTING ON WEIGHT STIGMA: THE IMPLICATIONS OF WEARING A FAT SUIT FOR EATING BEHAVIOR AND PSYCHOLOGICAL WELL-BEING

A growing body of research has examined the effects of experiencing weight stigma on psychology and eating behavior. While some of this research has experimentally manipulated weight stigma experiences, none has experimentally manipulated obesity to understand how weight stigma affects psychological health or eating behaviors. This study randomly assigned participants to appear obese by wearing a fat suit versus a no-suit control. We hypothesized that merely altering an individual's size would result in similar consequences to those known to be associated with experiencing weight stigma. Consistent with this hypothesis, our experimental manipulation of obesity resulted in participants reporting higher levels of negative affect and consuming more unhealthy foods than those in the control condition. These findings use a novel manipulation to further existing knowledge of the consequences of experiencing weight stigma, consequences that may, ironically, cause further weight gain and exposure to ever greater experiences of stigma.

**Angela Incollingo Rodriguez<sup>1</sup>, Courtney Heldreth<sup>1</sup>, A. Janet Tomiyama<sup>1</sup>**  
<sup>1</sup>University of California, Los Angeles

#### UNDERSTANDING THE PREVALENCE AND CONSEQUENCES OF IMPLICIT THEORIES OF WEIGHT IN THE U.S.: INSIGHTS FROM A NATIONALLY REPRESENTATIVE SAMPLE

Self-regulation and anti-fat stigma are affected by one's implicit theory of weight (ITW): beliefs about people's ability to control their body weight. However, little is known about the prevalence and consequences of these beliefs at the population-level. Using data from the nationally representative NCI-funded Health Information National Trends Survey, we found that the distribution of ITW is skewed toward the belief that weight is changeable (incremental), but that distributions of ITW vary by education, income, race/ethnicity and by Body Mass Index. Furthermore, incremental beliefs are more

SESSION F: 2-3:15 PM

strongly associated with the belief that obesity is caused by behavior versus genetics, and with behaviors such as past attempts at weight loss, increasing exercise and healthy eating. These findings afford a more nuanced understanding of the distribution of ITW in the population, whether ITW is a risk factor for adverse health issues, and the delivery of interventions to regulate people's ITW.

**Lisa Auster-Gussman<sup>1</sup>, Alex Rothman<sup>1</sup>**

<sup>1</sup>Univ. of Minnesota

## WHAT IS HEALTH AND WHY DO WE EVEN CARE?: VALUES AND MINDSETS REGARDING HEALTH DIFFER ACROSS GENDER, RACE AND ETHNICITY

Despite amplified attention on the importance of healthy behaviors such as eating well and exercising, the percentage of U.S. citizens who meet recommended guidelines is remarkably low, especially among low-income and ethnic minority Americans. The current presentation unveils a social-psychological explanation for the mindsets and values people hold about health. Results from 334 participants sampled across gender, race and socioeconomic status indicate two key findings. First, many people (and especially low SES and ethnic minority participants) often place other values, namely comfort, prosperity, and family, before health. Second, there are stark differences in how people define health, for example low SES Americans are more likely to describe being healthy in terms of happiness, money and family than are high SES Americans. This presentation will discuss how tuning into such cultural differences in mindsets and values can reveal new ways to promote healthy behaviors and improve health for all Americans.

**Danielle Boles<sup>1</sup>, Alia Crum<sup>1</sup>, Hazel Markus<sup>1</sup>, Alana Conner<sup>1</sup>, Jennifer Eberhardt<sup>1</sup>**

<sup>1</sup>Stanford Univ.

## NORMATIVE PERCEPTIONS OF EATING AND EXERCISE

Six studies examined normative perceptions of eating vs. exercise in a wide range of settings. Whether asked about eating vs. exercise in general, eating specific foods vs. engaging in specific exercises, or asked to view videos of individuals consuming certain foods vs. performing certain exercises, participants overwhelmingly rated the exercise behaviors to be more unusual than the eating behaviors in every setting except those specifically designated for exercise (e.g., a gymnasium). The difference was especially pronounced in the domain of self-perception but also held when participants were asked to perceive others. The results suggest that it is normative to consume foods in almost any environment (e.g., an office, an airport, a post office, etc.) but any form of exercise in those same locations is perceived to be highly unusual. Indeed, performing jumping jacks in an airport was perceived to be more unusual than seeing someone set fire to an automobile.

**Andrew Ward<sup>1</sup>**

<sup>1</sup>Swarthmore College

## THE WORLD THROUGH STATUS-COLORED GLASSES (F7)

**Room:** 6D

**Chair:** Kristjen Lundberg, University of Richmond

**Co-Chair:** Jazmin Brown-Iannuzzi, Univ. of Kentucky  
Economic and social inequality remains at historically high levels. What are the psychological causes of such persistent disparities? This symposium investigates the self-perpetuating nature of inequality, examining how class- and race-based status differences inform our perceptions of others, impact our political preferences and influence participation in the public sphere.

### ABSTRACTS

#### THE VIEW FROM UP HERE: HIGHER-STATUS INDIVIDUALS' BELIEFS ABOUT THEIR OWN OBJECTIVITY EXACERBATE POLITICAL DIVISION

Unsurprisingly, opposing views on income inequality have been accompanied by a lack of compromise on how to address the rising gap between rich and poor. Naïve realism, the belief that one sees the world objectively and that contrary views are biased or uninformed, may be one cause of this gridlock. We specifically hypothesize that subjective socioeconomic status (SSES) is associated with an asymmetry in naïve realism. Across three studies, using both measured and manipulated SSES, we show that higher (versus lower) SSES individuals were more likely to perceive the redistributive policy preferences of those who disagreed with them as biased. Importantly, we also demonstrate that higher SSES individuals showed a greater tendency to exclude contrary views in a democratic voting process. Together, these data suggest that higher SSES individuals are more likely to believe that they see the world objectively and to discount the (ostensibly biased) views of others.

**Kristjen Lundberg<sup>1</sup>, B. Keith Payne<sup>2</sup>, Aaron Kay<sup>3</sup>**

<sup>1</sup>Univ. of Richmond, <sup>2</sup>Univ. of North Carolina at Chapel Hill, <sup>3</sup>Duke Univ.

#### THE RACIAL UNDERTONES OF WELFARE ATTITUDES: INVESTIGATING THE RELATIONSHIP BETWEEN MENTAL IMAGES OF WELFARE RECIPIENTS AND ATTITUDES TOWARD WELFARE

Welfare has become a political issue with racial undertones. Negative attitudes toward African-Americans may lead to negative attitudes toward welfare and vice versa. The current research uses a reverse correlation method to investigate people's mental images of welfare recipients. Sample 1 created the image of a welfare and non-welfare recipient. Sample 2 rated the grand mean welfare and non-welfare images (collapsing across all participants), and Sample 3 rated person mean welfare and non-welfare images. The results revealed that people perceived the grand mean welfare image to be more African-American and less human than the non-welfare image. Moreover, person mean welfare images that were perceived to be more African-American predicted more negative attitudes toward welfare. Together, these data provide an important first step to investigating how people imagine welfare recipients and the link between attitudes toward welfare and racialized images of welfare recipients.

**Jazmin Brown-Iannuzzi<sup>1</sup>, Erin Cooley<sup>2</sup>, Ron Dotsch<sup>3</sup>**

<sup>1</sup>Univ. of Kentucky, <sup>2</sup>Colgate Univ., <sup>3</sup>Radboud Univ. Nijmegen



## ANXIETY AND AUSTERITY: A GROUP POSITION ACCOUNT OF WHITE AMERICANS' OPPOSITION TO WELFARE

Drawing on group position theory, we argue that racial status anxiety affects white Americans' support for federal welfare spending. Specifically, we predict that whites will support welfare programs less when they perceive that their racial status is threatened. Analysis of representative survey data and three survey-embedded experiments support this reasoning. Study 1 found that whites particularly have withdrawn welfare support since Barack Obama's election, a decline that is partially mediated by increased racial resentment. Studies 2-3 found that exposure to information suggesting whites' economic/demographic advantages are declining led to decreased welfare support as a result of heightened racial resentment. Study 4 found that information threatening whites' economic status reduced support for welfare programs portrayed as benefiting minorities, but not for programs portrayed as benefiting whites. Our findings suggest racial status anxiety leads whites to withdraw welfare support, a dynamic that partially accounts for recent declines in support for these programs.

Rachel Wetts<sup>1</sup>, Robb Willer<sup>2</sup>

<sup>1</sup>Univ. of California, Berkeley, <sup>2</sup>Stanford Univ.

## ON THE IMPORTANCE OF PUBLIC SPACE FOR PERPETUATING (OR REDUCING) SOCIAL INEQUITY

Despite efforts to increase diversity in higher education, social disparities persist. Lower-socioeconomic status (SES) students underperform, are less likely to graduate and are less engaged on campus than their higher-SES peers. Previous work has documented social factors that promote (or impede) stigmatized students' sense of belonging. In the present work, we take a different approach, examining how public space, a physical factor, might contribute to these disparities. Specifically, we test whether real and perceived restrictions on the use of public space contribute to SES disparities in students' sense of belonging. We found that, relative to higher-SES students, lower-SES students perceived public spaces on campus as more restricted. Moreover, we found that changing lower-SES students' perceptions of the "publicness" of these spaces increased their sense of belonging at the university. These findings suggest one way in which SES disparities may be reduced and have broader implications for civic and political participation.

Kelly Hoffman<sup>1</sup>, Sophie Trawalter<sup>1</sup>

<sup>1</sup>Univ. of Virginia

## VALUES AFFIRMATION INTERVENTIONS: MECHANISMS AND NEW APPLICATIONS

(F8)

**Room:** 6E

**Chair:** Rebecca Covarrubias, University of California, Santa Cruz

**Co-Chair:** Stephanie Fryberg, University of Washington

Values affirmation interventions, reflecting on personally important values in evaluative contexts, are increasingly being used to improve academic performance for underrepresented students. Building on this work, this symposium presents research on mechanisms underlying values affirmation interventions and new applications in academic, workplace and health contexts.

## ABSTRACTS

### AFFIRMING THE INTERDEPENDENT SELF: IMPLICATIONS FOR NATIVE AMERICAN AND LATINO STUDENTS' SCHOOL OUTCOMES

In typical self-affirmation interventions, individuals reflect on values important to the independent self (i.e., values that are "important to you"). For students who endorse a more interdependent self, whose family and community are central to identity, self-affirmations may be more effective if they match this cultural understanding. In three studies, we examined whether a culture-matching affirmation, one that highlights one's tribe or family (interdependent affirmation), will enhance school outcomes for Native American and Latino students. In Study 1, a tribal-community affirmation improved motivation and school connectedness for Native American middle school students compared to a self-affirmation or no affirmation. In Studies 2 and 3, Latino middle school and college students exposed to a family affirmation outperformed Latino students exposed to a self-affirmation and outperformed European American students. The treatment had no effect on European American college students' performance. These findings demonstrate the benefits of culture-matching affirmations for diverse students.

Sarah Herrmann<sup>1</sup>, Rebecca Covarrubias<sup>2</sup>, Stephanie Fryberg<sup>3</sup>

<sup>1</sup>Arizona State Univ., <sup>2</sup>Univ. of California, Santa Cruz, <sup>3</sup>Univ. of Washington

### VALUES AFFIRMATION BUFFERS ACADEMIC SOCIAL NETWORKS AGAINST EROSION UNDER THREAT

The current research examines the impact of a brief values-affirmation writing exercise on the social behavior and relationships of college students in a threatening academic environment. Early in the semester, 226 students in a gateway pre-medical biology course (described as highly stressful in pre-testing) provided information about their friendship and study networks within the course. Next, students were randomly assigned to complete either an affirmation or control writing exercise. Friendship and study networks were assessed again at the end of the semester. Results of a social network analysis indicated that affirmed students maintained both the quantity and quality of their relationships over time, whereas social relationships eroded among control students. Consistent with work showing that affirmations can bolster belonging and other-directed feelings (Crocker et al., 2008; Shnabel et al., 2013), results suggest that affirmation effects in educational settings may propagate over time in part by fortifying beneficial social networks.

Kate Turetsky<sup>1</sup>, Jonathan Cook<sup>2</sup>, Geoffrey Cohen<sup>3</sup>, Valerie Purdie-Vaughns<sup>1</sup>

<sup>1</sup>Columbia Univ., <sup>2</sup>The Pennsylvania State Univ., <sup>3</sup>Stanford Univ.

### AFFIRMATIONS REDUCE EMOTIONAL REACTIVITY AND SHAPE INDIVIDUALS' EXPERIENCES OF THREATENING CONTEXTS

Affirmations have been shown to have diverse and enduring effects. One question that has garnered much attention is the role that emotion plays in affirmation's effects. Across two studies, we show that affirmation reduces emotional reactivity around threatening events. Further, these studies demonstrate that this reduced emotional reactivity is the result of affirmation changing individuals' narratives regarding

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the threatening context. In Study 1, we show that affirmation reduces emotional reactivity in response to reflecting on an unresolved rejection both immediately and one week later. In Study 2, using a diary method over one year, we examine how affirmations reduce women's emotional reactivity in response to breast cancer diagnosis and treatment and, in turn, change the stories individuals tell themselves about their experience. In sum, affirmation allows the self to be less connected to the threat and for individuals to view the threat within the broader landscape of their lives.

**Kimberly Hartson<sup>1</sup>, David Sherman<sup>2</sup>**

<sup>1</sup>Center for AIDS Prevention Studies, UCSF, <sup>2</sup>Univ. of California, Santa Barbara

### **AFFIRMATION ON THE GO: AFFIRMATION VIA TEXT MESSAGE ENHANCES WELLBEING IN TIMES OF STRESS**

The present research harnesses mobile technology to enhance the impact and scalability of social psychological

interventions. Timeliness is a critical variable determining the efficacy of interventions and mobile technology provides a means for delivering interventions into the lives of people at the "right time and place." Therefore, we tested whether a values affirmation intervention, involving reflecting on core values to broaden one's sense of self in the face of adversity, delivered via text message shortly before a self-identified, idiosyncratic stressful event could enhance wellbeing and performance. In Studies 1 and 2, students who completed an affirmation via text message the night before an academic stressor reported greater life satisfaction and belonging after the stressor and performed better on a subsequent exam. Study 3 extended these findings outside of the classroom. Students affirmed the day before the start of their summer internship reported lower stress and belonging uncertainty at their workplace.

**Kody Manke<sup>1</sup>, Shannon Brady<sup>1</sup>, Soo Park<sup>2</sup>, Geoffrey Cohen<sup>1</sup>**

<sup>1</sup>Stanford Univ., <sup>2</sup>Santa Clara, California

## PRESIDENTIAL ADDRESS PLANNING TO RESPOND HABITUALLY? (G10)

**Room:** 6B

**Speaker:** Wendy Wood, Univ. of Southern California, 2016 SPSP President

**Introduced By:** Alice H. Eagly, Northwestern Univ.

People act out of habit and by pursuing goals. However, they lack introspective access to their own habits, especially to conflicts between habits and goals. This makes it difficult to know when best to plan. In illustration, habit formation can be undermined by deliberate planning. Also, increased planning when people especially want to do well can impede performance.

## SOME CONSEQUENCES OF HAVING TOO MUCH? THE PSYCHOLOGY OF ADVANTAGE (G1)

**Room:** 3

**Chair:** L Taylor Phillips, Stanford University

**Co-Chair:** Peter Belmi, University of Virginia

We explore psychological effects of advantage and their contribution to advantage reproduction. Authors present evidence that class advantage increases political dominance behavior; status can inflate feelings of personal value and reduce generosity; wealth reduces attunement to monetary dimensions of experience; and the advantaged work to conceal benefits they receive.

### ABSTRACTS

#### INVISIBILITY CLOAKS AND KNAPSACKS: HOW THE ADVANTAGED WORK TO CONCEAL PRIVILEGE

We suggest the experience of unfair advantage pits two critical motives: the merit motive and the maintenance motive. Together, these motives lead people to mobilize their advantage in order to secure desired outcomes, but to conceal these advantages under the cloak of merit as they do so. In Experiments 1a and 1b, we find that when their advantages are exposed, the wealthy (but not the non-wealthy) claim increased effort at work. In Experiment 2, we show that the social elite claim their social advantages (family connections) were the result of effort, but suggest others' social advantages were not. In Experiment 3, we find that the wealthy not only claim, but commit greater effort when their class advantages are exposed. Finally, in Experiment 4, we show that the educational elite claim that advantage resources are not useful, but then continue to take these resources and use them to their benefit anyway.

**L Taylor Phillips<sup>1</sup>, Brian Lowery<sup>1</sup>**

<sup>1</sup>Stanford Univ.

#### WHO WANTS TO GET TO THE TOP? CLASS AND LAY THEORIES ABOUT POWER

We find that most people intuitively believe that acquiring positions of power in today's world requires not only hard work, talent and expertise, but also exercising political dominance, engaging in Machiavellian behaviors and

manipulating one's way through the social world to get ahead. We further found that people's class backgrounds systematically shape their attitudes toward political dominance; people from relatively higher class backgrounds are more willing to engage in these behaviors compared to people from relatively lower class backgrounds, who find such strategies uncomfortable and distasteful. As a result, people with relatively higher social class are more likely to remain in competition for positions of power compared to individuals with relatively lower social class, who are more likely to opt out. These findings suggest that current institutional norms that reward political dominance may help explain why class inequalities persist and why creating class-based diversity in leadership positions poses a serious challenge.

**Peter Belmi<sup>1</sup>, Kristin Laurin<sup>2</sup>**

<sup>1</sup>Univ. of Virginia, <sup>2</sup>Stanford Univ.

#### TO GIVE OR NOT TO GIVE? INTERACTIVE EFFECTS OF STATUS AND LEGITIMACY ON GENEROSITY

While previous research has demonstrated that generosity can lead to status gains, the effect of status on generosity has received less attention. More broadly, research on the psychological experience of status remains largely unexplored, especially compared to other forms of social hierarchy such as power. The current work explores the interactive effects of status and legitimacy on generosity. We predict that status decreases generosity in legitimate hierarchies because legitimate status prompts an inflated sense of one's value to the group, which reduces perceived obligations to be generous. In contrast, we predict that status increases generosity in illegitimate hierarchies because illegitimate status prompts a drive to make one's status position feel equitable, and generosity is one means for doing so. Our results support these predictions across five studies and empirically demonstrate that the effects of status and legitimacy on generosity can be attributed to concerns about equity in status allocation.

**Nicholas Hays<sup>1</sup>, Steven Blader<sup>2</sup>**

<sup>1</sup>Michigan State Univ., <sup>2</sup>New York Univ.

#### SEEING WHAT ISN'T THERE

Poverty research usually focuses on the material disparities that define the lives of the poor, but here we suggest that the subjective experience of poverty is more than the sum of these disparities. Across many everyday situations, we find that the poor see a dimension of experience that is largely invisible to the wealthy. The poor acquire an expertise that makes them more attuned to the monetary dimension of experiences. As a result, thoughts about money are often top-of-mind or skating just below the surface, and many situations spontaneously trigger these thoughts. Although this expertise has some benefits for how the poor make decisions, these thoughts also become intrusive and interfere with everyday experiences ranging from the daily commute, to a doctor's visit, to the enjoyment of simple pleasures. These studies suggest that even when facing similar circumstances, the wealthy and poor rarely see the same reality.

**Anuj Shah<sup>1</sup>, Sendhil Mullainathan<sup>2</sup>, Eldar Shafir<sup>3</sup>**

<sup>1</sup>Univ. of Chicago, <sup>2</sup>Harvard Univ., <sup>3</sup>Princeton Univ.

## UNDERSTANDING RELIGIONS: INTEGRATING EXPERIMENTAL, ETHNOGRAPHIC AND HISTORICAL APPROACHES (G2)

**Room:** 4

**Chair:** Michael Muthukrishna, London School of Economics

Religion is both universal and diverse, yet remains a puzzle. We synthesize experimental, ethnographic and quantitative historical data to shed light on the ways in which religion changes our psychology and society and how these change religion. We test theories of religion, offering an explanation for large-scale cooperation and conflict.

### ABSTRACTS

#### AN ANALYSIS OF BIG HISTORY DATA: THE EVOLUTION OF RELIGIOUS COGNITION AND BEHAVIOR

Big Data has revolutionized many fields and its usefulness in psychology has become increasingly obvious in recent years. The availability of these large datasets have allowed us to test our theories and make new empirical discoveries, while avoiding the “small sample” problem. Here we show how Big Historical Data (so called “Big History”) is similarly useful for testing psychological theories. We focus our analyses on theories that pertain to religion and the psychology of religion. Analyzing data from large historical datasets, including the Database of Religious History (religiondatabase.org), we show the psychological predictors of ritualistic, religious and cooperative behavior, and reveal how historical shifts and cultural evolution have created the diversity of culture and religion we see around the world.

**Michael Muthukrishna**<sup>1</sup>

<sup>1</sup>London School of Economics

#### BIG GODS, RITUALS AND THE EVOLUTION OF LARGE-SCALE COOPERATION

In this talk, I develop a cultural evolutionary theory of the origins of prosocial religions, and apply it to help explain both (1) the rise of large-scale cooperation in the last twelve millennia, and (2) the spread of prosocial religions during the same period. Our interdisciplinary team argues that intergroup competition operating over centuries and millennia gradually assembled cultural packages that included beliefs and practices characterized by increasingly potent, moralizing supernatural agents, credible displays that deepen faith and other psychologically active elements that foster social solidarity, sustain internal harmony, increase fertility and promote large-scale cooperation. This synthesis is grounded in the idea that although religious beliefs and practices originally arose as non-adaptive byproducts of innate cognitive functions, particular cultural variants were then selected for their social psychological effects via long-term cultural evolutionary processes. Converging lines of evidence will be drawn from recent behavioral experiments across diverse societies, psychological priming studies, detailed ethnographic cases and ethno-historical patterns.

**Joseph Henrich**<sup>1</sup>

<sup>1</sup>Harvard Univ.

#### HIGH LEVELS OF RULE-BENDING IN A MINIMALLY RELIGIOUS AND EGALITARIAN FORAGER POPULATION

This study examines the relationship between religiosity and cooperation in the Hadza, one of the few remaining hunter-gatherer populations in the world. Sixty-eight Hadza were surveyed about their religious beliefs and participated in two incentivized economic games, designed to measure rule-bending in favor of self (Game 1) and one’s campmates (Game 2) at the expense of Hadza living in other camps. Consistent with previous ethnographic descriptions, the Hadza engage in few religious practices and lack a strong belief in the existence of powerful and moralizing deities. The Hadza also show some of the highest levels of rule-bending. There is, however, little evidence that belief in moralistic deities is associated with decreased rule-bending within the Hadza. Instead, the findings suggest that rule-bending increases as the proportion of kin (household members) in one’s camp increases.

**Coren Apicella**<sup>1</sup>

<sup>1</sup>Univ. of Pennsylvania

#### RELIGIOUS DATA FROM DEAD MINDS: RADICALLY EXPANDING THE SUBJECT POOL THROUGH ENGAGEMENT WITH HISTORICAL SOURCES

Social psychologists are gradually becoming more concerned about the potential problems involved in drawing conclusions about universal human cognition from subjects drawn almost exclusively from WEIRD (Western, Educated, Industrialized, Rich, Democratic) societies. In this talk, I will discuss the promise and challenges involved in attempting to draw inferences about religious psychological processes from “dead minds”—that is, the traces of past cognition conveyed by historical texts and artifacts. Our inability to run controlled experiments on dead subjects imposes some limits on the usefulness of this data, but I will argue that it this is more than outweighed by the diversity, accessibility and sheer quantity of data from dead minds. I will conclude with two case examples illustrating how historical data is being used to explore human religious cognition—specifically, afterlife beliefs and the existence of folk mind-body dualism—in ways that complements ongoing experiment work with contemporary subjects.

**Edward Slingerland**<sup>1</sup>

<sup>1</sup>Univ. of British Columbia

#### BIG DATA STUDIES IN REGIONAL VARIATION OF WELL-BEING, CULTURE AND BEHAVIOR (G3)

**Room:** 9

**Chair:** Lyle Ungar, University of Pennsylvania

Individual differences in personality, values, beliefs and behaviors strongly reflect the region in which the individuals live. We use recent advances in “big data” to study variation in well-being, personality, culture and behavior across U.S. counties, presenting and exploiting recent methodological advances in spatial interpolation and large-scale text analysis.

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## ABSTRACTS

### MODELING METHODS FOR COUNTY-LEVEL ANALYSES

County-level analyses pose a number of issues, from handling of low population areas and missing values to how to accurately model spatial change occurring at different resolutions. We show how to address these issues using Gaussian Processes (GPs), a Bayesian nonparametric modelling framework for interpolation. GPs can elegantly accommodate multiple types of features such as different levels of spatial resolution, demographics and social media language use when they are available. State-level analyses suffer from ecological fallacies, where features are spatially correlated. County-level analysis combined with Gaussian Processes mitigate this problem by using finer grained geographical units to directly model covariances between outcomes. Using a few motivating examples such as unemployment, race and heart disease mortality, we will show how to gain psychological insight and how to use social media 'big data' to complement traditional demographic predictors.

**Daniel Preotiuc-Pietro<sup>1</sup>, Lyle Ungar<sup>1</sup>**  
<sup>1</sup>Univ. of Pennsylvania

### USING TWITTER TO MEASURE COUNTY-LEVEL WELL-BEING

We showcase how social media datasets can be used to track regional variation in the well-being of populations, discussing how these methods can complement traditional survey methods and inform policy. The county is the smallest geographical area in the U.S. for which demographic, socioeconomic and health data are reliably available. It is also a natural unit for policy makers to focus on for interventions. In this work, first, we find that the language used in Tweets from 1,300 different US counties is predictive of the subjective well-being of people living in those counties. We examine regional correlation patterns between hedonic and eudaimonic well-being dimensions across health, behavioral and economic indicators, and suggest that social media can support a real-time dashboard of well-being.

**Laura Smith<sup>1</sup>, Johannes Eichstaedt<sup>1</sup>**  
<sup>1</sup>Univ. of Pennsylvania

### REGIONAL VARIATION IN PERSONALITY AND CULTURE

Although culture is often discussed on the international level, there are important cultural differences across geography and demography within a single country. Taking advantage of social media language, a rich source of nationwide field data, we can start to delineate differences in values and community personalities across the United States; these differences imply the influence of local culture. Specifically, we will focus on cultural principles and norms related to community-building and interpersonal affinity, such as trust, binding moral foundations and other-focused personality tendencies (e.g. trust, cooperation, & altruism facets of Big 5 Agreeableness). Using tens of thousands of geolocated, public social media posts, we demonstrate that coherent cross-cultural patterns emerge and that these patterns help to explain geographic differences in interpersonal behavioral tendencies.

**Jordan Carpenter<sup>1</sup>, Anneke Buffone<sup>1</sup>, H. Andrew Schwartz<sup>2</sup>**  
<sup>1</sup>Univ. of Pennsylvania, <sup>2</sup>Stony Brook Univ.

### EXPLORING GEOSPATIAL BEHAVIORAL VARIATION WITHIN CITIES USING LOCATION-BASED SOCIAL MEDIA

Cities exhibit considerable spatial variation across a wide range of observable phenomena, including the socioeconomic measures of the people that live in them such as ethnicity and income, behavioral patterns such as crime activity and cultural and historical factors like the architectural style of its buildings and land-use patterns. Studying the nature and causes of such variation is a critical goal that has impact to many fields, including human geography, economics, urban design and social psychology. In this work, we show how data from millions of people using location based social media can be used as a tool with which we can explore the behavioral variations of people within cities. We exhibit this idea with the Livehoods project, which uses machine-learning techniques to analyze millions of Foursquare check-ins, revealing neighborhood-level aggregate movement patterns in cities.

**Justin Cranshaw<sup>1</sup>**  
<sup>1</sup>Microsoft Research

### DO PEOPLE GET DEPLETED?: REPLICABILITY, CULTURAL GENERALIZABILITY AND INDIVIDUAL DIFFERENCES (G4)

**Room:** 6A

**Chair:** Veronika Job, University of Zurich

**Co-Chair:** Krishna Savani, Nanyang Business School

This symposium starts with a presentation of latest research on the replicability of the ego-depletion effect with early indications suggesting a negligible effect. Subsequent presentations investigate moderating variables (cultural context, lay beliefs and political ideology), showing that ego-depletion and sustained self-control depend on both individual and contextual factors.

## ABSTRACTS

### SELF-CONTROL CONSEQUENCES OF POLITICAL IDEOLOGY

Evidence from three studies reveals a critical difference in self-control as a function of political ideology. Specifically, greater endorsement of political conservatism (versus liberalism) was associated with greater attention regulation and task persistence. Moreover, this relationship is shown to stem from varying beliefs in freewill; specifically, the association between political ideology and self-control is mediated by differences in the extent to which belief in freewill is endorsed, is independent of task performance or motivation, and is reversed when freewill is perceived to impede (rather than enhance) self-control. Collectively, these findings offer insight into the self-control consequences of political ideology by detailing conditions under which conservatives and liberals are better suited to engage in self-control and outlining the role of freewill beliefs in determining these conditions.

**Joshua Clarkson<sup>1</sup>, John Chambers<sup>2</sup>, Edward Hirt<sup>3</sup>, Ashley Otto<sup>1</sup>**  
<sup>1</sup>Univ. of Cincinnati, <sup>2</sup>St. Louis Univ., <sup>3</sup>Indiana Univ.

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## IS EGO-DEPLETION A CULTURAL PHENOMENON?: ACTS OF SELF-CONTROL IMPROVE SUBSEQUENT PERFORMANCE IN CULTURES IN WHICH WILLPOWER EXERTION IS BELIEVED TO BE ENERGIZING

The strength model of self-control has been predominantly tested with people from Western cultures. The present research asks whether the ego-depletion phenomenon generalizes to cultures emphasizing the virtues of exerting self-control in everyday life. Study 1 documented that whereas people from U.S. American cultural contexts tended to believe that exerting willpower is depleting, people from South Asian Indian cultural contexts tended to believe that exerting willpower is energizing. Using a standard dual task ego-depletion paradigm, Study 2 found that whereas Americans exhibited the standard ego-depletion effect, Indians exhibited a reverse ego-depletion effect. Studies 3 to 5 replicated the reverse ego-depletion effect in India using diverse tasks. Study 5 further showed that Indians who believed that exerting willpower is energizing were particularly likely to exhibit the reverse ego-depletion effect. Together, these studies reveal the underlying cultural basis of the ego-depletion phenomenon.

Krishna Savani<sup>1</sup>, Veronika Job<sup>2</sup>

<sup>1</sup>Nanyang Business School, <sup>2</sup>Univ. of Zurich

## MULTIPLE HIGH-POWERED REGISTERED REPLICATIONS OF THE RESOURCE-DEPLETION EFFECT

The conceptualization of self-control as a "limited resource" is popular and has received support in meta-analytic tests ( $d=0.62$ ). However, some have questioned the strength of the effect or whether it exists at all. Recent analyses suggest that the effect may be inflated due to large numbers of small-sample studies showing large effects. Addressing this concern, we conducted a coordinated series of pre-registered, high-powered replications of the ego-depletion effect adopting a standardized two-task paradigm using a letter "e" task and multi-source interference task. Multiple samples were collected from independent laboratories ( $N=25$ ) as part of the APS's registered replication reports initiative. Ten laboratories' have completed data collection and final completion and analysis is due in July 2015. Replication in our lab revealed a null effect size ( $d=0.01$ ). Results are expected to contribute to the debate on small-study bias and provide a robust test of the true size of the ego-depletion effect.

Martin Hagger<sup>1</sup>, Nikos Chatzisarantis<sup>1</sup>

<sup>1</sup>Curtin Univ.

## EGO-DEPLETION REDUCES SELF-EFFICACY TO FURTHER SELF-CONTROL: A MOTIVATED COGNITION PERSPECTIVE OF EGO-DEPLETION

Recent research has demonstrated that ego-depletion motivates people to engage in cognitions that favor withdrawal of effort (e.g., downplaying the importance of a goal). Across three experiments, we found that initial self-control exertion resulted in lower self-efficacy to further control oneself. We further found that self-efficacy mediated the interaction effect between ego-depletion manipulation and implicit theory of willpower on subsequent self-control (Experiment 3). Particularly, decrease in self-efficacy was observed only among "limited theorists" (vs. "non-limited theorists"), who believe that willpower is limited and have strong motivation to

conserve mental energy. Taken together, the present research supports the idea that ego-depletion can impair self-control by motivating cognitions that favor conservation of mental resources. Implications for the role of motivated cognition in self-control impairments will be discussed.

Jason Chow<sup>1</sup>, Chin Hui<sup>1</sup>, Shun Lau<sup>2</sup>

<sup>1</sup>The Chinese Univ. of Hong Kong, <sup>2</sup>In Transition

## DOMINANCE AND PRESTIGE: THE TWO SIDES OF SOCIAL HIERARCHY (G5)

Room: 8

Chair: Jon Maner, Kellogg School of Management, Northwestern University

Co-Chair: Charleen Case, Kellogg School of Management, Northwestern Univ. and Florida State Univ.

Four talks highlight prestige and dominance as two very different sides of social hierarchy. They have different implications for tactics people use to acquire power (Case), and for group performance and affect (Cheng). Talks also highlight who adopts dominance versus prestige strategies (Fast) and whether they are differentially addictive (Hays).

### ABSTRACTS

#### POWER AND PRESTIGE: ADDICTIVE OR SATIABLE?

The commonly held assumption that power is addictive has not been substantiated (van Dijk & Poppe, 2007). We explore the possibility that this is because power (control of resources) itself is not addictive; rather, the associated prestige (respect from others) that comes with power is addictive. As individuals move up in a hierarchy, both their power and prestige are likely to increase. However, because prestige is perceived to be more malleable, people feel more vulnerable about their increased prestige than about their increased power, resulting in an accelerating desire for prestige but a decelerating desire for power. Three studies support this prediction; participants exerted more effort to increase their prestige as they moved up in rank but less effort to increase their power. We discuss implications of this research for human motivation, including the importance of rewarding top performers with respect (i.e., visibility) rather than resources (i.e., money).

Lindred Greer<sup>1</sup>, Nicholas Hays<sup>2</sup>

<sup>1</sup>Stanford Univ., <sup>2</sup>Michigan State Univ.

#### ASCENDING INTO POWER: WHEN AND WHY THOSE WITHOUT POWER DISRUPT THE SOCIAL ORDER OF THEIR GROUP

Conventional wisdom suggests that "power corrupts," and causes people to display forms of selfishness and antisocial behavior. However, we demonstrate that the mere potential for power can engender corruption. We identify situational factors and individual differences that drive people to create conflict within their group as a means to acquire power. Our experiments demonstrated that dominance-oriented (but not prestige-oriented) individuals with the potential to gain power spread negative information about group members (Experiment 1), disrupted group communication (Experiment 2), and promoted instability within the group hierarchy (Experiment 3). Those social disruption-inducing tactics were not employed by people who already had power or by

members of egalitarian groups. Moreover, participants' social disruption tactics were mediated by their desire for authority and control. Findings suggest that, even when they lack power, dominance-oriented individuals employ "corrupt" behaviors as a means to acquire authority and control over others.

**Charleen Case<sup>1</sup>, Nicole Mead<sup>2</sup>, Jon Maner<sup>1</sup>**

<sup>1</sup>Northwestern Univ., <sup>2</sup>Erasmus Univ.

## TO LEAD BY FEAR OR RESPECT: COSTS AND BENEFITS FOR INDIVIDUALS AND GROUPS

The avenues through which people compete for social rank are seemingly varied. Do these different strategies actually promote rank? When used by leaders, what effects do they have on team success and well-being? Four studies examined how the two fundamental avenues to social rank—dominance (i.e., relying on intimidation to induce compliance) and prestige (earning respect via competence to increase persuasion)—influence individual and group outcomes. In both lab and field groups, individuals who were feared or respected exercised greater behavioral impact and received more visual attention, though only respected individuals were well-liked. At the group level, new evidence indicates that dominant leaders enhanced team performance on problem-solving tasks, but also increased negative affect. In contrast, prestigious leaders boosted team creativity, follower loyalty and positive affect. These findings indicate that although both dominance and prestige effectively escalate individual rank and success, they confer distinct costs and benefits on teams.

**Joey Cheng<sup>1</sup>, Jessica Tracy<sup>2</sup>, Joseph Henrich<sup>3</sup>**

<sup>1</sup>Univ. of Illinois at Urbana-Champaign, <sup>2</sup>Univ. of British Columbia, <sup>3</sup>Harvard Univ.

## PREDICTING LEADERS' PURSUIT OF DOMINANCE VERSUS PRESTIGE

Influencing others' behaviors and beliefs is central to effective leadership. Recent research shows that people often influence others via prestige and dominance, but little is known about the factors that lead people to adopt one strategy over the other. Drawing from social role theory and research on the psychology of scarcity, we theorize that gender and context interact to predict leaders' influence strategies. Three experiments supported this idea. Studies 1 and 2 demonstrated that men, but not women, pursue dominance-based strategies when they perceive influence to be scarce. In contrast, women and men did not differ in their influence strategies when they perceived influence to be abundant. Study 3 highlighted the central importance of role expectations, showing that women pursue dominance-based strategies when influence is scarce if enacting a leadership role in which dominance is socially acceptable (i.e., army commander). Implications for research on gender, influence, and leadership are discussed.

**Nathanael Fast<sup>1</sup>, Yookyoung Kim<sup>1</sup>**

<sup>1</sup>Univ. of Southern California

## DON'T TELL ME, I DON'T WANT TO KNOW: THE PROTECTIVE ROLE OF INFORMATION AVOIDANCE (G6)

**Room:** 2

**Chair:** Kaitlin Woolley, University of Chicago

**Co-Chair:** Jane Risen, University of Chicago

We examine information avoidance across different domains and identify protection as an underlying motive for avoidance. The first two talks find people avoid useful, but potentially aversive medical information. The last two talks explore information avoidance to protect a self-belief and to make it easier to follow an intuitive preference.

## ABSTRACTS

### AVOIDING INFORMATION TO PROTECT A STRONG INTUITIVE PREFERENCE

Across six studies (Total N = 1703), we find that people avoid information that could encourage a deliberate decision to make it easier to follow their intuitive preference. In Studies 1-2, participants imagine being tempted to order dessert when concerned with healthy eating. Before deciding whether to order dessert, they indicate whether they want nutritional information. In Studies 3-6, participants decide whether to learn how much money they could win by accepting an intuitively-unappealing bet (e.g., winning money if their kid's soccer team loses). Although intuitively-unappealing, the bets are financially-rational because they only have financial upside. We demonstrate that people avoid information when facing an intuitive-deliberative conflict (Studies 1-5a, 6), but use the information when it is provided (Studies 1, 3, 5b). Avoidance is driven, in part, by the likelihood with which people believe the information will make it harder to follow their intuitive preference (Studies 2, 4, 5a).

**Jane Risen<sup>1</sup>, Kaitlin Woolley<sup>1</sup>**

<sup>1</sup>Univ. of Chicago

### OPTIMISTIC BELIEFS IN RESPONSE TO A FATAL DISEASE

Individuals facing bad health outcomes may prefer to avoid information about their health status. We use data on individuals at risk for Huntington Disease to demonstrate the presence of overly optimistic beliefs among symptomatic individuals. The dataset utilized contains individuals with a family history of Huntington Disease with varying symptom severity. Detailed information on symptom level is available alongside individual reports about perceived risk of Huntington Disease. We show that individuals do not update their beliefs as their symptoms advance. Beliefs about health status, particularly among those with advanced symptoms, are overly optimistic. We connect this information avoidance to a desire to avoid testing for Huntington Disease. We argue individuals may avoid testing to preserve optimistic beliefs.

**Emily Oster<sup>1</sup>, Ray Dorsey<sup>2</sup>, Ira Shoulson<sup>3</sup>**

<sup>1</sup>Brown Univ., <sup>2</sup>Univ. of Rochester, <sup>3</sup>Georgetown Univ.

### AVOIDING SKIN DAMAGE FEEDBACK: WHEN UV PHOTOGRAPHS OFFER A PERSONAL IMAGE OF DORIAN GREY

An ultraviolet (UV) photograph depicts UV skin damage invisible to the naked eye. It can bring the future to the present in that it reveals damage that may become visible in the future. Although viewing a personal UV photograph can change sun protection cognitions and behavior, it also may be threatening. We explored whether young adults are willing to view a UV photograph of their face and predictors of the decision to avoid viewing one's UV photograph. College students (N = 257) completed questionnaires, viewed example UV photographs and received the opportunity to see a UV photograph of their

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face. Over one-third of participants opted not to see their UV photograph. Greater perceived risk of sun damage and having fewer coping resources corresponded with greater avoidance, particularly among participants who reported infrequent sun protection behavior. Our findings suggest the need for interventions that increase receptivity to viewing one's UV photograph.

**James Shepperd<sup>1</sup>, Laura Dwyer<sup>2</sup>, Michelle Stock<sup>3</sup>**  
<sup>1</sup>Univ. of Florida, <sup>2</sup>National Cancer Institute, <sup>3</sup>George Washington Univ.

### HOT OR NOT?: HOW THREAT INFLUENCES ATTRACTIVENESS FEEDBACK AVOIDANCE

We tested the hypothesis that people are motivated to avoid information that threatens cherished self-beliefs. In four studies (total N = 623), we examined whether people wanted to receive ratings of their attractiveness. In all studies, participants believed that a group of evaluators would rate their attractiveness based on a photograph taken earlier. These (fictitious) evaluators were described as either psychologically-close (i.e., university peers) or psychologically-distant (i.e., students at a foreign university, students at another university in the U.S., elementary school children, retired adults). Participants then received the opportunity to view the attractiveness ratings from their evaluators. In all studies participants, particularly women, avoided feedback more when the ratings came from psychologically close evaluators than from psychologically distant evaluators. Participants' perceptions that the feedback would threaten their self-view mediated this avoidance, suggesting that people avoid feedback that challenges their self-beliefs.

**Jennifer Howell<sup>1</sup>, Wendi Miller<sup>2</sup>, Kate Sweeny<sup>3</sup>, James Shepperd<sup>4</sup>**  
<sup>1</sup>Ohio Univ., <sup>2</sup>Univ. of North Florida, <sup>3</sup>Univ. of California, Riverside, <sup>4</sup>Univ. of Florida

### STUDYING SOCIAL BEHAVIOR AND MISBEHAVIOR: NEW METHODS FOR NATURALISTIC OBSERVATION (G7)

**Room:** 6D

**Chair:** Robert Wilson, University of California, Davis  
**Co-Chair:** Simine Vazire, University of California, Davis

New methods provide exciting opportunities for studying real world social interactions. These talks investigate social behavior in its natural habitat using methods including ethology, smartphone sensors, the Electronically Activated Recorder (EAR) and Facebook. We hope these talks will inspire researchers to explore new questions about social behavior in the wild.

#### ABSTRACTS

#### DO PEOPLE KNOW WHEN THEY ARE BEING AGREEABLE?

There has been a surge of interest in within-person fluctuations in personality states. One important question is whether people have accurate self-views about their own personality fluctuations. We focus on the most socially relevant of the Big Five dimensions: agreeableness. Do people know when they are acting kind and considerate vs.

rude and selfish? Self-report measures (using Ecological Momentary Assessment; EMA) could be hampered by desirable responding or lack of self-knowledge. To examine people's self-knowledge of their agreeable (and disagreeable) behaviors, we compared self-reports (EMA) with observer-based measures using the Electronically Activated Recorder (EAR) in two studies (total N = 642). Participants completed 20-30 EMA reports and wore the EAR for one week, allowing us to observe them in real world social interactions. People's self-perceptions of their fluctuations in agreeable behavior do not always match how they actually behave in social interactions. Both self-perceptions and observer-rated Agreeableness predict social outcomes.

**Robert Wilson<sup>1</sup>, Simine Vazire<sup>1</sup>**  
<sup>1</sup>Univ. of California, Davis

#### WHEN SELF-REPORT JUST WON'T WORK: LONELINESS IN RHESUS MONKEYS

Because humans are primates, one should expect continuity in many psychological processes, particularly those that pertain to our shared, highly social nature. However, study of such processes in nonhuman primates, cannot be accomplished using self-report questionnaires. Here we report on a series of studies focusing on naturally occurring loneliness in adult male rhesus monkeys. We make a distinction between "simple" social behaviors, such as approaches, and "complex" behaviors, such as grooming. Highly sociable rhesus monkeys should have high frequencies of simple and complex behaviors, and monkeys with low social motivation should have low frequencies of both. "Lonely" individuals, by virtue of their interest in affiliation, should have high frequencies of simple behaviors, but low frequencies of complex behaviors, representing an inability to make social connections. Follow-up lab-based studies confirm this distinction. We conclude that complex psychosocial phenotypes can be studied in nonverbal species using ethological techniques and experimental manipulation.

**John Capitanio<sup>1</sup>**  
<sup>1</sup>Univ. of California, Davis

#### CAPTURING SOCIABILITY BEHAVIORS USING SMARTPHONE SENSING

Sociability describes a preference for affiliating with others (vs. being alone). Yet, we know very little about how much time people spend with others in their everyday lives. Recent advances in sensor technologies have made it possible to use smartphones to provide objective, continuous estimates of sociability behaviors, such as interactions (via call and text logs), ambient conversation levels (via microphone) and co-presence with others (via Bluetooth scans). The present talk will illustrate this approach with a study of students who used a sensing application throughout a ten-week academic term. Results revealed trends in sociability behaviors over time, and moderate to high stability estimates for the sociability behaviors. Individual differences (i.e., personality and well-being measures) were also associated with the sociability behaviors. Overall, the study demonstrates the viability of using sensing methods for capturing sociability patterns as they occur in the context of people's natural lives.

**Gabriella Harari<sup>1</sup>, Rui Wang<sup>2</sup>, Andrew Campbell<sup>2</sup>, Samuel Gosling<sup>1</sup>**  
<sup>1</sup>The Univ. of Texas at Austin, <sup>2</sup>Dartmouth College



## OBSERVING INTERPERSONAL BEHAVIOR ON FACEBOOK: NEW OPPORTUNITIES AND NEW CHALLENGES

Facebook is rapidly gaining recognition as a powerful research tool for the social sciences. It constitutes a large and diverse pool of participants, who can be selectively recruited for both online and offline studies. Additionally, it facilitates data collection by storing detailed records of its users' demographic profiles, social interactions and behaviors. With participants' consent, these data can be recorded retrospectively in a convenient, accurate and inexpensive way. Based on my experience in designing, implementing and maintaining multiple Facebook-based psychological studies that attracted over 10 million participants, I demonstrate how to recruit participants using Facebook, incentivize them effectively and maximize their engagement. I also outline the most important opportunities and challenges associated with using Facebook for research; provide several practical guidelines on how to successfully implement studies on Facebook; and finally, discuss ethical considerations.

Michal Kosinski<sup>1</sup>

<sup>1</sup>Stanford Univ.

## USING MEDIA NARRATIVES TO REDUCE PREJUDICE AND IMPROVE INTERGROUP RELATIONS (G8)

Room: 6E

Chair: Markus Brauer, University of Wisconsin-Madison

Co-Chair: Sohad Murrar, University of Wisconsin-Madison

Narratives embedded in entertainment media are likely to be one of the most effective ways to reduce prejudice and promote diversity. The studies in this symposium demonstrate the power of media narratives in improving intergroup attitudes by bolstering collective efficacy, reducing bias and increasing identification with minority groups.

### ABSTRACTS

#### REDUCING PREJUDICE WITH ENTERTAINMENT MEDIA

We show that entertainment media that promote positive intergroup relations reduce prejudice and do so more effectively than several established prejudice reduction methods. In Experiment 1, participants exposed to an educational television sitcom with diverse, yet relatable Arab/Muslim characters had lower scores on implicit and explicit measures of prejudice than participants exposed to a comparable control sitcom featuring an all White cast. The prejudice reduction effect persisted four weeks after exposure. In Experiment 2, viewing of a four-minute music video that portrayed Arabs/Muslims as relatable and likable resulted in a larger reduction in prejudice than two established prejudice reduction methods (imagined contact and group malleability), which produced no improvements. In both experiments, the effect was mediated by increased identification with members of the target group. Entertainment media, in addition to being scalable, are likely to be one of the most effective ways to improve intergroup relations and promote diversity.

Sohad Murrar<sup>1</sup>, Markus Brauer<sup>1</sup>

<sup>1</sup>Univ. of Wisconsin-Madison

## PROMOTING SOCIAL CHANGE AND CONFLICT REDUCTION BY MODELING COLLECTIVE ACTION THROUGH MEDIA IN THE ONGOING CONFLICT IN THE DRC

Does role modeling prosocial behavior and collective action influence social change in conflict-affected contexts? We examined this question in two field experiments (N = 453) in the Democratic Republic of Congo. To experimentally test the effect of role modeling, we created two versions of a fictional show; in the experimental condition (role-modeling), the fictional characters discussed community grievances and planned collective action to address them. In the control condition, the fictional characters did not take action toward social change. In Study 1, the role modeling manipulation increased collective efficacy and perspective taking, but also evoked more negative intergroup attitudes. In Study 2, we tested the influence of role modeling of collective action on group discussions. Compared to the control, discussions of the role modeling show focused less on grievances, and more on actions to induce social change. We draw implications for implementing interventions to increase collective action in ongoing conflicts.

Yeshim Iqbal<sup>1</sup>, Johanna Vollhardt<sup>2</sup>, Jason Rarick<sup>1</sup>, Rezarta Bilali<sup>1</sup>

<sup>1</sup>New York Univ., <sup>2</sup>Clark Univ.

## VISUAL MEDIA AS AN INTERVENTION TO DECREASE GENDER BIAS IN STEM

Both men and women show bias favoring men in the sciences. Consequently, the current research tested two sets of newly created videos as an intervention to decrease this bias. One set of videos showed examples of gender bias in the sciences through entertaining narratives that transported (i.e., engaged and immersed) participants. The other, interview movies, discussed the same bias using logical arguments during an interview with a psychology professor. The first two experiments tested the videos with an online sample, and revealed that both increased awareness of and decreased gender bias. These effects were observable six months later. The second experiment showed that by transporting participants, the narratives increased participants' engagement with learning about gender bias. The third experiment tested the videos with academic scientists and demonstrated that both sets of videos reduced gender bias and increased intentions to recruit and mentor women in the sciences.

Evava Pietri<sup>1</sup>, Corinne Moss-Racusin<sup>2</sup>, Erin Hennes<sup>3</sup>, John Dovidio<sup>4</sup>, Victoria Brescoll<sup>4</sup>, Gina Roussos<sup>4</sup>, Jo Handelsman<sup>4</sup>  
<sup>1</sup>Indiana Univ.-Purdue Univ. Indianapolis, <sup>2</sup>Skidmore College, <sup>3</sup>Harvard Univ., <sup>4</sup>Yale Univ.

## THE EFFECT OF MAINSTREAM MEDIA NARRATIVES ON ETHNIC MINORITY VIEWERS' INGROUP PERCEPTIONS

Mainstream media often have been criticized for stereotypically characterizing racial/ethnic minorities. The present research investigates the effect of these representation patterns on ethnic minority members' perceptions of their own group. Study 1 (N=6090) examines the relationships between Latino and Black characters' social status in the media and Latinos' and Blacks' feelings towards their own group on a macro level. Using repeated cross-sectional national surveys and data from a longitudinal

SESSION G: 3:30 - 4:45 PM

content analysis of the regular characters on primetime television (1996-2008), the study reveals that the qualities associated with characters can have implications for ethnic minorities' ingroup perceptions. Study 2 (N=73) uses an experimental approach to explicate one process through which this effect occurs. Asian and European Americans were found to identify more strongly with same-race characters in entertainment media narratives. For Asian American viewers, exposure to the same-race low-status character resulted in lower public (but not private) collective self-esteem.

**Riva Tukachinsky<sup>1</sup>, Dana Mastro<sup>2</sup>, Moran Yarchi<sup>3</sup>**  
<sup>1</sup>Chapman Univ., <sup>2</sup>Univ. of California, Santa Barbara, <sup>3</sup>Interdisciplinary Center Herzliya

## IDEOLOGY 2.0: REFLECTING AND PROGRESSING THROUGH META-ANALYSIS, META-MODELS AND NUANCE

(G9)

**Room:** 10

**Chair:** Troy Campbell, Univeristy of Oregon

Ideology 2.0 seeks to build rich nuanced models that A) summarize and clarify the existing ideological research and B) make novel predictions that can help us understand the extent of bias and practically combat it. The four embraces and integrate past findings while demonstrating and inspiring new findings.

### ABSTRACTS

#### INTRODUCING THE IMPLICATION MODEL OF MOTIVATED COGNITION

We propose the Implication Model of Motivated Cognition (IMMC) as a parsimonious meta-level-model of motivated ideological bias. Drawing from recent work in our and other labs, we propose the IMMC's three-part "belief narrative" structure: a fact, implies, a conclusion. This model integrates diverse work and provides a powerful structure for pinpointing and managing motivated interpretation of facts. We show through recent experiments that the model proves to identify new motivated phenomenon like "solution aversion" (the tendency to deny facts that are tangled in a belief narrative that imply a solution antithetical to one's ideology), "flight from fact" (the tendency to dismiss the implied relevance of science and facts to protect a desirable conclusion), and "problem exaggeration" (exaggerating the of direness of world problems that have ideologically-aggrandizing implications). Finally, we argue why "bounded objectivity" (motivated cognition, ideological bias) deserves to be considered as a primary deviation from classical economic assumptions.

**Troy Campbell<sup>1</sup>, Troy Campbell<sup>1</sup>**  
<sup>1</sup>Univ. of Oregon

#### AT LEAST BIAS IS BIPARTISAN: A META-ANALYTIC COMPARISON OF SELECTIVE INTERPRETATION BIAS IN LIBERALS AND CONSERVATIVES

A meta-analysis of 38 studies measuring political bias supports the symmetry hypothesis that both liberals and conservatives are equally biased in favoring ideologically consistent information over ideologically inconsistent information. However, various factors moderate this effect. For example, conservatives show significantly more bias than liberals on the topic of gun control, while liberals show significantly more bias than conservatives on the topic of affirmative action. Furthermore, contrary to what would be

expected, both liberals and conservatives display more bias when evaluating scientific information than non-scientific information. Other study design moderators demonstrate that certain types of study designs tend to inflate or underestimate bias. These design moderators shed light on how partisan groups should be categorized, how ideologically consistent information should be manipulated, and how preference for that information should be measured in order to best measure true bias and minimize the plausibility of Bayesian counter-explanation.

**Peter Ditto<sup>2</sup>, Cory Clark<sup>1</sup>, Brittany Liu<sup>3</sup>, Sean Wojcik<sup>2</sup>, Eric Chen<sup>2</sup>, Rebecca Grady<sup>2</sup>, Joanne Zinger<sup>2</sup>**  
<sup>1</sup>Univ. at Buffalo, <sup>2</sup>Univ. at California, Irvine, <sup>3</sup>Kalamazoo Coll.

#### (IDEO)LOGICAL REASONING: IDEOLOGY IMPAIRS SOUND REASONING

Our beliefs shape how we interpret information and may impair our ability to engage in logical reasoning. In six studies, we demonstrate this by showing how political ideology impairs our ability to: (1) recognize logical validity in arguments being made by our political opponents, and (2) recognize the lack of logical validity in arguments that our political allies and we make. In three studies, we show that there are no differences in general logical reasoning abilities of liberals or conservatives. In two additional studies, we demonstrate that liberals and conservatives, alike, are unable to recognize illogical arguments that support their beliefs and unable to recognize logical arguments that challenge their beliefs. Lastly, we replicated this finding in a nationally representative sample. In conclusion, we find that liberals and conservatives are similarly good (or bad) at engaging their logical reasoning abilities when the conclusions challenge their ideological beliefs.

**Anup Gampa<sup>1</sup>, Sean Wojcik<sup>2</sup>, Matt Motyl<sup>3</sup>, Brian Nosek<sup>4</sup>, Peter Ditto<sup>2</sup>**  
<sup>1</sup>Univ. of Virginia, <sup>2</sup>Univ. at California, Irvine, <sup>3</sup>Univ. of Illinois, Chicago, <sup>4</sup>Center For Open Science

#### MOTIVATED MORAL DECOUPLING AMONG LIBERALS AND CONSERVATIVES

Does political orientation influence how people reason to support public figures caught in scandals? We examine how political ideology affects moral decoupling, whereby supporters selectively dissociate a leader's immoral personal actions from judgments of their professional performance. Three studies show that political liberalism is associated with greater moral decoupling. This ideological disparity persists for violations across all five moral foundations, including those that liberal respondents perceive as more severe. Mediation evidence suggests that these differences are rooted in conservatives' greater belief that character is global and drives behavior across contexts. We find clear evidence of motivational bias across the political spectrum, such that people advocate decoupling immorality from performance more for leaders of their own party, and the current evidence appears more robust among liberal respondents. Though prior research associates political conservatism with greater motivational bias in general, conservatives' emphasis on global character may inhibit some motivated reasoning processes.

**Amit Bhattacharjee<sup>1</sup>, Jonathan Berman<sup>2</sup>, Americus Reed II<sup>3</sup>**  
<sup>1</sup>Erasmus Univ., <sup>2</sup>London Business School, <sup>3</sup>Univ. of Pennsylvania

CLOSE RELATIONSHIPS

## NARCISSISM, INTRINSIC AND EXTRINSIC ROMANTIC IDEALS, AND RELATIONSHIP SATISFACTION

Gwendolyn Seidman<sup>1</sup>  
<sup>1</sup>Albright College

CLOSE RELATIONSHIPS

## MOTIVATION MODERATES THE EFFECTS OF INVISIBLE SUPPORT

Katherine Zee<sup>1</sup>, Justin Cavallo<sup>2</sup>, E. Tory Higgins<sup>1</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Wilfrid Laurier Univ.

CLOSE RELATIONSHIPS

## CHOOSING TO ENJOY: THE ADVANTAGES OF MALLEABLE BELIEFS ABOUT ENJOYMENT

Lauren Hernandez<sup>1</sup>, Steven Seidel<sup>1</sup>  
<sup>1</sup>Texas A&M Univ. - Corpus Christi

CLOSE RELATIONSHIPS

## BRAND VS. PARTNER: WHEN THINKING ABOUT YOUR BRAND MAKES YOU HAPPIER THAN YOUR PARTNER

Danielle Brick<sup>1</sup>, Tanya Chartrand<sup>1</sup>, Gavan Fitzsimons<sup>1</sup>  
<sup>1</sup>Duke Univ.

CLOSE RELATIONSHIPS

## HOW DO I FEEL ABOUT US? JUST LOOK AT MY FACEBOOK PAGE

Tamara Sucharyna<sup>1</sup>, Marian Morry<sup>1</sup>, Sarah Petty<sup>1</sup>  
<sup>1</sup>Univ. of Manitoba

CLOSE RELATIONSHIPS

## RECALIBRATING REJECTION-SENSITIVE INDIVIDUALS' WEIGHTING OF POSITIVES VS. NEGATIVES PRODUCES GROWTH IN FRIENDSHIP NETWORKS

Matthew Rocklage<sup>1</sup>, Evava Pietri<sup>2</sup>, Russell Fazio<sup>3</sup>  
<sup>1</sup>Northwestern Univ., <sup>2</sup>Indiana Univ.-Purdue Univ. Indianapolis, <sup>3</sup>The Ohio State Univ.

CLOSE RELATIONSHIPS

## YOU GOT WHAT I NEED(ED): SOCIAL SUPPORT SEEKING AND SATISFACTION DURING WAITING PERIODS

Mike Dooley<sup>1</sup>, Kate Sweeny<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

CLOSE RELATIONSHIPS

## SELF-DETERMINATION THEORY AND INTIMATE PARTNER VIOLENCE (IPV): ASSESSMENT OF RELATIONSHIP CAUSALITY ORIENTATIONS AS PREDICTORS OF IPV

C. Raymond Knee<sup>1</sup>, Camilla Overup<sup>2</sup>, Benjamin Hadden<sup>1</sup>  
<sup>1</sup>Univ. of Houston, <sup>2</sup>Fairleigh Dickinson Univ.

CLOSE RELATIONSHIPS

## I THINK THEREFORE WE ARE: SELF-REGULATION, NARRATIVE COHERENCE AND RELATIONSHIP STABILITY

KC Haydon<sup>1</sup>, Cassandra Jonestrask<sup>1</sup>  
<sup>1</sup>Mount Holyoke College

CLOSE RELATIONSHIPS

## WHO ARE "WE"?: COUPLE SELF-CLARITY AND ROMANTIC RELATIONSHIP QUALITY

Lydia Emery<sup>1</sup>, Wendi Gardner<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

CLOSE RELATIONSHIPS

## INTERNAL ATTRIBUTES TRUMP ENVIRONMENTAL ANTECEDENTS OF WOMEN'S INTRASEXUAL COMPETITION

Hannah Bradshaw<sup>1</sup>, Kristine Kelly<sup>2</sup>  
<sup>1</sup>Texas Christian Univ., <sup>2</sup>Western Illinois Univ.

CLOSE RELATIONSHIPS

## A COMPARISON OF COLLEGE STUDENTS' COMMITMENT AND INVESTMENT IN ROMANTIC RELATIONSHIPS AND FRIENDSHIPS

Robert Fuhrman<sup>1</sup>, Tiffany Berzins<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at San Antonio

CLOSE RELATIONSHIPS

## WHY DO PERFECTIONISTS HAVE DIFFICULTY FORGIVING IN ROMANTIC RELATIONSHIPS? A NARRATIVE APPROACH

Celina Furman<sup>1</sup>, Shanhong Luo<sup>2</sup>, Joanna Tine<sup>2</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Univ. of North Carolina at Wilmington

CLOSE RELATIONSHIPS

## AUTONOMY IS SEXY: THE BENEFITS OF AUTONOMOUS REPRESENTATIONS IN RELATIONSHIP INITIATION

Zachary Baker<sup>1</sup>, C. Raymond Knee<sup>1</sup>  
<sup>1</sup>Univ. of Houston

CLOSE RELATIONSHIPS

## SHARED REALITY INCREASES INTERPERSONAL CLOSENESS IN ROMANTIC AND UNACQUAINTED DYADS

Maya Rossignac-Milon<sup>1</sup>, Niall Bolger<sup>1</sup>, E. Tory Higgins<sup>1</sup>  
<sup>1</sup>Columbia Univ.

CLOSE RELATIONSHIPS

## SELF-DETERMINATION THEORY AND INTIMATE PARTNER VIOLENCE: AN APIM MODEL OF NEED FULFILLMENT AND IPV

Whitney Petit<sup>1</sup>, C. Knee<sup>1</sup>, Lindsey Rodriguez<sup>1</sup>, Benjamin Hadden<sup>1</sup>  
<sup>1</sup>Univ. of Houston

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.

SESSION E: 12:30 - 2:00 PM

CLOSE RELATIONSHIPS

## "LET'S MAKE IT FACEBOOK OFFICIAL": COGNITIONS RELATED TO POSTING ONE'S STATUS ON FACEBOOK

Sarah Petty<sup>1</sup>, Marian Morry<sup>1</sup>, Tamara Sucharyna<sup>1</sup>  
<sup>1</sup>Univ. of Manitoba

CLOSE RELATIONSHIPS

## REALISTIC MOCKED-UP FACEBOOK PROFILES AFFECT PEOPLES' COGNITIVE INTERPRETATIONS ABOUT THEIR OWN RELATIONSHIP

Marian Morry<sup>1</sup>, Tamara Sucharyna<sup>1</sup>, Sarah Petty<sup>1</sup>  
<sup>1</sup>Univ. of Manitoba

CLOSE RELATIONSHIPS

## SELF-EXPANSION MOTIVATED GOAL PURSUIT IN RELATIONAL AND NON-RELATIONAL DOMAINS FOR INDIVIDUALS WITH DIFFERENT ATTACHMENT STYLES

Ying Tang<sup>1</sup>, Leonard Newman<sup>2</sup>, Laura VanderDrift<sup>2</sup>, Richard  
Gramzow<sup>2</sup>  
<sup>1</sup>Youngstown State Univ., <sup>2</sup>Syracuse Univ.

CLOSE RELATIONSHIPS

## YOU DON'T KNOW HOW MUCH YOU MEAN TO ME: HOW WITHHOLDING AFFECTION AFFECTS NEED SATISFACTION AND RELATIONSHIP SATISFACTION IN ROMANTIC RELATIONSHIPS

Julie Biemer<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Dallas

CLOSE RELATIONSHIPS

## CONSUMPTION OF SEXUALLY EXPLICIT INTERNET MATERIAL AND WELLBEING: A SELF- DISCREPANCY APPROACH

Hio Tong Kuan<sup>1</sup>, Donna Garcia<sup>1</sup>  
<sup>1</sup>California State Univ. San Bernardino

CLOSE RELATIONSHIPS

## "SHE SAID NO!": RELATIONSHIP OUTCOMES WHEN A MARRIAGE PROPOSAL IS DECLINED

Lisa Hoplock<sup>1</sup>, Danu Anthony Stinson<sup>1</sup>  
<sup>1</sup>Univ. of Victoria

CLOSE RELATIONSHIPS

## ASSESSING THE PSYCHOMETRIC PROPERTIES OF THE INTERPERSONAL RELATIONSHIPS ANXIETY QUESTIONNAIRE

Carrie Brown<sup>1</sup>, Brien Ashdown<sup>2</sup>, Nastacia Pereira<sup>1</sup>, Abigail  
Camden<sup>1</sup>  
<sup>1</sup>Agnes Scott College, <sup>2</sup>Hobart & William Smith Colleges

CLOSE RELATIONSHIPS

## OH, NO! WHERE'S MY CELL PHONE?

Patricia Lyons<sup>1</sup>, David de Leon<sup>1</sup>  
<sup>1</sup>Mountain View College

CLOSE RELATIONSHIPS

## ROMANTIC INTEREST IN OPPOSITE-SEX FRIENDSHIPS

Mingi Chung<sup>1</sup>, Rae Williams<sup>1</sup>, Nicole Henniger<sup>1</sup>, Christine Harris<sup>1</sup>  
<sup>1</sup>UC San Diego

CLOSE RELATIONSHIPS

## GOING GREEN FOR LOVE: HOW ECO-FRIENDLY DECISIONS AFFECT ROMANTIC ATTRACTION

Theresa DiDonato<sup>1</sup>, Brittany Jakubiak<sup>2</sup>  
<sup>1</sup>Loyola Univ. Maryland, <sup>2</sup>Carnegie Mellon Univ.

CLOSE RELATIONSHIPS

## ATTACHMENT DIMENSIONS AND "BIG FIVE" PERSONALITY FACETS AMONG ADULTS WITH CO-OCCURRING DISORDERS

Mark Teles<sup>1</sup>, Robert Teel<sup>1</sup>, Tina Tram<sup>1</sup>, Joscelyn Rompogren<sup>1</sup>,  
Patricia Judd<sup>2</sup>  
<sup>1</sup>Alliant International Univ., San Diego, <sup>2</sup>Univ. of California, San  
Diego

CLOSE RELATIONSHIPS

## WHY DO PEOPLE EXPERIENCE LONELINESS WHEN USING SOCIAL MEDIA?

WENZHEN XU<sup>1</sup>, Jiro Takai<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

CLOSE RELATIONSHIPS

## HOW ARE SOCIAL APPROACH AND AVOIDANCE MOTIVATION INFLUENCED BY PERSONAL NETWORKS?

toshihiko soma<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

CLOSE RELATIONSHIPS

## THE ADVANTAGES OF GROUPS: HOW IDENTIFYING WITH AND BEING SUPPORTED BY A GROUP ALTERS STRESS RESPONSES

Saira Fazalbhai<sup>1</sup>, Charles Berndt<sup>1</sup>, Megan Mosele<sup>1</sup>, Aimee  
Slagle<sup>1</sup>, Katherine Rodgers<sup>1</sup>, Erin Crockett<sup>1</sup>  
<sup>1</sup>Southwestern Univ.

CLOSE RELATIONSHIPS

## HUSBANDS' IMPLICIT PARTNER BODY PREFERENCES AND WIVES' BODY SIZE PREDICT HUSBANDS' MARITAL SATISFACTION

Kristyn Jones<sup>1</sup>, Andrea Meltzer<sup>2</sup>  
<sup>1</sup>John Jay College, CUNY, <sup>2</sup>Florida State Univ.

CLOSE RELATIONSHIPS

## LANGUAGE STYLE MATCHING AND COMMITMENT ORIENTED SOCIAL ENGAGEMENT IN MARRIED COUPLES

Julia Briskin<sup>1</sup>, Gabrielle Dorchak<sup>1</sup>, Tiffany Szymanski<sup>1</sup>, Ryan Calcaterra<sup>1</sup>, Richard Slatcher<sup>1</sup>  
<sup>1</sup>Wayne State Univ.

CLOSE RELATIONSHIPS

## THE WAY I MAKE ME FEEL: COMPASSIONATE GOALS, BASIC NEED SATISFACTION AND RELATIONSHIP OUTCOMES

Amber Hijazi<sup>1</sup>, Baber Sami<sup>1</sup>, Camilla Overup<sup>1</sup>, Benjamin Hadden<sup>1</sup>  
<sup>1</sup>Univ. of Houston

CLOSE RELATIONSHIPS

## THE INFLUENCE OF RELATIONSHIP GOALS ON RELATIONSHIP QUALITY AND AFFECTIVE WELLBEING

Karly Cochran<sup>1</sup>, Judith Gere<sup>1</sup>  
<sup>1</sup>Kent State Univ.

CLOSE RELATIONSHIPS

## ARE YOU TIRED OF "US"?: BIAS AND ACCURACY IN COUPLES' PERCEPTIONS OF RELATIONAL BOREDOM

Kiersten Dobson<sup>1</sup>, Sarah Stanton<sup>1</sup>, Lorne Campbell<sup>1</sup>  
<sup>1</sup>Univ. of Western Ontario

CLOSE RELATIONSHIPS

## DEVELOPMENT OF A MEASURE OF SEXUAL REGRETS: THE SEXUAL REGRET SCALE

William Marelich<sup>1</sup>, Mason Wright<sup>1</sup>, Staci Ziegler<sup>1</sup>, Jamie Henry<sup>1</sup>  
<sup>1</sup>CSU Fullerton

CLOSE RELATIONSHIPS

## EXISTENTIAL ISOLATION, ATTACHMENT AND DEATH THOUGHT ACCESSIBILITY

Peter Helm<sup>1</sup>, Uri Lifshin<sup>1</sup>, Jeff Greenberg<sup>1</sup>  
<sup>1</sup>Univ. of Arizona

CLOSE RELATIONSHIPS

## "IT'S NOT ME, IT'S YOU": SOCIO-SEXUALITY AND PERCEPTIONS OF THE PARTNER OVER TIME

Jana Hackathorn<sup>1</sup>  
<sup>1</sup>Murray State Univ.

CLOSE RELATIONSHIPS

## EMOTIONAL EXTREMES INHIBIT EMOTIONAL CLARITY

Leigh Smith<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

CLOSE RELATIONSHIPS

## ME OR US?: CONTROLLING THE BALANCE BETWEEN PERSONAL AND RELATIONAL CONCERNS

Mariko Visserman<sup>1</sup>, Francesca Righetti<sup>1</sup>, Madoka Kumashiro<sup>2</sup>, Paul van Lange<sup>1</sup>  
<sup>1</sup>VU Univ. Amsterdam, <sup>2</sup>Goldsmiths, Univ. of London

CLOSE RELATIONSHIPS

## LEAPING INTO LOVE: EARLY DATING BEHAVIORS AS A FUNCTION OF REGULATORY MODE

Kassandra Cortes<sup>1</sup>, Abigail Scholer<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

CLOSE RELATIONSHIPS

## REGULATION OF INTIMACY IN ROMANTIC RELATIONSHIPS: TOWARDS OPTIMAL COMMUNICATION STRATEGIES

Marie-Pier Allen<sup>1</sup>, Geneviève Mageau<sup>1</sup>  
<sup>1</sup>Université de Montréal

CLOSE RELATIONSHIPS

## EVIDENCE FOR THE IMPORTANCE OF PARTNER INVESTMENTS ON COMMITMENT

Anthony Coy<sup>1</sup>  
<sup>1</sup>Univ. of South Florida - Sarasota-Manatee

CLOSE RELATIONSHIPS

## PERCEIVING CRUEL INTENTIONS: DO PEOPLE WITH A DARK TRIAD PARTNER KNOW WHEN THEY'RE BEING MANIPULATED?

Sarah Stanton<sup>1</sup>, Paige Bastow<sup>1</sup>, Lorne Campbell<sup>1</sup>  
<sup>1</sup>Univ. of Western Ontario

CLOSE RELATIONSHIPS

## WHEN GOOD NEWS IS BAD NEWS: PHYSIOLOGICAL CONSEQUENCES OF CAPITALIZING WITH A RESTRICTIVE PARTNER

Brett Peters<sup>1</sup>, Jeremy Jamieson<sup>1</sup>, Harry Reis<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

CLOSE RELATIONSHIPS

## CELEBRITIES, CEOS AND ATHLETES: GENDER DIFFERENCES IN INTEREST IN CASUAL SEX AMONG ADULTS

Jenna Alley<sup>1</sup>  
<sup>1</sup>Chapman Univ.

CLOSE RELATIONSHIPS

## THE TWO-SIDED EFFECTS OF SOCIAL SUPPORT ON GOAL-PURSUIT: HOW YOU THINK ABOUT YOUR SOCIAL SUPPORT MATTERS

David Lee<sup>1</sup>, Oscar Ybarra<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

SESSION E: 12:30 - 2:00 PM

CLOSE RELATIONSHIPS

## THE VICARIOUS SPOTLIGHT EFFECT

Joel Armstrong<sup>1</sup>, Sarah Stanton<sup>1</sup>, Lorne Campbell<sup>1</sup>  
<sup>1</sup>The Univ. of Western Ontario

CLOSE RELATIONSHIPS

## RELATIONAL INSECURITY AND UNCERTAINTY AS CHALLENGES TO NOVEL COUPLE ACTIVITY ENGAGEMENT

Chantal Bacev-Giles<sup>1</sup>, Cheryl Harasymchuk<sup>1</sup>  
<sup>1</sup>Carleton Univ.

CLOSE RELATIONSHIPS

## HOW QUICK DO THEY CLICK?: INITIAL DYADIC INTERACTIONS BETWEEN GAY MEN AND STRAIGHT WOMEN

Eric Russell<sup>1</sup>, William Ickes<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Arlington

CLOSE RELATIONSHIPS

## I LIKE IT LIKE THAT: ATTACHMENT INSECURITY AND DETECTION OF A ROMANTIC PARTNER'S SEXUAL LIKES

Jessica Maxwell<sup>1</sup>, Megan Rossi<sup>1</sup>, Geoff MacDonald<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

CLOSE RELATIONSHIPS

## CRACKING THE CODE: AN EXAMINATION OF MOTIVATIONS FOR POSTING CRYPTIC UPDATES ON FACEBOOK

Rebecca Walsh<sup>1</sup>, Amanda Forest<sup>1</sup>  
<sup>1</sup>Univ. of Pittsburgh

CLOSE RELATIONSHIPS

## RELATIONAL EMOTIONAL INTELLIGENCE PREDICTS COMMUNICATION STRATEGIES IN A HYPOTHETICAL CONFLICT WITH A CLOSE FRIEND OVER TRAIT EMOTIONAL INTELLIGENCE

Valerie Guilbault<sup>1</sup>, Frederick Philippe<sup>1</sup>  
<sup>1</sup>Univ. of Quebec at Montreal

CLOSE RELATIONSHIPS

## WHEN DOES PERSONALITY INFLUENCE THE TIMING OF DIVORCE?: A DYADIC AALEN REGRESSION OF PEER-RATED PERSONALITY OVER 45 YEARS

S. Mason Garrison<sup>1</sup>, James Connolly<sup>2</sup>, Madeleine Leveille<sup>2</sup>, Joshua Jackson<sup>3</sup>  
<sup>1</sup>Vanderbilt Univ., <sup>2</sup>Connolly Consulting, <sup>3</sup>Washington Univ.- St. Louis

CLOSE RELATIONSHIPS

## RELATIONSHIP CONTINGENCIES AND MATE-RETENTION BEHAVIOR

Christopher Holden<sup>1</sup>, Virgil Zeigler-Hill<sup>1</sup>  
<sup>1</sup>Oakland Univ.

CLOSE RELATIONSHIPS

## SHOULD I STAY? INFIDELITY AND IMPLICIT THEORIES OF RELATIONSHIPS

Tatum Jolink<sup>1</sup>, Jennifer Shukusky<sup>1</sup>, Paul Eastwick<sup>1</sup>, Lucy Hunt<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

CLOSE RELATIONSHIPS

## UNATTACHED AND UNPREPARED: DATING IN THE MODERN AGE FOR THE MIDDLE-AGED

Casey Bedell<sup>1</sup>, Delia Paskos<sup>1</sup>  
<sup>1</sup>St. Edward's University

CULTURE

## IMPACT OF ETHNIC GROUP DIFFERENCES ON THE LEARNING AND SOCIALIZING PREFERENCES OF HONG KONG CHINESE CHILDREN

Eva Chen<sup>1</sup>, Kathleen Corriveau<sup>2</sup>, Veronica Lai<sup>3</sup>, Kristy Poon<sup>3</sup>, Sze-wan Ngai<sup>4</sup>  
<sup>1</sup>The Hong Kong Univ. of Science & Technology, <sup>2</sup>Boston Univ., <sup>3</sup>Hong Kong Univ. of Science & Technology, <sup>4</sup>Yan Oi Tong

CULTURE

## WIVES' EXPERIENCES AND PERCEPTIONS: THE INFLUENCE OF CULTURE OF HONOR AND MATE GUARDING ON SATISFACTION

Kiersten Baughman<sup>1</sup>  
<sup>1</sup>Dickinson College

CULTURE

## INDIVIDUAL DIFFERENCES IN PERCEPTION AND SYSTEMS OF BELIEF: A CROSS-CULTURAL COMPARISON BETWEEN INDIAN AND AMERICAN COLLEGE STUDENTS

Gwen Gardiner<sup>1</sup>  
<sup>1</sup>Univ. of California - Riverside

CULTURE

## FEAR OF SOCIAL DISTANCE AS A MEDIATOR OF INTERDEPENDENT SELF-CONSTRUAL AND FEAR OF POSITIVE EVALUATION AMONG ASIAN-AMERICAN STUDENTS

Alexander Krieg<sup>1</sup>, Spencer Choy<sup>2</sup>  
<sup>1</sup>Univ. of Hawaii at Manoa, <sup>2</sup>Occidental College

CULTURE

## CULTURAL CHARACTERISTICS ASSOCIATED WITH SEXUAL PREJUDICE

Katherine Sorensen<sup>1</sup>, Kevin McLemore<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

CULTURE

## I AM NOT AN ANIMAL – I AM AN AMERICAN: DISASSOCIATION FROM ANIMALS AND WORLDVIEW DEFENSE

Uri Lifshin<sup>1</sup>, Jeff Greenberg<sup>1</sup>, Peter Helm<sup>1</sup>, Daniel Sullivan<sup>1</sup>  
<sup>1</sup>Univ. of Arizona

CULTURE

## HOW AND WHY FACEBOOK MAY SUSTAIN CULTURAL DIFFERENCES: THE CASE OF CAUSAL INFERENCES

Seung Beom Hong<sup>1</sup>, Jinkyung Na<sup>2</sup>  
<sup>1</sup>The Univ. of Texas at Dallas, <sup>2</sup>Sogang Univ.

CULTURE

## CULTURAL DIFFERENCES IN THE MODERATING ROLE OF SOCIAL CONSTRAINTS IN THE ASSOCIATION BETWEEN ACCULTURATIVE STRESS AND MENTAL HEALTH PROBLEMS

Ching Yee Wong<sup>1</sup>, Alma Correa<sup>1</sup>, Qian Lu<sup>1</sup>  
<sup>1</sup>Univ. of Houston

CULTURE

## CULTURE AND CONCEALABLE STIGMATIZED IDENTITIES: ANTICIPATED STIGMA BETWEEN THE UNITED STATES AND TURKEY

Elif Ikizer<sup>1</sup>, Nairan Ramirez-Esparza<sup>1</sup>, Diane Quinn<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

CULTURE

## THE CONSCIOUS AND BEHAVIORAL INFLUENCES OF CHINESE CULTURAL SOCIAL SKILLS TRAINING PROGRAMS ON JAPANESE PEOPLE: THE COMPARISON BETWEEN EXPERIMENTAL AND CONTROL GROUP

Xinhua Mao<sup>1</sup>, Masanori Kimura<sup>2</sup>  
<sup>1</sup>Kobe Gakuin Univ., <sup>2</sup>Kobe College

CULTURE

## SOCIAL SUPPORT AS A RELATIONSHIP-RETENTION BEHAVIOR IN HIGH RELATIONALLY MOBILE SOCIETIES: A CROSS-CULTURAL STUDY BETWEEN CANADA AND JAPAN

Mie Kito<sup>1</sup>, Junko Yamada<sup>2</sup>, Masaki Yuki<sup>2</sup>  
<sup>1</sup>Meiji Gakuin Univ., <sup>2</sup>Hokkaido Univ.

CULTURE

## HARM IN HARMONY: COLLECTIVISTS USE COVERT TACTICS IN INTERPERSONAL CONFLICTS

Shi Liu<sup>1</sup>, Garry Shteynberg<sup>2</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Univ. of Tennessee

CULTURE

## SOCIAL CLASS, PERCEIVED SOCIAL MOBILITY AND RISK TAKING

Yafei Guo<sup>1</sup>, Shenghua Jin<sup>1</sup>, Xue Wang<sup>2</sup>  
<sup>1</sup>Beijing Normal Univ., <sup>2</sup>Univ. of Hong Kong

CULTURE

## CULTURE ORIENTATION, POWER AND CORRUPTION

Wei Cai<sup>1</sup>, Song Wu<sup>2</sup>, Ana Guinote<sup>3</sup>, Yu Kou<sup>1</sup>  
<sup>1</sup>Beijing Normal Univ., <sup>2</sup>Shenzhen Univ., <sup>3</sup>Univ. College London

CULTURE

## LOSING CONFIDENCE OVER TIME: TEMPORAL CHANGES IN SELF-ESTEEM IN JAPAN

Yuji Ogihara<sup>1</sup>, Yukiko Uchida<sup>2</sup>, Takashi Kusumi<sup>2</sup>  
<sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Kyoto Univ.

CULTURE

## A MULTILEVEL STUDY OF ANGER COMPONENTS

Itziar Fernandez<sup>1</sup>, Pilar Carrera<sup>2</sup>, Dario Paez<sup>3</sup>, Amparo Caballero<sup>2</sup>, Dolores Muñoz<sup>2</sup>  
<sup>1</sup>Universidad Nacional de Educación a Distancia, <sup>2</sup>Universidad Autónoma de Madrid, <sup>3</sup>Universidad del País Vasco

CULTURE

## “GOING OUT” OF THE BOX: INTERCULTURAL DATING ENHANCES CREATIVITY

Jackson Lu<sup>1</sup>, Andrew Hafenbrack<sup>2</sup>, William Maddux<sup>3</sup>, Adam Galinsky<sup>1</sup>, Paul Eastwick<sup>4</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Catholic Univ. of Portugal, <sup>3</sup>INSEAD, <sup>4</sup>Univ. of Texas at Austin

CULTURE

## RETHINKING THE MULTICULTURAL EXPERIENCES-CREATIVITY LINK: THE INTERACTIVE PERSPECTIVE ON ENVIRONMENTAL VARIABILITY AND DISPOSITIONAL PLASTICITY

Jen-Ho Chang<sup>1</sup>  
<sup>1</sup>National Taiwan Normal Univ.

CULTURE

## TO SHARE OR NOT TO SHARE: CULTURAL VARIATION IN SHARING POSITIVE EVENTS WITH OTHERS

Hyewon Choi<sup>1</sup>, Ji-eun Shin<sup>2</sup>, Shigehiro Oishi<sup>1</sup>  
<sup>1</sup>Univ. of Virginia, <sup>2</sup>Yonsei Univ.

CULTURE

## WHICH HONOR CULTURE?: EXAMINING THE VALIDITY OF COMMONLY USED MEASURES OF U.S. STATE HONOR CULTURE

Marisa Crowder<sup>1</sup>, Markus Kemmelmeier<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Reno

SESSION E: 12:30 - 2:00 PM

CULTURE

## CROSS-CULTURAL PREFERENCES FOR OFFENSIVE AND DEFENSIVE STRATEGIES

Mark Khei<sup>1</sup>, Li-jun Ji<sup>1</sup>  
<sup>1</sup>Queen's Univ.

CULTURE

## CULTURE, CONTEXT AND DEFERENCE TO AUTHORITY

Matthew Wice<sup>1</sup>  
<sup>1</sup>The New School for Social Research

CULTURE

## TEMPORAL INFLUENCES ON THE SELF AND SOCIAL PERCEPTIONS OF STUDENT VETERANS

Joseph Barbour<sup>1</sup>, Virginia Kwan<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

CULTURE

## A CROSS-CULTURAL APPROACH TO THE TWO SIDES OF EMOTION

Sieun An<sup>1</sup>, Li-Jun Ji<sup>2</sup>, Michael Marks<sup>3</sup>  
<sup>1</sup>Peking Univ., <sup>2</sup>Queen's Univ., <sup>3</sup>New Mexico State Univ.

CULTURE

## WHY THE CAGED BIRD SINGS: CULTURAL FACTORS UNDERLYING THE USE OF ONLINE SOCIAL NETWORKS AMONG SAUDI ARABIAN AND UK USERS

Heyla Selim<sup>1</sup>, Karen Long<sup>1</sup>, Vivian Vignoles<sup>1</sup>  
<sup>1</sup>Univ. of Sussex

CULTURE

## BETTER THAN AVERAGE: SELF-EVALUATIONS IN AN INDIAN SAMPLE

Neil Lutsky<sup>1</sup>, Ashwini Ashokkumar<sup>2</sup>  
<sup>1</sup>Carleton College, <sup>2</sup>Ashoka Univ.

CULTURE

## CULTURAL DIFFERENCES IN PEOPLE'S EMOTIONAL RESPONSES TOWARDS SUCCESSFUL VS. FAILED OUTCOME IN LIFE

Li-Jun Ji<sup>1</sup>, Suhui Yap<sup>1</sup>, Yuen Pik Chan<sup>1</sup>  
<sup>1</sup>Queen's Univ.

CULTURE

## PROMOTION AND PREVENTION FOCUSED PROSOCIAL BEHAVIORS IN THE UNITED KINGDOM AND JAPAN

Toshie Imada<sup>1</sup>, Keiko Ishii<sup>2</sup>  
<sup>1</sup>Brunel Univ. London, <sup>2</sup>Kobe Univ.

CULTURE

## IDENTITY INTEGRATION PREDICTS TOLERANCE: EXPLORING THE RELATIONSHIP BETWEEN INTRAPERSONAL AND INTERPERSONAL CULTURAL MIXING

Sarah Huff<sup>1</sup>, Fiona Lee<sup>1</sup>, Ying-Yi Hong<sup>2</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Nanyang Technological Univ.

CULTURE

## CULTURAL CONTAMINATION: CULTURAL MIXING ELICITS DISGUST EVALUATIONS

Bobby Cheon<sup>1</sup>, George Christopoulos<sup>1</sup>, Ying-Yi Hong<sup>2</sup>  
<sup>1</sup>Nanyang Technological Univ., <sup>2</sup>Chinese Univ. of Hong Kong

CULTURE

## A TWO-DIMENSIONAL MEASURE OF INDIVIDUALS' CULTURAL ORIENTATION IN KOREA

Ha-yeon Lee<sup>1</sup>, Soohyun Lee<sup>1</sup>, Hyun Euh<sup>2</sup>, Hoon-Seok Choi<sup>1</sup>  
<sup>1</sup>Sungkyunkwan Univ., <sup>2</sup>Univ. of Minnesota

CULTURE

## CULTURAL ASYMMETRY BETWEEN PERCEPTIONS OF PAST AND FUTURE PERSONAL CHANGE

Tieyuan Guo<sup>1</sup>, Roy Spina<sup>2</sup>  
<sup>1</sup>Univ. of Macau, <sup>2</sup>Univ. of Chichester

CULTURE

## DEVELOPMENT OF AN INDIGENOUS KOREAN "WOORI" (WE-NESS) SCALE IN WORK CONTEXTS

Hyun Euh<sup>1</sup>, Hoon-Seok Choi<sup>2</sup>  
<sup>1</sup>Univ. of Minnesota, <sup>2</sup>Sungkyunkwan Univ.

CULTURE

## A MULTI-NATIONAL INVESTIGATION OF CROSS-CULTURAL COOPERATION

Angela Dorrough<sup>1</sup>, Andreas Glöckner<sup>1</sup>  
<sup>1</sup>Max Planck Institute for Research on Collective Goods

CULTURE

## UNDERSTANDING CULTURAL SELF DURING CULTURAL EXPOSURE: THE ROLE OF COGNITIVE ENGAGEMENT

Chieh Lu<sup>1</sup>, Ching Wan<sup>1</sup>  
<sup>1</sup>Nanyang Technological Univ.



CULTURE

## DO CHINESE AND EUROPEAN AMERICANS PERCEIVE AND EVALUATIVE THEIR ROMANTIC PARTNERS DIFFERENTLY?: AN EXAMINATION OF DIALECTICISM IN ROMANTIC RELATIONSHIP CONTEXTS

Ben Chun Pan Lam<sup>1</sup>, Susan Cross<sup>1</sup>, Sylvia Xiaohua Chen<sup>2</sup>, Jinlin Zhang<sup>3</sup>, Li-jun Zheng<sup>3</sup>, Kai Seng Chan<sup>1</sup>, Meredith Durbahn<sup>1</sup>, Victor C. Y. Lau  
<sup>1</sup>Iowa State Univ., <sup>2</sup>Hong Kong Polytechnic Univ., <sup>3</sup>Hangzhou Normal Univ.

CULTURE

## INVESTIGATING MODERATORS OF USING THE SELF AS A REFERENCE FOR BEHAVIOR

Jacqueline Newbold<sup>1</sup>, Leonard Martin<sup>1</sup>  
<sup>1</sup>Univ. of Georgia

CULTURE

## FOOD ATTITUDES AND WELLBEING: THE ROLE OF ACCULTURATION

Gloriana Rodriguez-Arauz<sup>1</sup>, Nairan Ramirez-Esparza<sup>1</sup>, Vanessa Smith-Castro<sup>2</sup>  
<sup>1</sup>Univ. of Connecticut, <sup>2</sup>Universidad de Costa Rica

CULTURE

## SOCIAL CLASS AND CONNECTION TO OTHERS IN FACE-TO-FACE AND COMPUTER-MEDIATED LEARNING

Peter Leavitt<sup>1</sup>, Daniel Sullivan<sup>1</sup>  
<sup>1</sup>Univ. of Arizona

CULTURE

## RECOGNITION OF RESPONSIBILITY OR APPRECIATION OF SELF?: EXAMINING CULTURAL DIFFERENCES IN NORM ADHERENCE IN MARITAL RELATIONSHIPS

Chiung-Yi Tseng<sup>1</sup>, Joan Miller<sup>2</sup>  
<sup>1</sup>Ming Chuan Univ., <sup>2</sup>New School for Social Research

CULTURE

## THE IMPACT OF INTERNALIZATION OF WESTERN STANDARDS OF APPEARANCE ON ANTI-FAT BIAS IN KENYAN AMERICANS

Fanice Thomas<sup>1</sup>, Kerry Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

CULTURE

## CULTURE AND HUMILIATION

Lucy De Souza<sup>1</sup>, Patricia Rodriguez Mosquera<sup>1</sup>  
<sup>1</sup>Wesleyan University

CULTURE

## FEAR OF SOCIAL DISTANCE AS A MEDIATOR OF INTERDEPENDENT SELF-CONSTRUAL AND FEAR OF POSITIVE EVALUATION AMONG ASIAN-AMERICAN STUDENTS

Spencer Choy<sup>1</sup>  
<sup>1</sup>Occidental College

CULTURE

## LONG-TERM LIFE DECISIONS AND PRINCIPLES: A BICULTURAL STUDY

Sharmin Alam<sup>1</sup>  
<sup>1</sup>California State Univ. Northridge

DISABILITY

## ACKNOWLEDGING THE NEED FOR HAPPINESS: AN ANTIDOTE FOR LIFE WASTING

Lori Dotson<sup>1</sup>  
<sup>1</sup>Institute for Applied Behavior Analysis

DISABILITY

## MOMENTARY EXPERIENCES OF DISCRIMINATION AND INTERNALIZED STIGMA FOR PERSONS LIVING WITH HIV: AN EXPERIENCE SAMPLING STUDY

Michael Owens<sup>1</sup>, Pariya Fazeli<sup>1</sup>, James Raper<sup>1</sup>, Michael Mugavero<sup>1</sup>, Bulent Turan<sup>1</sup>  
<sup>1</sup>Univ. of Alabama at Birmingham

DISABILITY

## OUTGROUP HOMOGENEITY EFFECT AND INDIVIDUALS WITH DISABILITIES: HOW CONTACT AND KNOWLEDGE AFFECT PERCEPTIONS OF SIMILARITY AMONG THOSE WITH INTELLECTUAL AND PHYSICAL DISABILITIES

Amber Graf<sup>1</sup>, Melanie Vert<sup>1</sup>, Katie Estey<sup>1</sup>, Molly Moloney<sup>1</sup>  
<sup>1</sup>Carroll College

DIVERSITY

## BUILDING UNITY IN DIVERSITY: THE JOINT IMPACT OF COLLECTIVISTIC VALUE ORIENTATION AND INDEPENDENT SELF-REPRESENTATION ON ATTITUDES TOWARDS MULTICULTURALISM

Yujin Jeong<sup>1</sup>, Hoon-Seok Choi<sup>1</sup>  
<sup>1</sup>Sungkyunkwan Univ.

DIVERSITY

## WHOSE GAY IDENTITY: IS PERCEIVED MEMBERSHIP IN THE GAY COMMUNITY BASED ON SOCIAL CLASS?

Ryan Pickering<sup>1</sup>, Ellen Newell<sup>2</sup>, Joseph Wellman<sup>3</sup>, Shannon McCoy<sup>4</sup>  
<sup>1</sup>Allegheny College, <sup>2</sup>Wilkes Univ., <sup>3</sup>CSU San Bernadino, <sup>4</sup>Univ. of Maine

SESSION E: 12:30 - 2:00 PM

DIVERSITY

**PHILOSOPHY'S LEAKY PIPELINE: SELF-PERCEIVED COMPETENCE OUTPERFORMS STEREOTYPING AND IDENTITY IN PREDICTING ACADEMIC ENGAGEMENT**

Garrett Marks-Wilt<sup>1</sup>, Philip Robbins<sup>1</sup>  
<sup>1</sup>Univ. of Missouri

DIVERSITY

**IS IT NATURAL TO BECOME A U.S. CITIZEN?: PSYCHOLOGICAL PROCESSES BEHIND IMMIGRANTS' RELUCTANCE TO NATURALIZE**

Nur Soylu<sup>1</sup>, Ludwin Molina<sup>1</sup>, Gallal Obeid<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

DIVERSITY

**HOW METAPHORS SHAPE ATTITUDES TOWARD DIVERSITY**

Nader Hakim<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

DIVERSITY

**BEING WORKING-CLASS IN A MIDDLE-CLASS WORLD: HOW FIRST-GENERATION COLLEGE STUDENTS NAVIGATE SOCIAL CLASS CULTURE CLASH**

Laura Brady<sup>1</sup>, Yuichi Shoda<sup>1</sup>  
<sup>1</sup>Univ. of Washington

DIVERSITY

**NEIGHBORHOOD DIVERSITY INCREASES ALTRUISM**

Jayanth Narayanan<sup>1</sup>, Jared Nai<sup>1</sup>, Ivan Hernandez<sup>2</sup>, Jeremy Tan<sup>3</sup>, Krishna Savani<sup>4</sup>  
<sup>1</sup>National Univ. of Singapore, <sup>2</sup>Northwestern Univ., <sup>3</sup>Singapore Management Univ., <sup>4</sup>Nanyang Business School

DIVERSITY

**DEMOGRAPHICS AND DIVERSITY: THE IMPORTANCE OF COLLECTING DEMOGRAPHICS IN UNDERGRADUATE SAMPLES**

Shavonne Pye-Strowbridge<sup>1</sup>, Katelynn Carter-Rogers<sup>2</sup>, Steven Smith<sup>1</sup>, Adena Brown<sup>1</sup>, Davey Chafe<sup>1</sup>  
<sup>1</sup>Saint Mary's Univ., <sup>2</sup>Maastricht Univ.

DIVERSITY

**WHAT FACTORS BEST PREDICT ACADEMIC MAJOR CHOICE AND EXPLAIN THE GENDER GAP IN STEM?**

Erin McPherson<sup>1</sup>, Sarah Banchefsky<sup>1</sup>, Bernadette Park<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

DIVERSITY

**DIVERSITY INITIATIVES INCREASE SENSITIVITY TO DETECTING ANTI-WHITE BIAS AMONG WHITES AND MINORITIES**

Gary Xia<sup>1</sup>, Cheryl Kaiser<sup>1</sup>  
<sup>1</sup>Univ. of Washington

DIVERSITY

**WHAT ARE WE MEASURING WHEN WE MEASURE "COLORBLINDNESS"?**

Karen Chang<sup>1</sup>, Yuichi Shoda<sup>1</sup>  
<sup>1</sup>Univ. of Washington

DIVERSITY

**THE STATISTICAL EYE: HOW RACE BIAS INFLUENCES VISUAL PERCEPTION OF DIVERSE CROWDS**

Sarah Lamer<sup>1</sup>, Timothy Sweeny<sup>1</sup>, Elric Elias<sup>1</sup>, Max Weisbuch<sup>1</sup>  
<sup>1</sup>Univ. of Denver

DIVERSITY

**SHOULD WOMEN TALK ABOUT BEING A WOMAN WHEN THEY APPLY TO GRADUATE SCHOOL?: DIFFERENTIAL IMPLICATIONS FOR THE STEM VS. SOCIAL SCIENCE FIELDS**

Jennifer Wessel<sup>1</sup>, Nao Hagiwara<sup>2</sup>  
<sup>1</sup>Univ. of Maryland College Park, <sup>2</sup>Virginia Commonwealth Univ.

GENDER

**ACCULTURATION AND ACTION: CULTURAL CONNECTIONS IMPACT WOMEN'S RESPONSES TO GENDER DISCRIMINATION**

Eden Hennessey<sup>1</sup>, Mindi Foster<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier Univ.

GENDER

**NEGATIVE FEEDBACK FROM MALE SUPERVISORS DISCOURAGES WOMEN FROM PURSUING LEADERSHIP ROLES**

H. Wenwen Ni<sup>1</sup>, Yuen Huo<sup>1</sup>  
<sup>1</sup>UCLA

GENDER

**THE EFFECTS OF GENDER AND STATUS WHEN TALKING ABOUT STEM**

Megan Bruun<sup>1</sup>, Emily Jacobs<sup>1</sup>, Adrienne Wise<sup>1</sup>, Sara Hodges<sup>1</sup>  
<sup>1</sup>Univ. of Oregon

GENDER

**MRS?: PERCEPTIONS OF WOMEN WHO DO NOT CHANGE THEIR SURNAME AFTER MARRIAGE**

Carrie Underwood<sup>1</sup>, Rachael Robnett<sup>1</sup>, Nikki Luu<sup>1</sup>, Kristin Anderson<sup>2</sup>  
<sup>1</sup>Univ. of Nevada Las Vegas, <sup>2</sup>Univ. of Houston-Downtown

GENDER

## PERCEIVED CAMPUS SAFETY AS A MEDIATOR OF THE LINK BETWEEN GENDER AND MENTAL HEALTH IN A NATIONAL COLLEGE SAMPLE

Aubrey Etocio<sup>1</sup>  
<sup>1</sup>Univ. of Nevada

GENDER

## MASCULINITY THREATS PROMOTE QUID-PRO-QUO SEXUAL HARASSMENT AND RAPE DISMISSAL

Jonathan Gallegos<sup>1</sup>, Marlaina Laubach<sup>1</sup>, Theresa Vescio<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

GENDER

## WHAT FEMALE SCIENTISTS LOOK LIKE TO HOSTILE SEXISTS: EXPLORING THE WARMTH AND COMPETENCE OF STEM FACES IN THE MINDS OF PARTICIPANTS

Alison Young<sup>1</sup>, Russell Fazio<sup>2</sup>, Evava Pietri<sup>3</sup>  
<sup>1</sup>Olivet Nazarene Univ., <sup>2</sup>The Ohio State Univ., <sup>3</sup>Yale Univ.

GENDER

## HOW SEXISM, WORLD VIEWS AND CONSERVATISM PREDICT PREFERENCES OF LAW IMPLEMENTATIONS OF GENDER EQUALITY

Maria Sandgren<sup>1</sup>, Philip Gustafsson<sup>1</sup>, Henry Montgomery<sup>2</sup>, Girts Dimdins<sup>3</sup>  
<sup>1</sup>Södertörn Univ., <sup>2</sup>Stockholm Univ., <sup>3</sup>Univ. of Latvia

GENDER

## GENDER DIFFERENCES IN DESIRE TO MARRY

Mea Benson<sup>1</sup>, Nyla Branscombe<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

GENDER

## WHEN WOMEN ARE CALLED "GIRLS": THE EFFECT OF INFANTILIZING LABELS ON WOMEN'S SELF-PERCEPTIONS

Heather MacArthur<sup>1</sup>, Jessica Cundiff<sup>2</sup>  
<sup>1</sup>The Pennsylvania State Univ., <sup>2</sup>Missouri Univ. of Science & Technology

GENDER

## UNDERSTANDING THE ROLE OF PERCEIVED GENDER IN JUDGMENTS OF INDIVIDUALS WITH INTERSECTIONAL IDENTITIES

Rebecca Mohr<sup>1</sup>  
<sup>1</sup>Columbia Univ.

GENDER

## MASCULINITY'S ROLE IN THE NARCISSISM-BENEVOLENT SEXISM RELATIONSHIP

Alison Patev<sup>1</sup>, Shaquela Hargrove<sup>1</sup>, Audrey Alexander<sup>1</sup>, Kristina Hood<sup>1</sup>  
<sup>1</sup>Mississippi State Univ.

GENDER

## I DID WELL. SHOULD I TELL?: GENDER DIFFERENCES IN ACADEMIC SUCCESS DISCLOSURES

Ellen Altermatt<sup>1</sup>, Jackson Painter<sup>2</sup>  
<sup>1</sup>Hanover College, <sup>2</sup>Univ. of Louisville

GENDER

## MATH IF FOR BOYS, LANGUAGE IS FOR GIRLS: STEREOTYPE THREAT AFFECTS MALE STUDENTS' LANGUAGE PERFORMANCE

Kathryn Chaffee<sup>1</sup>, Mantou Lou<sup>1</sup>, Kimberly Noels<sup>1</sup>  
<sup>1</sup>Univ. of Alberta

GENDER

## MUSCLE PADS INCLUDED: A CONTENT ANALYSIS OF GENDER-RELATED PERSONAS AND SEXUALIZING CHARACTERISTICS IN HALLOWEEN COSTUMES

Allison Musvosvi<sup>1</sup>, Lisa Harrison<sup>1</sup>  
<sup>1</sup>California State Univ., Sacramento

GENDER

## THE EFFECT OF SUPPRESSION OF STEREOTYPE THREAT ON SELF-EVALUATIONS AND CROSS-GENDER INTERPERSONAL EVALUATIONS

Zheng Li<sup>1</sup>, Helen Harton<sup>1</sup>  
<sup>1</sup>Univ. of Northern Iowa

GENDER

## MORE THAN A FEELING: SYSTEM JUSTIFICATION BELIEFS MODERATE EMOTIONAL REACTIONS TO GENDER IMBALANCE IN STEM

Elise Lundequum<sup>1</sup>, David Marx<sup>1</sup>  
<sup>1</sup>San Diego State Univ.

GENDER

## THE ROLE OF SEXISM AND MASCULINITY IN MISCONCEPTIONS OF INTENTIONS FOR SEXUAL RISK

Inna Saboshchuk<sup>1</sup>, Sarit Golub<sup>2</sup>  
<sup>1</sup>The Graduate Center, CUNY, <sup>2</sup>Hunter College, CUNY

GENDER

## THE PERCEPTION OF THE RELATIVE BODY PROPORTIONS OF THE SELF AND OTHERS

Kathleen McCulloch<sup>1</sup>, Sally Linkenauger<sup>1</sup>, Laura Kirby<sup>1</sup>, Matt Longo<sup>2</sup>  
<sup>1</sup>Lancaster Univ., <sup>2</sup>Birkbeck Univ. of London

SESSION E: 12:30 - 2:00 PM

GENDER

## MASCULINITY THREATS IMPACT ON SUPPORT FOR FEMALE LEADERS AND LGBT RIGHTS

Maranda Martinez<sup>1</sup>, Juan Manibusan<sup>1</sup>, Patrice Horton<sup>1</sup>, Nadia Solis<sup>1</sup>, Elizabeth Halprin<sup>2</sup>, Dylan Turmeque-Lamont<sup>1</sup>, Clara Wilkins<sup>2</sup>, Joseph Wellman

<sup>1</sup>California State Univ. San Bernardino, <sup>2</sup>Wesleyan Univ.

GENDER

## PRIMARY IDENTITY AND DIFFERENCES IN PERCEIVED DISCRIMINATION

Kristin Donaldson<sup>1</sup>, Jeannetta Williams<sup>1</sup>

<sup>1</sup>St. Edward's Univ.

GENDER

## ACTUAL AND PERCEIVED GENDER DIFFERENCES IN ENJOYMENT OF SEXUAL PRACTICES

Ashley Kate Malcom<sup>1</sup>, Diana Dinh<sup>1</sup>, Lisa Brown<sup>1</sup>

<sup>1</sup>Austin College

GENDER

## BEYOND SEXUAL PURITY: AN EXAMINATION OF MODERN AND TRADITIONAL CONCEPTUALIZATIONS OF FEMININE HONOR.

Emily Nelsen<sup>1</sup>, Quinmill Lei<sup>1</sup>, Amanda Martens<sup>1</sup>, Stuart Miller<sup>1</sup>, Donald Saucier<sup>1</sup>

<sup>1</sup>Kansas State Univ.

GENDER

## EFFECT OF MISGENDERING: A MIXED METHODS APPROACH

Olivia Anderson<sup>1</sup>, Shane Giraldo<sup>1</sup>, Kristin Dukes<sup>1</sup>

<sup>1</sup>Simmons College

GENDER

## GENDER BIAS UNDERMINES STUDENTS' STEM ENGAGEMENT

Nava Caluori<sup>1</sup>, Helena Rabasco<sup>1</sup>, Corinne Moss-Racusin<sup>1</sup>

<sup>1</sup>Skidmore College

GENDER

## GIRLS IN SCIENCE AND TECHNOLOGY (GIST): IMPACT OF A SCIENCE OUTREACH WORKSHOP ON SCIENCE IDENTITY

Caroline Dickens<sup>1</sup>, Laurie O'Brien<sup>1</sup>, Donata Henry<sup>1</sup>, Aline Hitti<sup>1</sup>

<sup>1</sup>Tulane University

GENDER

## THE TEENAGE GIRL'S PLIGHT: SEEKING SUPPORT AND SELF-COMPASSION IN A CULTURE OF EFFORTLESS PERFECTION

Abigail Hiller<sup>1</sup>, Michele Tugade<sup>1</sup>, Rachel Simmons<sup>2</sup>

<sup>1</sup>Vassar College, <sup>2</sup>The Girl's Leadership Institute

INTERGROUP RELATIONS

## YOU DON'T LOOK LIKE YOU'RE SUPPOSED TO LOOK: CONSERVATIVES DEROGATE COUNTERSTEREOTYPICAL INDIVIDUALS IN THE SERVICE OF CATEGORIZATION

Chadly Stern<sup>1</sup>, Tessa West<sup>1</sup>, Nicholas Rule<sup>2</sup>

<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Toronto

INTERGROUP RELATIONS

## UNITED IN POLITICAL SOLIDARITY: HOW MULTICULTURAL ENDORSEMENT AND GROUP IDENTITY INSPIRE INTERGROUP POLITICAL SOLIDARITY AMONG MEMBERS OF LOWER STATUS GROUPS

Justine Calcagno<sup>1</sup>, Tracey Revenson<sup>2</sup>

<sup>1</sup>The Graduate Center, CUNY, <sup>2</sup>Hunter College & the Graduate Center, CUNY

INTERGROUP RELATIONS

## FAMILY MATTERS: PEOPLE'S PERCEPTIONS OF FAMILY MEMBERS DATING INTERRACIALLY

Maria Iankilevitch<sup>1</sup>, Alison Chasteen<sup>2</sup>

<sup>1</sup>Univ. of Toronto, <sup>2</sup>Univeristy of Toronto

INTERGROUP RELATIONS

## TERRORISM NEW AND OLD: AN INTEGRATIVE COMPLEXITY ANALYSIS OF ISIL AND AL-QAEDA

Shannon Houck<sup>1</sup>, Meredith Repke<sup>1</sup>, Lucian Conway, III<sup>1</sup>

<sup>1</sup>Univ. of Montana

INTERGROUP RELATIONS

## THE SECRET LIES IN THE APPROACH: HOW TO EFFECTIVELY CONFRONT ANTI-GAY AND ANTI-LESBIAN PREJUDICE WHILE MINIMIZING INDIVIDUAL COSTS

Jonathan Cadieux<sup>1</sup>, Alison Chasteen<sup>1</sup>

<sup>1</sup>Univ. of Toronto

INTERGROUP RELATIONS

## STEPPING INTO PERPETRATORS' SHOES: HOW INGROUP TRANSGRESSIONS AND VICTIMIZATION SHAPE SUPPORT FOR JUSTICE THROUGH PERSPECTIVE TAKING OF PERPETRATORS

Mengyao Li<sup>1</sup>, Bernhard Leidner<sup>1</sup>, Silvia Fernandez-Campos<sup>2</sup>

<sup>1</sup>Univ. of Massachusetts Amherst, <sup>2</sup>New School for Social Research

INTERGROUP RELATIONS

## EGO-DECENTERED REASONING REDUCES OUTGROUP BIAS IN INTERGROUP CONFLICTS

Franki Kung<sup>1</sup>, Justin Brienza<sup>1</sup>, Melody Chao<sup>2</sup>

<sup>1</sup>Univ. of Waterloo, <sup>2</sup>Hong Kong Univ. of Science & Technology

INTERGROUP RELATIONS

## CHANGING BELIEFS OF GROUP MALLEABILITY AS A LONG TERM INTERVENTION FOR CONFLICT RESOLUTION

Eran Halperin<sup>1</sup>, Amit Goldenberg<sup>2</sup>, Carol Dweck<sup>2</sup>, James Gross<sup>2</sup>  
<sup>1</sup>Interdisciplinary Center in Herzliya, <sup>2</sup>Stanford Univ.

INTERGROUP RELATIONS

## ARE ALL ANIMALS EQUAL?: TESTING HOW CONTACT WITH DIFFERENT ANIMAL TYPES IS ASSOCIATED TO IDENTIFICATION WITH ANIMALS

Beatrice Auger<sup>1</sup>, Catherine Amiot<sup>1</sup>  
<sup>1</sup>Univ. of Quebec in Montreal

INTERGROUP RELATIONS

## POWER IN THE MONEY, MONEY IN THE POWER: THE EFFECT OF MONEY AND SEXUAL OBJECTIFICATION ON SOCIAL DOMINANCE ORIENTATION

Maya Aloni<sup>1</sup>, Christopher Bartak<sup>2</sup>  
<sup>1</sup>Western Connecticut State Univ., <sup>2</sup>The Univ. of Oklahoma

INTERGROUP RELATIONS

## GROUP MEMBERS' WILLINGNESS TO TAKE RISKS TO HARM A THREATENING OUTGROUP

Elizabeth Niedbala<sup>1</sup>, Zachary Hohman<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

INTERGROUP RELATIONS

## MINORITY GROUP SIMILARITY PERCEPTIONS AS A MODERATOR OF WHITES' REACTIONS TO FUTURE POPULATION CHANGES

Mitchell Lorenz<sup>1</sup>, Chelsea Atkins<sup>1</sup>, Ruth Warner<sup>1</sup>  
<sup>1</sup>Saint Louis Univ.

INTERGROUP RELATIONS

## REMINDERS OF CONFLICT ENHANCE MEANING AND FUEL A DESIRE FOR FURTHER CONFLICT

Daniel Rovenpor<sup>1</sup>, Thomas O'Brien<sup>1</sup>, Bernhard Leidner<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts Amherst

INTERGROUP RELATIONS

## THE CASE AGAINST MULTICULTURALISM: ESSENTIALIST BELIEFS AT WORK

Melody Chao<sup>1</sup>, Justin Brienza<sup>2</sup>, Franki Kung<sup>2</sup>  
<sup>1</sup>Hong Kong Univ. of Science & Technology, <sup>2</sup>Univ. of Waterloo

INTERGROUP RELATIONS

## THE UPSIDE OF ENTITATIVITY

Kathleen Oltman<sup>1</sup>, John Dovidio<sup>1</sup>, Anna Newheiser<sup>2</sup>  
<sup>1</sup>Yale Univ., <sup>2</sup>Univ. at Albany, SUNY

INTERGROUP RELATIONS

## WHY DOES PERSPECTIVE TAKING REDUCE INTERGROUP BIAS? MOTIVATION FOR OPENNESS VS. CLOSURE

David Sparkman<sup>1</sup>, John Blanchar<sup>1</sup>, Scott Eidelman<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

INTERGROUP RELATIONS

## BRIDGING THE GAP: THE ROLE OF EMOTION REGULATION IN INTERGROUP EMPATHY

Jennifer Perry<sup>1</sup>, Keith Maddox<sup>1</sup>, Heather Urry<sup>1</sup>  
<sup>1</sup>Tufts Univ.

INTERGROUP RELATIONS

## FOREIGNNESS AND INFERIORITY: EVIDENCE FOR A NEW MODEL OF RACIAL POSITION

Linda Zou<sup>1</sup>, Sapna Cheryan<sup>1</sup>  
<sup>1</sup>Univ. of Washington

INTERGROUP RELATIONS

## THE FABRIC OF THE AMERICAN IDENTITY: VARIABILITY IN ETHNIC-NATIONAL ASSOCIATIONS

Thierry Devos<sup>1</sup>  
<sup>1</sup>UC San Diego

INTERGROUP RELATIONS

## WHO IS A TRUE AMERICAN?: WHITES' DEFENSE OF THEIR PROTOTYPICALITY IN AMERICA

Felix Danbold<sup>1</sup>, Yuen Huo<sup>1</sup>  
<sup>1</sup>Univ. of California, Los Angeles

INTERGROUP RELATIONS

## GROUPS' SEARCH FOR MEANING: REDEMPTION NARRATIVES AS A PATH TO INTERGROUP RECONCILIATION

Katie Rotella<sup>1</sup>, Jennifer Richeson<sup>2</sup>, Dan McAdams<sup>2</sup>  
<sup>1</sup>Johnson & Johnson, <sup>2</sup>Northwestern Univ.

INTERGROUP RELATIONS

## CROSS-GROUP CONTACT AND ADVANTAGED GROUP HELPING FOR SOCIAL CHANGE

Lexi Seida<sup>1</sup>, Stephen Wright<sup>1</sup>, Odilia Dys-Steenbergen<sup>1</sup>  
<sup>1</sup>Simon Fraser Univ.

INTERGROUP RELATIONS

## THE PSYCHOLOGY OF GLOBAL CITIZENSHIP: IMPLICATIONS FOR INTERGROUP TRUST

Janet Pauketat<sup>1</sup>, Diane Mackie<sup>1</sup>  
<sup>1</sup>Univ. of California Santa Barbara

SESSION E: 12:30 - 2:00 PM

INTERGROUP RELATIONS

## ATROCITIES, JUSTIFICATIONS AND APOLOGIES: FROM INDIVIDUAL MEMORIES TO SHARED MNEMONIC REPRESENTATIONS

Kulani Panapitiya Dias<sup>1</sup>, Alin Coman<sup>1</sup>  
<sup>1</sup>Princeton Univ.

INTERGROUP RELATIONS

## WITH A LITTLE HELP FROM OUR FRIENDS: THE IMPACT OF CROSS-GROUP FRIENDSHIP ON ACCULTURATION PREFERENCES

Tabea Hässler<sup>1</sup>, Roberto González<sup>2</sup>, Siugmin Lay<sup>3</sup>, Jorge Astudillo<sup>2</sup>, Michelle Bernardino<sup>2</sup>, Hanna Zagefka<sup>3</sup>, Rupert Brown<sup>4</sup>, Brian Lickel, Linda Tropp<sup>5</sup>  
<sup>1</sup>Univ. of Zurich, <sup>2</sup>Pontificia Universidad Católica de Chile, <sup>3</sup>Royal Holloway, Univ. of London, <sup>4</sup>Univ. of Sussex, <sup>5</sup>Univ. of Massachusetts Amherst

INTERGROUP RELATIONS

## COMPENSATION BETWEEN COMPETENCE AND WARMTH: BOUNDARY CONDITIONS AND UNDERLYING PSYCHOLOGICAL PROCESSES

Vincent Yzerbyt<sup>1</sup>, Laurent Cambon<sup>2</sup>  
<sup>1</sup>Université catholique de Louvain, <sup>2</sup>Université de Nice

INTERGROUP RELATIONS

## SHAPING HELPING TENDENCIES THROUGH QUALITY, NOT QUANTITY INTERGROUP CONTACT

Mari Noelle Malvar<sup>1</sup>, Brian Johnston<sup>1</sup>  
<sup>1</sup>The Graduate Center, CUNY

INTERGROUP RELATIONS

## THE ROLE EMPATHY IN BYSTANDERS' INFORMATION SEEKING AND HELPING RESPONSES TO INGROUP AND OUTGROUP PROTEST

Prabin Subedi<sup>1</sup>  
<sup>1</sup>The Graduate Center, CUNY

INTERGROUP RELATIONS

## UNPACKING THE COMPLEXITY OF IMMIGRANT ATTITUDES: IMMIGRANT AGE PREDICTS ATTITUDES TOWARD IMMIGRANTS

Amanda Sharples<sup>1</sup>, Alison Chasteen<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

INTERGROUP RELATIONS

## THE DEVOTED ACTOR: SACRED VALUES, IDENTITY FUSION AND COSTLY SACRIFICE FOR COMRADES AND CAUSE

Hammad Sheikh<sup>1</sup>, Jeremy Ginges<sup>1</sup>, Angel Gomez<sup>2</sup>  
<sup>1</sup>New School for Social Research, <sup>2</sup>Universidad Nacional de Educación a Distancia

INTERGROUP RELATIONS

## WHEN DIVERSITY IS NOT ENOUGH: INTEGRATION AS A BETTER PREDICTOR OF DISCRIMINATION AWARENESS

Kimberly Chaney<sup>1</sup>, Diana Sanchez<sup>1</sup>  
<sup>1</sup>Rutgers, The State Univ. of New Jersey

INTERGROUP RELATIONS

## WHEN WE DON'T KNOW WHO WE ARE: THE EFFECT OF ENTITATIVITY THREAT ON UNCERTAINTY

Michael Hogg<sup>1</sup>, Jiin Jung<sup>1</sup>, Andrew Livingstone<sup>2</sup>, Hoon-Seok Choi<sup>3</sup>  
<sup>1</sup>Claremont Graduate Univ., <sup>2</sup>Univ. of Exeter, <sup>3</sup>Sungkyunkwan Univ.

INTERGROUP RELATIONS

## THE ROLE OF FRIENDSHIP NETWORKS AND MOTIVATIONAL GOALS IN INTERRACIAL INTERACTION

Zachary Chacko<sup>1</sup>, Elise Ozier<sup>1</sup>, Mary Murphy<sup>1</sup>, Daryl Wout<sup>2</sup>  
<sup>1</sup>Indiana Univ., <sup>2</sup>John Jay College

JUDGMENT/DECISION-MAKING

## PREDICTING NEGOTIATION DECISIONS WITH BRAIN ACTIVITIES

Eunkyung Kim<sup>1</sup>, Sarah Gimbel<sup>1</sup>, Aleksandra Litvinova<sup>1</sup>, Jonas Kaplan<sup>1</sup>, Morteza Dehghani<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

JUDGMENT/DECISION-MAKING

## HACKING FOR THE GREATER GOOD: HACKTIVISM AS A PRODUCT OF DEINDIVIDUATION, POWER AND SOCIAL INJUSTICE

Jessica Bodford<sup>1</sup>, Virginia Kwan<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

JUDGMENT/DECISION-MAKING

## ABSTRACT MIND-SET PROMOTES WILLINGNESS TO SAVE

Joanna Rudzińska-Wojciechowska<sup>1</sup>  
<sup>1</sup>Univ. of Social Sciences & Humanities

JUDGMENT/DECISION-MAKING

## CONTRASTING COMPENSATION CLAIMS: FRAUDULENT DAMAGE CLAIMS INCREASE COMPENSATION FOR HONEST CLAIMS

Anna Steinhage<sup>1</sup>, Gabrielle Adams<sup>1</sup>  
<sup>1</sup>London Business School

JUDGMENT/DECISION-MAKING

## REEXAMINING LOSS AVERSION IN LOTTERY DECISION-MAKING

Phoebe Wong<sup>1</sup>, Minah Jung<sup>2</sup>, Clayton Critcher<sup>1</sup>, Leif Nelson<sup>1</sup>  
<sup>1</sup>Univ. of California, Berkeley, <sup>2</sup>New York Univ.

JUDGMENT/DECISION-MAKING

## ENLARGING THE MARKET YET DECREASING THE PROFIT: COMPETITIVE BEHAVIOR WHEN INVESTMENT AFFECTS THE PRIZE

Einav Hart<sup>1</sup>, Judith Avrahami<sup>1</sup>, Yaakov Kareev<sup>1</sup>  
<sup>1</sup>The Hebrew Univ. of Jerusalem

JUDGMENT/DECISION-MAKING

## GOING FOR IT ON FOURTH DOWN: EFFECTS OF RIVALRY ON RISK TAKING

Christopher To<sup>1</sup>, Gavin Kilduff<sup>1</sup>, Lisa Ordonez<sup>2</sup>, Maurice Schweitzer<sup>3</sup>  
<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Arizona, <sup>3</sup>Univ. of Pennsylvania

JUDGMENT/DECISION-MAKING

## PRESTIGE BIAS OR EXPERTISE EFFECTS?

Jennifer Vonk<sup>1</sup>, Zachary Willockx<sup>1</sup>, Brock Brothers<sup>1</sup>  
<sup>1</sup>Oakland Univ.

JUDGMENT/DECISION-MAKING

## TOMORROWLAND IS WORTH MORE TODAY: THE SUBJECTIVE DEVALUATION OF FILMS THROUGH THEIR LIFECYCLE

Vaishali Mahalingam<sup>1</sup>, Maarten Bos<sup>1</sup>  
<sup>1</sup>Disney Research

JUDGMENT/DECISION-MAKING

## DETERRENDS TO HEEDING A SEVERE WEATHER WARNING

Joy Losee<sup>1</sup>, James Shepperd<sup>1</sup>, Gregory Webster<sup>1</sup>  
<sup>1</sup>Univ. of Florida

JUDGMENT/DECISION-MAKING

## EFFECTS OF FRAMING ON EARTHQUAKE RISK PERCEPTION: LIFETIME FREQUENCY DATA ENHANCE RECOGNITION OF THE RISK

John McClure<sup>1</sup>, Liv Henrich<sup>1</sup>  
<sup>1</sup>Victoria Univ. of Wellington

JUDGMENT/DECISION-MAKING

## A NEW LOOK AT INTERGROUP DECISIONS: TRACKING THE COGNITIVE PROCESSES INVOLVED IN COOPERATION WITH IN- AND OUTGROUP MEMBERS

Rima-Maria Rahal<sup>1</sup>, Carsten de Dreu<sup>2</sup>, Susann Fiedler<sup>1</sup>  
<sup>1</sup>Max Planck Institute for Research on Collective Goods, <sup>2</sup>Univ. of Amsterdam

JUDGMENT/DECISION-MAKING

## SLEEP DEPRIVATION AND ADVICE TAKING

Jan Häusser<sup>1</sup>, Johannes Leder<sup>1</sup>, Charlene Ketturat<sup>1</sup>, Martin Dresler<sup>2</sup>, Nadira Faber<sup>3</sup>  
<sup>1</sup>Univ. of Hildesheim, <sup>2</sup>Radboud Univ. Medical Centre, <sup>3</sup>Univ. of Oxford

JUDGMENT/DECISION-MAKING

## PERSONAL TRAUMA AND AFFECTIVE FORECASTING: REACTIONS TO LARGE AND SMALL SCALE PUBLIC TRAGEDIES

Jala Rizeq<sup>1</sup>, Doug McCann<sup>1</sup>  
<sup>1</sup>York Univ.

JUDGMENT/DECISION-MAKING

## TELL ME WHAT I WANT TO HEAR: LAY PEOPLE ASSIGN HIGHER AUTHORITY TO FINANCIAL EXPERTS WHOSE ADVICE CONFIRMS CONSUMERS' EXPECTATIONS

Tomasz Zaleskiewicz<sup>1</sup>, Agata Gasiorowska<sup>1</sup>  
<sup>1</sup>SWPS Univ. of Social Sciences & Humanities

JUDGMENT/DECISION-MAKING

## WHEN I AM WEAK, THEN I AM STRONG: SELF-OTHER DIFFERENCES IN EVALUATION OF SHOWING VULNERABILITY

Anna Bruk<sup>1</sup>, Sabine Scholl<sup>1</sup>  
<sup>1</sup>Univ. of Mannheim

JUDGMENT/DECISION-MAKING

## FLUENCY AS A CUE VS. FLUENCY AS A HEURISTIC IN SOCIAL JUDGMENTS

Christian Unkelbach<sup>1</sup>, Rainer Greifeneder<sup>2</sup>  
<sup>1</sup>Univ. of Cologne, <sup>2</sup>Univ. of Basil

JUDGMENT/DECISION-MAKING

## BRAND NAME FLUENCY AND PRODUCT CHOICE: A CONFORMITY ACCOUNT

Francesca Valsesia<sup>1</sup>, Norbert Schwarz<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

JUDGMENT/DECISION-MAKING

## THE PREFERENCE-CATEGORIZATION EFFECT: PREDICTING BEHAVIOR FROM EVALUATIVE CATEGORIZATION PREFERENCES

Brittney Becker<sup>1</sup>, Rachel Smallman<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

JUDGMENT/DECISION-MAKING

## QUERY THEORY AS A TOOL TO ASSIST RESTRAINED EATERS

Sudy Majd<sup>1</sup>, Elke Weber<sup>1</sup>  
<sup>1</sup>Columbia Univ.

JUDGMENT/DECISION-MAKING

## DID THE EBOLA OUTBREAK INFLUENCE THE 2014 U.S. FEDERAL ELECTIONS (AND, IF SO, HOW)?: LONGITUDINAL ANALYSES OF PRE-ELECTION POLLING DATA

Alec Beall<sup>1</sup>, Marlise Hofer<sup>1</sup>, Mark Schaller<sup>1</sup>  
<sup>1</sup>The Univ. of British Columbia

SESSION E: 12:30 - 2:00 PM

SESSION E: 12:30 - 2:00 PM

JUDGMENT/DECISION-MAKING

## REDUCING IDENTITY DISCLOSURE ONLINE THROUGH WARNINGS

Sandra Carpenter<sup>1</sup>, Michael Shreeves<sup>1</sup>, Payton Brown<sup>2</sup>, Feng Zhu<sup>1</sup>, Mini Zeng<sup>1</sup>  
<sup>1</sup>The Univ. of Alabama in Huntsville, <sup>2</sup>Intergraph Corporation

JUDGMENT/DECISION-MAKING

## NUDGE ME IF YOU CAN – THE INTERPLAY OF DEFAULTS AND ATTITUDE STRENGTH

Max Vetter<sup>1</sup>, Florian Kutzner<sup>1</sup>  
<sup>1</sup>Heidelberg Univ.

LANGUAGE

## JUDGMENTS OF SELF-IDENTIFIED GAY AND HETEROSEXUAL MALE SPEAKERS OF AMERICAN ENGLISH: WHICH PERSONALITY TRAITS ARE ASSOCIATED WITH EACH GROUP OF SPEAKERS?

Erik Tracy<sup>1</sup>, Kelly Charlton<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Pembroke

LANGUAGE

## SEMANTIC PROSODY AND SOCIAL JUDGMENT: WHY IS “PRODUCING” WORK GOOD BUT “CAUSING” WORK BAD?

David Hauser<sup>1</sup>, Norbert Schwarz<sup>2</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Univ. of Southern California

LANGUAGE

## ARTICULATION MOVEMENTS AS APPROACH-AVOIDANCE INDUCTIONS

Sascha Topolinski<sup>1</sup>  
<sup>1</sup>Univ. of Cologne

LANGUAGE

## TORTURE BY ANY OTHER NAME: “ENHANCED INTERROGATION TECHNIQUES” AND DIMINISHED PERCEPTIONS OF SEVERITY

Leslie Berntsen<sup>1</sup>, Norbert Schwarz<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

LANGUAGE

## MEASURING LATENT SEMANTIC SIMILARITY IN INITIAL ONLINE DYADIC INTERACTIONS

Vivian Ta<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Arlington

LANGUAGE

## SERIOUSLY DECEPTIVE: RESPONSE LATENCY AND LIE SERIOUSNESS

Ellen Reinhart<sup>1</sup>, Kathryn Ross<sup>1</sup>, Marilyn Boltz<sup>1</sup>  
<sup>1</sup>Haverford College

LANGUAGE

## HOW DOES TALKING ABOUT SOCIAL RELATIONSHIPS CONTRIBUTE TO WELLBEING?

Angela Carey<sup>1</sup>, Matthias Mehl<sup>1</sup>  
<sup>1</sup>Univ. of Arizona

LANGUAGE

## GENDER DIFFERENCES IN LANGUAGE USE FOR PREDICTING MARITAL OUTCOMES

Tiffany Szymanski<sup>1</sup>, Julia Briskin<sup>1</sup>, Ryan Calcaterra<sup>1</sup>, Gabrielle Dorchak<sup>1</sup>, Richard Slatcher<sup>1</sup>  
<sup>1</sup>Wayne State Univ.

LANGUAGE

## MANAGE WITH YOUR HEAD OR LEAD FROM YOUR HEART?: THE HEAD-HEART METAPHOR SHAPES THINKING ON LANGUAGE USAGE

Yi-Tai Seih<sup>1</sup>  
<sup>1</sup>National Taiwan Univ. of Science & Technology

LANGUAGE

## THE SOUNDS OF KIND AWARENESS: OBSERVABLE MANIFESTATIONS OF MINDFULNESS AND SELF-COMPASSION IN DAILY LIFE

Deanna Kaplan<sup>1</sup>, Thaddeus Pace<sup>1</sup>, Charles Raison<sup>2</sup>, Matthias Mehl<sup>1</sup>  
<sup>1</sup>Univ. of Arizona, <sup>2</sup>Univ. of Wisconsin-Madison

LANGUAGE

## EXPERIENCES OF A NATION: ANALYZING THE PSYCHOLOGY OF DAY-TO-DAY LIFE USING FACEBOOK AND TWITTER

David Serfass<sup>1</sup>, Ryne Sherman<sup>1</sup>, Michal Kosinski<sup>2</sup>, David Stillwell<sup>3</sup>  
<sup>1</sup>Florida Atlantic Univ., <sup>2</sup>Stanford Univ., <sup>3</sup>Univ. of Cambridge

LANGUAGE

## COMPUTATIONAL EGO LEVEL: LARGE DATA AND NEW METHODS ILLUMINATE THE CONSTRUCT OF EGO DEVELOPMENT

Rachel Pauletti<sup>1</sup>, Daniel Lopez<sup>2</sup>, Kevin Lanning<sup>2</sup>  
<sup>1</sup>Lynn Univ., <sup>2</sup>Florida Atlantic Univ.

LANGUAGE

## ACTIVE AND FUTURE-ORIENTED TWEETS PREDICT LOWER COUNTY-LEVEL HIV PREVALENCE IN THE U.S.

Molly Ireland<sup>1</sup>, Hansen Schwartz<sup>2</sup>, Lyle Ungar<sup>3</sup>, Dolores Albarracin<sup>4</sup>  
<sup>1</sup>Texas Tech Univ., <sup>2</sup>The State Univ. of New York at Stony Brook, <sup>3</sup>Univ. of Pennsylvania, <sup>4</sup>Univ. of Illinois at Urbana-Champaign



LANGUAGE

**SHOW ME THE MONEY: THE INFLUENCE OF MONEY-RELATED METAPHORS ON FINANCIAL ANXIETY AND SPENDING**

Christian Sullivan<sup>1</sup>, Mike Kersten<sup>1</sup>, Erin Van Enkevort<sup>1</sup>, Cathy Cox<sup>1</sup>  
<sup>1</sup>Texas Christian Univ.

LAW

**INFLUENCE OF VICTIM AND OFFICER RACE AND VICTIM SOCIOECONOMIC STATUS FOR CASES OF POLICE BRUTALITY: A MOCK JUROR STUDY**

Russ Espinoza<sup>1</sup>, Sarah Kilcullen<sup>1</sup>, Hailey Harris<sup>1</sup>  
<sup>1</sup>California State Univ., Fullerton

LAW

**WHO IS BLAMED THE MOST? AN INVESTIGATION INTO THE FACTORS THAT AFFECT THE AMOUNT OF BLAME ATTRIBUTED TO VICTIMS OF CRIME**

Lauren Rubenstein<sup>1</sup>  
<sup>1</sup>High Point Univ.

LAW

**THE DUAL EFFECT OF JURY INSTRUCTION SIMPLIFICATION**

Chantelle Baguley<sup>1</sup>, Blake McKimmie<sup>1</sup>, Barbara Masser<sup>1</sup>  
<sup>1</sup>The Univ. of Queensland

LAW

**THE INFLUENCE OF APPEARANCE CHANGE INSTRUCTIONS ON EYEWITNESS ATTENTION AND IDENTIFICATION ACCURACY**

Jacob Kraft<sup>1</sup>, Sean Jordan<sup>1</sup>, Haeley Hendrickson<sup>1</sup>, David Matz<sup>1</sup>, Nancy Steblay<sup>1</sup>  
<sup>1</sup>Augsburg College

LAW

**CHOICE BLINDNESS AS MISINFORMATION: MEMORY DISTORTION IN AN EYEWITNESS IDENTIFICATION TASK**

Rachel Greenspan<sup>1</sup>, Kevin Cochran<sup>1</sup>, Elizabeth Loftus<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

LAW

**CAN YOU SEE ME NOW?: EXAMINING THE MAXIMUM DISTANCE OF EYEWITNESS IDENTIFICATIONS**

Christopher Altman<sup>1</sup>  
<sup>1</sup>Florida International Univ.

LAW

**CRIMINAL JUSTICE ATTITUDES IN POLICE CADETS AND COLLEGE STUDENTS**

Katherine Knight Tuttle<sup>1</sup>  
<sup>1</sup>Hanover College

LAW

**A STRUCTURAL EQUATION MODEL OF JUROR SENTENCING DECISIONS IN A RACE-BASED HATE CRIME**

Bradlee Gamblin<sup>1</sup>, Karen Vanderzanden<sup>1</sup>, Kelly Jones<sup>1</sup>, Andre Kehn<sup>1</sup>, Joelle Ruthig<sup>1</sup>  
<sup>1</sup>Univ. of North Dakota

LAW

**WILL PUTTING CAMERAS ON POLICE OFFICERS REDUCE POLARIZATION?**

Roseanna Sommers<sup>1</sup>  
<sup>1</sup>Yale

LAW

**DID YOU SEE THAT @\$% WHO CUT ME OFF?: WRONGDOERS' STATUS AND VICTIMS' ATTENTION TO WRONGDOING**

Wen Bu<sup>1</sup>, Kenworthy Bilz  
<sup>1</sup>Univ. of Illinois

LAW

**BEYOND RETRIBUTION: CHILDREN'S REASONING ABOUT THE FUNCTIONS OF PUNISHMENT**

Jessica Bregant<sup>1</sup>, Katherine Kinzler<sup>2</sup>, Alex Shaw<sup>1</sup>  
<sup>1</sup>Univ. of Chicago, <sup>2</sup>Cornell Univ.

LAW

**STIMULUS MATERIAL FORMAT EFFECTS ON JUROR SENSITIVITY TO EYEWITNESS ACCURACY FACTORS**

J. Marie Hicks<sup>1</sup>, Steven Clark<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

LAW

**THE FIRST-NAME BIAS IN CRIMINAL SENTENCING OF AFRICAN AMERICANS**

Dushiyanthini Kenthirarajah<sup>1</sup>, Gregory Walton<sup>1</sup>, Geoffrey Cohen<sup>1</sup>, Irene Blair<sup>2</sup>, Charles Judd<sup>2</sup>  
<sup>1</sup>Stanford Univ., <sup>2</sup>Univ. of Colorado Boulder

LAW

**EFFECTS OF DECISION-MAKER GENDER ON CHILD CUSTODIAL DECISIONS IN CASES INVOLVING CHILD ABUSE**

Taylor Wornica<sup>1</sup>, Emily Denne<sup>1</sup>, Margaret Stevenson<sup>1</sup>  
<sup>1</sup>University of Evansville

LIFESPAN DEVELOPMENT

**OVERESTIMATING FUTURE HEALTH IN MID-TO-LATE LIFE: CONSEQUENCES FOR 15-YEAR HOSPITALIZATION**

Jeremy Hamm<sup>1</sup>, Stefan Kamin<sup>2</sup>, Judith Chipperfield<sup>1</sup>, Raymond Perry<sup>1</sup>, Frieder Lang<sup>2</sup>  
<sup>1</sup>Univ. of Manitoba, <sup>2</sup>Univ. of Erlangen-Nuremberg

SESSION E: 12:30 - 2:00 PM

LIFESPAN DEVELOPMENT

## FATHERING QUALITY PREDICTS DIFFERENCES IN AFFILIATION WITH SEXUALLY RISKY PEERS AND PARENTAL MONITORING AMONG DAUGHTERS WITHIN-FAMILIES

Danielle DelPriore<sup>1</sup>, Gabriel Schlomer<sup>2</sup>, Bruce Ellis<sup>1</sup>  
<sup>1</sup>Univ. of Arizona, <sup>2</sup>Pennsylvania State Univ.

LIFESPAN DEVELOPMENT

## THE TIMES THEY ARE A-CHANGIN': A MIXED-METHODS LINGUISTIC ANALYSIS OF BOB DYLAN'S LYRICS THROUGHOUT HIS 50 YEAR CAREER

Konrad Czechowski<sup>1</sup>, Dave Miranda<sup>1</sup>, John Sylvestre<sup>1</sup>  
<sup>1</sup>Univ. of Ottawa

LIFESPAN DEVELOPMENT

## THE NARRATIVE CONSTRUCTION OF LIFE CHALLENGES: A LONGITUDINAL STUDY

Grace Hanley<sup>1</sup>, William Dunlop<sup>1</sup>, Dan McAdams<sup>2</sup>  
<sup>1</sup>Univ. of California, Riverside, <sup>2</sup>Northwestern Univ.

LIFESPAN DEVELOPMENT

## THE EFFECTS OF EXPOSURE TO ELDERLY VETERANS WITH AND WITHOUT DEMENTIA ON THE MORTALITY SALIENCE OF YOUNG ADULTS

Destiny Brooks<sup>1</sup>, Jeremy Heider<sup>1</sup>  
<sup>1</sup>Southeast Missouri State University

MENTAL HEALTH/WELL-BEING

## IS HAPPINESS A WARM PUPPY?: EXAMINING THE ASSOCIATION BETWEEN PETS AND WELLBEING

Katherine Jacobs Bao<sup>1</sup>, George Schreer<sup>1</sup>, James Macchia<sup>1</sup>  
<sup>1</sup>Manhattanville College

MENTAL HEALTH/WELL-BEING

## HOW YOUR BANK BALANCE BUYS HAPPINESS: THE IMPORTANCE OF "CASH ON HAND" TO LIFE SATISFACTION

Peter Ruberton<sup>1</sup>, Joe Gladstone<sup>2</sup>, Sonja Lyubomirsky<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside, <sup>2</sup>Univ. of Cambridge

MENTAL HEALTH/WELL-BEING

## HAPPY AND SUCCESSFUL: SMILE INTENSITY IN PHOTOGRAPHS PREDICTS WORK PERFORMANCE IN AN ASIAN BUSINESS SCHOOL

Jing Han Sim<sup>1</sup>, Christie Scollon<sup>1</sup>, Sharon Koh<sup>1</sup>  
<sup>1</sup>Singapore Management Univ.

MENTAL HEALTH/WELL-BEING

## EFFECT OF HIGH REJECTION AVOIDANCE DEVELOPED UNDER LOW-RELATIONAL-MOBILE SOCIETIES ON PEOPLE'S SENSE OF FREEDOM AND WELLBEING

Naoki Nakazato<sup>1</sup>, Yasuko Morinaga<sup>1</sup>, Ken'ichiro Nakashima<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

MENTAL HEALTH/WELL-BEING

## SEARCH FOR MEANING IN LIFE: EVIDENCE FOR NUANCED ASSOCIATIONS WITH PSYCHOLOGICAL HEALTH

Nick Stauner<sup>1</sup>, Joshua Wilt<sup>1</sup>, Matthew Lindberg<sup>2</sup>, Julie Exline<sup>1</sup>, Kenneth Pargament<sup>3</sup>  
<sup>1</sup>Case Western Reserve Univ., <sup>2</sup>Youngstown State Univ., <sup>3</sup>Bowling Green State Univ.

MENTAL HEALTH/WELL-BEING

## GLOBAL MEANING VIOLATION: VULNERABILITY AND PROTECTIVE FACTORS

Crystal Park<sup>1</sup>, Ian Gutierrez<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

MENTAL HEALTH/WELL-BEING

## EMOTIONALLY DIVERSE EXPERIENCES IN NATURAL ENVIRONMENTS: EXPERIMENTAL INVESTIGATIONS OF NATURE CONTACT AND EMOTIONAL DIVERSITY

Colin Capaldi<sup>1</sup>, John Zelenski<sup>1</sup>  
<sup>1</sup>Carleton Univ.

MENTAL HEALTH/WELL-BEING

## SAVORING LIFE EXPERIENCES: EXPLORING THE RELATIONSHIP BETWEEN SAVORING THE MOMENT AND EXPERIENTIAL BUYING

Ella Tarnate<sup>1</sup>, Ryan Howell<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

MENTAL HEALTH/WELL-BEING

## THE ROLE OF GRATITUDE AND MINDFULNESS IN PERCEIVED SOCIAL SUPPORT

Erika Bailey<sup>1</sup>, Rhonda Swickert<sup>1</sup>, Joana Wensing<sup>2</sup>, Andrew Spector<sup>1</sup>, Margaret Woodwell<sup>1</sup>  
<sup>1</sup>College of Charleston, <sup>2</sup>Univ. of Bremen

MENTAL HEALTH/WELL-BEING

## WEIGHT-BASED THREAT AND ATTENTION TO THREAT: AN EXPLORATION OF MODERATORS

Asia McCleary-Gaddy<sup>1</sup>, James Hodge<sup>1</sup>, Carol Miller<sup>1</sup>  
<sup>1</sup>Univ. of Vermont

MENTAL HEALTH/WELL-BEING

**"I DON'T NEED HELP, BUT YOU DO": THE ACTOR-OBSERVER BIAS AS A BARRIER TO THE IDENTIFICATION AND TREATMENT OF MENTAL ILLNESS**

Ava Casados<sup>1</sup>, Molly Crossman<sup>1</sup>, Rebecca Connelly<sup>1</sup>  
<sup>1</sup>Yale Univ.

MENTAL HEALTH/WELL-BEING

**THE MEANING OF ACTION: WHAT SELF-REGULATORY TENDENCIES PRODUCE A PURPOSEFUL LIFE?**

Anna Vazeou-Nieuwenhuis<sup>1</sup>, Edward Orehek<sup>1</sup>  
<sup>1</sup>Univ. of Pittsburgh

MENTAL HEALTH/WELL-BEING

**SELF-CONTROL, PERSEVERATING THINKING AND INTERNALIZING PSYCHOPATHOLOGY: A META-ANALYTIC REVIEW**

Aashna Sunderrajan<sup>1</sup>, Yara Mekawi<sup>1</sup>, Chinmayi Tengshe<sup>1</sup>, Sophie Lohmann<sup>1</sup>, Colleen Hughes<sup>2</sup>, Aishwarya Balasubramanian<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Urbana-Champaign, <sup>2</sup>Univ. of Indiana, Bloomington

MENTAL HEALTH/WELL-BEING

**EXAMINING THE EFFECTS OF RESPONSE STYLES ON DEPRESSION AMONG JAPANESE ADULTS**

Atsushi Kawakubo<sup>1</sup>, Takashi Oguchi<sup>1</sup>  
<sup>1</sup>Rikkyo Univ.

MENTAL HEALTH/WELL-BEING

**WHAT CONTRIBUTES TO LIFE SATISFACTION?: NEW INSIGHTS FROM LARGE SCALE DATA ON THE ROLE OF NEGATIVITY**

Julia Engel<sup>1</sup>, Herbert Bless<sup>1</sup>  
<sup>1</sup>Univ. of Mannheim

MENTAL HEALTH/WELL-BEING

**SCREENING FOR PERSONALITY DISORDERS: DIAGNOSTIC ACCURACY OF THE NEO-FFI**

Josh Jordan<sup>1</sup>, Quyen Tiet<sup>1</sup>  
<sup>1</sup>California School of Professional Psychology

MENTAL HEALTH/WELL-BEING

**INCOME, POSITIVE AFFECT AND MEANING IN LIFE**

Sarah Ward<sup>1</sup>, Laura King<sup>1</sup>  
<sup>1</sup>Univ. of Missouri-Columbia

MENTAL HEALTH/WELL-BEING

**SOCIAL EXCLUSION AND DISCRIMINATION AS PREDICTORS OF MENTAL HEALTH IN ASEXUAL INDIVIDUALS**

Sarah Bostrom<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

MENTAL HEALTH/WELL-BEING

**HIDING IN THE (ATHEIST) CLOSET: IMPLICATIONS OF CONCEALING A STIGMATIZED IDENTITY FOR HEALTH AND WELLBEING**

Michael Doane<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Reno

MENTAL HEALTH/WELL-BEING

**THE MEDIATING ROLE OF DEPRESSIVE SYMPTOMATOLOGY BETWEEN NEUROTICISM AND SOMATIZATION WITH ADDITIONAL FOCUS ON INSOMNIA AND GENDER**

Cory Knight<sup>1</sup>, Catheryn Orihuela<sup>1</sup>, Jessica Perrotte<sup>1</sup>, Mary McNaughton-Cassill<sup>1</sup>  
<sup>1</sup>Univ. of Texas at San Antonio

MENTAL HEALTH/WELL-BEING

**FAMILY MATTERS: PERCEPTIONS OF FAMILY BREADTH OF INCLUSION PREDICT WELLBEING AND RESILIENCE UNDER STRESSFUL CIRCUMSTANCES**

Tonya Buchanan<sup>1</sup>, Allen McConnell<sup>2</sup>  
<sup>1</sup>Central Washington Univ., <sup>2</sup>Miami Univ.

MENTAL HEALTH/WELL-BEING

**WHEN DO OUR PURCHASES MAKE US HAPPIEST? EXAMINING HEDONIC WELLBEING THROUGHOUT CONSUMPTION**

Kristine Tom<sup>1</sup>, Ryan Howell<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

MENTAL HEALTH/WELL-BEING

**PARENTAL INFLUENCES ON ADOLESCENT DEPRESSION AND MARIJUANA USAGE**

Andrea Ruybal<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

MENTAL HEALTH/WELL-BEING

**A GRATITUDE AND A HOPE INTERVENTION EFFECTS ON SUBJECTIVE WELLBEING**

Erika Sakai<sup>1</sup>, Kazuya Horike<sup>1</sup>  
<sup>1</sup>Toyo Univ.

MENTAL HEALTH/WELL-BEING

**WOMEN'S HORMONAL FLUCTUATION AND HAPPINESS JUDGMENT: PHYSICAL ATTRACTIVENESS MATTERS MORE DURING HIGH FERTILITY PHASE**

Ahra Ko<sup>1</sup>, Eunbee Kim<sup>1</sup>, Eunkook Suh<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

MENTAL HEALTH/WELL-BEING

**COMPARING AND CONTRASTING THE RELATIVE HEALTH BENEFITS OF EXPRESSIVE WRITING AND GRATITUDE JOURNALING**

Weiqiang Qian<sup>1</sup>, Leslie Kirby<sup>1</sup>  
<sup>1</sup>Vanderbilt University

MENTAL HEALTH/WELL-BEING

**THE AMBIVALENT RELATIONSHIP OF IDEOLOGY TO LIFE SATISFACTION**

Nicole James<sup>1</sup>, Ian Hansen<sup>1</sup>, Karen Longmore<sup>1</sup>  
<sup>1</sup>York College, CUNY

META-ANALYSIS

**A META-ANALYTIC EVALUATION OF THE RELATIONSHIP BETWEEN PERSPECTIVE-TAKING AND EMPATHY**

William McAuliffe<sup>1</sup>, Michael McCullough<sup>1</sup>, Alexander Snihur<sup>1</sup>  
<sup>1</sup>Univ. of Miami

META-ANALYSIS

**WHAT ABOUT THE POWERLESS?: THEORETICAL AND EMPIRICAL CONSEQUENCES OF SCIENCE'S OBSESSION WITH THE POWERFUL**

Christilene du Plessis<sup>1</sup>, Michael Schaerer<sup>2</sup>, Andy Yap<sup>2</sup>, Stefan Thau<sup>2</sup>  
<sup>1</sup>Erasmus Univ., <sup>2</sup>INSEAD

META-ANALYSIS

**A META-ANALYSIS EXAMINING THE RELATIONSHIP BETWEEN 2D:4D RATIO, AMNIOTIC TESTOSTERONE AND SALIVARY TESTOSTERONE ON MENTALIZING**

Colton Christian<sup>1</sup>, Azim Shariff<sup>1</sup>  
<sup>1</sup>Univ. of Oregon

META-ANALYSIS

**THE BENEFITS OF KINDNESS: META-ANALYSIS OF THE LINK BETWEEN PROSOCIALITY AND WELLBEING**

Bryant Pui Hung Hui<sup>1</sup>, Erica Berzaghi<sup>2</sup>, Lauren Cunningham-Amos<sup>1</sup>, Alex Kogan<sup>1</sup>  
<sup>1</sup>Univ. of Cambridge, <sup>2</sup>Anglia Ruskin University

META-ANALYSIS

**PERCEIVED DISCRIMINATION AND PHYSICAL HEALTH: AN UPDATE OF PASCOE AND RICHMAN'S (2009) META-ANALYSIS**

Elizabeth Pascoe<sup>1</sup>, Micah Lattanner<sup>2</sup>, Laura Richman<sup>2</sup>  
<sup>1</sup>Univ. of North Carolina - Asheville, <sup>2</sup>Duke Univ.

METHODS/STATISTICS

**TACIT: AN OPEN-SOURCE TEXT ANALYSIS, CRAWLING AND INTERPRETATION TOOL**

Morteza Dehghani<sup>1</sup>, Kate Johnson<sup>1</sup>, Justin Garten<sup>1</sup>, Vijayan Balasubramanian<sup>1</sup>, Anurag Singh<sup>1</sup>, Yuvarani Shankar<sup>1</sup>, Aswin Rajkumar<sup>1</sup>, Niki Parmar, Joe Hoover<sup>1</sup>, Linda Pulickal<sup>1</sup>, Reihane Boghrati<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

METHODS/STATISTICS

**INVESTIGATING SELF-SELECTION BIAS IN MINDFULNESS RESEARCH**

Jenna Shrewsbury<sup>1</sup>, Kara Gabriel<sup>1</sup>  
<sup>1</sup>Central Washington Univ.

METHODS/STATISTICS

**MANY LABS 2: INVESTIGATING VARIATION IN REPLICABILITY ACROSS SAMPLE AND SETTING**

Richard Klein<sup>1</sup>, Kate Ratliff<sup>1</sup>  
<sup>1</sup>Univ. of Florida

METHODS/STATISTICS

**A SIMPLE EFFECT-SIZE DRIVEN SEQUENTIAL ANALYSIS PROCEDURE**

Stephen Martin<sup>1</sup>  
<sup>1</sup>Baylor Univ.

METHODS/STATISTICS

**NULL HYPOTHESIS SIGNIFICANCE TESTING IS PREJUDICED**

Kimberly Barchard<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Las Vegas

METHODS/STATISTICS

**WILL THE REAL FWBS PLEASE STAND UP?**

Jacqueline Schnapp<sup>1</sup>, Ashley Tracas<sup>1</sup>, Allison Vaughn<sup>1</sup>  
<sup>1</sup>San Diego State Univ.

METHODS/STATISTICS

**GETTING TROLLEYS BACK ON TRACK: REVISITING CRITICISMS OF MORAL DILEMMA RESEARCH VIA PROCESS DISSOCIATION**

Paul Conway<sup>1</sup>  
<sup>1</sup>Florida State Univ.

METHODS/STATISTICS

**SURVEY ITEM DIRECTIONALITY AND ONLINE PARTICIPANT RESPONSES: A CAUTION FOR MTURK DATA COLLECTION**

Joseph Goodman<sup>1</sup>, Nathan Hartman<sup>1</sup>, Grant Corser<sup>2</sup>  
<sup>1</sup>Illinois State Univ., <sup>2</sup>Southern Utah Univ.

METHODS/STATISTICS

**ARTICLE LEVEL METRICS DO NOT PREDICT MANY LABS REPLICATION OUTCOMES**

Erika Salomon<sup>1</sup>  
<sup>1</sup>Univ. of Illinois

METHODS/STATISTICS

**ITS ALL FUN AND GAMES UNTIL YOU'RE IN CHAINS: A LONGITUDINAL ANALYSIS OF ADOLESCENT RISK PREDICTORS ON ADULT BINGE DRINKING AND ARRESTS**

Candice Donaldson<sup>1</sup>, Lindsay Handren<sup>1</sup>, William Crano<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

METHODS/STATISTICS

**ASSESSING THE PROTECTIVE AND PREDICTIVE POWER OF PARENT, PEER AND SELF-RELATED FACTORS ON ADOLESCENT ALCOHOL USE AND MISUSE: A PATH ANALYSIS**

Lindsay Handren<sup>1</sup>, Candice Donaldson<sup>1</sup>, William Crano<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

METHODS/STATISTICS

**DEPENDING ON THE MEAN AND THE MIDPOINT, RANDOM RESPONDERS CAUSE TYPE 1 ERROR**

Zdravko Marjanovic<sup>1</sup>, Tsz Yin Fung<sup>1</sup>, Noor Shubear<sup>1</sup>, Lisa Bajkov<sup>1</sup>  
<sup>1</sup>Thompson Rivers Univ.

METHODS/STATISTICS

**VIRTUALLY THERE FOR YOU: SOCIAL SUPPORT PROCESSES IN IMMERSIVE VIRTUAL ENVIRONMENTS**

Nancy Collins<sup>1</sup>, Lauren Winczewski<sup>1</sup>, Jeffrey Bowen<sup>1</sup>, William Ryan<sup>1</sup>, Jim Blascovich<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Barbara

METHODS/STATISTICS

**TWO APPROACHES FOR MODELING REGULATORY PROCESSES IN PANEL AND DAILY DIARY DESIGNS**

Christopher Burke<sup>1</sup>, Masumi Iida<sup>2</sup>  
<sup>1</sup>Lehigh Univ., <sup>2</sup>Arizona State Univ.

METHODS/STATISTICS

**COMPARING IN-PERSON, SONA AND MECHANICAL TURK MEASUREMENTS OF THREE SOCIAL PSYCHOLOGY CONSTRUCTS**

Emily Carstens Namie<sup>1</sup>, Bradlee Gamblin<sup>1</sup>, Matthew Winslow<sup>2</sup>, Benjamin Lindsay<sup>2</sup>, Andre Kehn<sup>1</sup>  
<sup>1</sup>Univ. of North Dakota, <sup>2</sup>Eastern Kentucky Univ.

METHODS/STATISTICS

**CONSTRUCT VALIDITY OF THE SUBJECTIVE IMPORTANCE OF SMOKING SURVEY (SIMS): PREDICTING ITS RELATION TO ABSTINENCE**

Daniel Rodriguez<sup>1</sup>, Tiffanie Goulazian<sup>1</sup>  
<sup>1</sup>La Salle Univ.

METHODS/STATISTICS

**OMNIBUS TESTS OF THE INDIRECT EFFECT IN STATISTICAL MEDIATION ANALYSIS WITH A MULTICATEGORICAL INDEPENDENT VARIABLE**

Patrick Creedon<sup>1</sup>, Andrew Hayes<sup>1</sup>, Kris Preacher<sup>2</sup>  
<sup>1</sup>The Ohio State Univ., <sup>2</sup>Vanderbilt Univ.

METHODS/STATISTICS

**AN ATHEORETICAL EMPIRICAL METHOD FOR THE IDENTIFICATION AND ORGANIZATION OF CONTENT-BASED DIFFERENCES IN PORNOGRAPHY**

Taylor Kohut<sup>1</sup>  
<sup>1</sup>Univ. of Western Ontario

METHODS/STATISTICS

**HOW TO SET FOCAL CATEGORIES FOR BRIEF IMPLICIT ASSOCIATION TEST (BIAT)?: "GOOD" IS BETTER THAN "BAD"**

Huajian Cai<sup>1</sup>, Yuanyuan Shi<sup>1</sup>, Yiqin Shen<sup>2</sup>, Jing Yang<sup>3</sup>  
<sup>1</sup>Chinese Academy of Sciences, <sup>2</sup>Univ. of Washington, <sup>3</sup>Huaqiao Univ.

METHODS/STATISTICS

**PARTICIPANT DISCLOSURE OF PRIOR STUDY KNOWLEDGE**

Trevor Waagen<sup>1</sup>, Lynn Martell<sup>1</sup>, Travis Clark<sup>1</sup>, Heather Terrell<sup>1</sup>  
<sup>1</sup>Univ. of North Dakota

METHODS/STATISTICS

**THE RELIABILITY OF CROWDSOURCING: LATENT TRAIT MODELING WITH MECHANICAL TURK**

Matt Baucum<sup>1</sup>, Steve Rouse<sup>1</sup>, Cindy Miller-Perrin<sup>1</sup>, Elizabeth Krumrei<sup>1</sup>  
<sup>1</sup>Pepperdine University

MORALITY

**EXPLORING MORAL AND POLITICAL IDEOLOGY IN GROUP-BASED COGNITION**

Brandon Stewart<sup>1</sup>, David Morris<sup>1</sup>  
<sup>1</sup>Univ. of Birmingham

PERSONALITY DEVELOPMENT

**CHILDHOOD TRAUMA LINKED TO ELEVATED EMPATHY IN ADULTHOOD**

David Greenberg<sup>1</sup>, Simon Baron-Cohen<sup>1</sup>, Nora Rosenberg<sup>1</sup>, Peter Rentfrow<sup>1</sup>  
<sup>1</sup>Univ. of Cambridge

SESSION E: 12:30 - 2:00 PM

PERSONALITY DEVELOPMENT

**HOW PERCEIVED PARENTAL PSYCHOLOGICAL CONTROL IS RELATED TO ADOLESCENT NEED SATISFACTION AND ANGER AND AGGRESSION**

So Young Choe<sup>1</sup>, Stephen Read<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

PERSONALITY DEVELOPMENT

**THE RELATIONSHIP BETWEEN CHANGES IN CONSCIENTIOUSNESS AND CHANGES IN SOCIAL SUPPORT**

Lauren Nickel<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Urbana-Champaign

PERSONALITY DEVELOPMENT

**THE VALUE OF REGRET: VIOLATIONS OF THE VALUES HIERARCHY AND THE EXPERIENCE OF REGRET**

Tina Donaldson<sup>1</sup>, James Fryer<sup>2</sup>  
<sup>1</sup>Univ. at Albany, <sup>2</sup>Univ. at Potsdam

PERSONALITY DEVELOPMENT

**PERSONALITY AND PARENTING IN RELATION TO EMPATHY DEVELOPMENT OF UNIVERSITY STUDENTS**

Vivian Tran<sup>1</sup>, Scott Plunkett<sup>1</sup>  
<sup>1</sup>Cal State Northridge

RELIGION/SPIRITUALITY

**VIRTUES OF THE FLESH: THE IMPACT OF IMPLICIT AUDIENCE REACTIONS TO SEXUAL MOTIVES**

John Rempel<sup>1</sup>, Christopher Burris<sup>1</sup>  
<sup>1</sup>St. Jerome's Univ.

RELIGION/SPIRITUALITY

**BIBLICAL BELIEFS DIFFERENTIATING RELIGIOUSLY FUNDAMENTALIST AND NON-FUNDAMENTALIST CHRISTIANS**

Steven Rouse<sup>1</sup>, Heather Haas<sup>2</sup>, Kyle Eastman<sup>1</sup>, Brian Lammert<sup>1</sup>  
<sup>1</sup>Pepperdine Univ., <sup>2</sup>Univ. of Montana Western

RELIGION/SPIRITUALITY

**SUPERNATURAL BELIEF AND PROSOCIALITY: THE MEDIATING EFFECT OF SPIRITUALITY**

Mengchen Dong<sup>1</sup>, Song Wu<sup>1</sup>, Yijie Zhu<sup>1</sup>, Shenghua Jin<sup>1</sup>  
<sup>1</sup>Beijing Normal Univ.

RELIGION/SPIRITUALITY

**THE EFFECT OF RELIGIOSITY ON OUTGROUP PREJUDICE DURING EXISTENTIAL THREAT**

Brock Rozich<sup>1</sup>, Lauren Coursey<sup>1</sup>, Jared Kenworthy<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Arlington

RELIGION/SPIRITUALITY

**THOU SHALT NOT STEAL: RELIGIOSITY PREDICTS THE DELEGATION OF DECEPTION**

Matthias Forstmann<sup>1</sup>, Alexa Weiss<sup>1</sup>  
<sup>1</sup>Univ. of Cologne

RELIGION/SPIRITUALITY

**CAN YOUR COGNITIVE STYLE INFLUENCE YOUR FAITH?: RELIGIOSITY'S ASSOCIATION WITH COGNITIVE FLEXIBILITY AND ACTION IDENTIFICATION**

Sophie Cobb<sup>1</sup>, Christine Darracott<sup>1</sup>, Jay Michaels<sup>1</sup>  
<sup>1</sup>Presbyterian College

RELIGION/SPIRITUALITY

**THE EFFECTS OF PERFORMING RITUALS ON PERCEIVED FUTURE BENEFITS FOLLOWING GAINS VERSUS LOSSES**

Xiaoyue Tan<sup>1</sup>, Jan-Willem van Prooijen<sup>1</sup>, Paul van Lange<sup>1</sup>  
<sup>1</sup>VU Univ.

RELIGION/SPIRITUALITY

**VIEWS OF GOD AND THE CONSEQUENCES FOR BEHAVIOR**

Nikolette Lipsey<sup>1</sup>, Gabrielle Pogge<sup>1</sup>, Wendi Miller<sup>2</sup>, James Shepperd<sup>1</sup>  
<sup>1</sup>Univ. of Florida, <sup>2</sup>Univ. of North Florida

RELIGION/SPIRITUALITY

**THE ROLE OF ADOLESCENT SPIRITUALITY IN THE PROCESSING OF SOCIAL INTERACTIONS AND BELIEFS ABOUT THE SELF**

Nanyamka Redmond<sup>1</sup>, Benjamin Houltberg<sup>1</sup>, Sarah Schnitker<sup>1</sup>  
<sup>1</sup>Fuller Seminary School of Psychology

RELIGION/SPIRITUALITY

**PASSION FOR RELIGION, MENTAL HEALTH AND DRINKING**

Mary Tomkins<sup>1</sup>, Clayton Neighbors<sup>1</sup>  
<sup>1</sup>Univ. of Houston

RELIGION/SPIRITUALITY

**THE EFFECT OF RELIGIOUS CERTAINTY ON HEALTH BEHAVIORS**

Tammy Core<sup>1</sup>, Jessica Alquist<sup>1</sup>, Roy Baumeister<sup>2</sup>, Zachary Hohman<sup>1</sup>  
<sup>1</sup>Texas Tech Univ., <sup>2</sup>Florida State Univ.

RELIGION/SPIRITUALITY

**UNDERSTANDING COMPLEXITY OF THOUGHT ABOUT RELIGIOUS ISSUES: ELABORATIVE AND DIALECTICAL COMPLEXITY OF THOUGHT IN RELATION TO INDIVIDUAL RELIGIOSITY**

Matthew Weeks<sup>1</sup>, Suzanne Geisler<sup>2</sup>  
<sup>1</sup>Rhodes College, <sup>2</sup>Augustana College

RELIGION/SPIRITUALITY

## RELIGIOUS PERSON PERCEPTION IN A SECULAR AGE

Joshua Jackson<sup>1</sup>, Michele Gelfand<sup>1</sup>, Nailah Ayub<sup>2</sup>  
<sup>1</sup>Univ. of Maryland, <sup>2</sup>King Abdulaziz Univ.

RELIGION/SPIRITUALITY

## MORTALITY SALIENCE MODERATES THE EFFECT OF AGENCY ON IMPLICIT AND EXPLICIT RELIGIOSITY

Jamin Halberstadt<sup>1</sup>  
<sup>1</sup>Univ. of Otago

RELIGION/SPIRITUALITY

## DUAL PROCESS RELIGIOSITY: IMPLICATIONS FOR FOXHOLE ATHEISM

Jonathan Jong<sup>1</sup>, Matthias Blumke<sup>2</sup>, Jamin Halberstadt<sup>3</sup>  
<sup>1</sup>Oxford Univ., <sup>2</sup>Univ. of Heidelberg, <sup>3</sup>Univ. of Otago

RELIGION/SPIRITUALITY

## THE FACE OF ATHEISM: PEOPLE INTUITIVELY ASSUME THAT UNTRUSTWORTHY FACES ARE ATHEIST

Maxine Najle<sup>1</sup>, Will Gervais<sup>1</sup>  
<sup>1</sup>Univ. of Kentucky

RELIGION/SPIRITUALITY

## EXPLAINING THE RELIGIOSITY-HEALTH RELATIONSHIP: THE POWERFUL ROLE OF POSITIVE AFFECTIVE EXPERIENCES

Taryn Ahmed<sup>1</sup>, Kristen Haerberlein<sup>1</sup>, R. Brian Giesler<sup>1</sup>  
<sup>1</sup>Butler University

STEREOTYPING/PREJUDICE

## POLITICAL IDENTIFICATION MODERATES ATTITUDES FORMED TOWARD A TRANSGENDER TARGET

John Conway<sup>1</sup>, Kate Ratliff<sup>1</sup>, Gregory Webster<sup>1</sup>  
<sup>1</sup>Univ. of Florida

STEREOTYPING/PREJUDICE

## "IF YOU DON'T LIKE GAY MARRIAGE, DON'T GET ONE!": A QUALITATIVE ANALYSIS OF ATTITUDES TOWARD SAME-SEX MARRIAGE.

Stephanie Webb<sup>1</sup>, Jill Chonody<sup>2</sup>, Phillip Kavanagh<sup>1</sup>  
<sup>1</sup>Univ. of South Australia, <sup>2</sup>Indiana Univ. Northwest

STEREOTYPING/PREJUDICE

## "IF THEY GUNNED ME DOWN": THE EFFECT OF STEREOTYPICALITY OF IMAGES ON BLAME

Analia Albuja<sup>1</sup>, Shana Cole<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

STEREOTYPING/PREJUDICE

## SEEING HUMAN: CONFIGURAL PROCESSING AND PREJUDICE

Kathleen Stanko<sup>1</sup>, Robert Rydell<sup>1</sup>  
<sup>1</sup>Indiana Univ. - Bloomington

STEREOTYPING/PREJUDICE

## HOW COMMUNICATION AND COMMUNICATION PARTNERS INTERACT: EFFECTS OF INFORMATION STEREOTYPICALITY AND COMPLEXITY ON SHARING WITH CLOSE AND DISTANT OTHERS

Elizabeth Collins<sup>1</sup>, Lúcia Ferreira<sup>1</sup>, Fabio Fasoli<sup>1</sup>, Diniz Lopes<sup>1</sup>, Eliot Smith<sup>2</sup>  
<sup>1</sup>CIS, ISCTE-Instituto Universitario de Lisboa, <sup>2</sup>Univ. of Indiana, Bloomington, IN

STEREOTYPING/PREJUDICE

## THREAT DOES NOT MAKE THE MIND WANDER: RECONSIDERING THE EFFECT OF STEREOTYPE THREAT ON MIND-WANDERING

Adam Brown<sup>1</sup>, Stephen Harkins<sup>1</sup>  
<sup>1</sup>Northeastern Univ.

STEREOTYPING/PREJUDICE

## DEVELOPMENT OF MEASURES OF IMPLICIT AND EXPLICIT PREJUDICE TOWARD INDIVIDUALS WITH DWARFISM

Jeremy Heider<sup>1</sup>, Anna Steffel<sup>2</sup>, Cory Scherer<sup>3</sup>, John Edlund<sup>4</sup>  
<sup>1</sup>Southeast Missouri State Univ., <sup>2</sup>George Washington Univ., <sup>3</sup>Penn State Univ.-Schuylkill, <sup>4</sup>Rochester Institute of Technology

STEREOTYPING/PREJUDICE

## THE SELF-VERIFICATION OF SEXISM

Jessica Nolan<sup>1</sup>, Kavita Shah<sup>2</sup>, Andrew Milewski<sup>1</sup>, Gillian Naro<sup>2</sup>, Casey Althouse<sup>1</sup>  
<sup>1</sup>Univ. of Scranton, <sup>2</sup>Fordham Univ.

STEREOTYPING/PREJUDICE

## INITIAL VALIDATION OF THE RACIAL CATEGORIZATION STROOP TASK: A MEASURE OF COGNITIVE PROPENSITY TO INHIBIT RACE-BASED CATEGORIZATION

Brian Drwecki<sup>1</sup>, Jasa Perry<sup>1</sup>, Frances Ridings<sup>1</sup>, Michael Olson<sup>1</sup>, Amie Webb<sup>1</sup>  
<sup>1</sup>Regis Univ.

STEREOTYPING/PREJUDICE

## PUNISHING COUNTERNORMATIVE BEHAVIOR: PERCEIVED SOCIAL GROUP MEMBERSHIP OF THE NORM VIOLATOR PREDICTS SOCIAL CONTROL

Jessica McManus<sup>1</sup>, Don Saucier<sup>2</sup>  
<sup>1</sup>Carroll College, <sup>2</sup>Kansas State Univ.

CONVENTION  
INFO

SCHEDULES &  
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THURSDAY  
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POSTERS

EXHIBITORS

SYMPOSIA  
SPEAKERS

SESSION E: 12:30 - 2:00 PM

STEREOTYPING/PREJUDICE

## THE COMMON POLICE OFFICER'S DILEMMA: RACIAL BIAS IN POLICE OFFICER LENIENCY DECISIONS

Michael Olson<sup>1</sup>, Amie Webb<sup>1</sup>, Frances Ridings<sup>1</sup>, Brian Drwecki<sup>1</sup>  
<sup>1</sup>Regis Univ.

STEREOTYPING/PREJUDICE

## PERCEPTIONS OF RACISM IN THE CONTEXT OF POLICE SHOOTINGS: FALSE-POSITIVES OR FALSE-NEGATIVES IN OBSERVERS' ATTRIBUTIONS TO PREJUDICE?

Stuart Miller<sup>1</sup>, Navanté Peacock<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

STEREOTYPING/PREJUDICE

## DECISION IMPORTANCE, NEED FOR COGNITION AND MOCK-JURORS' BIAS AGAINST OUTGROUP DEFENDANTS

Michael Leippe<sup>1</sup>, Christopher Gettings<sup>2</sup>, Nikoleta Despodova<sup>1</sup>,  
Donna Eisenstadt<sup>1</sup>  
<sup>1</sup>John Jay College of Criminal Justice, CUNY, <sup>2</sup>Graduate Center  
of the City Univ. of New York

STEREOTYPING/PREJUDICE

## EXPOSURE TO NONPREJUDICED PEERS REDUCES CONCERNS ABOUT BEING MISIDENTIFIED AS GAY/LESBIAN

Jessica Cascio<sup>1</sup>, E. Ashby Plant<sup>1</sup>  
<sup>1</sup>Florida State Univ.

STEREOTYPING/PREJUDICE

## CONFRONTATIONS CAN PACK A PUNCH: HOW CONFRONTATIONS ABOUT BIAS TOWARD AFRICAN AMERICANS CAN IMPACT ATTITUDES TOWARD OTHER MINORITY GROUP MEMBERS

Aimee Mark<sup>1</sup>  
<sup>1</sup>Univ. of Southern Indiana

STEREOTYPING/PREJUDICE

## DO RACIAL CATEGORY LABELS REALLY MATTER?: HOW THE TERMS BLACK VS. AFRICAN AMERICAN AFFECT IMPLICIT ASSOCIATIONS.

Samantha Moore-Berg<sup>1</sup>, Andrew Karpinski<sup>1</sup>  
<sup>1</sup>Temple Univ.

STEREOTYPING/PREJUDICE

## PERSPECTIVE-TAKING AND IMPLICIT RACIAL ATTITUDE CHANGE: THE ROLE OF TARGET PROTOTYPICALITY

Austin Simpson<sup>1</sup>, Andrew Todd<sup>1</sup>  
<sup>1</sup>Univ. of Iowa

STEREOTYPING/PREJUDICE

## WHEN MEMES ARE MEAN: RESPONSES TO STEREOTYPIC MEMES

Katie Duchschere<sup>1</sup>, John Dovidio<sup>1</sup>  
<sup>1</sup>Yale Univ.

STEREOTYPING/PREJUDICE

## WE ARE ALL RACISTS: THE EFFECT OF STRESS AND RACE IN THREAT RECOGNITION

Shawn Davis<sup>1</sup>, Hyeyeon Hwang<sup>1</sup>  
<sup>1</sup>Univ. of Central Missouri

STEREOTYPING/PREJUDICE

## EFFECTS OF EGALITARIANISM AND MALE ROLE NORMS ON HOMOPHOBIA

Nahoko Adachi<sup>1</sup>, Tomoko Ikegami<sup>1</sup>  
<sup>1</sup>Osaka City Univ.

STEREOTYPING/PREJUDICE

## SELF-AFFIRMATION INFLUENCES PARTICIPANTS' RESPONSES TO FEEDBACK ABOUT THEIR IMPLICIT BIASES

Eleanor Miles<sup>1</sup>, Alice Wates<sup>1</sup>  
<sup>1</sup>Univ. of Sussex

STEREOTYPING/PREJUDICE

## HOW DOES RACE MODIFY GENDER STEREOTYPING?

Natalie Daumeyer<sup>1</sup>, Galen Bodenhausen<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

STEREOTYPING/PREJUDICE

## OBSERVING BIAS: HOW EXPOSURE TO BIAS SHAPES LEARNING AND THE TRANSFER OF KNOWLEDGE

Elise Ozier<sup>1</sup>, Mary Murphy<sup>1</sup>  
<sup>1</sup>Indiana Univ.

STEREOTYPING/PREJUDICE

## PROTECTIVE EFFECTS OF POSITIVE ELDERLY EXEMPLARS ON HOPELESSNESS PREDICTED BY NEGATIVE PERCEPTIONS OF AGING

David Hancock<sup>1</sup>, Mindi Price<sup>1</sup>, Amelia Talley<sup>1</sup>, Jessica Alquist<sup>1</sup>,  
Kelly Cukrowicz<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

STEREOTYPING/PREJUDICE

## DOES INTERSECTIONALITY MITIGATE (OR ENHANCE) THREAT?

Jeremy Becker<sup>1</sup>, Alex Czopp<sup>1</sup>  
<sup>1</sup>Western Washington Univ.



STEREOTYPING/PREJUDICE

## PERCEPTIONS OF ANTI-BLACK AND ANTI-WHITE RACISM: NOT TWO SIDES OF THE SAME COIN

Navanté Peacock<sup>1</sup>, Stuart Miller<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

STEREOTYPING/PREJUDICE

## SOUL FOOD = SOUL MATE? FOOD PREFERENCES AS INTERRACIAL IMPRESSION MANAGEMENT

Emily Stafford<sup>1</sup>, Alana Temple<sup>1</sup>, Alex Czopp<sup>1</sup>  
<sup>1</sup>Western Washington Univ.

STEREOTYPING/PREJUDICE

## THE ROLE OF NON-DOMINANT FEMALE STEREOTYPE ACTIVATION IN SUPPRESSING DOMINANT FEMALE STEREOTYPES

Mana Yamamoto<sup>1</sup>, Takashi Oka<sup>1</sup>  
<sup>1</sup>Nihon Univ.

STEREOTYPING/PREJUDICE

## REACTIONS TO DISCLOSURE OF SEXUAL ORIENTATION

Lisa Huang<sup>1</sup>, Kevin McLemore<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

STEREOTYPING/PREJUDICE

## AN INVESTIGATION ON CONTEXTUAL MODERATION OF IMPLICIT PREJUDICE TOWARD PEOPLE LIVING WITH AIDS

Yumika Osawa<sup>1</sup>, Tomoko Ikegami<sup>1</sup>  
<sup>1</sup>Osaka City Univ.

STEREOTYPING/PREJUDICE

## IS THE EVIDENCE FROM RACIAL BIAS SHOOTING TASK STUDIES A SMOKING GUN?: RESULTS FROM A META-ANALYSIS

Konrad Bresin<sup>1</sup>, Yara Mekawi<sup>1</sup>  
<sup>1</sup>Univ. of Illinois Urbana-Champaign

STEREOTYPING/PREJUDICE

## THE COSTS OF BEING TREATED LIKE AN ANIMAL: THE EFFECT OF DEHUMANIZATION ON RACIAL SHOOTER BIASES

Yara Mekawi<sup>1</sup>, Konrad Bresin<sup>1</sup>, Carla Hunter<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Urbana Champaign

STEREOTYPING/PREJUDICE

## WEIGHT STIGMA AND FOOD CHOICE: FEARING FAT IS ASSOCIATED WITH INCREASED CALORIE SELECTION AMONG THE OVERWEIGHT

Krissy Ruiz<sup>1</sup>, Ashley Araiza<sup>1</sup>, Reyna Martinez<sup>1</sup>, Mary Guirguis<sup>1</sup>, Joseph Wellman<sup>1</sup>  
<sup>1</sup>California State Univ. - San Bernardino

STEREOTYPING/PREJUDICE

## WHERE IGNORANCE IS BLISS: EFFECT OF INTERGROUP CONTACT ON META-STEREOTYPES

Tomoyuki Kobayashi<sup>1</sup>, Masanori Oikawa<sup>1</sup>  
<sup>1</sup>Doshisha Univ.

STEREOTYPING/PREJUDICE

## THE EFFECT OF SKIN TONE ON PERCEPTIONS OF BLACK WOMEN'S MATE-VALUE

Jason Piccone<sup>1</sup>, Melanie Milo<sup>1</sup>  
<sup>1</sup>Nova Southeastern Univ.

STEREOTYPING/PREJUDICE

## MEASURING IMPLICIT ASSOCIATIONS FROM PERSPECTIVES OF VARIOUS SOCIAL GROUPS

HyangSu Lee<sup>1</sup>, HyeonJeong Kim<sup>1</sup>, Yeong Ock Park<sup>1</sup>, Sang Hee Park<sup>1</sup>  
<sup>1</sup>Chungbuk National Univ.

STEREOTYPING/PREJUDICE

## HETEROSEXUAL, BISEXUAL AND GAY/LESBIAN PERCEPTIONS OF SEXUAL ORIENTATIONS

Sara Burke<sup>1</sup>, Marianne LaFrance<sup>1</sup>  
<sup>1</sup>Yale Univ.

STEREOTYPING/PREJUDICE

## HOW A CHANGING GENDER STATUS HIERARCHY PROMOTES STEREOTYPES OF WOMEN

Sophie Kuchynka<sup>1</sup>, Jennifer Bosson<sup>1</sup>  
<sup>1</sup>Univ. of South Florida

STEREOTYPING/PREJUDICE

## LIMITS AND CONSEQUENCES OF COLORBLIND STRATEGIES

Elysia Vaccarino<sup>1</sup>, Kerry Kawakami<sup>1</sup>, Francine Karmali<sup>1</sup>, Justin Friesen<sup>1</sup>, Curtis Phillips<sup>2</sup>, Amanda Williams<sup>3</sup>, John Dovidio<sup>4</sup>  
<sup>1</sup>York Univ., <sup>2</sup>Univ. of North Florida, <sup>3</sup>Sheffield Hallam Univ., <sup>4</sup>Yale Univ.

STEREOTYPING/PREJUDICE

## ETHNIC AND SEXUAL MINORITY STATUS SHAPES FREQUENCY AND IMPACT OF OBSERVED AND EXPERIENCED DISCRIMINATION

Alexandria Jaurique<sup>1</sup>, Desiree Ryan<sup>1</sup>, Heather Smith<sup>2</sup>  
<sup>1</sup>Humboldt State Univ., <sup>2</sup>Sonoma State Univ.

STEREOTYPING/PREJUDICE

## USING SELF-AFFIRMATION TO INCREASE RESPECT: CHANGING MALE ENGINEERS' IMPLICIT AND EXPLICIT ATTITUDES TOWARD FEMALE ENGINEERS

Amrit Litt<sup>1</sup>, Christine Logel<sup>1</sup>, Mark Zanna<sup>1</sup>, Steven Spencer<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

# FRIDAY POSTERS E

STEREOTYPING/PREJUDICE

## THE SPREAD OF STEREOTYPICAL BELIEFS ON TWITTER: AN ANALYSIS OF LINGUISTIC ABSTRACTNESS AND RETWEETS

Yuri Tanaka<sup>1</sup>, Minoru Karasawa<sup>1</sup>, Sosuke Miyamoto<sup>2</sup>  
<sup>1</sup>Nagoya Univ., <sup>2</sup>Meijigakuin Univ.

STEREOTYPING/PREJUDICE

## THE ROLE OF BACKLASH IN SELECTING NON-NORMATIVE BIRTH METHODS

Christy Perrin<sup>1</sup>, Amanda Sesko<sup>1</sup>  
<sup>1</sup>Univ. of Alaska Southeast

STEREOTYPING/PREJUDICE

## BULLYING AS A POTENTIAL SOURCE OF POSTTRAUMATIC GROWTH IN CHILDREN WITH VISUAL IMPAIRMENTS

Sarah Holland<sup>1</sup>, Nancy Armfield<sup>1</sup>, Jennifer Ratcliff<sup>1</sup>, Lauren Lieberman<sup>1</sup>  
<sup>1</sup>The College at Brockport, SUNY

STEREOTYPING/PREJUDICE

## LGB STEREOTYPE ACTIVATION DIFFERS DEPENDING UPON TARGET SEX AND SEXUAL ORIENTATION

Emma Donley<sup>1</sup>, Jenna Lee<sup>1</sup>, Angela Pirlott<sup>2</sup>  
<sup>1</sup>Univ. of Wisconsin-Eau Claire, <sup>2</sup>Saint Xavier University

STEREOTYPING/PREJUDICE

## STEREOTYPE ACTIVATION: HETEROSEXUAL PERCEIVE LGB TO POSE SPECIFIC THREATS

Jenna Lee<sup>1</sup>, Emma Donley<sup>1</sup>, Angela Pirlott<sup>2</sup>  
<sup>1</sup>Univ. of Wisconsin-Eau Claire, <sup>2</sup>Saint Xavier University

STEREOTYPING/PREJUDICE

## THE EFFECTS OF STEREOTYPE THREAT ON RHYTHMIC MOTOR DYNAMICS: A DRUMMING STUDY

Adrian Rivera-Rodriguez<sup>1</sup>, Kris Ariyabuddhiphongs<sup>2</sup>, Brian Eiler<sup>2</sup>, Rachel Kallen<sup>2</sup>  
<sup>1</sup>The Univ. of Kansas, <sup>2</sup>Univ. of Cincinnati

STEREOTYPING/PREJUDICE

## THE INVISIBILITY OF STEREOTYPES ABOUT BLACK WOMEN

Rachel Arnold<sup>1</sup>, Curtis Phills<sup>2</sup>, Jennifer Wolff<sup>2</sup>, Amanda Williams<sup>3</sup>  
<sup>1</sup>Capital University, <sup>2</sup>Univ. of North Florida, <sup>3</sup>Sheffield-Hallam University

CONVENTION INFO  
SCHEDULES & HIGHLIGHTS  
AWARDEES  
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SATURDAY POSTERS  
EXHIBITORS  
SYMPOSIA SPEAKERS

SESSION E: 12:30 - 2:00 PM

# FRIDAY POSTERS H

BELONGING/REJECTION

## ANXIETY SENSITIVITY WORSENS THE PAINFUL EFFECTS OF FEELING BURDENSOME TO OTHERS: THE INTERPLAY BETWEEN PERCEIVED BURDENSOMENESS, ANXIETY SENSITIVITY AND PAIN

Angie LeRoy<sup>1</sup>, Christopher Fagundes<sup>2</sup>, Michael Zvolensky<sup>1</sup>, Qian Lu<sup>1</sup>, Larissa Gonzalez<sup>1</sup>  
<sup>1</sup>Univ. of Houston, <sup>2</sup>Rice Univ.

BELONGING/REJECTION

## SELF-WORTH CONTINGENCIES PREDICT SPECIFIC ATTENTIONAL BIASES ON THE DOT PROBE TASK

Amanda Ravary<sup>1</sup>, Mark Baldwin<sup>1</sup>  
<sup>1</sup>McGill Univ.

BELONGING/REJECTION

## THE GOOD, THE BAD, AND THE BALANCE: SOLITUDE EXPERIENCES

Dongning Ren<sup>1</sup>, Kipling Williams<sup>1</sup>, Aundrea Sellers<sup>1</sup>  
<sup>1</sup>Purdue Univ.

BELONGING/REJECTION

## YOUR DIFFICULTIES MADE IT EASIER FOR ME: THE BENEFITS FOR FEMALE ENGINEERING STUDENTS TO READ ABOUT A SUCCESSFUL MALE ENGINEER WHO HAD DIFFICULTY BELONGING

Regine Debrosse<sup>1</sup>, Jiwon Lee<sup>1</sup>, Sahar Balvardi<sup>1</sup>, Donald Taylor<sup>1</sup>  
<sup>1</sup>McGill Univ.

BELONGING/REJECTION

## BEING OUT OF THE LOOP FROM NEGATIVE INFORMATION IS ESPECIALLY THREATENING

Megan McCarty<sup>1</sup>, Nicole Iannone<sup>2</sup>, Janice Kelly<sup>3</sup>  
<sup>1</sup>Amherst College, <sup>2</sup>Penn State Fayette, <sup>3</sup>Purdue Univ.

BELONGING/REJECTION

## SUPERFICIAL OR SIGNIFICANT?: ASSESSING THE LONG-TERM EMOTIONAL EFFECTS OF REJECTION DURING SORORITY RECRUITMENT

Julie Martin<sup>1</sup>, Mark Leary<sup>1</sup>, Laura Richman<sup>1</sup>  
<sup>1</sup>Duke Univ.

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.

BELONGING/REJECTION

**SAD, DISLIKED AND AGGRESSIVE: A QUALITATIVE STUDY ON SOCIAL EXCLUSION**

Robert Wright<sup>1</sup>, Darius McClain<sup>1</sup>, Natarshia Corley<sup>1</sup>, Amber DeBono<sup>1</sup>  
<sup>1</sup>Winston Salem State Univ.

BELONGING/REJECTION

**REPRESENTATIONS OF CONNECTIONS: CELL PHONE PRESENCE MAY ACTIVATE REPRESENTATIONS OF SOCIAL TIES AND DECREASE FEELINGS OF EXCLUSION**

Megan Reed<sup>1</sup>, Diane Mackie<sup>1</sup>  
<sup>1</sup>UC Santa Barbara

BELONGING/REJECTION

**THE ROLE OF GROUP SIZE IN REACTIONS TO OSTRACISM IN A SOCIAL MEDIA CONTEXT**

Stephanie Tobin<sup>1</sup>, Sarah McDermott<sup>2</sup>, Luke French<sup>2</sup>  
<sup>1</sup>Australian Catholic Univ., <sup>2</sup>Univ. of Queensland

BELONGING/REJECTION

**CONDITIONAL EMPATHY: EMPATHY FOR REJECTED OTHERS BASED ON RACE AND EXPERIENCE**

Carolyn Gibson<sup>1</sup>, Kristina McDonald<sup>1</sup>, Alexa Tullett<sup>1</sup>  
<sup>1</sup>Univ. of Alabama

BELONGING/REJECTION

**THE IMPACT OF GENDER ON SOCIAL REJECTION BELIEFS AND DECISIONS**

Gili Freedman<sup>1</sup>, Janell Fetterolf<sup>2</sup>, Jennifer Beer<sup>3</sup>  
<sup>1</sup>Roanoke College, <sup>2</sup>Rutgers Univ., <sup>3</sup>Univ. of Texas at Austin

BELONGING/REJECTION

**INDIVIDUALIZING MORAL FOUNDATIONS MODERATE THE RELATIONSHIP BETWEEN CHRONIC OSTRACISM AND DISHONESTY**

Kai-Tak Poon<sup>1</sup>, Zhansheng Chen<sup>2</sup>, Xue Wang<sup>2</sup>  
<sup>1</sup>The Hong Kong Institute of Education, <sup>2</sup>The Univ. of Hong Kong

BELONGING/REJECTION

**COLD SHOULDERS TO COLD FACES?: FACIAL APPEARANCE INFLUENCES MORAL JUDGMENTS OF SOCIAL EXCLUSION**

Selma Rudert<sup>1</sup>, Leonie Reutner<sup>1</sup>, Rainer Greifeneder<sup>1</sup>, Mirella Walker<sup>1</sup>  
<sup>1</sup>Univ. of Basel

BELONGING/REJECTION

**I'LL SHOW YOU MINE...: A GENERATIONAL COMPARISON OF SEXTING ATTITUDES AND BEHAVIORS**

Brittany Rademacher<sup>1</sup>, Valerie Wilwert<sup>1</sup>, Kerry Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

BELONGING/REJECTION

**IS IT REALLY HELPFUL?: SOCIAL SUPPORT AS A PROTECTIVE FACTOR FOR BULLIED CHILDREN AND ADOLESCENTS**

Seandra Cosgrove<sup>1</sup>, Mary Lou Kelley<sup>1</sup>  
<sup>1</sup>Louisiana State Univ.

BELONGING/REJECTION

**WHITE OSTRACISM REDUCES AFRICAN-AMERICANS' RECONNECTION DESIRES: NON-PREJUDICE REASSURANCES ELIMINATE THOSE RACE EFFECTS.**

Ingrid Mood<sup>1</sup>, Dominique Hubbard<sup>1</sup>, Adea Kelly<sup>1</sup>, Joanna Smith<sup>1</sup>, Candice Wallace<sup>2</sup>, Lloyd Sloan<sup>1</sup>  
<sup>1</sup>Howard Univ., <sup>2</sup>Hampton Univ.

BELONGING/REJECTION

**DISLIKING FOR OSTRACIZER/INCLUDERS MEDIATES BLACKS' DESIRE TO RECONNECT WITH WHITES, BUT NOT BLACKS**

Adea Kelly<sup>1</sup>, Dominique Hubbard<sup>1</sup>, Joanna Smith<sup>1</sup>, Ingrid Mood<sup>1</sup>, Candice Wallace<sup>2</sup>, Lloyd Sloan<sup>1</sup>  
<sup>1</sup>Howard Univ., <sup>2</sup>Hampton Univ.

BELONGING/REJECTION

**TRIGGERING SOCIAL CONTEXTS AND THEIR RESPONSES**

Vanessa Simard<sup>1</sup>, Stephane Dandeneau<sup>1</sup>  
<sup>1</sup>Univ. of Quebec in Montreal

BELONGING/REJECTION

**THE EFFECT OF REMINDERS OF MONEY ON LONELINESS**

Juri Kato<sup>1</sup>, Koji Murata<sup>1</sup>  
<sup>1</sup>Hitotsubashi Univ.

BELONGING/REJECTION

**COPING WITH A COPYCAT: SOCIAL EXCLUSION AND BEHAVIORAL MIMICRY**

Margaret Hance<sup>1</sup>, Sarah Savoy<sup>1</sup>  
<sup>1</sup>Stephen F. Austin State Univ.

BELONGING/REJECTION

**STOMACHING REJECTION: SELF-COMPASSION BUFFERS THE EFFECTS OF DAILY SOCIAL REJECTION ON UNHEALTHY FOOD CRAVINGS AND DISORDERED EATING BEHAVIORS**

Janine Beekman<sup>1</sup>, Michelle Stock<sup>1</sup>  
<sup>1</sup>The George Washington Univ.

BELONGING/REJECTION

**IMPACT OF SELF- AND GROUP-AFFIRMATION ON RESPONSE TO INGROUP AND OUTGROUP OSTRACISM**

Injung Ko<sup>1</sup>, John Levine<sup>1</sup>  
<sup>1</sup>Univ. of Pittsburgh

SESSION H: 6:30 - 8:00 PM

BELONGING/REJECTION

## AFTER EGO THREAT: DEBRIEFED BUT STILL TROUBLED?

Stefanie Miketta<sup>1</sup>, Malte Friese<sup>1</sup>  
<sup>1</sup>Saarland Univ.

BELONGING/REJECTION

## OSTRACISM AND EYE TRACKING: DECREASED PUPILLARY REACTIVITY TO EXCLUSION CUES

Willem Slegers<sup>1</sup>, Travis Proulx<sup>1</sup>, Ilja Van Beest<sup>1</sup>  
<sup>1</sup>Tilburg Univ.

BELONGING/REJECTION

## IT'S ALL MY FAULT: THE CONSEQUENCES OF ATTRIBUTING REJECTION TO THE SELF

Ryan Nicholls<sup>1</sup>, Heather Claypool<sup>1</sup>, Christina Fitzpatrick<sup>1</sup>  
<sup>1</sup>Miami Univ.

BELONGING/REJECTION

## WHO IS EXCLUDING ME?: OSTRACISM, HUMANITY ATTRIBUTIONS AND SOCIAL CATEGORIZATION

Dora Capozza<sup>1</sup>, Gian Antonio Di Bernardo<sup>1</sup>, Rossella Falvo<sup>1</sup>,  
Jessica Boin<sup>1</sup>  
<sup>1</sup>Univ. of Padova

CULTURE

## STATE CORRUPTION AND THE ENDORSEMENT OF TIGHT-LOOSE SOCIAL NORMS

Larissa Hall<sup>1</sup>, Nicholas Schwab<sup>1</sup>  
<sup>1</sup>Univ. of Northern Iowa

CULTURE

## POSITIVE PSYCHOLOGICAL INTERVENTIONS AND CULTURE

Milla Titova<sup>1</sup>, Acacia Parks<sup>2</sup>  
<sup>1</sup>Univ. of Missouri, <sup>2</sup>Hiram College

CULTURE

## SENSORY PREFERENCES IN ROMANTIC ATTRACTION IN GEORGIA, RUSSIA AND PORTUGAL

Elena Zarubko<sup>1</sup>, Victor Karandashev<sup>2</sup>, Veronika Artemeva<sup>3</sup>, Félix Neto<sup>4</sup>, Lali Surmanidze<sup>5</sup>  
<sup>1</sup>Tyumen State Univ., Russia, <sup>2</sup>Aquinas College, <sup>3</sup>Saint-Petersburg State Univ. of Architecture & Civil Engineering, <sup>4</sup>Universidade do Porto, Portugal, <sup>5</sup>Tbilisi State Univ.

CULTURE

## SENSORY PREFERENCE IN ROMANTIC ATTRACTION: AMERICAN-CARIBBEAN-PORTUGUESE CROSS-CULTURAL COMPARISON

Kai Morgan<sup>1</sup>, Makesha Evans<sup>2</sup>, Stephanie Hutchenson<sup>3</sup>, Victor Karandashev<sup>4</sup>, Félix Neto<sup>5</sup>  
<sup>1</sup>Univ. of the West Indies, Mona Campus, <sup>2</sup>International Univ. of the Caribbean, Kingston, <sup>3</sup>College of the Bahamas, <sup>4</sup>Aquinas College, <sup>5</sup>Universidade do Porto, Portugal

CULTURE

## THE IMPACT OF CULTURE ON COUNTERFACTUAL THINKING

Angela Maitner<sup>1</sup>, Amy Summerville<sup>2</sup>  
<sup>1</sup>American Univ. of Sharjah, <sup>2</sup>Miami Univ.

CULTURE

## THE ROLE OF PERSONALITY IN PREDICTING DISPLAY RULES

Sara Lieber<sup>1</sup>, Frank Du<sup>1</sup>, Seung Hee Yoo<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

CULTURE

## DO JAPANESE CONCEAL THEIR HIGH SELF-ESTEEM EVEN IN AN ANONYMOUS SITUATION?: A CROSS-CULTURAL STUDY IN RESPONSE TO THE ROSENBERG SELF-ESTEEM SCALE COMPARING JAPAN AND THE U.S.

Kosuke Sato<sup>1</sup>, Hirofumi Hashimoto<sup>2</sup>  
<sup>1</sup>Nagoya Univ., <sup>2</sup>Yasuda Women's Univ.

CULTURE

## THE SOCIAL ROLE OF IDEAL AND ACTUAL AFFECT IN TWO COLLECTIVIST CULTURES (BRAZIL AND JAPAN) THROUGH CULTURAL PRODUCTS AND A QUESTIONNAIRE STUDY

Igor De Almeida<sup>1</sup>, Yukiko Uchida<sup>1</sup>  
<sup>1</sup>Kyoto Univ.

CULTURE

## OH DARLING, THIS TOO SHALL PASS: HOLISTIC THINKING KEEPS YOU IN ROMANTIC RELATIONSHIPS LONGER

Emily Hong<sup>1</sup>, Incheol Choi<sup>2</sup>  
<sup>1</sup>Queen's Univ., <sup>2</sup>Seoul National Univ.

CULTURE

## BIGGER AUDIENCE, BIGGER FAILURE: A CROSS-CULTURAL DIFFERENCE IN SELF-JUDGMENTS WHEN PERFORMING POORLY IN A LARGE VS. SMALL AUDIENCE

Minjae Seo<sup>1</sup>, Young-Hoon Kim<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

CULTURE

## WHEN INTERDEPENDENCE FAILS IN JAPAN: WORK ATTACHMENT IN DOMESTIC VERSUS FOREIGN-OWNED COMPANIES

Satoshi Akutsu<sup>1</sup>, Fumiaki Katsumura<sup>1</sup>, Shinobu Kitayama<sup>2</sup>, Yukiko Uchida<sup>3</sup>  
<sup>1</sup>Hitotsubashi Univ., <sup>2</sup>Univ. of Michigan, <sup>3</sup>Kyoto Univ.

CULTURE

## CULTURAL TIGHTNESS AND LOOSENESS MEASURES CROSS-VALIDATED

Irem Uz<sup>1</sup>, Sinan Alper<sup>2</sup>  
<sup>1</sup>TOBB Univ. of Economics & Technology, <sup>2</sup>Middle East Technical Univ.

CULTURE

## HONOUR ENDORSEMENT AFFECTS JUDGMENTS OF GENDER-CONFORMING AND GENDER-NONCONFORMING PEOPLE

Pelin Gul<sup>1</sup>, Ayse Uskul<sup>1</sup>  
<sup>1</sup>Univ. of Kent, England

CULTURE

## CULTURAL DIFFERENCES IN THE ROLE OF SOCIAL POWER IN PERSPECTIVE TAKING AND EMPATHY: COMPARISON BETWEEN JAPANESE AND AMERICAN EMPLOYEES

Eunsoo Choi<sup>1</sup>, Yukiko Uchida<sup>2</sup>  
<sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Kyoto Univ.

CULTURE

## THE ROLE OF ETHNORACIAL COLLECTIVE SELF-ESTEEM AND LATINO VALUES IN RISKY BEHAVIOR

Jessica Perrotte<sup>1</sup>, Raymond Garza<sup>1</sup>, Michael Baumann<sup>1</sup>  
<sup>1</sup>Univ. of Texas at San Antonio

CULTURE

## WHEN AND WHY CULTURAL ACCOMMODATION IS WELCOMED

Jae Cho<sup>1</sup>, Michael Morris<sup>1</sup>, Hayley Blunden<sup>2</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Harvard Business School

CULTURE

## CULTURAL TRANSMISSION OF ATTITUDES THROUGH PARTICIPATION IN JOINT ACTIVITIES

Yoshihisa Kashima<sup>1</sup>, Simon Laham<sup>1</sup>, Bianca Levis<sup>1</sup>, Melissa Wheeler<sup>1</sup>  
<sup>1</sup>Univ. of Melbourne

CULTURE

## WHEN AND WHY DO RETOLD STORIES GROW MORE STEREOTYPICAL OR COUNTER-STEREOTYPICAL?: CULTURAL INGROUP VERSUS OUTGROUP AUDIENCES AND MEMORY PROCESSES

Zhi Liu<sup>1</sup>, Michael Morris<sup>1</sup>  
<sup>1</sup>Columbia Univ.

CULTURE

## CULTURE INFLUENCES GIVING THROUGH IDEAL AFFECT: BEHAVIORAL AND NEURAL EVIDENCE

BoKyung Park<sup>1</sup>, Jeanne Tsai<sup>1</sup>, Brian Knutson<sup>1</sup>  
<sup>1</sup>Stanford Univ.

CULTURE

## INVESTIGATIONS OF INTERGROUP TRUST AND INGROUP BIAS IN NEPAL

Joanna Schug<sup>1</sup>, Gagan Atreya<sup>1</sup>  
<sup>1</sup>College of William & Mary

CULTURE

## INFLUENCE OF CULTURE AND CONFORMITY ON VALUE JUDGMENT

Stephanie Carpenter<sup>1</sup>, Emily Falk<sup>2</sup>, Carolyn Yoon<sup>1</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Univ. of Pennsylvania

CULTURE

## SOCIAL CLASS AND THE SOCIOCULTURAL SHAPING OF RELATIONSHIPS

Rebecca Carey<sup>1</sup>, Hazel Markus<sup>1</sup>  
<sup>1</sup>Stanford Univ.

CULTURE

## MODESTY IN A SELF-PROMOTING CULTURE?: MODESTY, WELLBEING AND CULTURAL VARIATION

Kaidi Wu<sup>1</sup>, Brendon Cho<sup>1</sup>, Donna Nagata<sup>1</sup>  
<sup>1</sup>Univ. of Michigan, Ann Arbor

CULTURE

## NOUNS VS. VERBS: THE PART OF SPEECH EFFECT ON CONSTRUAL LEVEL AND ITS IMPLICATIONS TO CULTURAL COMPARISONS

Yumi Inoue<sup>1</sup>, Satoshi Akutsu<sup>1</sup>, Toshio Yamagishi<sup>1</sup>  
<sup>1</sup>Hitotsubashi Univ.

CULTURE

## INITIAL MAINSTREAM CULTURAL ORIENTATIONS PREDICT EARLY SOCIAL PARTICIPATION IN THE MAINSTREAM CULTURAL GROUP

Marina Doucerain<sup>1</sup>, Sonya Deschenes<sup>1</sup>, Jean-Philippe Gouin<sup>1</sup>, Catherine Amiot<sup>2</sup>, Andrew Ryder<sup>1</sup>  
<sup>1</sup>Concordia Univ., <sup>2</sup>Universite du Quebec a Montreal

CULTURE

## MEANING IN LIFE AND LIFE SATISFACTION: A COMPARATIVE STUDY BETWEEN KOREANS AND FRENCH

Joane adeclas<sup>1</sup>, Taekyun Hur<sup>1</sup>  
<sup>1</sup>Korea Univ.

SESSION H: 6:30 - 8:00 PM

CULTURE

## THE ROLE OF CULTURE AND ATTACHMENT STYLE IN FRIENDSHIP NETWORK ACROSS 21 NATIONS

Jessica Allison<sup>1</sup>, Xian Zhao<sup>1</sup>, Omri Gillath<sup>1</sup>, Itziar Alonso-Arbiol<sup>2</sup>, Amina Abubakar<sup>3</sup>, Byron Adams<sup>3</sup>, Frédérique Autin<sup>4</sup>, Audrey Brassard<sup>5</sup>, Rodrigo Carcedo<sup>6</sup>, Or Catz<sup>7</sup>, Cecilia Cheng<sup>8</sup>, Tamlin Conner<sup>1</sup>, Tasuku Igarashi<sup>10</sup>, Kostas Kafetsios<sup>11</sup>, Shanmukh Kamble<sup>12</sup>, Gery Karantzas<sup>13</sup>, Rafael Mendia<sup>14</sup>, João Moreira<sup>15</sup>, Tobias Nolte<sup>16</sup>, Willibald Ruch<sup>17</sup>, Sandra Sebre<sup>18</sup>, Angela Suryani<sup>19</sup>, Semira Tagliabue<sup>20</sup>, Fons van de Vijver<sup>3</sup>, Fang Zhang<sup>21</sup>

<sup>1</sup>Univ. of Kansas, <sup>2</sup>Univ. of the Basque Country, <sup>3</sup>Tilburg Univ., <sup>4</sup>Univ. of Lausanne, <sup>5</sup>Université de Sherbrooke, <sup>6</sup>Univ. of Salamanca, <sup>7</sup>Ashkelon Academic College, <sup>8</sup>Univ. of Hong Kong, <sup>9</sup>Univ. of Otago, <sup>10</sup>Nagoya Univ., <sup>11</sup>Univ. of Crete, <sup>12</sup>Karnatak Univ., <sup>13</sup>Univ. of Crete, <sup>14</sup>Deakin Univ., <sup>15</sup>Universidad Rafael Landivar, <sup>16</sup>Univ. of Crete, <sup>17</sup>Univ. of Lisbon, <sup>18</sup>Univ. College London, <sup>19</sup>Univ. of Zurich, <sup>20</sup>Univ. of Latvia, <sup>21</sup>Atma Jaya Catholic Univ., <sup>20</sup>Catholic Univ. of the Sacred Heart, <sup>21</sup>Assumption College

CULTURE

## CULTURE AND COOPERATION: A CROSS-CULTURAL LINKAGE STUDY IN THE ULTIMATUM GAME

Kodai Kusano<sup>1</sup>, David Matsumoto<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

CULTURE

## THE AFFORDANCE OF CHOICE AND THE ATTRACTIVENESS EFFECT

Alexander Weakley<sup>1</sup>, Juwon Lee<sup>1</sup>, Glenn Adams<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

CULTURE

## A HOLISTIC CONSIDERATION OF THE RELATIONSHIP BETWEEN DAILY BEHAVIOR AND PERSONALITY ACROSS 16 COUNTRIES

Erica Baranski<sup>1</sup>, David Funder<sup>1</sup>  
<sup>1</sup>The Univ. of California - Riverside

CULTURE

## "IT'S OK BECAUSE WE'RE SO CLOSE": CULTURAL DIFFERENCES IN THE RECEPTION OF NEGATIVE AND POSITIVE FEEDBACK IN RELATIONSHIPS

Jeong Min Lee<sup>1</sup>, Beth Morling<sup>1</sup>  
<sup>1</sup>Univ. of Delaware

CULTURE

## CULTURAL DIFFERENCES AND LINGUISTIC CORRELATES OF PERSONALITY AMONG ARABS AND AMERICANS

Nadeem Dabbakeh<sup>1</sup>, Molly Ireland<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

CULTURE

## NORMATIVE TIME-SPACE CONCEPTS AND RESILIENCE TO CHILDHOOD ADVERSITY

Roman Palitsky<sup>1</sup>, Daniel Sullivan<sup>1</sup>  
<sup>1</sup>Univ. of Arizona

CULTURE

## PARENTS, A BOON OR BANE?: DIFFERENTIAL EFFECTS OF CHILDHOOD PARENTAL ATTACHMENT ON ACCULTURATION IN ADULTHOOD

Desiree Phua<sup>1</sup>, Michael Meaney<sup>2</sup>, Ying-yi Hong<sup>1</sup>  
<sup>1</sup>Nanyang Technological Univ., <sup>2</sup>McGill Univ.

CULTURE

## THE RISE OF INDIVIDUALISM: THE UNIVERSALITY AND CULTURAL SPECIFICITY OF CULTURAL CHANGE

Henri Carlo Santos<sup>1</sup>, Igor Grossmann<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

CULTURE

## CONGRUENT VS. INCONGRUENT CULTURAL FRAME SWITCHING OF IDENTITY, VALUES AND BEHAVIORS

Lang Lee Lee<sup>1</sup>, Angela-MinhTu Nguyen<sup>1</sup>  
<sup>1</sup>California State Univ., Fullerton

CULTURE

## CULTURAL DIFFERENCES IN IDEAL AFFECT REFLECTED IN LEADERS' SMILES

Elizabeth Blevins<sup>1</sup>, Jeanne Tsai<sup>1</sup>, Jen Ang<sup>1</sup>, Julia Goernandt<sup>1</sup>, Helene Fung<sup>2</sup>, Da Jiang<sup>2</sup>  
<sup>1</sup>Stanford Univ., <sup>2</sup>Chinese Univ. of Hong Kong

CULTURE

## RECEIVED FUNCTIONAL SUPPORT AND AMBULATORY BLOOD PRESSURE IN JAPAN

Kimberly Bowen<sup>1</sup>  
<sup>1</sup>The Univ. of Utah

CULTURE

## COMPLAINING EXPLORED ACROSS CULTURES

Smaranda Lawrie<sup>1</sup>, Daniela Moza<sup>2</sup>, Heejung Kim<sup>1</sup>  
<sup>1</sup>Univ. of California Santa Barbara, <sup>2</sup>West Univ. of Timisoara, Romania

CULTURE

## INSULT AS A MOTIVATION TO SUCCEED

Emily Kim<sup>1</sup>, Dov Cohen<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Urbana Champaign

CULTURE

## CULTURAL VARIATION IN THE RELATIONSHIP BETWEEN SOCIAL MOTIVES DRINKING AND ALCOHOL-RELATED PROBLEMS

Arezou Mortazavi<sup>1</sup>, Jose Soto<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

CULTURE

## CROSS CULTURAL ANALYSIS OF DAILY SITUATIONS AND BEHAVIORS AROUND THE WORLD

Shazia Parekh<sup>1</sup>, Erica Baranski<sup>1</sup>, David Funder<sup>1</sup>  
<sup>1</sup>UC Riverside

CULTURE

## HOLDING OUT FOR TRADITION: A CLOSER LOOK AT VIRGINITY IN COLLEGE

Rickey Aubrey<sup>1</sup>, Crystal Dao<sup>1</sup>  
<sup>1</sup>Univ. of North Texas

CULTURE

## RELATIONAL MOBILITY, FILIAL PIETY, AND INTIMATE RELATIONSHIPS

Dongyu Li<sup>1</sup>, Xian Zhao<sup>1</sup>, Glenn Adams<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

CULTURE

## WHAT DOES INDEPENDENCE LOOK LIKE FOR FIRST-GENERATION COLLEGE STUDENTS?

Alicia Mendez Sawers<sup>1</sup>, Laura Brady<sup>1</sup>, Yuichi Shoda<sup>1</sup>  
<sup>1</sup>Univ. of Washington

EMOTION

## PATHOGEN THREATS PREDICT DIFFERENCES IN THE VALUE OF HAPPINESS

Christie Scollon<sup>1</sup>, Sharon Koh<sup>1</sup>  
<sup>1</sup>Singapore Management Univ.

EMOTION

## CONTEXT X CULTURE INTERACTION IN PREFERENCE FOR POSITIVE EMOTIONS

Xiaoming Ma<sup>1</sup>, Yuri Miyamoto<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison

EMOTION

## EFFORT AND ABILITY PERCEPTIONS CAUSE THE DIFFERENTIAL ELICITATION OF GUILT AND SHAME

Elizabeth Ferguson<sup>1</sup>, Benjamin Wilkowski<sup>1</sup>  
<sup>1</sup>Univ. of Wyoming

EMOTION

## WHAT EVERY BODY IS SAYING: PHYSIOLOGICAL AROUSAL AND THE USE OF EMBODIED LANGUAGE IN NARRATIVES ABOUT ANGRY AND SAD EVENTS

Kristina Oldroyd<sup>1</sup>, Monisha Pasupathi<sup>1</sup>  
<sup>1</sup>Univ. of Utah

EMOTION

## POSITIVE AFFECT MEDIATES THE NEGATIVE EFFECTS OF EMOTION SUPPRESSION IN AMERICANS AND HONG KONG CHINESE

Heewon Kwon<sup>1</sup>, Young Hoon Kim<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

EMOTION

## BELIEFS ABOUT EXPRESSIVE SUPPRESSION AFFECT EMOTIONAL OUTCOMES

Lawrence Tello<sup>1</sup>, Darwin Guevarra<sup>1</sup>, Shinobu Kitayama<sup>1</sup>, Ethan Kross<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

EMOTION

## VISUAL IMAGERY PERSPECTIVE AND CONCEPTUAL PROCESSING OF CORE AFFECT

Courtney Hsing<sup>1</sup>, Lisa Libby<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

EMOTION

## AGING IMPACTS ON THE EMBODIMENT OF EMOTION: OLDER ADULTS' EMOTION CONCEPT KNOWLEDGE CONTAINS LESS INTEROCEPTIVE INFORMATION THAN YOUNGER ADULTS'

Jennifer MacCormack<sup>1</sup>, Kristen Lindquist<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill

EMOTION

## AWE CAN MAKE YOU AWFUL: AWE, MEANING THREATS AND COMPENSATORY AFFIRMATION

Adam Baimel<sup>1</sup>, Ara Norenzayan<sup>1</sup>, Steven Heine<sup>1</sup>  
<sup>1</sup>Univ. of British Columbia

EMOTION

## DETERMINING WHICH PEOPLE WHO FEEL GUILT SACRIFICE EITHER THEMSELVES OR A THIRD PERSON IN ORDER TO COMPENSATE THEIR VICTIMS: MODERATING PERCEIVED RELATIONAL MOBILITY

Yoshiya Furukawa<sup>1</sup>, Kenichiro Nakashima<sup>1</sup>, Yasuko Morinaga<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

EMOTION

## GENDER DIFFERENCES IN DISGUST SENSITIVITY IS NOT UNIVERSAL

Kai Qin Chan<sup>1</sup>  
<sup>1</sup>Ashoka Univ.

SESSION H: 6:30 - 8:00 PM

SESSION H: 6:30 - 8:00 PM

EMOTION

## EMOTION PERCEPTION BIAS: AN INDIVIDUAL DIFFERENCE MEASURE ASSOCIATED WITH NEGATIVE AFFECT DURING RELATIONSHIP CONFLICT

Yewon Hur<sup>1</sup>, William Brady<sup>1</sup>, Emily Balcetis<sup>1</sup>  
<sup>1</sup>New York Univ.

EMOTION

## HETEROGENEITY OF LONG-HISTORY MIGRATION PREDICTS EMOTION RECOGNITION ACCURACY

Adrienne Wood<sup>1</sup>, Magdalena Rychlowska<sup>2</sup>, Paula Niedenthal<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison, <sup>2</sup>Cardiff Univ.

EMOTION

## THE ROLE OF LANGUAGE IN THE EXPERIENCE AND PERCEPTION OF EMOTION: A NEUROIMAGING META-ANALYSIS

Holly Shablack<sup>1</sup>, Jeffrey Brooks<sup>1</sup>, Maria Gendron<sup>2</sup>, Ajay Satpute<sup>3</sup>, Michael Parrish<sup>1</sup>, Katie Hoemann<sup>2</sup>, Kristen Lindquist<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill, <sup>2</sup>Northeastern Univ.,  
<sup>3</sup>Pomona College

EMOTION

## THE INTERPLAY BETWEEN COGNITION AND EMOTION: PRIOR COGNITIVE TASK PERFORMANCE REDUCES EMOTIONAL RESPONSES

Anna Finley<sup>1</sup>, Brandon Schmeichel<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

EMOTION

## THE ROLE OF INGROUP DIRECTED EMOTIONS IN PREDICTING GROUP-RELEVANT BEHAVIOR

Asha Weisman<sup>1</sup>, Diane Mackie<sup>1</sup>, Eliot Smith<sup>2</sup>  
<sup>1</sup>UC Santa Barbara, <sup>2</sup>Indiana Univ.

EMOTION

## YELP, I NEED SOMEBODY, YELP, NOT JUST ANYBODY: THE POWER OF NEGATIVE REVIEWS FROM POSITIVE PEOPLE

Nicole Iannone<sup>1</sup>, Megan McCarty<sup>2</sup>, Janice Kelly<sup>3</sup>, Andrea Hollingshead<sup>4</sup>  
<sup>1</sup>Penn State Fayette, <sup>2</sup>Amherst College, <sup>3</sup>Purdue Univ., <sup>4</sup>Univ. of Southern California

EMOTION

## BABY FEVER: DIALING UP EMPATHY AND THE DESIRE TO HAVE CHILDREN

Katherine Nelson<sup>1</sup>, Lisa Cavanaugh<sup>2</sup>  
<sup>1</sup>Sewanee: The Univ. of the South, <sup>2</sup>Univ. of Southern California

EMOTION

## EMOTION RECOGNITION ACCURACY IN MUSIC PERFORMANCE EVALUATION

Elena Canadas<sup>1</sup>, Marianne Schmid Mast<sup>1</sup>, Donald Glowinski<sup>2</sup>, Didier Grandjean<sup>2</sup>, Marc Rappaz<sup>3</sup>  
<sup>1</sup>Univ. of Lausanne, <sup>2</sup>Univ. of Geneva, <sup>3</sup>Haute École de Musique-Genève

EMOTION

## EMOTION WORDS: "FACING" CHANGE

Jennifer Fugate<sup>1</sup>, Wec Emmanuel<sup>1</sup>, Nicole Ziino<sup>1</sup>, Matt Ziperman<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts-Dartmouth

EMOTION

## BELIEVE IT OR NOT: REGULATING NEGATIVE EMOTIONS WITH NON-DECEPTIVE PLACEBOS

Darwin Guevarra<sup>1</sup>, Ethan Kross<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

EMOTION

## IGNORANCE IS BLISS: UNPLEASANT TASKS SEEM WORSE IF THEY ARE EXPECTED TO HAPPEN AGAIN

Lauren Spencer<sup>1</sup>, Karen Gasper<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

EMOTION

## PERCEPTIONS OF EERINESS: ELECTRODERMAL ACTIVITY AND SELF-REPORT RESPONSES TO THE UNCANNY VALLEY

Alexandra Beauchamp<sup>1</sup>, Matthew Wilkinson<sup>1</sup>, Keith Markman<sup>1</sup>, Stephen Patterson<sup>1</sup>  
<sup>1</sup>Ohio Univ.

EMOTION

## MODERATING EFFECTS OF DYADIC COPING ON THE STRESS SPILLOVER PROCESS AND NEGATIVE EMOTIONS IN SAME-SEX RELATIONSHIPS

Chun Tao<sup>1</sup>, Jessica Borders<sup>1</sup>, Kelsey Walsh<sup>1</sup>, Ashley Randall<sup>1</sup>, Casey Totenhagen<sup>2</sup>  
<sup>1</sup>Arizona State Univ., <sup>2</sup>Univ. of Alabama

EMOTION

## IT PAYS TO BE CUTE: RESPONSIVENESS TO CUTENESS PREDICTS PARENTAL SATISFACTION AND (DIS)APPROVAL OF HARSH DISCIPLINE TOWARD THEIR CHILDREN

Reina Takamatsu<sup>1</sup>, Jiro Takai<sup>1</sup>  
<sup>1</sup>Nagoya Univ.



EMOTION

## DISSIMILARITY OF THE TARGET FROM THE SELF LOWERS CONFIDENCE AND IMPLEMENTATION OF EXTRINSIC ANGER REGULATION

Yuki Nozaki<sup>1</sup>  
<sup>1</sup>Kyoto Univ.

EMOTION

## BELIEFS ABOUT EMOTION REGULATION EFFECTIVENESS AND USE

Kimberly Livingstone<sup>1</sup>, Derek Isaacowitz<sup>1</sup>  
<sup>1</sup>Northeastern Univ.

EMOTION

## THE MECHANICS OF NOSTALGIA

Hannah Osborn<sup>1</sup>, Keith Markman<sup>1</sup>  
<sup>1</sup>Ohio Univ.

EMOTION

## BLINDED BY OUR EMOTIONS: HOW AFFECT INTERFERES WITH EMOTION RECOGNITION SENSITIVITY

Kibby McMahan<sup>1</sup>, Kwanguk Kim<sup>2</sup>, Caitlin Fang<sup>1</sup>, Mark Rosenthal<sup>1</sup>  
<sup>1</sup>Duke Univ., <sup>2</sup>Hanyang Univ.

EMOTION

## WE ARE FAMILY: COMMUNITY INVOLVEMENT AND INTEGRATED IDENTITY ARE ASSOCIATED WITH AFFECTIVE FLEXIBILITY IN LESBIAN, GAY AND BISEXUAL INDIVIDUALS

Ilana Seager<sup>1</sup>, Amelia Aldao<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

EMOTION

## EFFECTS OF DISCRETE POSITIVE EMOTIONS ON ATTITUDES TOWARD MUSLIMS

Makenzie O'Neil<sup>1</sup>, Souhaila Kouteib<sup>1</sup>, Michelle Shiota<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

EMOTION

## LANGUAGE AND EMOTION: NONSENSE LABELS INFLUENCE PERCEPTION OF NOVEL EMOTION CATEGORIES

Cameron Doyle<sup>1</sup>, Jin Kang<sup>1</sup>, Kristen Lindquist<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill

GENDER

## DIALECTICAL MEDIA REPRESENTATIONS OF GENDERED NONVERBAL CUES: ANDROGYNY AMONG KOREAN MEN

Brenda Gutierrez<sup>1</sup>, May Ling Halim<sup>1</sup>, Florrie Ng<sup>2</sup>, Keumjoo Kwak<sup>3</sup>, Sara Ortiz-Cubias<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach, <sup>2</sup>Chinese Univ. of Hong Kong, <sup>3</sup>Seoul National Univ.

GENDER

## SUPPORTIVE OR PATRONIZING?: PERCEPTIONS OF WOMEN-TARGETED PROFESSIONAL PROGRAMS

Jessica Cundiff<sup>1</sup>, Sohee Ryuk<sup>2</sup>, Katie Cech<sup>2</sup>  
<sup>1</sup>Missouri Univ. of Science & Technology, <sup>2</sup>Colgate Univ.

GENDER

## THE IMPACT OF TARGETS AND QUOTAS ON FEMALE REPRESENTATION IN LEGISLATIVE BODIES

Melissa Wheeler<sup>1</sup>, Robert Wood<sup>1</sup>, Sally Wood<sup>2</sup>, Victor Sojo<sup>1</sup>  
<sup>1</sup>Univ. of Melbourne, <sup>2</sup>Univ. of Sydney

GENDER

## JUDGE, JURY AND GENDER: EXAMINING THE IMPACT OF GENDER ON JURY INSTRUCTIONS

Mark Oakes<sup>1</sup>, Cathy Crosby-Currie<sup>1</sup>, Anna Schwarz<sup>1</sup>, Brittany McDonald<sup>1</sup>  
<sup>1</sup>St. Lawrence Univ.

GENDER

## TRAILBLAZERS OR TRAILBLOCKERS? THE EFFECT OF FEMALE LEADERS ON EVALUATIONS OF OTHER WOMEN

Francesca Manzi<sup>1</sup>, Madeline Heilman<sup>1</sup>  
<sup>1</sup>New York Univ.

GENDER

## PSYCHOLOGICAL CONSEQUENCES OF SEXUAL OBJECTIFICATION

Dasom KIM<sup>1</sup>, HyeonJeong KIM<sup>1</sup>, Sang Hee Park<sup>1</sup>  
<sup>1</sup>Chungbuk National Univ.

GENDER

## THE INFLUENCE OF GENDER-PROFESSIONAL IDENTITY INTEGRATION ON FEMALE PROFESSIONALS' STEREOTYPE ENDORSEMENT AND SOCIAL PERCEPTIONS

Amy Lim<sup>1</sup>, Cheng Chi-Ying<sup>1</sup>  
<sup>1</sup>Singapore Management Univ.

GENDER

## SHOULD WOMEN BE "ALL ABOUT THAT BASS?": DIVERSE BODY-ACCEPTANCE MESSAGES AND WOMEN'S BODY IMAGE

Laura Ramsey<sup>1</sup>, Diana Betz<sup>2</sup>  
<sup>1</sup>Bridgewater State Univ., <sup>2</sup>Siena College

GENDER

## EDX AS AN EQUAL OPPORTUNITY EDUCATION PROVIDER: THE ABSENCE OF STEREOTYPE THREAT IN ONLINE CLASSROOMS

Roxanne Moadel-Attie<sup>1</sup>, Rami Al-Rfou<sup>1</sup>  
<sup>1</sup>Stony Brook Univ.

SESSION H: 6:30 - 8:00 PM

GENDER

## THE EFFECT OF POINT OF VIEW ON SUPPORT FOR VICTIMS OF SEXUAL ASSAULT

Amber Garcia<sup>1</sup>, Michelle Baker<sup>1</sup>  
<sup>1</sup>The College of Wooster

GENDER

## MINORITY STRESSORS AND TRANSITIONING IN A TRANSGENDER SAMPLE

Karen Bittner<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

GENDER

## THE CORRELATES AND CONSEQUENCES OF ESSENTIALIZING GENDER

Karisa Lee<sup>1</sup>, Harry Reis<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

GENDER

## LAY PERCEIVERS MISUNDERSTAND MEN WHO CHALLENGE BENEVOLENT SEXISM

Amy Yeung<sup>1</sup>, Richard Eibach<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

GENDER

## LA MUJER IDEAL: CROSS-CULTURAL DIFFERENCES IN SEXISM IN SPAIN AND THE U.S.

Savannah Roberts<sup>1</sup>, Alex Czopp<sup>1</sup>  
<sup>1</sup>Western Washington Univ.

GENDER

## BIG BOYS DON'T CRY: THE ROLE OF SEXISM IN PERCEPTIONS OF DOMESTIC VIOLENCE

Megan Siedschlag<sup>1</sup>, Kerry Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

GENDER

## THAT'S WHAT SHE SAID: THE ROLE OF JOKE TELLER GENDER AND JOKE TYPE IN PERCEPTIONS OF SEXIST HUMOR

Kaitlin McCormick<sup>1</sup>, Kevin Weaver<sup>1</sup>, Heather MacArthur<sup>1</sup>, Reginald Adams, Jr.<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

GENDER

## GAMER OR MAN: CONCEALMENT OF GAMER IDENTITY PREDICTS TOLERANCE OF MEN'S HARASSMENT OF FEMALE GAMERS

Kevin Weaver<sup>1</sup>, Theresa Vescio<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

GENDER

## THE ROLE OF GENDER IDENTITY AND STEREOTYPE AWARENESS ON SEXUAL NEGOTIATION STRATEGIES FOR WOMEN

Or'Shaundra Benson<sup>1</sup>, Christine Reyna<sup>1</sup>  
<sup>1</sup>DePaul Univ.

GENDER

## THE IMPACT OF EVALUATOR MASCULINITY ON DYADIC HIRING DECISIONS

Lindsay Rice<sup>1</sup>, Eric Greenlee<sup>2</sup>  
<sup>1</sup>The Citadel, <sup>2</sup>Air Force Research Lab

GENDER

## THE DOUBLE THREAT OF RACE AND GENDER: BLACK AND WHITE WOMEN'S EVALUATIONS OF SEXUALIZED AND NONSEXUALIZED DEPICTIONS OF BLACK WOMEN

Morgan Jerald<sup>1</sup>, Elizabeth Cole<sup>1</sup>, Monique Ward<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

GENDER

## A SELF-DETERMINATION-THEORY INTERVENTION THAT SUPPORTS WOMEN IN STEM IMPROVES EVERYONE'S JOB SATISFACTION

Ian Handley<sup>1</sup>, Jessi Smith<sup>1</sup>, Sara Rushing<sup>1</sup>, Elizabeth Shanahan<sup>1</sup>, Elizabeth Burroughs<sup>1</sup>, Rebecca Belou<sup>1</sup>, Monica Skewes<sup>1</sup>, Joy Hoena, Elizabeth Brown<sup>3</sup>, Kelli Klebe<sup>4</sup>  
<sup>1</sup>Montana State Univ., <sup>2</sup>Montana State Univ. - Billings, <sup>3</sup>Univ. of Northern Florida, <sup>4</sup>Univ. of Colorado - Colorado Springs

GENDER

## PLAY MY PART: THE DRAMATURGICAL PERSPECTIVE INCREASES WOMEN'S ASSIMILATION TO BENEVOLENT SEXISM

Ariel Mosley<sup>1</sup>, Mark Landau<sup>1</sup>, John Dovidio<sup>2</sup>  
<sup>1</sup>Univ. of Kansas, <sup>2</sup>Yale Univ.

GENDER

## MALE ALLY OR FOE?: MEN'S CONFRONTATION OF SEXISM AS A FUNCTION OF MASCULINE ROLE BELIEFS

Jessica Good<sup>1</sup>, Corinne Moss-Racusin<sup>2</sup>, Diana Sanchez<sup>3</sup>  
<sup>1</sup>Davidson College, <sup>2</sup>Skidmore College, <sup>3</sup>Rutgers Univ.

GENDER

## EFFECT OF GENDER ON THE PERCEPTION OF AGGRESSION IN TEXT MESSAGING

Katherine Marano<sup>1</sup>, Elyse Addonizio<sup>1</sup>, Brenda Hernandez<sup>1</sup>, Maureen Kim<sup>1</sup>  
<sup>1</sup>College of the Holy Cross

GENDER

## IN A BARBIE WORLD: ON THE IMPLICATIONS OF SEX-TYPED ENVIRONMENTS

Bryn Babbitt<sup>1</sup>, Sarah Lamer<sup>1</sup>, Crystal Hoyt<sup>2</sup>, Max Weisbuch<sup>1</sup>  
<sup>1</sup>Univ. of Denver, <sup>2</sup>Univ. of Richmond

GENDER

## ONLINE SELF-PRESENTATION IN SOCIAL MEDIA: THE EFFECTS ON SELF-OBJECTIFICATION, BENEVOLENT SEXISM, AND SELF-PERCEPTION

Laura Hildebrand<sup>1</sup>, Leslie Templeton<sup>1</sup>  
<sup>1</sup>Hendrix College

GENDER

## STUDENTS' IMPRESSIONS OF POTENTIAL EMPLOYERS: ARE MEN AND WOMEN EVALUATED DIFFERENTLY?

Marissa Belau<sup>1</sup>  
<sup>1</sup>Simpson College

GROUPS/INTRAGROUP PROCESSES

## THE ROLE OF DIVERSITY STRUCTURES AND GROUP IDENTIFICATION IN RESPONSE TO CLAIMS OF DISCRIMINATION.

Chris Morin<sup>1</sup>, Cody Kennedy<sup>1</sup>, Matthew Collins<sup>1</sup>, Joseph Wellman<sup>1</sup>  
<sup>1</sup>California State Univ. - San Bernardino

GROUPS/INTRAGROUP PROCESSES

## WHO IS COMMITTED TO GROUPS? THE ROLES OF SELF-ESTEEM, GROUP ESTEEM AND ATTACHMENT

Tina DeMarco<sup>1</sup>, Anna Newheiser<sup>1</sup>  
<sup>1</sup>Univ. at Albany, SUNY

GROUPS/INTRAGROUP PROCESSES

## THE EFFECT OF INGROUP BIAS ON CONSUMERS' PRODUCT EVALUATIONS

Caitlin Hall<sup>1</sup>, Alexander Czopp<sup>1</sup>  
<sup>1</sup>Western Washington Univ.

GROUPS/INTRAGROUP PROCESSES

## PERCEPTIONS OF RACIAL SLURS USED BY BLACKS TOWARD WHITES: DEROGATION OR AFFILIATION?

Conor ODea<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

GROUPS/INTRAGROUP PROCESSES

## A FEW BAD APPLES?: OBSERVING OVERT RACISM REINFORCES AN ENTITY THEORY OF PREJUDICE

Richard Eibach<sup>1</sup>, Matthew Wilmot<sup>1</sup>, Steve Spencer<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

GROUPS/INTRAGROUP PROCESSES

## THE SELECTIVE IMPACT OF PERCEIVED CONSENSUS ON ULTIMATUM BARGAINING

Dong-Won Choi<sup>1</sup>, Yvonne Marroquin<sup>1</sup>  
<sup>1</sup>California State Univ. East Bay

GROUPS/INTRAGROUP PROCESSES

## DOES IT LOOK LIKE I CARE?: INGROUP AUDIENCES INFLUENCE WHITES' OUTGROUP RESPONSES

Cydney Dupree<sup>1</sup>, Stacey Sinclair<sup>1</sup>  
<sup>1</sup>Princeton Univ.

GROUPS/INTRAGROUP PROCESSES

## WATCHING FROM BELOW: SOUSVEILLANCE, POWER AND RESISTANCE

Aisling O'Donnell<sup>1</sup>  
<sup>1</sup>Univ. of Limerick

GROUPS/INTRAGROUP PROCESSES

## RISK AND MARGINALIZATION: BEING PUSHED TO THE BOUNDARIES LEADS TO INCREASED RISK

Ethan Dahl<sup>1</sup>, Zachary Hohman<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

GROUPS/INTRAGROUP PROCESSES

## RELYING ON THE GOOD OLD DAYS: HOW NOSTALGIA FOR AMERICA'S PAST PROTECTS AGAINST COLLECTIVE GUILT

Matthew Baldwin<sup>1</sup>, Mark White<sup>2</sup>, Daniel Sullivan<sup>3</sup>  
<sup>1</sup>Social Cognition Center Cologne, <sup>2</sup>Univ. of Kansas, <sup>3</sup>Univ. of Arizona

GROUPS/INTRAGROUP PROCESSES

## THE INFLUENCE OF FLOW ON STANDARD AND ADAPTIVE PERFORMANCE IN TEAMS

Jennifer Baumgartner<sup>1</sup>, Tamera Schneider<sup>1</sup>  
<sup>1</sup>Wright State Univ.

GROUPS/INTRAGROUP PROCESSES

## THE BENEFITS OF BEING IGNORED: THE EFFECTS OF OSTRACISM AND INCLUSION ON IDENTIFICATION AND FUNDAMENTAL NEEDS

Zachary Hohman<sup>1</sup>, Elizabeth Niedbala<sup>1</sup>, Ethan Dahl<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

GROUPS/INTRAGROUP PROCESSES

## GROUP MEMBERSHIP ALTERS PERCEIVED SIMILARITY

Holly Earls<sup>1</sup>, Tim Curran<sup>1</sup>, Josh Correll<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

SESSION H: 6:30 - 8:00 PM

GROUPS/INTRAGROUP PROCESSES

## SUBJECTIVE SOCIOECONOMIC STATUS IS POSITIVELY ASSOCIATED WITH IMPLICIT PREFERENCE FOR WHITE OVER BLACK

Jake Moskowitz<sup>1</sup>, Sean Wojcik<sup>2</sup>, Rodolfo Mendoza-Denton<sup>3</sup>, Alex O'Connor<sup>4</sup>, Paul Piff<sup>1</sup>

<sup>1</sup>Univ. of California, Irvine, <sup>2</sup>Upworthy, <sup>3</sup>Univ. of California, Berkeley, <sup>4</sup>Independent Researcher

GROUPS/INTRAGROUP PROCESSES

## CALL 'EM LIKE YOU SEE 'EM: JUSTIFICATION OF RACIAL SLURS AGAINST STEREOTYPIC VS. NON-STEREOTYPIC TARGETS

Angelica Castro<sup>1</sup>, Mariah Petersen<sup>1</sup>, Conor ODea<sup>1</sup>, Donald Saucier<sup>1</sup>

<sup>1</sup>Kansas State Univ.

GROUPS/INTRAGROUP PROCESSES

## THE COMPLEXITY OF LOYALTY CONCEPTIONS AND THEIR RELATION TO WHISTLEBLOWING

Nick Ungson<sup>1</sup>, Dominic Packer<sup>1</sup>

<sup>1</sup>Lehigh Univ.

GROUPS/INTRAGROUP PROCESSES

## HYPODESCENT OR HYPERDESCENT?: MULTIRACIAL IDENTITY CHOICE INFLUENCES PERCEPTIONS OF GROUP MEMBERSHIP

Olivia Holmes<sup>1</sup>, Courtney Bonam<sup>1</sup>

<sup>1</sup>Univ. of Illinois at Chicago

GROUPS/INTRAGROUP PROCESSES

## FOR ALL IT'S WORTH: "NEGATIVE" RITUAL ACTIONS INCREASE MONETARY VALUATIONS OF RITUAL OBJECTS

Natasha Thalla<sup>1</sup>, Michael Gill<sup>1</sup>, Dominic Packer<sup>1</sup>

<sup>1</sup>Lehigh Univ.

GROUPS/INTRAGROUP PROCESSES

## HOW WE JUDGE CHEATERS: A SUBJECTIVE GROUP DYNAMICS ANALYSIS

Jeff Ramdass<sup>1</sup>

<sup>1</sup>Claremont Graduate Univ.

GROUPS/INTRAGROUP PROCESSES

## WHO THREATENS AMERICAN NATIONAL IDENTITY?: THE PERCEIVED INFLUENCE OF IMMIGRANT STEREOTYPES

Saori Tsukamoto<sup>1</sup>, Susan Fiske<sup>2</sup>

<sup>1</sup>Nagoya Univ., <sup>2</sup>Princeton Univ.

GROUPS/INTRAGROUP PROCESSES

## GROUP NORM CHANGE AS AN EFFECT OF TYPE OF NORM DEVELOPMENT AND GROUP TASK PERFORMANCE

Young-Mi Kwon<sup>1</sup>, Craig Parks<sup>2</sup>

<sup>1</sup>Sungkyunkwan Univ., <sup>2</sup>Washington State Univ.

GROUPS/INTRAGROUP PROCESSES

## TRUST AS A MECHANISM OF SUSTAINING SOCIAL INEQUALITIES

Katarzyna Samson<sup>1</sup>

<sup>1</sup>Univ. of Social Sciences & Humanities

GROUPS/INTRAGROUP PROCESSES

## FACING DEATH TOGETHER: ENGAGING IN MORTALITY SALIENCE WITH OTHERS BUFFERS DEATH ANXIETY

Yia-Chin Tan<sup>1</sup>, Lile Jia<sup>1</sup>

<sup>1</sup>National Univ. of Singapore

GROUPS/INTRAGROUP PROCESSES

## WAVE OR HIDE THE FLAG?: USING GROUP SYMBOLS TO MANAGE GROUP PERCEPTION

Shannon Callahan<sup>1</sup>, Alison Ledgerwood<sup>1</sup>

<sup>1</sup>Univ. of California, Davis

GROUPS/INTRAGROUP PROCESSES

## "SIDEWALK CHICKEN": SOCIAL STATUS AND PEDESTRIAN BEHAVIOR

Natassia Mattoon<sup>1</sup>, Elizabeth Campbell<sup>1</sup>, Greysi Vizcardo<sup>1</sup>, May Ling Halim<sup>2</sup>

<sup>1</sup>California State Univ., Long Beach

GROUPS/INTRAGROUP PROCESSES

## "IT'S NOT EASY BEING GREEN?": HOW PERSONALITY SIMILARITIES AND DIFFERENCES RELATE TO TEAM PERCEPTIONS

Christine Smith<sup>1</sup>, Eric Knudsen<sup>1</sup>, Kristen Shockley<sup>2</sup>

<sup>1</sup>The Graduate Center & Baruch College, CUNY, <sup>2</sup>Baruch College, CUNY

GROUPS/INTRAGROUP PROCESSES

## PRIMING JUSTICE: THE IMPACT ON SYSTEM LEGITIMIZING BELIEFS AND REACTIONS TO CLAIMS OF GENDER DISCRIMINATION

Kristen Cheong<sup>1</sup>, Alicia Rodriguez<sup>1</sup>, Chantal Rodriguez<sup>1</sup>, Clara Wilkins<sup>2</sup>, Joseph Wellman<sup>1</sup>

<sup>1</sup>California State Univ. - San Bernardino, <sup>2</sup>Wesleyan Univ.

GROUPS/INTRAGROUP PROCESSES

## IT'S BIGGER THAN HIP-HOP: STEREOTYPE THREAT, RAP LYRICS AND AFRICAN AMERICANS

Simon Howard<sup>1</sup>, Samuel Sommers<sup>1</sup>

<sup>1</sup>Tufts Univ.

GROUPS/INTRAGROUP PROCESSES

**ASIAN'S ATTITUDES TOWARD INTERRACIAL DATING**

Yun Ju "Roxie" Chuang<sup>1</sup>, Clara Wilkins<sup>1</sup>, Caroline Mead<sup>1</sup>  
<sup>1</sup>Wesleyan Univ.

GROUPS/INTRAGROUP PROCESSES

**FAMILIARITY AND AFFILIATION WITH ANGLO NAMES AFFECT PURCHASE DECISIONS OF CHINESE FOOD**

Yee Ming Khaw<sup>1</sup>, Xian Zhao<sup>1</sup>, Monica Biernat<sup>1</sup>  
<sup>1</sup>The Univ. of Kansas

INDIVIDUAL DIFFERENCES

**JUDGMENTAL DECISIONS: DOES MY FIRST IMPRESSION OUTWEIGH YOUR OPINION?**

Katelynn Carter-Rogers<sup>1</sup>, Steven Smith<sup>2</sup>  
<sup>1</sup>Maastricht Univ., <sup>2</sup>Saint Mary's Univ.

INDIVIDUAL DIFFERENCES

**INTOLERANCE OF UNCERTAINTY PREDICTS RUMINATIVE PROCESSING BIASES AND CAUSES RUMINATION**

Rebecca Shiner<sup>1</sup>, Chelsea Dale<sup>1</sup>, Alexandra Lamm<sup>2</sup>  
<sup>1</sup>Colgate Univ., <sup>2</sup>Fordham Univ.

INDIVIDUAL DIFFERENCES

**PLANET, POLITICS AND PERSONALITY: INDIVIDUAL DIFFERENCES IN THE ACCEPTANCE OF ANTHROPOGENIC CLIMATE CHANGE**

Zohaib Jessani<sup>1</sup>, Paul Harris<sup>1</sup>  
<sup>1</sup>Rollins College

INDIVIDUAL DIFFERENCES

**THE MODERATING EFFECT OF ATTACHMENT STYLES IN PEOPLE'S PREFERENCE FOR RELATIONAL OR NON-RELATIONAL SELF-EXPANSION**

Leonard Newman<sup>1</sup>, Ying Tang<sup>1</sup>, Laura VanderDrift<sup>1</sup>, Richard Gramzow<sup>1</sup>  
<sup>1</sup>Syracuse Univ.

INDIVIDUAL DIFFERENCES

**MILITARY VETERANS' SATISFACTION WITH AND EASE OF ADJUSTMENT TO CIVILIAN LIFE**

Jennifer Coons<sup>1</sup>, Daniel Ozer<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

INDIVIDUAL DIFFERENCES

**SO FAR, YET SO CLOSE: SOCIAL VIGILANTISM, POLITICAL EXTREMISM, AND POLARIZED POLITICAL ATTITUDES**

Derrick Till<sup>1</sup>, Stuart Miller<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

INDIVIDUAL DIFFERENCES

**BUILDING YOURSELF UP BY KNOCKING OTHERS DOWN: INVESTIGATING THE RELATIONS OF AGENCY AND COMMUNION TO PREJUDICE**

Courtney Lunt<sup>1</sup>, Christian Jordan<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier Univ.

INDIVIDUAL DIFFERENCES

**FEMALE BUSINESSPERSONS' GENDER-PROFESSIONAL IDENTITY INTEGRATION (G-PII) AND CREATIVITY**

Chi-Ying Cheng<sup>1</sup>  
<sup>1</sup>Singapore Management Univ.

INDIVIDUAL DIFFERENCES

**INDIVIDUAL DIFFERENCES IN VIEWING PEOPLE AND THINGS: EVIDENCE FOR SELECTIVE ATTENTION PROCESSES**

Miranda McIntyre<sup>1</sup>, William Graziano<sup>1</sup>  
<sup>1</sup>Purdue Univ.

INDIVIDUAL DIFFERENCES

**RUMINATION AND PERFORMANCE IN DYNAMIC TEAM SPORTS**

Michael Roy<sup>1</sup>, Anastasia Frees<sup>1</sup>, Daniel Memmert<sup>2</sup>, Jean Pretz<sup>1</sup>, Joseph Radzevick<sup>3</sup>  
<sup>1</sup>Elizabethtown College, <sup>2</sup>German Sport Univ., <sup>3</sup>Gettysburg College

INDIVIDUAL DIFFERENCES

**INTERPERSONAL BENEFITS OF COGNITIVE STRATEGIES: DEFENSIVE PESSIMISM AND NEGATIVE FOCUS INTERACT TO PREDICT POSITIVE EVALUATION**

Haruka Shimizu<sup>1</sup>, Ken'ichiro Nakashima<sup>1</sup>, Yasuko Morinaga<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

INDIVIDUAL DIFFERENCES

**SOMETIMES CUES OF BEING WATCHED DO NOT MATTER, BUT INDIVIDUAL DIFFERENCES DO: THE ROLE OF PROSOCIAL PERSONALITY TRAITS IN VOLUNTEER BEHAVIOR**

Zoi Manesi<sup>1</sup>, Paul Van Lange<sup>1</sup>, Thomas Pollet<sup>1</sup>  
<sup>1</sup>VU Univ. Amsterdam

INDIVIDUAL DIFFERENCES

**WHEN DOES SACRIFICING THE PRESENT FOR THE FUTURE OR SACRIFICING THE FUTURE FOR THE PRESENT ENHANCE SATISFACTION WITH LIFE? IMPLICIT THEORIES OF CHANGE AND STABILITY MODERATE THE EFFECTS OF TEMPORAL FOCUS ON LIFE SATISFACTION.**

Cindy Ward<sup>1</sup>, Anne Wilson<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier Univ.

SESSION H: 6:30 - 8:00 PM

INDIVIDUAL DIFFERENCES

## PREDICTING RELIGIOSITY USING THE "GOD IS LIGHT" METAPHOR

Michelle Persich<sup>1</sup>, Becker Steinemann<sup>1</sup>, Adam Fetterman<sup>2</sup>, Michael Robinson<sup>1</sup>  
<sup>1</sup>North Dakota State Univ., <sup>2</sup>Knowledge Media Research Center, Tübingen

INDIVIDUAL DIFFERENCES

## TWEETS, HASHTAGS AND LIKES: HOW IS SOCIAL MEDIA USE RELATED TO EMPATHY?

Sasha Zarins<sup>1</sup>, Michael McFerran<sup>2</sup>, Emily Mahurin<sup>2</sup>, Ava Le<sup>3</sup>, Sara Konrath<sup>1</sup>  
<sup>1</sup>Indiana Univ., <sup>2</sup>Butler Univ., <sup>3</sup>Univ. of Indianapolis

INDIVIDUAL DIFFERENCES

## INDIVIDUAL- OR CULTURE-BASED DIFFERENCES?: INDEPENDENT AND INTERDEPENDENT SELF-CONSTRUALS AS MEDIATORS OF THE RELATION BETWEEN AUTHENTICITY AND PSYCHOLOGICAL ADJUSTMENT

Reese Tou<sup>1</sup>, Jenny Su<sup>2</sup>  
<sup>1</sup>Univ. of Houston, <sup>2</sup>St. Lawrence Univ.

INDIVIDUAL DIFFERENCES

## PHYSICAL ATTRACTIVENESS AND ENDORSEMENT OF THE JUST WORLD HYPOTHESIS

R. Shane Westfall<sup>1</sup>, Murray Millar<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Las Vegas

INDIVIDUAL DIFFERENCES

## THE (CAUSAL) COMPLEXITY OF CLOSE CALLS: COUNTERFACTUAL THINKING MODERATES THE EFFECT OF CAUSAL COMPLEXITY ON EQUIFINAL THOUGHTS

Nicholas Sosa<sup>1</sup>, Keith Markman<sup>1</sup>  
<sup>1</sup>Ohio Univ.

INDIVIDUAL DIFFERENCES

## NORMATIVE CHANGE OF FOCUS ON OPPORTUNITIES, FOCUS ON LIMITATIONS, THEIR IMPLICATIONS FOR CONCURRENT, LONGITUDINAL CHANGE IN SATISFACTION WITH LIFE AND THE MEDIATING ROLE OF ENVIRONMENTAL MASTERY

Teodora Tomova<sup>1</sup>, Jia Wei Zhang<sup>2</sup>, Oliver John<sup>1</sup>  
<sup>1</sup>Univ. of California Berkeley, <sup>2</sup>Univeristy of California Berkeley

INDIVIDUAL DIFFERENCES

## INDIVIDUAL DIFFERENCES IN TRAITS, COGNITION AND BEHAVIOR PREDICT ADOLESCENT SUBSTANCE USE INITIATION: A LONGITUDINAL STUDY OF MEXICAN-ORIGIN YOUTH

Olivia Atherton<sup>1</sup>, Rand Conger<sup>1</sup>, Emilio Ferrer<sup>1</sup>, Richard Robins<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

INDIVIDUAL DIFFERENCES

## INDIVIDUAL DIFFERENCES IN PERCEIVED COMPATIBILITY BETWEEN COMMUNION AND AGENCY: A NEW CONSTRUCT AND MEASURE

Katharina Block<sup>1</sup>, Toni Schmader<sup>1</sup>  
<sup>1</sup>The Univ. of British Columbia

INDIVIDUAL DIFFERENCES

## ATTACHMENT AND APOLOGY

Elizabeth van Monsjou<sup>1</sup>, Joshua Guilfoyle<sup>1</sup>, Ward Struthers<sup>1</sup>  
<sup>1</sup>York Univ.

INDIVIDUAL DIFFERENCES

## SOCIAL CAPITAL IN GENES: A JAPANESE TWIN STUDY

Shinji Yamagata<sup>1</sup>, Chizuru Shikishima<sup>2</sup>, Kai Hiraishi<sup>3</sup>, Yusuke Takahashi<sup>4</sup>, Juko Ando<sup>3</sup>  
<sup>1</sup>Kyushu Univ., <sup>2</sup>Teikyo Univ., <sup>3</sup>Keio Univ., <sup>4</sup>Kyoto Univ.

INDIVIDUAL DIFFERENCES

## DEPTHS OF SELFHOOD AND GROWTH: DISTINGUISHING AFFECTIVE TONES AND MOTIVATIONAL THEMES IN GROWTH NARRATIVES

Jack Bauer<sup>1</sup>, Julie Prosser<sup>1</sup>, Ashley Marshall<sup>1</sup>, Madeline Auge<sup>1</sup>, Mary Holzhauser<sup>1</sup>, Alena Greco<sup>1</sup>  
<sup>1</sup>Univ. of Dayton

INDIVIDUAL DIFFERENCES

## MORE METAPHORIC THAN OTHERS: INDIVIDUAL DIFFERENCES IN METAPHOR USE AND THEIR ROLE IN METAPHOR AND EMBODIMENT EFFECTS

Adam Fetterman<sup>1</sup>, Michael Robinson<sup>2</sup>  
<sup>1</sup>Univ. of Essex, <sup>2</sup>North Dakota State Univ.

INDIVIDUAL DIFFERENCES

## FRIGHTENINGLY SIMILAR: RELATIONSHIP METAPHORS ELICIT DEFENSIVE INFORMATION PROCESSING

Lucas Keefer<sup>1</sup>, Mark Landau<sup>2</sup>  
<sup>1</sup>Univ. of Dayton, <sup>2</sup>Univ. of Kansas

INDIVIDUAL DIFFERENCES

## ON UNDERSTANDING OTHERS AND BEING HAPPY: A LOOK AT PERSPECTIVE-TAKING, IMPLICIT THEORY OF INTELLIGENCE AND LIFE SATISFACTION

Douglas Colman<sup>1</sup>, Barbara Roberts<sup>1</sup>, Tera Letzring<sup>1</sup>, Maria Wong<sup>1</sup>  
<sup>1</sup>Idaho State Univ.

INDIVIDUAL DIFFERENCES

## RELIGIOUS FUNDAMENTALISM AND ATTITUDES TOWARD THE INSANITY DEFENSE: THE MEDIATING ROLES OF CRIMINAL ATTRIBUTIONS AND MENTAL ILLNESS PERCEPTIONS

Logan Yelderman<sup>1</sup>, Monica Miller<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Reno

INDIVIDUAL DIFFERENCES

## GENDER AND SELF-FORGIVENESS: EVIDENCE FOR DIFFERENT PATHWAYS

Katherina Daczko<sup>1</sup>, Carl Sallee<sup>1</sup>, Thomas Carpenter<sup>2</sup>  
<sup>1</sup>Seattle Pacific Univ., <sup>2</sup>Seattle Pacific University

JUDGMENT/DECISION-MAKING

## EFFORTFUL ANCHORING: THE PARADOXICAL EFFECT OF DEPLETION ON THE ANCHORING BIAS

Zoë Francis<sup>1</sup>, Michael Inzlicht<sup>1</sup>  
<sup>1</sup>Univ. of Toronto Scarborough

JUDGMENT/DECISION-MAKING

## DIFFERENCES IN IMPLICIT AND EXPLICIT JUDGMENTS OF TEMPORAL DISTANCE AND ABSTRACTNESS

Jessie Briggs<sup>1</sup>, Andrew Karpinski<sup>1</sup>  
<sup>1</sup>Temple Univ.

JUDGMENT/DECISION-MAKING

## SINS OF THE FATHER

Mike Ransom<sup>1</sup>, Ria Mitchell<sup>1</sup>  
<sup>1</sup>Fairmont State Univ.

JUDGMENT/DECISION-MAKING

## EFFECTS OF PUTATIVE CONFESSION INSTRUCTION ON PERCEPTIONS OF CHILD VERACITY

Jennifer Gongola<sup>1</sup>, Nicholas Scurich<sup>1</sup>, Thomas Lyon<sup>2</sup>, Jodi Quas<sup>1</sup>  
<sup>1</sup>UC, Irvine, <sup>2</sup>Univ. of Southern California

JUDGMENT/DECISION-MAKING

## WANTING WHAT WE DON'T USE: CHANGES IN BASE-RATE NEGLECT THROUGH THE DECISION-MAKING PROCESS

Yanine Hess<sup>1</sup>, Alison Ledgerwood<sup>2</sup>, Heather Lucke<sup>1</sup>  
<sup>1</sup>Purchase College, SUNY, <sup>2</sup>Univ. of California, Davis

JUDGMENT/DECISION-MAKING

## POOR MINDSET AND PREFERENCE TO DISCOUNT FOODS: A LIFE HISTORY THEORY APPROACH

Junko Toyosawa<sup>1</sup>, Hiroki Takehashi<sup>2</sup>  
<sup>1</sup>Osaka Kyoiku Univ., <sup>2</sup>Tokyo Future Univ.

JUDGMENT/DECISION-MAKING

## DECISION-MAKING ABILITY BELIEFS (DAB) SCALE DEVELOPMENT

Nicholas O'Dell<sup>1</sup>, Jeremy Gretton<sup>1</sup>, Duane Wegener<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

JUDGMENT/DECISION-MAKING

## SEEKING ADVICE – A SAMPLING APPROACH TO ADVICE TAKING

Fabian Ache<sup>1</sup>, Mandy Hütter<sup>1</sup>  
<sup>1</sup>Eberhard Karls Universität Tübingen

JUDGMENT/DECISION-MAKING

## TESTING THE APPROACH INHIBITION THEORY OF POWER AGAINST THE SOCIAL DISTANCE THEORY OF POWER

Ulf Steinberg<sup>1</sup>, Kristin Knipfer<sup>1</sup>, Claudia Peus<sup>1</sup>  
<sup>1</sup>Technische Universität München

JUDGMENT/DECISION-MAKING

## SAD IS TRUE IN THE HERE AND NOW: HOW PSYCHOLOGICAL DISTANCE MODERATES THE NEGATIVITY BIAS IN JUDGMENTS OF TRUTH

Mariela Jaffé<sup>1</sup>, Rainer Greifeneder<sup>1</sup>  
<sup>1</sup>Univ. of Basel

JUDGMENT/DECISION-MAKING

## ORGANIZATION: A HEURISTIC FOR JUDGING KNOWLEDGE IN THE DIGITAL AGE

Kristy A. Hamilton<sup>1</sup>, Thomas Coverdale<sup>1</sup>, Paula T. Hertel<sup>1</sup>, Kevin P. McIntyre<sup>1</sup>  
<sup>1</sup>Trinity Univ.

JUDGMENT/DECISION-MAKING

## I'VE UNDERSTOOD YOUR TRICK: THE UNCONSCIOUS AS A SENSITIVE INFORMATION-DETECTION SYSTEM

Naoaki Kawakami<sup>1</sup>, Emi Miura<sup>2</sup>  
<sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Univ. of Tsukuba

JUDGMENT/DECISION-MAKING

## VISUAL SEARCH AND SELF REGULATION: EFFECTS OF RESPONSE SELECTION ON DEPLETION

Andrew Ray<sup>1</sup>, Dale Dagenbach<sup>2</sup>  
<sup>1</sup>Wake Forest Univ., <sup>2</sup>Laboratory for Complex Brain Networks

SESSION H: 6:30 - 8:00 PM

JUDGMENT/DECISION-MAKING

## DOES CONSIDERING CLIMATE CHANGE AS A DELAY DISCOUNTING SCENARIO INFLUENCE ENVIRONMENTAL DECISION-MAKING?

Meredith Repke<sup>1</sup>, Meredith Berry<sup>1</sup>, Shannon Houck<sup>1</sup>  
<sup>1</sup>The Univ. of Montana

JUDGMENT/DECISION-MAKING

## THE DETRIMENT OF APPEARING MATERIALISTIC

Shun Ting Yung<sup>1</sup>, Jia Wei Zhang<sup>1</sup>, Ryan Howell<sup>2</sup>  
<sup>1</sup>Univ. of California Berkeley, <sup>2</sup>San Francisco State Univ.

JUDGMENT/DECISION-MAKING

## FOSTERING GRATITUDE AND GIVING THROUGH EXPERIENTIAL CONSUMPTION

Jesse Walker<sup>1</sup>, Amit Kumar<sup>2</sup>, Thomas Gilovich<sup>1</sup>  
<sup>1</sup>Cornell Univ., <sup>2</sup>Univ. of Chicago

JUDGMENT/DECISION-MAKING

## THE EFFECT OF SEX RATIO ON DELAY DISCOUNTING OF GAINS AND LOSSES

Xingyun Song<sup>1</sup>, Lingjie Mei<sup>1</sup>, Yongfang Liu<sup>1</sup>  
<sup>1</sup>East China Normal Univ.

JUDGMENT/DECISION-MAKING

## WHEN GOOD IS STICKIER THAN BAD: SEQUENTIAL FRAMING EFFECTS IN THE GAIN DOMAIN

Jehan Sparks<sup>1</sup>, Alison Ledgerwood<sup>1</sup>  
<sup>1</sup>UC Davis

JUDGMENT/DECISION-MAKING

## EXCESSIVE OPTIMISM WHEN EVALUATING OTHERS' ADVICE

Yuan Chang Leong<sup>1</sup>, Jamil Zaki<sup>1</sup>  
<sup>1</sup>Stanford Univ.

JUDGMENT/DECISION-MAKING

## HOW ATTITUDES ARE CAUGHT: FIRST EVIDENCE OF EVALUATIVE CONDITIONING IN PRESCHOOLERS

Georg Halbeisen<sup>1</sup>, Eva Walther<sup>1</sup>, Michael Schneider<sup>1</sup>  
<sup>1</sup>Univ. of Trier

JUDGMENT/DECISION-MAKING

## ANTICIPATED COMMUNICATION IN INTERGROUP CONFLICT: WHEN THINKING OF INTERGROUP DIFFERENCES IMPROVES THE ATTITUDE TOWARDS THE OUTGROUP.

Judith Knäusenberger<sup>1</sup>, Gerald Echterhoff<sup>1</sup>  
<sup>1</sup>Univ. of Münster

JUDGMENT/DECISION-MAKING

## A COGNITIVE FLUENCY-BASED MORE-LESS ASYMMETRY IN COMPARATIVE COMMUNICATION

Vera Hoorens<sup>1</sup>, Susanne Bruckmüller<sup>2</sup>  
<sup>1</sup>Univ. of Leuven, <sup>2</sup>Univ. of Koblenz Landau

JUDGMENT/DECISION-MAKING

## MORE BETTER THAN AVERAGE: GREATER SELF-ENHANCEMENT FOR AVOIDING THE NEGATIVE THAN DOING THE POSITIVE

Sara Hodges<sup>1</sup>, Colton Christian<sup>1</sup>  
<sup>1</sup>Univ. of Oregon

JUDGMENT/DECISION-MAKING

## UNPACKING THE POSSIBILITIES: HOW MENTAL SIMULATION SHAPES THE MEANING OF LIFE EVENTS

Emily Stagnaro<sup>1</sup>, John Petrocelli<sup>1</sup>  
<sup>1</sup>Wake Forest Univ.

JUDGMENT/DECISION-MAKING

## THINK IT THROUGH BEFORE MAKING A CHOICE: THE IMPACT OF DELIBERATION ON SOCIAL MINDFULNESS

Anna Mischkowski<sup>1</sup>, Isabel Thielmann<sup>2</sup>  
<sup>1</sup>Univ. of Goettingen, <sup>2</sup>Univ. of Koblenz Landau

JUDGMENT/DECISION-MAKING

## THE INFLUENCE OF SVO ON INFORMATION SEARCH IN A STRATEGIC ENVIRONMENT: AN EYE-TRACKING ANALYSIS

Minou Ghaffari<sup>1</sup>, Susann Fiedler<sup>1</sup>  
<sup>1</sup>Max Planck Institute for Research on Collective Goods

JUDGMENT/DECISION-MAKING

## THE ROLE OF REFERENCE POINTS IN BALANCING RISK SEEKING AND RISK AVERSION BEHAVIOR

Iris Wang<sup>1</sup>, Christopher Hydock<sup>2</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Georgetown McDonough School of Business

JUDGMENT/DECISION-MAKING

## THAT ESCALATED QUICKLY: THE EFFECT OF DISTANCE ON THE EXPERIENCE OF KILLING

Brittney Pasion-Perez<sup>1</sup>, Johnny Goukassian<sup>1</sup>, Carlos Santiago<sup>1</sup>, Nvart Karapetyan<sup>1</sup>, Shiba Bechara<sup>1</sup>, Robert Youmans<sup>2</sup>, Abraham Rutchick<sup>1</sup>  
<sup>1</sup>California State Univ., Northridge, <sup>2</sup>Google

JUDGMENT/DECISION-MAKING

## KNOWING VS. CARING: TOWARDS A GREATER UNDERSTANDING OF THE ROLE OF EXPERTISE IN MOTIVATED OPTIMISM

Fade Eadeh<sup>1</sup>, Stephanie Peak<sup>1</sup>, Alan Lambert<sup>1</sup>  
<sup>1</sup>Washington Univ.

JUDGMENT/DECISION-MAKING

## TO TEST OR NOT TO TEST: AN EMPIRICALLY-BASED MODEL OF HIV TESTING DECISIONS UNDER AVOIDANCE/FEAR MOTIVATIONS

Devon Price<sup>1</sup>, Seth Kalichman<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.



JUDGMENT/DECISION-MAKING

## TEMPORAL DISTANCE INCREASES RELIANCE ON AGGREGATE MEDICAL INFORMATION FOR CANCER SCREENING DECISIONS

Amber Sanchez<sup>1</sup>, Cheryl Wakslak<sup>2</sup>, Alison Ledgerwood<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis, <sup>2</sup>Univ. of Southern California

JUDGMENT/DECISION-MAKING

## PERCEIVED BREADTH AS A DETERMINANT OF BIAS CORRECTION

Jeremy Gretton<sup>1</sup>, Duane Wegener<sup>1</sup>, Michael McCaslin<sup>2</sup>, Richard Petty<sup>1</sup>  
<sup>1</sup>The Ohio State Univ., <sup>2</sup>Nationwide Insurance

JUDGMENT/DECISION-MAKING

## EXAMINING THE IMPACT OF A LOW DOSE MINDFULNESS INTERVENTION ON COGNITIVE PROCESSES

Faizan Imtiaz<sup>1</sup>, Li-Jun Ji<sup>1</sup>  
<sup>1</sup>Queen's Univ.

JUDGMENT/DECISION-MAKING

## SOCIAL CATEGORIZATION AND PROCEDURAL JUSTICE IN A CRIMINAL CONTEXT: A DEVELOPMENTAL INVESTIGATION

Katie Kennedy<sup>1</sup>, Kristin Lagattuta<sup>1</sup>, Deborah Goldfarb<sup>1</sup>, Hannah Kramer<sup>1</sup>, Sarah Tashjian<sup>2</sup>  
<sup>1</sup>Univ. of California, Davis, <sup>2</sup>Univ. of California, Los Angeles

JUDGMENT/DECISION-MAKING

## GRATITUDE LEADS TO RATIONAL ECONOMIC DECISION-MAKING

Gewnhi Park<sup>1</sup>, Siyan Gan<sup>1</sup>, Maryann Slama<sup>1</sup>, Benjamin Bledsoe<sup>1</sup>, Matthew Kriege<sup>1</sup>  
<sup>1</sup>Azusa Pacific Univ.

JUDGMENT/DECISION-MAKING

## REVISITING THE ROLE OF THE COMPARATIVE QUESTION IN THE STANDARD ANCHORING PARADIGM: ANCHORING IS ROBUST

Nathan Cheek<sup>1</sup>, Julie Norem<sup>2</sup>  
<sup>1</sup>Swarthmore College, <sup>2</sup>Wellesley College

JUDGMENT/DECISION-MAKING

## SURROUNDING PEOPLE AND INFERENCES OF PREFERENCE FOR GOODS AMONG DIFFERENT CULTURES

Masayo Noda<sup>1</sup>, Joanna Roszak<sup>2</sup>  
<sup>1</sup>Kinjo Gakuin Univ., <sup>2</sup>Univ. of Social Sciences & Humanities

JUDGMENT/DECISION-MAKING

## CROSS-CULTURAL STUDY OF THE WISHFUL THINKING EFFECT

Mengzhu Fu<sup>1</sup>, Paul Windschitl<sup>1</sup>, Jillian O'Rourke Stuart<sup>1</sup>, Shanon Rule<sup>1</sup>, Yingyi Chang<sup>1</sup>  
<sup>1</sup>Univ. of Iowa

MENTAL HEALTH/WELL-BEING

## DETERMINANTS OF PSYCHOLOGICAL DISTRESS AMONG PARENTS WITH PRESCHOOL CHILDREN: USING QUANTILE REGRESSION ANALYSIS

Takashi Nishimura<sup>1</sup>, Kaichiro Furutani<sup>2</sup>, Toshihiko Soma<sup>3</sup>, Takami Naganuma<sup>4</sup>  
<sup>1</sup>Hiroshima International Univ., <sup>2</sup>Hokkai Gakuen Univ., <sup>3</sup>Hiroshima Univ., <sup>4</sup>Soka Univ.

MENTAL HEALTH/WELL-BEING

## THE CONTENT OF A LARGE SAMPLE OF CORE BELIEFS EXAMINED IN AN ONLINE COGNITIVE BEHAVIOUR THERAPY PROGRAM

Kathy Carnelley<sup>1</sup>, Abigail Millings<sup>2</sup>  
<sup>1</sup>Univ. of Southampton, <sup>2</sup>Univ. of Sheffield

MENTAL HEALTH/WELL-BEING

## UNDERSTANDING HUMOR IN THE CONTEXT OF MEANING

William Davis<sup>1</sup>  
<sup>1</sup>Mount Holyoke College

MENTAL HEALTH/WELL-BEING

## FINDING MEANING IN ROUTINE EXPERIENCES

Samantha Heintzelman<sup>1</sup>, Laura King<sup>1</sup>  
<sup>1</sup>Univ. of Missouri

MENTAL HEALTH/WELL-BEING

## WORK-LIFE BALANCE AND SATISFACTION: IT'S NOT WHAT YOU DO BUT HOW YOU FEEL

Steve Strycharz<sup>1</sup>, Vivian Zayas<sup>1</sup>, Joshua Tabak<sup>1</sup>  
<sup>1</sup>Cornell Univ.

MENTAL HEALTH/WELL-BEING

## INHERENT VICE: HOW VIEWING PSYCHOLOGICAL SYMPTOMS AS PART OF THE "TRUE SELF" MAY BE A BARRIER TO TREATMENT-SEEKING

Rebecca Connelly<sup>1</sup>, Ava Casados<sup>1</sup>, Molly Crossman<sup>1</sup>  
<sup>1</sup>Yale Univ.

MENTAL HEALTH/WELL-BEING

## SELF-OTHER VALUE IMPORTANCE AS PREDICTORS OF ANTICIPATED ANXIETY TO VALUE VIOLATIONS

Phuong Linh Nguyen<sup>1</sup>, Michael Strube<sup>1</sup>  
<sup>1</sup>Washington Univ.- St. Louis

MENTAL HEALTH/WELL-BEING

## NOT A CURE BUT A CATALYST: USING "SAVORING" TO INCREASE HELP-SEEKING INTENTIONS FOR DEPRESSION

Tasha Straszewski<sup>1</sup>, Jason Siegel<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

SESSION H: 6:30 - 8:00 PM

MENTAL HEALTH/WELL-BEING

## COMING OUT AS LGBT: EXAMINING THE ROLE OF AUTONOMY SUPPORT USING A MULTI-METHOD APPROACH

William Ryan<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Barbara

MENTAL HEALTH/WELL-BEING

## USING MOBILE TECHNOLOGY TO UNDERSTAND STUDENT ADJUSTMENT

Sandrine Müller<sup>1</sup>, Gillian Sandstrom<sup>1</sup>, Neal Lathia<sup>1</sup>, Cecilia Mascolo<sup>1</sup>, Jason Rentfrow<sup>1</sup>  
<sup>1</sup>Univ. of Cambridge

MENTAL HEALTH/WELL-BEING

## ASSOCIATIONS BETWEEN PLAYING VIDEO GAMES, MOOD AND HEALTH AMONG YOUTH WITH ASTHMA

Stefan Terleckyj<sup>1</sup>, Ledina Imami<sup>1</sup>, Erin Tobin<sup>1</sup>, Daniel Saleh<sup>1</sup>, Heidi Kane<sup>2</sup>, Richard Slatcher<sup>1</sup>  
<sup>1</sup>Wayne State Univ., <sup>2</sup>The Univ. of Texas at Dallas

MENTAL HEALTH/WELL-BEING

## KEEP MOVING: THINKING ABOUT PAST CHANGE ENHANCES PRESENT MEANING

Michael Kardas<sup>1</sup>, Ed O'Brien<sup>1</sup>  
<sup>1</sup>Univ. of Chicago

MENTAL HEALTH/WELL-BEING

## INCREMENTAL THEORY OF PHYSICAL ATTRACTIVENESS AND HAPPINESS AMONG KOREANS

Eunbee Kim<sup>1</sup>, Ahra Ko<sup>1</sup>, Eunkook Suh<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

MENTAL HEALTH/WELL-BEING

## PSYCHOLOGICAL DISTRESS FOLLOWING A GLOBAL HEALTH CRISIS: A NATIONAL STUDY OF AMERICANS' REACTIONS TO EBOLA

Rebecca Thompson<sup>1</sup>, Roxane Silver<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

MENTAL HEALTH/WELL-BEING

## THE UNIQUE ROLE OF STRESSFUL LIFE EVENTS IN SUICIDAL THOUGHTS AND BEHAVIORS AMONG ADOLESCENTS

Frank Deryck<sup>1</sup>, Roxane Silver<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

MENTAL HEALTH/WELL-BEING

## RELATIONAL MOBILITY AT THE WORKPLACE AND BURNOUT

Alvaro San Martin<sup>1</sup>  
<sup>1</sup>IESE Business School

MENTAL HEALTH/WELL-BEING

## PERCEIVED STRESS INFLUENCES VISUOMOTOR PERFORMANCE ON A STAR-TRACER TASK

Christopher Gomez<sup>1</sup>, Timothy Casasola<sup>1</sup>, Amanda Acevedo<sup>1</sup>, Sarah Pressman<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

MENTAL HEALTH/WELL-BEING

## THE EFFECT OF TEMPORAL CONSTRUAL ON THREAT APPRAISAL

Rachelle Sass<sup>1</sup>, Esther Greenglass<sup>1</sup>  
<sup>1</sup>York Univ.

MENTAL HEALTH/WELL-BEING

## MECHANISMS OF MINDFULNESS IN PREDICTING HEALTH-ENHANCING BEHAVIORS

Sara Sagui<sup>1</sup>, Sara Levens<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina, Charlotte

MENTAL HEALTH/WELL-BEING

## KINDNESS-BASED POSITIVE INTERVENTIONS IN TWO CULTURES

Lilian Shin<sup>1</sup>, Kristin Layous<sup>2</sup>, Megan Fritz<sup>1</sup>, Sonja Lyubomirsky<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside, <sup>2</sup>Stanford Univ.

MENTAL HEALTH/WELL-BEING

## DO MOTIVATIONS FOR USING FACEBOOK MODERATE THE ASSOCIATION BETWEEN FACEBOOK USE AND PSYCHOLOGICAL WELLBEING?

Susan Lonborg<sup>1</sup>, James Rae<sup>2</sup>  
<sup>1</sup>Central Washington Univ., <sup>2</sup>Univ. of Washington

MENTAL HEALTH/WELL-BEING

## WAIT FOR ME!: THE IMPACT OF SOCIAL MEDIA USE AND FEAR OF MISSING OUT (FOMO) ON WELLBEING

Heather Krieger<sup>1</sup>, Zachary Baker<sup>1</sup>, Angie LeRoy<sup>1</sup>  
<sup>1</sup>Univ. of Houston

MENTAL HEALTH/WELL-BEING

## JOB SATISFACTION AND SUBJECTIVE WELLBEING: TEST OF A MODERATED MEDIATION MODEL

Serdar Karabati<sup>1</sup>, Nurcan Ensari<sup>2</sup>  
<sup>1</sup>Istanbul Bilgi Univ., <sup>2</sup>Alliant International Univ.

MENTAL HEALTH/WELL-BEING

## ACCEPTANCE, REAPPRAISAL AND RUMINATION: THE EFFECTS OF EMOTION REGULATION FOLLOWING AN INTERPERSONAL TRANSGRESSION

Lindsey Root Luna<sup>1</sup>, Charlotte Witvliet<sup>1</sup>, Sydney Timmer-Murillo<sup>2</sup>, Brittany Lawson<sup>1</sup>  
<sup>1</sup>Hope College, <sup>2</sup>Marquette Univ.

MENTAL HEALTH/WELL-BEING

## EFFECTS OF SELF-DISTANCING AND MINDFULNESS INSTRUCTIONS ON ANXIETY AND APPROACH MOTIVATION

Eldar Eftekhari<sup>1</sup>, Nikan Eghbali<sup>1</sup>, Constantine Sharpinsky<sup>1</sup>, Alex Tran<sup>1</sup>, Richard Zeifman<sup>1</sup>, Ian McGregor<sup>1</sup>  
<sup>1</sup>York Univ.

MENTAL HEALTH/WELL-BEING

## BELIEFS ABOUT ENCOURAGING PEERS TO SEEK HELP FOR DISORDERED EATING

Sarah Savoy<sup>1</sup>, Margaret Hance<sup>1</sup>  
<sup>1</sup>Stephen F. Austin State Univ.

MENTAL HEALTH/WELL-BEING

## THE INFLUENCE OF DISPOSITIONAL MINDFULNESS ON INHIBITORY CAPACITY IN A TRAUMA-EXPOSED SAMPLE

Tina Wang<sup>1</sup>, Carolyn Davies<sup>1</sup>, Lisa Burkland<sup>2</sup>, Jared Torre<sup>1</sup>, Matthew Lieberman<sup>1</sup>, Michelle Craske<sup>1</sup>  
<sup>1</sup>Univ. of California, Los Angeles, <sup>2</sup>Defense Group, Inc.

MENTAL HEALTH/WELL-BEING

## EARLY ADOLESCENT AFFECT PREDICTS ADULT PSYCHOLOGICAL HEALTH

Jessica Kansky<sup>1</sup>, Joseph Allen<sup>1</sup>, Ed Diener<sup>1</sup>  
<sup>1</sup>Univ. of Virginia

MENTAL HEALTH/WELL-BEING

## THE CONSUMER HABITS OF GRATEFUL PEOPLE

Eric Nestingen<sup>1</sup>, Patrick Kerwin<sup>1</sup>, Mer Zandifar<sup>1</sup>, Ryan Howell<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

MENTAL HEALTH/WELL-BEING

## THE MENTAL HEALTH HELP-SEEKING ATTITUDES AND INTENTIONS OF FUTURE HEALTHCARE PROFESSIONALS: A MODEL OF PLANNED BEHAVIOR

Dustin Summers<sup>1</sup>  
<sup>1</sup>Midwestern Univ.

MENTAL HEALTH/WELL-BEING

## WHETHER CAREER SUCCESS AND SUBJECTIVE WELLBEING CAN COEXIST?: A STUDY ON THE RELATIONSHIP BETWEEN EMPLOYEES' CAREER SUCCESS AND SUBJECTIVE WELLBEING

Ming Kong<sup>1</sup>, Haoying Xu<sup>2</sup>, Xiaojun Qian<sup>1</sup>  
<sup>1</sup>Tsinghua Univ., <sup>2</sup>Central Univ. of Finance & Economics

MENTAL HEALTH/WELL-BEING

## DO DIFFERENT MECHANISMS OF HIV-RELATED STIGMA PREDICT HEALTH OUTCOMES DIFFERENTIALLY? A CONCEPTUAL MODEL OF STIGMA AND ITS ROLE IN HEALTH OUTCOMES FOR PEOPLE LIVING WITH HIV.

Wesley Browning<sup>1</sup>, Henna Budhwani<sup>1</sup>, Janet Turan<sup>1</sup>, Bulent Turan<sup>1</sup>  
<sup>1</sup>Univ. of Alabama at Birmingham

MENTAL HEALTH/WELL-BEING

## EFFECTS OF PRACTICING MINDFULNESS ON WELL-BEING AND COGNITIVE COMPLEXITY

Esther Choi<sup>1</sup>, Linnea Kirby<sup>1</sup>, Cynthia Frantz<sup>1</sup>  
<sup>1</sup>Oberlin College

MENTAL HEALTH/WELL-BEING

## SEX DIFFERENCES MODERATE THE EFFECTS OF DEXAMETHASONE AND PROPRANOLOL ON ELECTRODERMAL REACTIVITY DURING AN ACOUSTIC STARTLE TASK

Emily Daskalantonakis<sup>1</sup>, Ellie Shuo Jin<sup>1</sup>, Sean Minns<sup>1</sup>, Robert Josephs<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

MENTAL HEALTH/WELL-BEING

## STRESSED IS JUST DESSERTS SPELLED BACKWARDS: THE MEDIATION EFFECTS OF A HEALTHY DIET ON THE RELATIONSHIP BETWEEN PERCEIVED STRESS AND SELF-RATED HEALTH

Arianna Ulloa<sup>1</sup>, Cindy Bergeman<sup>2</sup>  
<sup>1</sup>Univ. of Pennsylvania, <sup>2</sup>Univ. of Notre Dame

MENTAL HEALTH/WELL-BEING

## THE IMPACT OF BRAIN-BASED VS. BEHAVIORAL EXPLANATIONS OF EFFICACY ON THE PERCEIVED CREDIBILITY OF TREATMENTS FOR DEPRESSION

Caitlin Murphy<sup>1</sup>, Rosanna Thai<sup>1</sup>, Laura Knouse<sup>1</sup>, Casey Caruso<sup>1</sup>  
<sup>1</sup>Univ. of Richmond

MENTAL HEALTH/WELL-BEING

## UNDERSTANDING THE RELEVANCE AND IMPACT OF TRIGGER WARNINGS

Jacob Hurlburt<sup>1</sup>, Emily Leskinen<sup>1</sup>  
<sup>1</sup>Carthage College

PERSON PERCEPTION/IMPRESSION FORMATION

## ANXIETY PROJECTION IN DYADIC INTERACTIONS

Kelly McDonald<sup>1</sup>, Pamela Sadler<sup>1</sup>, Erik Woody<sup>2</sup>  
<sup>1</sup>Wilfrid Laurier Univ., <sup>2</sup>Univ. of Waterloo

PERSON PERCEPTION/IMPRESSION FORMATION

## REGULATORY FOCUS AS A CUE OF MATING STRATEGY

Rebecca Pullicar<sup>1</sup>, Ashalee Hurst<sup>2</sup>, Jeff Segger<sup>1</sup>, J. Adam Randell<sup>1</sup>, Elizabeth Brown<sup>1</sup>, Darcy Reich<sup>2</sup>  
<sup>1</sup>Cameron Univ., <sup>2</sup>Texas Tech Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## THAT PROFESSOR IS EVIL!: BELIEFS IN PURE EVIL AND BELIEFS IN PURE GOOD AS PREDICTORS OF STUDENTS' PERCEPTIONS OF PROFESSOR

Madelyn Ray<sup>1</sup>, Amanda Martens<sup>1</sup>, Donald Saucier<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

SESSION H: 6:30 - 8:00 PM

PERSON PERCEPTION/IMPRESSION FORMATION

## DO PEOPLE KNOW WHAT THEY WANT, WHAT THEY REALLY, REALLY WANT?: REVISITING IDEAL PARTNER PREFERENCES IN THE CONTEXT OF SPEED-DATING

Conrad Corretti<sup>1</sup>, Robert Ackerman<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Dallas

PERSON PERCEPTION/IMPRESSION FORMATION

## PERSPECTIVE DIFFERENCES ON CAUSAL ATTRIBUTIONS IN THE STIGMATIZATION PROCESS

Karen Key<sup>1</sup>, Sierra Cronan<sup>1</sup>, Allison Vaughn<sup>1</sup>  
<sup>1</sup>San Diego State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## TELL ME WHY YOU'RE TEXTING!: EFFECT OF CELL PHONE USE ON INTERPERSONAL INTERACTIONS

Daniela Avelar<sup>1</sup>  
<sup>1</sup>Franklin & Marshall College

PERSON PERCEPTION/IMPRESSION FORMATION

## DRESSED TO IMPRESS: FACES OF FASHIONABLE INDIVIDUALS ARE REMEMBERED MORE FAVORABLY

Gul Gunaydin<sup>1</sup>, Zeynep Arol<sup>2</sup>, Jordan DeLong<sup>3</sup>  
<sup>1</sup>Bilkent Univ., <sup>2</sup>Middle East Technical Univ., <sup>3</sup>Indiana Univ.,  
Bloomington

PERSON PERCEPTION/IMPRESSION FORMATION

## FACES ENHANCE SUBJECTIVE PERCEPTION OF COLOR DIFFERENCES

Christopher Thorstenson<sup>1</sup>, Adam Pazda<sup>1</sup>, Andrew Elliot<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

PERSON PERCEPTION/IMPRESSION FORMATION

## POLARIZED PERCEPTIONS OF THE POOR, ESPECIALLY AMONG THE AFFLUENT: WORK ETHIC AND PERCEIVED ADVANTAGE

Hilary Bergsieker<sup>1</sup>, Alex Huynh<sup>1</sup>, Ann Marie Russell<sup>2</sup>, Susan Fiske<sup>2</sup>  
<sup>1</sup>Univ. of Waterloo, <sup>2</sup>Princeton Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## BODIES SHAPED BY RACE, GENDER AND AGE: BIDIRECTIONAL ASSOCIATIONS BETWEEN SOCIAL CATEGORY INFORMATION AND PERCEIVED BODY WEIGHT

Nicholas Alt<sup>1</sup>, David Lick<sup>2</sup>, Kerri Johnson<sup>1</sup>  
<sup>1</sup>Univ. of California Los Angeles, <sup>2</sup>New York Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## ACCULTURATION'S EFFECT ON CROSS-CULTURAL MENTAL STATE INFERENCES

R. Thora Bjornsdottir<sup>1</sup>, Nicholas Rule<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

PERSON PERCEPTION/IMPRESSION FORMATION

## WHY DON'T PEOPLE ASK MORE QUESTIONS?: QUESTION-ASKING IMPROVES INTERPERSONAL PERCEPTION IN INITIAL ENCOUNTERS

Karen Huang<sup>1</sup>, Mike Yeomans<sup>1</sup>, Alison Brooks<sup>1</sup>, Julia Minson<sup>1</sup>,  
Francesca Gino<sup>1</sup>  
<sup>1</sup>Harvard Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## SMELLING IS TELLING: HUMAN OLFACTORY CUES INFLUENCE INTERPERSONAL JUDGMENTS

Jessica Gaby<sup>1</sup>, Vivian Zayas<sup>1</sup>  
<sup>1</sup>Cornell Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## RECONSIDERING THE EVALUATION DIMENSIONS OF EXCUSE: "HESITATING TO ASK" AS A NEW EVALUATION DIMENSION

Itsuki Yamakawa<sup>1</sup>, Shinji Sakamoto<sup>1</sup>  
<sup>1</sup>Nihon Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## COMPENSATORY JUDGMENTS AS A DEFENSIVE MECHANISM AMONG EGALITARIANS

Naoya Yada<sup>1</sup>, Tomoko Ikegami<sup>1</sup>  
<sup>1</sup>Osaka City Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## DETECTING DECEPTION FROM REPEATED STATEMENTS: INDIRECT AFFECTIVE JUDGMENTS AS GUIDES TO DISHONESTY

Anna van 't Veer<sup>1</sup>, Marielle Stel<sup>1</sup>, Ilja van Beest<sup>1</sup>  
<sup>1</sup>Tilburg Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## COMPENSATION BETWEEN COMPETENCE AND WARMTH IN STRATEGIC SELF-PRESENTATION

Torun Lindholm<sup>1</sup>, Vincent Yzerbyt<sup>2</sup>  
<sup>1</sup>Stockholm Univ., <sup>2</sup>Université Catholique de Louvain

PERSON PERCEPTION/IMPRESSION FORMATION

## INTERPERSONAL ACCURACY DURING SHARED EXPERIENCES OF STRESS HINDERS GOAL ACHIEVEMENT

Katherine Thorson<sup>1</sup>, Tessa West<sup>1</sup>, Chad Forbes<sup>2</sup>  
<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Delaware

PERSON PERCEPTION/IMPRESSION FORMATION

## BIASED PERCEPTIONS OF PARTNER BEHAVIOR EXPLAIN WHY HOSTILE SEXISM LEADS TO RELATIONSHIP AGGRESSION

Matthew Hammond<sup>1</sup>, Nickola Overall<sup>1</sup>  
<sup>1</sup>Univ. of Auckland

PERSON PERCEPTION/IMPRESSION FORMATION

## CYBERABUSE ON FACEBOOK: IMPACT ON IMPRESSION FORMATION

Graham Scott<sup>1</sup>, Stacey Wiencierz<sup>1</sup>, Christopher Hand<sup>2</sup>  
<sup>1</sup>Univ. of the West of Scotland, <sup>2</sup>Glasgow Caledonian Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## SLEEP LOSS NEGATIVELY AFFECTS EMPLOYABILITY AND PERCEIVED LEADERSHIP SKILLS

Tina Sundelin<sup>1</sup>, John Axelsson<sup>1</sup>  
<sup>1</sup>Karolinska Institutet

PERSON PERCEPTION/IMPRESSION FORMATION

## HOW INFERRED CONTAGION BIASES DISPOSITIONAL JUDGMENTS OF OTHERS

Justin McManus<sup>1</sup>, Sean Hingston<sup>1</sup>, Theodore Noseworthy<sup>1</sup>  
<sup>1</sup>York Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## THE RELATIONSHIP BETWEEN THE HEXACO-60 PERSONALITY FACTORS AND IMPRESSION EFFICACY AND MOTIVATION

Michelle Dixon<sup>1</sup>, Christopher Nave<sup>1</sup>, Autumn Nanassy<sup>1</sup>, Jenna Harvey<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## TARGET TYPICALITY ELICITS DISTINCT SUB-CATEGORIZATION PROCESSES

Lindsay Hinzman<sup>1</sup>, Keith Maddox<sup>1</sup>  
<sup>1</sup>Tufts Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## THE DOWNSIDE OF SOCIAL CHOICE: PEOPLE OVERESTIMATE THEIR WILLINGNESS TO EMBRACE CHALLENGING SOCIAL SITUATIONS

Marissa Lepper<sup>1</sup>, Maia Castillo<sup>1</sup>, Brigitte Taylor<sup>1</sup>, Harry Wallace<sup>1</sup>  
<sup>1</sup>Trinity Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## COMING OF AGE: HOW MARKERS OF MATURITY SHAPE MIND PERCEPTION

Neil Hester<sup>1</sup>, Kurt Gray<sup>1</sup>  
<sup>1</sup>UNC at Chapel Hill

PERSON PERCEPTION/IMPRESSION FORMATION

## SATISFACTION, GUARANTEED: MY PERCEPTIONS OF YOU ARE MORE PREDICTIVE OF NEGOTIATION SATISFACTION THAN YOUR ACTIONS

Devin Howington<sup>1</sup>, Sara Hodges<sup>1</sup>  
<sup>1</sup>Univ. of Oregon

PERSON PERCEPTION/IMPRESSION FORMATION

## "HE'S SO GAY!": HETEROSEXUAL MEN'S EVALUATIONS OF GAY MEN DEPEND ON ATTIRE-BASED PRESENTATION

Laurel Somers<sup>1</sup>, Charlotte Tate<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## SILHOUETTES SAY A LOT ABOUT NEAT OR SLOPPY PERSONALITY: IMPRESSION FORMATION BASED ON MINIMAL BODY-SHAPE INFORMATION

Ryuta Same<sup>1</sup>, Tasuku Igarashi<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## DESCRIPTOR DOMAIN MODERATES THE EFFECT OF DESCRIPTOR BREADTH ON LEVEL OF ABSTRACTION IN PERSON CONSTRUAL

Yilin Wang<sup>1</sup>, Alison Ledgerwood<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

PERSON PERCEPTION/IMPRESSION FORMATION

## IS KNOWLEDGE ABOUT WHAT OTHER PEOPLE THINK OF YOU AN INTERPERSONAL SKILL?

Nicole Costentino<sup>1</sup>, Erika Carlson<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

PERSON PERCEPTION/IMPRESSION FORMATION

## CONSTRUAL LEVELS AND EMPATHIC ACCURACY

Martina Kaufmann<sup>1</sup>  
<sup>1</sup>Univ. of Trier

PERSON PERCEPTION/IMPRESSION FORMATION

## FACES SUBTLY MODELED TO REFLECT DIFFERENT PERSONALITY DIMENSIONS: THE BASEL FACE PERSONALITY DATABASE

Mirella Walker<sup>1</sup>, Rainer Greifeneder<sup>1</sup>, Sandro Schönborn<sup>1</sup>, Thomas Vetter<sup>1</sup>  
<sup>1</sup>Univ. of Basel

PERSON PERCEPTION/IMPRESSION FORMATION

## DEPRESSION STIGMATIZATION AND THE ROLE OF DEPRESSIVE SYMPTOM SEVERITY

Greg Erickson<sup>1</sup>, Taylor Wadian<sup>2</sup>  
<sup>1</sup>Kansas State Univ., <sup>2</sup>Kansas State University

PERSON PERCEPTION/IMPRESSION FORMATION

## THE UNDERDOG NARRATIVE IN MOVIES: WHEN OUR MEMORY FAILS US

Sydney Olagaray<sup>1</sup>, Jessica Ruiz<sup>1</sup>, Nadav Goldschmied<sup>1</sup>  
<sup>1</sup>UC San Diego

SESSION H: 6:30 - 8:00 PM

SESSION H: 6:30 - 8:00 PM

RELIGION/SPIRITUALITY

## THE VARIETIES OF RELIGIOUS DISBELIEF AND ANTI-ATHEIST PREJUDICE

Jordan Huzarevich<sup>1</sup>, Jericho Hockett<sup>2</sup>  
<sup>1</sup>Western Washington Univ., <sup>2</sup>Washburn Univ.

RELIGION/SPIRITUALITY

## PRIMING GOD CONCEPTS INCREASES PROSOCIAL BEHAVIOR IN AN ANONYMOUS ECONOMIC GAME?: REPLICATION STUDY OF GOD IS WATCHING YOU (SHARIFF & NORENZAYAN, 2007)

Sanae Miyatake<sup>1</sup>, Masataka Higuchi<sup>1</sup>  
<sup>1</sup>Sophia Univ.

RELIGION/SPIRITUALITY

## THINK, PRAY, DECIDE: THE EFFECTS OF PRAYER ON DECISION MAKING

Jennifer Valenti<sup>1</sup>, Shira Gabriel<sup>1</sup>, Galen Bodenhausen<sup>2</sup>, Ariana Young<sup>3</sup>, Anneke Buffone<sup>1</sup>  
<sup>1</sup>Univ. at Buffalo, SUNY, <sup>2</sup>Northwestern Univ., <sup>3</sup>California Lutheran Univ.

RELIGION/SPIRITUALITY

## BIDIRECTIONAL PATHWAYS BETWEEN THE BELIEFS IN FATE AND BELIEFS IN GOD

Albert Lee<sup>1</sup>, Yue Ting Woo<sup>1</sup>, Li Qin Tan<sup>1</sup>  
<sup>1</sup>Nanyang Technological Univ.

RELIGION/SPIRITUALITY

## PERSONALITY AND ADOLESCENT ALCOHOL USE: ASSOCIATIONS WITH LATENT CLASSES OF RELIGIOSITY

Meredith Hoyland<sup>1</sup>, Wade Rowatt<sup>1</sup>, Shawn Latendresse<sup>1</sup>  
<sup>1</sup>Baylor Univ.

RELIGION/SPIRITUALITY

## THE INFLUENCE OF COGNITIVELY ACCESSIBLE RELIGIOUS THOUGHTS ON MORAL PERFORMANCE

Krisstal Clayton<sup>1</sup>  
<sup>1</sup>Western Kentucky Univ.

RELIGION/SPIRITUALITY

## SELF-ESTEEM AND MEANING MAKING WHILE UNDER DEATH AWARENESS: A PERSPECTIVE ON ATHEISM

Robert Arrowood<sup>1</sup>, Thomas Coleman III<sup>1</sup>, Ralph Hood Jr<sup>1</sup>  
<sup>1</sup>Univ. of Tennessee - Chattanooga, <sup>1</sup>The Univ. of Tennessee- Chattanooga

RELIGION/SPIRITUALITY

## THE IMPACT OF MORTALITY AWARENESS ON IDEOLOGICAL DOGMATISM, RELIGIOUS BELIEF AND NEED FOR COGNITION AMONG RELIGIOUS AND NON-RELIGIOUS INDIVIDUALS

Kenneth Vail<sup>1</sup>, Jamie Arndt<sup>2</sup>, Abdol Abdollahi<sup>3</sup>, Kennon Sheldon<sup>2</sup>  
<sup>1</sup>Cleveland State Univ., <sup>2</sup>Univ. of Missouri, <sup>3</sup>The Univ. of Texas at El Paso

RELIGION/SPIRITUALITY

## EXPLORING THE UNIQUE FUNCTION OF RELIGION IN OFFERING MEANING IN THE FACE OF DEATH

Melissa Soenke<sup>1</sup>, Kenneth Vail III<sup>2</sup>  
<sup>1</sup>California State Univ. Channel Islands, <sup>2</sup>Cleveland State Univ.

RELIGION/SPIRITUALITY

## RELIGIOUS GUILT: ASSOCIATIONS BETWEEN EXTRINSIC RELIGIOSITY, INTRINSIC RELIGIOSITY, SHAME AND GUILT

Michelle Quist<sup>1</sup>, Chelsie Young<sup>1</sup>, Clayton Neighbors<sup>1</sup>, C Knee<sup>1</sup>  
<sup>1</sup>Univ. of Houston

RELIGION/SPIRITUALITY

## THERE IN GRANDEUR IN THIS VIEW OF LIFE: AWE AS A SCIENTIFIC EMOTION

Sara Gottlieb<sup>1</sup>, Tania Lombrozo<sup>1</sup>, Dacher Keltner<sup>1</sup>  
<sup>1</sup>Univ. of California, Berkeley

RELIGION/SPIRITUALITY

## THE "SUNDAY EFFECT" ON TWITTER

Stephanie Kramer<sup>1</sup>, Joseph Hoover<sup>2</sup>, Adam Norris<sup>1</sup>, Azim Shariff<sup>1</sup>  
<sup>1</sup>Univ. of Oregon, <sup>2</sup>Univ. of Southern California

RELIGION/SPIRITUALITY

## RELIGION AS AN EXCHANGE SYSTEM: THE INTERCHANGEABLE ROLES OF GOD AND COUNTRY

chen li<sup>1</sup>, Miron Zuckerman<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

RELIGION/SPIRITUALITY

## MUNDANE YET MIRACULOUS: THE CENTRAL ROLE OF DIVINE ATTRIBUTION IN RELIGIOUS ENHANCEMENT OF DAILY GRATITUDE AND WELLBEING

Jonathan Ramsay<sup>1</sup>, Eddie Tong<sup>2</sup>  
<sup>1</sup>SIM Univ., <sup>2</sup>National Univ. of Singapore

RELIGION/SPIRITUALITY

## THE EFFECTS OF PERCEIVED RELIGIOUS PRESSURE ON INTRINSIC RELIGIOSITY, ZEAL AND MEANING SEEKING

Nikan Eghbali<sup>1</sup>, Eldar Eftekhari<sup>1</sup>, Constantine Sharpinskyi<sup>1</sup>, Elizabeth van Monsjou<sup>1</sup>, Joshua Guilfoyle<sup>1</sup>, Ian McGregor<sup>1</sup>  
<sup>1</sup>York Univ.

RELIGION/SPIRITUALITY

## RELIGIOUS DIFFERENCES IN MORAL PERCEPTION OF OTHERS

Ben Ng<sup>1</sup>, Will Gervais<sup>1</sup>  
<sup>1</sup>Univ. of Kentucky

RELIGION/SPIRITUALITY

## NARCISSISM AND INTER-RELIGIOUS HOSTILITY

Karen Longmore<sup>1</sup>, Ian Hansen<sup>1</sup>, Nicole James<sup>1</sup>  
<sup>1</sup>York College, CUNY

SELF/IDENTITY

## PSYCHOLOGICAL ESSENTIALISM AND THE TRUE-SELF CONCEPT

Andrew Christy<sup>1</sup>, Rebecca Schlegel<sup>1</sup>, Andrei Cimpian<sup>2</sup>  
<sup>1</sup>Texas A&M Univ., <sup>2</sup>Univ. of Illinois, Urbana-Champaign

SELF/IDENTITY

## ARE YOU PLUGGED IN?: DEVELOPMENT AND VALIDATION OF PLUGGED IN SCALE

Katelyn Schwieters<sup>1</sup>, Kerry Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

SELF/IDENTITY

## INVESTIGATING THE EFFECT OF SELF-COMPASSION ON HELP-SEEKING BEHAVIOR

Yuki Miyagawa<sup>1</sup>, Junichi Taniguchi<sup>1</sup>  
<sup>1</sup>Tezukayama Univ.

SELF/IDENTITY

## EGOCENTRIC SOCIAL NETWORKS AFFORD SELF-ESTEEM

Bridget Lynch<sup>1</sup>, Matthew Meisel<sup>1</sup>, Sierra Corbin<sup>2</sup>, W. Keith Campbell<sup>1</sup>, Michelle vanDellen<sup>1</sup>  
<sup>1</sup>Univ. of Georgia, <sup>2</sup>Univ. of Dayton

SELF/IDENTITY

## SELF-COMPASSION AND THE NEED OF SELF-PRESERVATION

Dev Ashish<sup>1</sup>, Daniel Sullivan<sup>1</sup>, Alfred Kaszniak<sup>1</sup>  
<sup>1</sup>The Univ. of Arizona

SELF/IDENTITY

## RELIGION AND STIGMA: RESULTS OF A NATIONAL STUDY OF PROTESTANTS, CATHOLICS, JEWS AND MUSLIMS IN THE U.S.

Michael Pasek<sup>1</sup>, Jonathan Cook<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

SELF/IDENTITY

## CHANGES IN SELF-DEFINITIONS IMPEDE RECOVERY FROM REJECTION

Lauren Howe<sup>1</sup>, Carol Dweck<sup>1</sup>  
<sup>1</sup>Stanford Univ.

SELF/IDENTITY

## THE EMOTIONAL CONSEQUENCES OF SOCIAL MISPERCEPTIONS

Ashley Whillans<sup>1</sup>, Alexander Jordan<sup>2</sup>, Frances Chen<sup>1</sup>  
<sup>1</sup>Univ. of British Columbia, <sup>2</sup>VA Boston Healthcare System

SELF/IDENTITY

## EXPANDING THE SELF WITHOUT COMPROMISING CLARITY

Miranda Bobrowski<sup>1</sup>, Brent Mattingly<sup>2</sup>, Gary W. Lewandowski, Jr.<sup>3</sup>, Kenneth DeMarree<sup>1</sup>  
<sup>1</sup>Univ. at Buffalo, SUNY, <sup>2</sup>Ursinus College, <sup>3</sup>Monmouth Univ.

SELF/IDENTITY

## DISASSOCIATING THE AGENT FROM THE SELF: UNDERMINING BELIEF IN FREE WILL INCREASES DEPERSONALIZATION

Elizabeth Seto<sup>1</sup>, Joshua Hicks<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

SELF/IDENTITY

## THE IMPORTANCE OF DISTINGUISHING THE POSITIVE AND NEGATIVE ITEMS ON THE SELF-COMPASSION SCALE: EVIDENCE FROM TWO DAILY DIARY STUDIES

Benjamin Armstrong III<sup>1</sup>, David Zuroff<sup>1</sup>  
<sup>1</sup>McGill Univ.

SELF/IDENTITY

## SOCIAL COMPARISON AND INCORPORATION OF BEHAVIOR INTO SELF-IDENTITY

Andrew Hertel<sup>1</sup>, Alexander Sokolovsky<sup>2</sup>  
<sup>1</sup>Knox College, <sup>2</sup>Univ. of Illinois at Chicago

SELF/IDENTITY

## SELF-CONCEPT COHERENCE ACROSS DEVELOPMENT: A PORTAL TO FUTURE MENTAL TIME TRAVEL

Christine Coughlin<sup>1</sup>, Richard Robins<sup>1</sup>, Simona Ghetti<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

SELF/IDENTITY

## THE AMERICAN DREAM AND ME: HOW CURRENT SOCIAL CLASS IS LINKED TO EXPECTED, HOPED-FOR AND FEARED SOCIAL CLASS POSSIBLE SELVES

Arianna Benedetti<sup>1</sup>, Serena Chen<sup>1</sup>  
<sup>1</sup>UC Berkeley

SESSION H: 6:30 - 8:00 PM

SELF/IDENTITY

## TAKING THE VICTIM OUT OF SEXUAL ASSAULT: THE EFFECT OF SELF-COMPASSION ON SEXUAL ASSAULT SURVIVORS

Stephanie Cazeau<sup>1</sup>, Ashley Allen<sup>2</sup>  
<sup>1</sup>Univ. of North Florida, <sup>2</sup>Univ. of North Carolina at Pembroke

SELF/IDENTITY

## DON'T TOUCH, BUT PLEASE SPEND MORE MONEY!: PROHIBITION OF PRODUCT TOUCH INCREASES MONEY SPENT IN-STORE AND CONSPICUOUS CONSUMPTION

Tobias Otterbring<sup>1</sup>  
<sup>1</sup>Karlstad Univ.

SELF/IDENTITY

## MATERIALISM TRIGGERS SELF-OBJECTIFICATION AMONG WOMEN: THE MODERATING ROLE OF SELF-CONCEPT CLARITY

Fei Teng<sup>1</sup>, Kai-Tak Poon<sup>2</sup>, Hong Zhang<sup>3</sup>  
<sup>1</sup>South China Normal Univ., <sup>2</sup>The Hong Kong Institute of Education, <sup>3</sup>Nanjing Univ.

SELF/IDENTITY

## HOW DO I KNOW WHERE I STAND?: DETERMINANTS OF SOCIAL STANDING ACROSS CONTEXTS

Roza Kamiloglu<sup>1</sup>, Nur Soylu<sup>2</sup>, Bihter Nigdeli<sup>1</sup>, Zeynep Cemalcilar<sup>1</sup>  
<sup>1</sup>Koc Univ., <sup>2</sup>Univ. of Kansas

SELF/IDENTITY

## FRIENDS, ENEMIES, AND THE (IN)FAMOUS: NEUROCOGNITIVE REPRESENTATIONS OF THE SELF AND OF OTHERS VARYING IN RELEVANCE AND VALENCE

Bradley Mattan<sup>1</sup>, Pia Rotshtein<sup>1</sup>, Kimberly Quinn<sup>2</sup>  
<sup>1</sup>Univ. of Birmingham, <sup>2</sup>DePaul Univ.

SELF/IDENTITY

## COLLEGE MAJOR AS AN IDENTITY SIGNAL

Diana Betz<sup>1</sup>, Samantha Martinez<sup>1</sup>, Kathryn Zambrano<sup>1</sup>  
<sup>1</sup>Siena College

SELF/IDENTITY

## POWER IN NUMBERS: RELATIONALITY AS A COPING MECHANISM IN RESPONSE TO SOCIAL STIGMATIZATION

Elizabeth Fles<sup>1</sup>, Garry Shteynberg<sup>1</sup>  
<sup>1</sup>Univ. of Tennessee-Knoxville

SELF/IDENTITY

## I WANT TO DIE FOR MY GROUP AND I WANT MY GROUP TO DIE FOR ME: IDENTITY-FUSION PROMOTES SELF-SACRIFICE AND GROUP-SACRIFICE

Amy Heger<sup>1</sup>, Lowell Gaertner<sup>1</sup>  
<sup>1</sup>Univ. of Tennessee-Knoxville

SELF/IDENTITY

## UNCERTAINTY THREAT LEADING TO CULTURAL IDENTIFICATION OF JAPANESE STUDENTS

Yuto Terashima<sup>1</sup>, Jiro Takai<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

SELF/IDENTITY

## I'LL BE BETTER TOMORROW: A LONGITUDINAL STUDY OF PERCEIVED VERSUS ACTUAL PERSONAL CHANGE

Sarah Molouki<sup>1</sup>, Daniel Bartels<sup>1</sup>, Oleg Urminsky<sup>1</sup>  
<sup>1</sup>Univ. of Chicago

SELF/IDENTITY

## A LONGITUDINAL STUDY OF HOW OBJECTIVE SES AND SES-BASED SOCIAL IDENTITY THREAT RELATE TO COLLEGE ADJUSTMENT AND PERFORMANCE

Elyse Adler<sup>1</sup>, Adela Scharff<sup>1</sup>, Benjamin Le<sup>1</sup>, Jennifer Lilgendahl<sup>1</sup>  
<sup>1</sup>Haverford College

SELF/IDENTITY

## TELLING MORE THAN WE KNOW: HOW LANGUAGE DYNAMICS AFFECT THE DISCLOSURE EXPERIENCE

Anthony Foster<sup>1</sup>, Hannah Douglas<sup>1</sup>, Veronica Romero<sup>1</sup>, Rachel Kallen<sup>1</sup>  
<sup>1</sup>Univ. of Cincinnati

SOCIAL NEUROSCIENCE

## IS YOUR BOSS AN ALARM BELL OR A USEFUL TOOL?: HOW SOCIAL RANK SHAPES LOW LEVEL VISUAL ATTENTION

Matthias Gobel<sup>1</sup>, Thomas Bullock<sup>1</sup>, Barry Giesbrecht<sup>1</sup>, Heejung Kim<sup>1</sup>, Daniel Richardson<sup>2</sup>  
<sup>1</sup>Univ. of California, Santa Barbara, <sup>2</sup>Univ. College London

SOCIAL NEUROSCIENCE

## AVOIDANCE MOTIVATION MEDIATES MORTALITY SALIENCE EFFECTS ON CULTURAL CLOSED-MINDEDNESS: NEURAL AND MEDIATIONAL EVIDENCE

Eva Jonas<sup>1</sup>, Dmitrij Agroskin<sup>1</sup>, Johannes Klackl<sup>1</sup>  
<sup>1</sup>Univ. of Salzburg

SOCIAL NEUROSCIENCE

## AN ERP INVESTIGATION OF STATUS-BASED EVALUATIONS

Ivo Gyurovski<sup>1</sup>, Carlos Cardenas-Iniguez<sup>1</sup>, Jasmin Cloutier<sup>1</sup>  
<sup>1</sup>Univ. of Chicago

SOCIAL NEUROSCIENCE

## DOMAIN SPECIFIC EFFECTS OF NEGATIVE EMOTIONS ON LATERAL PREFRONTAL CORTEX ACTIVITY DURING INFERENCE OF OTHERS' MIND

Toshiyuki Himichi<sup>1</sup>, Hiroyo Fujita<sup>1</sup>, Megumi Masuda<sup>2</sup>, Yuta Kawamura<sup>2</sup>, Daiki Hiraoka<sup>2</sup>, Michio Nomura<sup>2</sup>  
<sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Kyoto Univ.

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.



SOCIAL NEUROSCIENCE

**POLYMORPHISM OF OXYTOCIN RECEPTOR GENE MODULATES BEHAVIORAL AND ATTITUDINAL TRUST AMONG MEN BUT NOT AMONG WOMEN**

Haruto Takagishi<sup>1</sup>, Kuniyuki NISHINA<sup>1</sup>, Miho Inoue-Murayama<sup>1</sup>, Toshio Yamagishi<sup>1</sup>  
<sup>1</sup>Japan

SOCIAL NEUROSCIENCE

**COMPASSIONATE GOALS AS A BUFFER AGAINST INFLAMMATION-ASSOCIATED SOCIAL DISCONNECTION: A STUDY OF ROMANTICALLY INVOLVED COUPLES**

Alexis Keaveney<sup>1</sup>, Jennifer Crocker<sup>1</sup>, Katie Lewis<sup>1</sup>, Baldwin Way<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

SOCIAL NEUROSCIENCE

**THE SOCIAL SIDE-EFFECTS OF ACETAMINOPHEN**

Dominik Mischkowski<sup>1</sup>, Jennifer Crocker<sup>1</sup>, Baldwin Way<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

SOCIAL NEUROSCIENCE

**DOES ESSENTIALISM AFFECT INDIVIDUAL DIFFERENCES IN RACIAL CATEGORIZATION THRESHOLD?**

Hiroyo Fujita<sup>1</sup>, Michio Nomura<sup>2</sup>  
<sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Kyoto Univ.

SOCIAL NEUROSCIENCE

**NEURAL ACTIVITY DURING SEXUALLY RISKY DECISION-MAKING MEDIATES THE RELATIONSHIP BETWEEN TRAIT NEGATIVE URGENCY AND RISKY SEX**

Benjamin Smith<sup>1</sup>, Feng Xue<sup>1</sup>, Emily Barkley-Levenson<sup>2</sup>, Vita Droutman<sup>1</sup>, Lynn Miller<sup>1</sup>, Stephen Read<sup>1</sup>  
<sup>1</sup>Univ. of Southern California, <sup>2</sup>Hofstra Univ.

SOCIAL NEUROSCIENCE

**PERSONAL DISTRESS AND NEURAL MECHANISMS OF SOCIAL INFLUENCE**

Elisa Baek<sup>1</sup>, Christopher Cascio<sup>1</sup>, Matthew O'Donnell<sup>1</sup>, Joseph Bayer<sup>2</sup>, Francis Tinny, Jr.<sup>2</sup>, Emily Falk<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania, <sup>2</sup>Univ. of Michigan

SOCIAL NEUROSCIENCE

**OPIOID RECEPTOR BLOCKADE INHIBITS INTIMATE DISCLOSURE DURING SOCIAL INTERACTIONS**

Kristina Tchalova<sup>1</sup>, Geoff MacDonald<sup>2</sup>  
<sup>1</sup>McGill Univ., <sup>2</sup>Univ. of Toronto

SOCIAL NEUROSCIENCE

**NEUROENDOCRINE RESPONSES TO SOCIAL INTERACTIONS: A DUEL OF THE DUAL HORMONES**

Robert Hitlan<sup>1</sup>, Cathy DeSoto<sup>1</sup>  
<sup>1</sup>Univ. of Northern Iowa

SOCIAL NEUROSCIENCE

**VISUAL BIAS: STEREOTYPES ALTER THE NEURAL REPRESENTATION OF RACE**

Ryan Stolier<sup>1</sup>, Jon Freeman<sup>1</sup>  
<sup>1</sup>New York Univ.

SOCIAL NEUROSCIENCE

**SOCIAL EXPECTATIONS REVERSE THE EFFECTS OF ACETAMINOPHEN ON ECONOMIC DECISION-MAKING**

Ian Roberts<sup>1</sup>, Ian Krajbich<sup>1</sup>, Baldwin Way<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

SOCIAL NEUROSCIENCE

**STEREOTYPE THREAT ENGENDERS AMYGDALA-BASED MEMORY ENCODING THAT HAS DOWNSTREAM CONSEQUENCES ON PERFORMANCE**

Adam Magerman<sup>1</sup>, Chad Forbes<sup>1</sup>, Kelly Duran<sup>1</sup>, Mengting Liu<sup>1</sup>  
<sup>1</sup>Univ. of Delaware

SOCIAL NEUROSCIENCE

**I AM MY OWN REWARD: NARCISSISTS' VALUATION SYSTEMS DISPROPORTIONATELY REWARD SELF-CENTERED PERSON PERCEPTION AND SOCIAL COGNITION**

Noam Zerubavel<sup>1</sup>, Kevin Ochsner<sup>1</sup>  
<sup>1</sup>Columbia Univ.

SOCIAL NEUROSCIENCE

**ADOLESCENTS' RESTING STATE BRAIN CONNECTIVITY IS POSITIVELY RELATED TO SOCIAL MEDIA USE, BUT NEGATIVELY RELATED TO NON-SOCIAL MEDIA USE**

Shawn Rhoads<sup>1</sup>, Vivian Rotenstein<sup>1</sup>, Xiao-Fei Yang<sup>1</sup>, Mary-Helen Immordino-Yang<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

SOCIAL NEUROSCIENCE

**CLARIFYING RACIAL AMBIGUITY: DIFFERENCES IN NEURAL PROCESSING OF MULTIRACIAL FACES**

John Nguyen<sup>1</sup>, Gandalf Nicolas<sup>2</sup>, Cheryl Dickter<sup>1</sup>  
<sup>1</sup>College of William & Mary, <sup>2</sup>Princeton University

SOCIAL NEUROSCIENCE

**WHERE IS THE LOVE? INTRANASAL OXYTOCIN IS ASSOCIATED WITH INCREASES IN HOSTILITY.**

Billy Hagee<sup>1</sup>, Tiffany Migdat<sup>1</sup>, Chelsea Romney<sup>2</sup>, Julianne Holt-Lunstad<sup>1</sup>  
<sup>1</sup>Brigham Young Univ., <sup>2</sup>UCLA

# SATURDAY SESSION I

## BREAKFAST

Breakfast will be served starting at 8 am in the back end of the exhibit hall. Be sure to grab your food and head to a professional development session.

### PROFESSIONAL DEVELOPMENT ADVOCATING FOR SCIENCE AND SCIENCE-INFORMED POLICY: WHAT EVERY PSYCHOLOGIST (SHOULD KNOW/CAN DO)

**Room:** 6D

**Chair:** June Tangney, George Mason University

This session will offer context on the current state of play of social and behavioral science research funding and policy on Capitol Hill, in the White House, and at federal funding agencies. Advocacy experts will be on hand to share best practices for engaging in outreach with policy makers.

### PROFESSIONAL DEVELOPMENT MAINTAINING AN ACTIVE RESEARCH PROGRAM AT A SMALL PREDOMINANTLY UNDERGRADUATE INSTITUTION (PUI)

**Room:** 16B

**Chair:** Jeannetta Williams, St. Edwards University

Small, teaching-focused institutions pose unique challenges and opportunities for faculty to build and sustain robust research programs. Session facilitators will share their strategies, such as integrating experiential learning into curricula, sequencing internal research resources, and recruiting research assistants. Participants will also discuss best practices and potential collaborations.

### PROFESSIONAL DEVELOPMENT INTERDISCIPLINARY COLLABORATIONS: ADVICE FROM EXPERTS ON HOW TO MAKE IT WORK IN YOUR CAREER

**Room:** 6E

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

Four social psychologists discuss how they learned to conduct research that crosses disciplinary boundaries; form interdisciplinary collaborations; and attract grant funding for interdisciplinary projects. Research foci covered include intervention science; stress and physical health; racial health disparities; close relationships and health; and environmental attitudes and behaviors.

### PROFESSIONAL DEVELOPMENT SOCIAL PSYCHOLOGISTS IN THE WILD: CAREER OPPORTUNITIES IN INDUSTRY

**Room:** 6B

**Chair:** Andrew Galperin, Oracle Corporation

Social psychologists are highly valuable and valued in a variety of non-academic occupational fields for our ability to plan, carry out, and communicate research. In this session, we aim to increase awareness of occupational opportunities where social psychologists can make a difference and put our skills to good use.

### PROFESSIONAL DEVELOPMENT GENERATING RECOMMENDATIONS TO ALIGN ACADEMIC INCENTIVES WITH SCIENTIFIC BEST PRACTICES

**Room:** 2

**Chair:** Jimmy Calanchini, University of California Davis

Recent changes in best scientific practices, such as the need for increased sample sizes, may affect careers in academia. This town hall encourages members at all career stages to discuss and propose recommendations for change to realign the incentive structure of our field with the new scientific best practices.

## POSTERS

Saturday morning sessions run concurrently with Poster Session I. Posters on the following topics will be featured:

Belonging/Rejection	Close Relationships	Emotion
Evolution	Intergroup Relations	Self/Identity
Morality	Norms and Social Influences	Self-Esteem
Self/Identity	Personality Processes/Traits	

## PROFESSIONAL DEVELOPMENT JOURNAL EDITORS' FORUM ON STATISTICS AND REPORTING CONTROVERSIES

**Room:** 6A

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

Statistics and research reporting standards are changing in our field. In this innovative audience-driven format, four chief editors of highly visible journals in social and personality psychology will answer questions submitted beforehand by SPSP members about their opinions on statistics and reporting issues.

## CHILDREN'S UNDERSTANDINGS OF SOCIAL AND MATERIAL RESOURCES ARE BOTH SIMILAR TO AND QUITE DIFFERENT FROM ADULTS: SURPRISING EVIDENCE FROM 1200 TODDLERS TO TEENS (J1)

**Room:** 7B

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

Understanding, partitioning and sharing resources are essential social skills that surprisingly lack empirical attention. Children's happiness is greater from objects than experiences, contrasting with adults (Chaplin). Intrapyschic abilities (executive functioning) underlie social reciprocity (Warneken). Children intuitively grasp ownership at early ages (Friedman). Low (versus high) status produces prosocial behavior (Guinote).

### ABSTRACTS

#### WHAT UNDERLIES PEOPLE'S ABILITY TO EXTRACT HAPPINESS FROM PAST EXPERIENCES? DEVELOPMENTAL, EXPERIMENTAL AND LONGITUDINAL EVIDENCE

The finding by Van Boven & Gilovich (2003) that people gain more retrospective happiness from experiences than material objects is a modern classic. We studied the developmental trajectory of this effect. Six studies (n=516) tested whether children ages 3-17 derive more happiness from objects or experiences. Study 1 showed that, contrasting with findings on adults, children derive more happiness from goods than experiences. With age (starting in mid-teens), children's patterns mirror adults'. Memory and theory of mind played mediational roles. Studies 2-4's experimental designs boosted memory in children 3-5 years old and Study 5's experiment boosted theory of mind. As predicted, these manipulations enhanced retrospective happiness from experiences, thereby demonstrating causal evidence. Study 6 provided longitudinal replications. This work, to our knowledge, is the first to show mediational, causal evidence of the developmental processes that support happiness from experiences that have since passed.

**Lan Chaplin<sup>1</sup>, Tina Lowrey<sup>2</sup>, Ayalla Ruvio<sup>3</sup>, L.J. Shrum<sup>2</sup>**

<sup>1</sup>Univ. of Illinois at Chicago, <sup>2</sup>HEC - France, <sup>3</sup>Michigan State Univ.

#### EXECUTIVE FUNCTIONING SKILLS UNDERLIE THE ABILITY TO SHARE WITH THE AIM OF COMPELLING RECIPROCITY: TESTS FROM YOUNG CHILDREN

Reciprocity is a powerful strategy to sustain cooperation, and arguably the basis for humans' sophisticated social

worlds. Yet there is little to no research on the psychological processes necessary for reciprocity to emerge. We tested the hypothesis (total n=232) that delay of gratification and future-directed thinking are such prerequisites, two skills that undergo major development in middle childhood. Study 1 showed that while three-year-olds share resources irrespective of the potential of future reciprocation, by five years of age children strategically boost their sharing when others have the chance to reciprocate. This behavior was correlated with ability to delay gratification, supporting our hypothesis. Study 2 showed that five-year-olds strategically "bribed" an adult who had the power to subsequently choose the child or a different person to play a joint game. These results suggest that when children become able to think about future benefits to the self, they share selectively based upon reciprocal strategies.

**Felix Warneken<sup>1</sup>**

<sup>1</sup>Harvard Univ.

#### OWNERSHIP IN PRESCHOOLERS' JUDGMENTS ABOUT RESOURCE USE

Four experiments investigated preschoolers' (n = 406) awareness of a fundamental factor that determines resource use: ownership. Experiment 1 showed that between ages 3-5, children increasingly use ownership to predict that an agent will use an owned resource, even when the agent is described as preferring a resource that another owns. Experiment 2 found that between ages 3-5, children increasingly predict that an agent will use an owned resource even when believing that the agent prefers someone else's more attractive resource. Experiment 3 then showed that by age three, children already grasp that ownership makes resources non-fungible, even when resources are physically indistinguishable. Experiment 4 demonstrated that children's intuitions of non-fungibility arise from representing ownership as applying to particular people and particular objects. Together these findings show that even at young ages, ownership means the entitlement (and often requirement) to use certain resources and not others.

**Ori Friedman<sup>1</sup>, Madison Pesowski<sup>1</sup>**

<sup>1</sup>Univ. of Waterloo

#### LOW STATUS INCREASES PROSOCIAL BEHAVIOR IN CHILDREN AND ADULTS

Four studies (Guinote, 2015, PNAS) found that prosocial behavior and egalitarianism are determined by subtle changes in social status. Adult participants assigned to a low status position helped gather more spilled pens (Study 1), signaled more affiliation and prosociality (Study 2), and endorsed egalitarian values (Study 3) compared to adults assigned to high status. Preschool children (4-5 years) with dispositional submissiveness helped another child more (donating stickers) than trait dominant children (Study 4). Two weeks later, those same children's social status was either altered or maintained. Replicating the prior effects, low status children donated more stickers than high status children. Additionally, children who lost status (from Time 1 to 2) gave more stickers, whereas children who gained status decreased their donations from Time 1 to Time 2. These studies show that humans have basic cognitive and motivational programs that appear early in ontogeny and help navigate dynamic social hierarchies.

**Ana Guinote<sup>1</sup>, Ioanna Cotzia<sup>1</sup>, Sanpreet Sandhu<sup>2</sup>, Pramila Siwa<sup>2</sup>**

<sup>1</sup>Univ. College London, <sup>2</sup>Univ. of Kent

## MULTIPLE PERSPECTIVES ON THE PSYCHOLOGY OF FAIRNESS: NEW NEURAL, COMPUTATIONAL, DEVELOPMENTAL AND CROSS-CULTURAL FINDINGS (J2)

**Room:** 10

**Chair:** Laura Niemi, Harvard University

**Co-Chair:** Liane Young, Boston College

This symposium presents the results of four novel research programs investigating multiple aspects of human fairness including motivation, judgment and learning. Findings across studies reveal broadly shared sensitivities to fairness norm violations, and also shed light on distinctions in norms that may fuel everyday controversies around issues of fairness.

### ABSTRACTS

#### PERSON-BLIND AND PERSON-BASED FAIRNESS: INVESTIGATING THE DIFFERENCES AMONG IMPARTIALITY, CHARITY AND RECIPROCITY

Four studies (total N=324) uncover behavioral and neural evidence for divergent patterns of social cognition and theory of mind (ToM) in the processing of distinct conceptions of fairness: impartiality, reciprocity and charity. Reciprocity and charity were the least and most morally praised, respectively, but were rated as equivalently motivated by focus on the unique states of individuals and emotion. Impartiality was rated as unemotional, unmotivated by the unique states of individuals, sourced in standard procedures, nearly as moral as charity, and the most fair. Compared to impartiality, reciprocity and charity recruited significantly more activity in brain regions for ToM (precuneus, VMPFC, DMPFC). Across studies, findings indicate that prototypical fairness may be best represented by impartiality and may be person-blind. The tendency for person-based allocations (e.g., reciprocity and charity) to trigger ToM may reflect the detection of underlying motives (e.g., personal goals, emotions) that contribute to controversies around issues of fairness.

**Laura Niemi<sup>1</sup>, Liane Young<sup>2</sup>**

<sup>1</sup>Harvard Univ., <sup>2</sup>Boston College

#### HOW WE LEARN ABOUT THE FAIRNESS OF OTHERS

How do we learn whether a person is selfish or fair? Here we interrogated this learning process by inviting subjects to observe and predict the choices of agents who had to decide whether to profit from another person's pain. We built computational models of learning within a Bayesian framework that enabled us to quantify the accuracy and certainty of evolving beliefs about moral character. Across four experiments (total N = 430), we compared learning about selfish and fair agents and found a striking dissociation between accuracy and certainty that varied according to character: people's beliefs about selfish agents were more accurate, but also less certain, than their beliefs about fair agents. As a consequence, people were faster to learn about selfish agents than fair agents. Our findings are consistent with an evolved learning apparatus that devotes more attention to learning about others who may pose a threat to our survival.

**Molly Crockett<sup>1</sup>, Jenifer Siegel<sup>1</sup>, Christoph Mathys<sup>2</sup>**

<sup>1</sup>Univ. of Oxford, <sup>2</sup>Univ. College London

## RETRIBUTION OR RESTORATION: WHY DO CHILDREN PUNISH FAIRNESS NORM VIOLATIONS?

Young children engage in costly third party punishment of fairness norm violations. However, past work has left open the important question of why children intervene when they are unaffected by unfair behavior. Here we report findings from a study that examined whether costly third party intervention in 6- to 9-year-old children is driven by a desire to protect the victim of unfairness or to punish the unfair individual. Children learned about a selfish actor who had refused to share sweets with a recipient. Participants were then able to (1) punish the selfish actor by taking away all their sweets (retribution); (2) compensate the victim of selfishness by giving them sweets (restoration) or (3) do nothing. Children were more likely to punish selfish actors than compensate victims. These results contribute to the emerging debate on the function of punishment in human societies, suggesting that retributive motives are privileged during ontogeny.

**Katherine McAuliffe<sup>1</sup>, Yarrow Dunham<sup>2</sup>**

<sup>1</sup>Yale Univ. and Boston College, <sup>2</sup>Yale Univ.

## THE ONTOGENY OF FAIRNESS IN SEVEN CULTURES

A sense of fairness plays a critical role in supporting human cooperation. Adult norms of fair resource sharing vary widely across societies, suggesting that culture shapes the acquisition of fairness behavior during childhood. We examined how fairness behavior develops in children from seven diverse societies, testing children from 4 to 15 years of age (N=866 pairs) in a standardized resource decision task. We measured two key aspects of fairness decisions: disadvantageous inequity aversion (peer receives more than self) and advantageous inequity aversion (self receives more than a peer). Results showed that disadvantageous inequity aversion emerged across all cultural groups by middle childhood. By contrast, advantageous inequity aversion was more culture-specific, emerging in three cultures and only later in development. We discuss these findings in relation to questions about the universality and cultural-specificity of human fairness.

**Peter Blake<sup>1</sup>, Katherine McAuliffe<sup>2</sup>, John Corbit<sup>3</sup>, Felix Warneken<sup>4</sup>**

<sup>1</sup>Boston Univ., <sup>2</sup>Yale Univ., <sup>3</sup>Simon Fraser Univ., <sup>4</sup>Harvard Univ.

## THE EVOLUTION AND MAINTENANCE OF HUMAN PROSOCIALITY (J3)

**Room:** 2

**Chair:** Justin Brienza, University of Waterloo

**Co-Chair:** Igor Grossmann, University of Waterloo

This symposium focuses on social-cognitive, motivational and economic factors influencing human prosociality. Why and when do people cooperate, or punish those who don't? How does deliberation (vs. intuition) influence prosociality? This symposium showcases a variety of perspectives on these inter-related phenomena, drawing from game theoretical and social-psychological frameworks.

### ABSTRACTS

#### EGO-DECENTERED REASONING PREDICTS CROSS-DOMAIN PROSOCIALITY

When does deliberation promote rather than restrain prosociality in everyday life? We propose that the answer to this question depends on the type of deliberation people

habitually engage in, with ego-decentered (vs. egocentric) deliberation promoting cooperation. Testing this proposition across three studies (N = 2,652), we found that people who deliberate by utilizing ego-decentered facets of reasoning (e.g., recognition of limits of one's knowledge, recognition of world in flux and change, consideration of others' perspectives, adopting an outsider vantage point) cooperate more within their own interpersonal conflicts and in three established economic games. People who used ego-decentered reasoning displayed heightened cooperation when instructed to deliberate (rather than to act intuitively), whereas the reverse was true for people who neglected these forms of reasoning. Our research provides evidence that the style of reasoning people engage in conflict situations determines how they balance the dilemma of cooperation versus self-interest.

**Justin Brienza<sup>1</sup>, Igor Grossmann<sup>1</sup>**  
<sup>1</sup>Univ. of Waterloo

## THE EVOLUTION OF SECOND-PARTY PUNISHMENT

Second-party punishment is an important mechanism for maintaining cooperation in repeated interactions, but its ultimate origins are unknown. Punishment behavior might be acquired through domain-general learning, in which people associate punishing with positive deterrence outcomes. Alternatively, evolution might have selected for people with an innate tendency to punish those who harm them. We model the adaptive logic behind these hypotheses by incorporating learning into an evolutionary framework. Using game-theoretic analysis and simulation, we show that punishment behavior will evolve as an innate tendency only if it is difficult to acquire through learning. We then argue that humans will find punishment intrinsically difficult to learn, and therefore punishment may have evolved as an innate tendency. We present empirical results in support of this prediction. Our work demonstrates the importance of combining learning and evolution to explain social decision making, and introduces a novel computational model of innate tendencies as hedonic biases.

**Adam Morris<sup>1</sup>, Fiery Cushman<sup>1</sup>**  
<sup>1</sup>Harvard Univ.

## EVOLUTION OF INTUITIVE COOPERATION AND RATIONAL SELF-INTEREST

Is deliberative self-control necessary to reign in selfish impulses, or does rational self-interest restrain the intuitive desire to cooperate? To answer this question, we introduce dual-process cognition into a formal game theoretic model of the evolution of cooperation. Agents play a mix of one-shot and repeated Prisoner's Dilemmas. They can either use "intuition," which is not sensitive to game type, or pay a cost to "deliberate" and thereby tailor their strategy to the type of game they are facing. We find that selection favors one of two strategies: (i) intuitive defectors who never deliberate or (ii) dual-process agents that intuitively cooperate but sometimes use deliberation to defect in one-shot games. Critically, evolution never favors agents that use deliberation to override selfish impulses; deliberation only serves to undermine cooperation. Thus, for the first time, we provide a clear ultimate-level explanation about why people may be intuitively cooperative, but reflectively greedy.

**Adam Bear<sup>1</sup>, David Rand<sup>1</sup>**  
<sup>1</sup>Yale Univ.

## EGOCENTRISM AND PROSOCIAL BEHAVIOR IN THE VOLUNTEER'S DILEMMA

In a volunteer's dilemma (VoD), the best collective result is obtained when just one person acts prosocially. Game theory provides optimal (Nash equilibrial) probabilities for volunteering, which may take degrees of relatedness or social distance into account. Using one-shot, two-person, anonymous play (N > 700), we show that participants [a] volunteer less as social distance increases, [b] volunteer too much when distance is very short, [c] project their own decisions onto others, and yet [d] self-enhance, thinking others volunteer less than they themselves do. In experiments using asymmetrical payoff matrices (N > 300), we then show that participants are neither particularly rational (in the Nash sense) nor benevolent. They volunteer less when they themselves stand to gain more from defection, but do not volunteer more when the other person does. Taken together, these studies shed light on the complex interplay between moral motivations and egocentric constraints.

**Joachim Krueger<sup>1</sup>, Johannes Ullrich<sup>2</sup>, Patrick Heck<sup>1</sup>**  
<sup>1</sup>Brown Univ., <sup>2</sup>Univ. of Zurich

## INDIVIDUAL DIFFERENCES MODERATE THE IMPACT OF DYNAMIC PROCESSES IN COUPLES: EVIDENCE FROM LONGITUDINAL STUDIES (J4)

**Room:** 6E

**Chair:** Grace Jackson, UCLA

In this symposium, speakers will present data from daily diary and longitudinal studies to reveal how the individual characteristics of partners moderate the effects of shared stress, relationship standards, shared leisure time and support behaviors on the development of their marital satisfaction over time.

## ABSTRACTS

### ASSOCIATIONS BETWEEN HOUSEHOLD INCOME AND TRAJECTORIES OF NEWLYWEDS' MARITAL SATISFACTION

Are lower-income couples' marriages less satisfying than more affluent couples' marriages? To address this question, we compared the trajectories of marital satisfaction for couples with lower and higher household incomes. The marital satisfaction of 862 Black, White and Latino newlywed spouses (N=431 couples) was assessed four times, each nine months apart, over the first three years of marriage. Lower income couples did not have less satisfying marriages on average, nor did their satisfaction decline more steeply on average. Rather, they experienced (1) significantly greater fluctuations in marital satisfaction across assessments and (2) significantly more variability between individuals compared to more affluent individuals. If efforts to support the marriages of low-income couples are to address the unique characteristics of their marital development, these findings suggest that efforts to stabilize their marriages may be more effective than efforts to improve their satisfaction.

**Grace Jackson<sup>1</sup>, Jennifer Krull<sup>1</sup>, Thomas Bradbury<sup>1</sup>, Benjamin Karney<sup>1</sup>**  
<sup>1</sup>UCLA

## SHOULD SPOUSES BE DEMANDING LESS FROM MARRIAGE?: A CONTEXTUAL PERSPECTIVE ON THE IMPLICATIONS OF INTERPERSONAL STANDARDS

Theoretically, having high interpersonal standards can have either of two effects: high standards can motivate intimates to exert the effort necessary to cultivate a better partnership, or they can make subsequent outcomes feel worse by comparison and thus harm relationship evaluations. Given that both processes unfold over time, determining the effects of high standards requires longitudinal data. I applied growth curve modeling to eight waves of data obtained from 135 newlywed couples to demonstrate that whether standards were positively or negatively associated with marital satisfaction depended on spouses' abilities to meet those standards. Among spouses in relatively strong marriages (those characterized by less severe problems or less destructive behavior), standards were positively associated with changes in satisfaction as well as satisfaction four years later; among spouses in weaker marriages, in contrast, standards were negatively associated with changes in satisfaction as well as satisfaction four years later.

**James McNulty<sup>1</sup>**  
<sup>1</sup>Florida State Univ.

## IS MORE TIME TOGETHER ALWAYS GOOD?: THE POTENTIAL NEGATIVE EFFECTS OF SHARED LEISURE ON RELATIONSHIP DYNAMICS

Coping with daily life stressors can strain relationships by draining spouses of the energy and resources needed for positive relationship functioning. Thus, relationships may benefit when spouses find ways to rest and recover their self-regulatory resources during stressful periods. The current study examined whether engaging in leisure activities with and without the partner may buffer marriages from stress spillover effects. It was hypothesized that leisure without the partner may reduce stress brought into the home, thereby promoting more positive relationship interactions. However, leisure with the partner may exacerbate conflict during stressful periods. Results from a 14-day daily diary study of 121 couples revealed no effects of leisure without the partner; however, on high stress days, those spouses who also engaged in more leisure time with their partner reported greater relationship conflict, especially if they endorsed greater avoidance motivations for engaging in that shared leisure time.

**April Buck<sup>1</sup>, Lisa Neff<sup>2</sup>**  
<sup>1</sup>Eckerd College, <sup>2</sup>Univ. of Texas at Austin

## BALANCING RELATEDNESS AND AUTONOMY: WHEN AND FOR WHOM INVISIBLE SUPPORT FOSTERS AUTONOMY VERSUS NURTURES RELATEDNESS OVER TIME

Direct visible support can foster relatedness but undermine autonomy. In contrast, invisible support that goes unnoticed by recipients boosts efficacy, but might undermine relatedness needs. This talk will present five dyadic diary and longitudinal studies that show invisible support can foster autonomy and nurture relatedness needs over time, but that these benefits depend on how individuals' prioritize these needs. Invisible support provided by partners during couples' personal goal discussions worked "under the radar" to facilitate greater personal achievement over a year (Study 1). Partners' daily invisible support predicted increased relationship satisfaction and personal happiness the following day (Studies 2-4).

Partners' invisible support during couples' discussions boosted autonomy but reduced felt relatedness over six months, but only for individuals high in attachment avoidance (Study 5). These latter results suggest that invisible support bolsters desired autonomy, but fails to provide the evidence of care required to overcome avoidant individuals' negative expectations.

**Yuthika Girme<sup>1</sup>, Nickola Overall<sup>1</sup>, Michael Maniaci<sup>2</sup>, Harry Reis<sup>3</sup>, James McNulty<sup>4</sup>, Matthew Hammond<sup>1</sup>, Cheryl Carmichael<sup>5</sup>**

<sup>1</sup>Univ. of Auckland, <sup>2</sup>Florida Atlantic Univ., <sup>3</sup>Univ. of Rochester, <sup>4</sup>Florida State Univ., <sup>5</sup>Brooklyn College

## BALANCING THE SCALES: WHEN DOES OUTCOME SPEAK LOUDER THAN INTENT IN MORAL EVALUATIONS? (J5)

**Room: 9**

**Chair: Rita McNamara, University of British Columbia**

When evaluating others' actions, we must balance what we see them do with what we think they intended. In this symposium, we look across social development, cultural differences, moral domains and categories of moral judgments to determine how and when intention vs. outcome matters in moral evaluations.

### ABSTRACTS

#### JUDGING MORALITY WHEN THE MIND IS UNKNOWABLE: MENTALIZING AND MORALIZING IN YASAWA, FIJI

Mentalizing is thought to be at the heart of morality, but in some cultures, others' minds are considered unknowable and inferring others' intentions is discouraged (a phenomenon called opacity of mind). We investigate how opacity of mind norms influence moral reasoning by working with villagers in Yasawa, Fiji, who normatively emphasize observable actions over intent. In study 1, we show that Yasawans, even compared to other non-indigenous Fijians and North Americans, are less likely to think about internal mental states. In study 2, we show that Yasawans focus more on outcome when judging moral norm violations than other cultural groups. In study 3, we show that Yasawans can be induced to focus more on intent when primed with thoughts vs. actions. In study 4, we find evidence for a cross-culturally stable emphasis on intent in childhood, and that the Yasawan emphasis on outcome develops later in life.

**Rita McNamara<sup>1</sup>, Joseph Henrich<sup>1</sup>, J Hamlin<sup>1</sup>**  
<sup>1</sup>Univ. of British Columbia

#### INTENTION MATTERS MORE THAN OUTCOME IN PREVERBAL INFANTS' SOCIOMORAL EVALUATIONS

Mature moral judgments include an analysis of both the outcomes of others' actions as well as the mental states that drive them. While adults incorporate both intention and outcome into their moral evaluations, studies suggest that young children privilege outcome, leading to the conclusion that the 'moral mind' of the young child is fundamentally different from that of older children and adults. This talk will challenge these conclusions by presenting four studies demonstrating that infants from 8-13 months of age consistently incorporate mental state analyses into their evaluations of those who help and harm third parties, in (1) failed attempts to help and harm, (2) accidental help and harm,

and (3) ignorant help and harm, and that they (4) positively evaluate those who reward and punish others on the basis of intent. These results suggest that, even from their earliest manifestations, human moral judgments are fundamentally mentalistic.

**J. Kiley Hamlin<sup>1</sup>**

<sup>1</sup>Univ. of British Columbia

## SPECKS OF DIRT AND TONS OF PAIN: USING DOSAGE TO DISTINGUISH BETWEEN IMPURITIES AND HARMS

A cognitive distinction exists between purity-based and harm-based morals, such that the perceived wrongness of harms, but not impure acts, is heavily dependent on perpetrators' intentions (Chakroff et al., 2013; Russell & Giner-Sorolla, 2011; Young & Saxe, 2011). The present research demonstrates that judgments of purity transgressions are also less sensitive to variations in quantity. In two studies, adults rendered moral judgments of harm and purity transgressions that varied in their frequency or magnitude. Pairs of low-dosage and high-dosage versions of these transgressions were presented either between-subjects (Study 1) or within-subjects (Study 2) such that the same sets of modifiers (occasionally/regularly, small/large, etc.) were reused for each moral domain. Both studies show interactions between Domain and Dosage; high-dose harms were worse than low-dose harms, but impure acts were equally bad regardless of dosage. Just as intent can distinguish between the moral domains of harm and purity, so too can quantity.

**Joshua Rottman<sup>1</sup>, Liane Young<sup>2</sup>**

<sup>1</sup>Franklin & Marshall College, <sup>2</sup>Boston College

## IS GUILT SELF-PUNISHMENT?

Past research shows that even completely accidental harms can cause extreme guilt. This is surprising, because usually accidents are excused from moral responsibility. Why do we feel guilty based on the outcome of our behavior, and not just based on our intent? We suggest that outcome-based judgment reflects the function of guilt as a kind of self-punishment. Three experiments demonstrate that both guilt and punishment show a shared sensitivity to the harm a person causes. In contrast, other categories of moral judgment (for instance, judgments of "moral wrongness") depend almost exclusively on the harm a person intends. Each of the three experiments targets a unique facet of the influence of causal responsibility for outcomes. Together they show a remarkably detailed and specific correspondence between the cognitive mechanisms underlying guilt and punishment. We suggest that this shared mechanism is explained by their shared function of changing behavior through error-driven learning.

**Fiery Cushman<sup>1</sup>, Julia Franckh<sup>2</sup>**

<sup>1</sup>Harvard Univ., <sup>2</sup>Brown Univ.

## IS THAT DISCRIMINATION?: DIVERGENT PERCEPTIONS OF DISCRIMINATION CLAIMS (J6)

**Room:** 6B

**Chair:** Deborah Holoien, Amherst College

**Co-Chair:** Clara Wilkins, Wesleyan University

This symposium examines divergent perceptions of discrimination claims and their consequences on intergroup relations. Which groups can credibly claim discrimination?

What are the consequences of divergent perceptions on intergroup social support and confronting? Talks discuss compound prejudice, "playing the race card," reactions to empathy and sympathy and confronting patronizing help.

## ABSTRACTS

### PERCEPTIONS OF WOMEN OF COLOR WHO CLAIM COMPOUND DISCRIMINATION: INTERPERSONAL JUDGMENTS AND PERCEIVED CREDIBILITY

Minorities who attribute rejection to racism and women who attribute rejection to sexism are perceived as troublemakers. Women of color may encounter racism and sexism simultaneously; however, it is unclear how compound discrimination claims are perceived. We examined interpersonal costs and perceptions of credibility in the context of compound discrimination claims. In contrast to the double jeopardy perspective, which predicts that the consequences of multiple stigmas are cumulative, a Black woman (Study 1) was not perceived as more of a troublemaker when she claimed compound discrimination versus either racism or sexism. Instead, racism and compound discrimination claims incurred similarly high interpersonal costs. Moreover, a compound discrimination claim by an Asian woman (Study 2) was the only discrimination attribution judged as more credible and appropriate than baseline. This work suggests that citing multiple experiences of discrimination may increase the persuasiveness of claims, increasing the likelihood that others will support claimants' cases.

**Jessica Remedios<sup>1</sup>, Samantha Snyder<sup>1</sup>, Charles Lizza<sup>1</sup>**

<sup>1</sup>Tufts Univ.

### PLAYING THE RACE CARD: WHITES BELIEVE CLAIMING DISCRIMINATION IS AN ADVANTAGE THEY DON'T HAVE

This research examines a phenomenon colloquially referred to as "playing the race card": the perception that racial minorities are able to gain an unfair advantage by claiming to be victims of racial discrimination. In Study 1, Whites (N = 75) believed that claiming discrimination is an advantage that low-status groups (i.e., racial minorities, gays and lesbians, women) have over high-status groups (i.e., Whites, straights, men). Furthermore, Whites believed that low-status groups' discrimination claims silence high-status groups more than high-status groups' discrimination claims silence low-status groups. In Study 2, Whites (N = 160) imagined a Black or White target claim bias after being passed over for a work promotion. Whites believed the Black claimant had more power and voice than the White claimant. This work suggests that Whites may legitimize status relations by ascribing advantages to being in a disadvantaged position.

**Clara Wilkins<sup>1</sup>**

<sup>1</sup>Wesleyan Univ.

### RACIAL MINORITIES' REACTIONS TO WHITES' EXPRESSIONS OF EMPATHY AND SYMPATHY

Because people often want others to understand their problems, Whites' relative unfamiliarity with racism may make them unlikely sources of support for racial minorities. How might Whites effectively communicate support for racism? We predicted that racial minorities would prefer Whites to express sympathy ("I can tell you're feeling distressed") over empathy ("I've personally experienced your distress"). In Study 1, racial minorities wanted more sympathy (vs. empathy)

SESSION J: 9:45 - 11 AM

from Whites for racial problems. In addition, they wanted less empathy from Whites (vs. minorities), and this was mediated by the perception that Whites lacked experience with racism. In Study 2, racial minorities evaluated Whites who displayed higher (vs. lower) levels of empathy for racial problems less favorably, although Whites did not show this pattern. These results highlight the potential downside of expressing empathy in response to racial problems and suggest that sympathy may more effectively communicate support.

**Deborah Holoien<sup>1</sup>, Lisa Libby<sup>2</sup>, J. Shelton<sup>3</sup>**  
<sup>1</sup>Amherst College, <sup>2</sup>The Ohio State Univ., <sup>3</sup>Princeton Univ.

### INDEPENDENT OR UNGRATEFUL?: CONSEQUENCES OF CONFRONTING PATRONIZING HELP FOR PEOPLE WITH DISABILITIES

People with disabilities routinely face a dilemma in dealing with patronizing help; while accepting unsolicited assistance may be harmful for its recipients, confronting the helper can lead to negative interpersonal repercussions. Across two studies, participants were presented with a scenario depicting an interaction between a blind target and a sighted pedestrian and asked to evaluate the behaviors of the characters involved. Study 1 showed that, whereas blind participants considered both patronizing and hostile treatment as inappropriate responses to the blind target's request for information, sighted participants saw patronizing help as significantly more appropriate than openly hostile treatment. Study 2 further demonstrated that, among sighted participants, blind targets were viewed as less warm and ruder when confronting benevolent versus hostile discrimination. These findings highlighted the difficulty of confronting patronizing treatment and have important implications for people with disabilities as well as other patronized minorities.

**Katie Wang<sup>1</sup>, Arielle Silverman<sup>2</sup>, Jason Gwinn<sup>3</sup>, John Dovidio<sup>1</sup>**  
<sup>1</sup>Yale Univ., <sup>2</sup>Univ. of Washington, <sup>3</sup>Univ. of Colorado, Boulder

### NONVERBAL BEHAVIOR AS A CONDUIT TO INFLUENCE: THE BENEFITS OF CONVEYING POSITIVE QUALITIES THROUGH NONVERBAL CHANNELS (J7)

**Room: 4**  
**Chair:** Alex Van Zant, University of Pennsylvania  
**Co-Chair:** Elizabeth Tenney, University of Utah

This symposium features the latest research highlighting nonverbal behavior as a conduit to generating favorable impressions. It not only provides evidence of the unique role of nonverbal behavior in generating these impressions, but also documents its impact on real-world outcomes like job performance and political influence in the U.S. Senate.

#### ABSTRACTS

#### IS THERE A "VOICE" OF CERTAINTY?: EVIDENCE OF PERCEIVER ACCURACY IN IDENTIFYING SPEAKERS' DEGREE OF CERTAINTY VIA PARALANGUAGE

The expression of certainty is associated with a host of social and economic benefits, but we have no empirical knowledge of the extent to which people display it via the use of paralanguage (i.e., nonverbal vocal cues) in a manner that is readily deciphered. Across three experiments, we find that people are capable of accurately diagnosing speakers' degree of certainty solely via paralanguage. In Experiment 1, we ran

audio recordings collected from a television show through a low-pass filter and found that participants could accurately infer pundits' degree of certainty in the accuracy of their own predictions. In Experiments 2 and 3, we manipulated speakers' degree of certainty in a laboratory setting while holding constant the linguistic content of their speech. Whether speakers strategically conveyed a target level of certainty or simply engaged in naturalistic speech, listeners were quite accurate at inferring their actual degree of certainty.

**Alex Van Zant<sup>1</sup>, Eduardo Andrade<sup>2</sup>**  
<sup>1</sup>Univ. of Pennsylvania, <sup>2</sup>FGV, Rio de Janeiro

#### IS OVERCONFIDENCE PUNISHED?: THE EFFECT OF VERBAL VERSUS NONVERBAL EXPRESSIONS OF CONFIDENCE

What happens to overconfident individuals when their overconfidence is exposed to others? Some research finds that overconfidence, when detected, damages a person's reputation; however, other research finds that it does not. We propose that the channel of confidence expression is one key moderator—that is, whether confidence is expressed verbally or nonverbally. In three experiments, a confident and cautious person expressed confidence verbally or nonverbally, depending on condition. Participants then received performance information to help them detect overconfidence. Verbal overconfidence was advantageous initially but was disadvantageous after the person's performance was revealed. Nonverbal overconfidence, on the other hand, remained largely beneficial. The one condition in which participants perceived the overconfident person negatively was when the overconfidence could be tied to specific, verifiable claims. The results suggest that compared to verbal statements, nonverbal overconfidence leads to reputational benefits so often because its biased nature typically goes undetected.

**Elizabeth Tenney<sup>1</sup>, Don Moore<sup>2</sup>, Cameron Anderson<sup>2</sup>**  
<sup>1</sup>Univ. of Utah, <sup>2</sup>Univ. of California, Berkeley

#### CAN APPLICANT NONVERBAL BEHAVIOR PREDICT FUTURE JOB PERFORMANCE?

Employees' nonverbal behavior influences performance in jobs requiring extended social interactions. The present study aimed at investigating whether a job applicant's future job performance can be predicted simply based on his or her nonverbal behavior during the job interview. To the extent that a link exists between a job applicant's nonverbal interview behavior and future job performance, this information can be used for the selection of new applicants to that particular job. Applicants (N = 54) were audio-recorded and videotaped during the job interview. Their nonverbal behavior was automatically sensed via a ubiquitous computing platform and automatically extracted via the development of specific algorithms. All participants were hired for a sales-like job so that we could assess their job performance and link it to their nonverbal job interview behavior. Results showed that job applicants' vocal nonverbal behavior significantly predicted later job performance. Implications of the results are discussed.

**Denise Frauendorfer<sup>1</sup>, Marianne Schmid Mast<sup>1</sup>**  
<sup>1</sup>Univ. of Lausanne

#### VIRTUES, VICES AND POLITICAL INFLUENCE IN THE U.S. SENATE



What qualities make a political leader more or less influential? Philosophers, political scientists and psychologists have puzzled over this question, and posited two opposing routes to political power, one driven by human virtues such as courage and wisdom, and the other by vices such as Machiavellianism and psychopathy. Using a novel behavioral coding technique, we assessed the virtues and vices of 151 U.S. senators. We find that virtuous senators became more influential when they randomly rose to leadership roles, while senators displaying behaviors consistent with vices—particularly, psychopathy—became less influential as leaders. Results shed light on a long-standing debate about the role of morality and ethics in leadership, and have important implications for electing an effective, democratic government. Citizens should consider a candidate's virtue in casting their vote, to increase the likelihood that elected officials will have genuine concern for their constituents, while promoting cooperation and progress in government.

**Leanne ten Brinke<sup>1</sup>, Christopher Liu<sup>2</sup>, Dacher Keltner<sup>1</sup>, Sameer Srivastava<sup>1</sup>**

<sup>1</sup>Univ. of California, Berkeley, <sup>2</sup>Univ. of Toronto

## AFFECTIVE DECISION PROCESSES IN HEALTH AND MEDICINE (J8)

**Room:** 6D

**Chair:** Laura Scherer, University of Missouri, Columbia  
**Co-Chair:** Rebecca Ferrer, National Institutes of Health

Affect and emotions have important consequences for decisions, and nowhere are emotions stronger, and their influence more consequential, than for health decisions. In this symposium, speakers will present research that expands theory in basic affective science, while simultaneously showing the critical real-life implications for those theories.

### ABSTRACTS

#### PATIENTS PREFER AND RESPOND MORE POSITIVELY TO PHYSICIANS WHO MATCH THEIR IDEAL AFFECT

Most research on emotion and health-related decision-making focuses on how people actually feel (i.e., their "actual affect"). Here I argue for the importance of studying how people ideally want to feel (i.e., their "ideal affect"). First, I will describe Affect Valuation Theory, a framework that integrates ideal affect into existing models of affect and emotion. Second, I will present two studies that examine the role that patient's ideal affect plays in their preferences for particular physicians (Study 1, N = 185 college students) and their actual adherence to physicians' health-promoting recommendations over the course of a week (Study 2, N = 101 community adults). Across both studies, patients were more likely to choose and actually adhere to the recommendations of physicians' whose affective characteristics matched their own. Finally, I will discuss the implications these findings have for understanding ethnic differences in patient-physician communication, and for optimizing patient decision-making world wide.

**Jeanne L. Tsai<sup>1</sup>, Tamara Sims<sup>1</sup>**

<sup>1</sup>Stanford Univ.

#### SELF-AFFIRMATIONS INCREASE DEFENSIVENESS TOWARDS RISK INFORMATION AMONG ANGRY INDIVIDUALS: RESULTS FROM A NATIONAL SAMPLE

Self-affirmation, a process by which individuals bolster their self-integrity and competence, can reduce defensiveness

toward information suggesting one's behavior increases risk for harm, triggering behavior to mitigate threat. Self-affirmation may function differently depending on one's emotional state, although no experimental evidence has explored this. In two experiments using nationally representative samples, we examined whether negative emotions modulate the effectiveness of self-affirmation, and whether interactive effects were attributed to discrete emotions or negative emotional valence. Female alcohol consumers were induced into an emotional (or neutral) state, were self-affirmed (or completed a control task), read an article linking alcohol to cancer and generated plans to reduce alcohol intake. Self-affirmation and emotion interacted, such that self-affirmation resulted in more specific behavior change plans among fearful and neutral participants. However, self-affirmation resulted in less specific plans among angry and sad participants. Given differentiation in self-affirmation's interaction with fear and anger, results generally supported a discrete emotion explanation.

**Rebecca Ferrer<sup>1</sup>, William Klein<sup>1</sup>**

<sup>1</sup>National Cancer Institute

#### GRAPHIC WARNING LABELS ELICIT AFFECTIVE AND THOUGHTFUL RESPONSES FROM SMOKERS

Observational research suggests graphic images placed on cigarette packaging reduce smoking rates. However, the processes by which these labels influence smokers remain unclear. This experiment investigated how graphic warning labels influence smokers' risk perceptions, quit intentions and risk knowledge. Smokers were randomly assigned to receive cigarettes with warnings featuring basic text, graphic images or graphic images, and elaborated text for four weeks. Structural equation models revealed that graphic images (vs. text-only warnings) had a significant indirect effect on risk perceptions and quit intentions through an affect heuristic (image->negative affect->risk perceptions->quit intentions). Images also promoted greater scrutiny of risk information (image->negative affect->risk scrutiny->label credibility->risk perception->quit intention). Warnings with images were more memorable, leading to increased smoking risk knowledge. The potential for graphic warning labels appears to come from affect's role as heuristic information and its role in motivating greater thought.

**Abigail Evans<sup>1</sup>, Ellen Peters<sup>1</sup>, Andrew Strasser<sup>2</sup>, Lydia Emery<sup>3</sup>, Kaitlin Sheerin<sup>4</sup>, Daniel Romer<sup>2</sup>**

<sup>1</sup>Ohio State Univ., <sup>2</sup>Univ. of Pennsylvania, <sup>3</sup>Northwestern Univ.,

<sup>4</sup>Univ. of Missouri

#### REVEALING A HIDDEN DIMENSION OF HEALTH CARE: EMOTIONAL CONTAGION BETWEEN ONCOLOGISTS AND THEIR PATIENTS

Studies that simultaneously examine physicians' affective processes and their patients' affective processes have been scant at best, leaving a gap in knowledge about how affect contributes to health processes and outcomes. This is especially true in life-threatening diseases like cancer, which trigger strong emotion among patients and among their oncologists. The present study explored associations between oncologists' dispositional affect and depressive symptoms in their patients with newly diagnosed metastatic lung and gastrointestinal (GI) cancers. In the largest study of its kind, (n = 277) cancer patients completed two validated measures of depressive symptoms and their corresponding oncologists (n

= 19; total N = 296) completed validated dispositional affect measures as part of a larger clinical trial. As hypothesized, results revealed that oncologists' negative (but not positive) dispositional affect was significantly associated with each of two validated measures of depressive symptoms in their patients. Theoretical and practical implications are discussed.  
**Jennifer Lerner<sup>1</sup>, William Pirl<sup>2</sup>, Lauren Fields<sup>1</sup>, Justin Eusebio<sup>2</sup>, Lara Traeger<sup>1</sup>, Joseph Greer<sup>1</sup>, Jennifer Temel<sup>2</sup>**  
<sup>1</sup>Harvard Univ., <sup>2</sup>Massachusetts General Hospital

## USING LIMITS IN SELF-ENHANCEMENT TO BETTER UNDERSTAND SELF-ENHANCEMENT (J9)

**Room: 3**

**Chair: Nadav Klein, University of Chicago**

Does judging oneself relative to others always lead to self-enhancing judgments? Substantial research seems to support this conclusion. However, we present four results that suggest that an unqualified view of self-enhancement is imprecise. We explore the cognitive processes that produce each result, arriving at a more precise understanding of self-enhancement.

### ABSTRACTS

#### MAYBE HOLIER, BUT DEFINITELY LESS EVIL, THAN YOU: BOUNDED SELF-RIGHTEOUSNESS IN SOCIAL JUDGMENT

Few results appear more reliable than people's tendency to think that they are, on average, more moral than others. However, the characterization of people as unboundedly self-righteous overlooks an important ambiguity in evaluations of moral behaviors. Believing that one is more moral than others could reflect a belief that one is either more likely to do good than others, or less likely to do bad than others. Six experiments measuring people's predictions, inferences and memory find strong support for the latter possibility; participants believe much more strongly that they are less immoral than others, rather than more moral than them. A seventh experiment identifies the lack of access to another person's intentions and motivations as partly explaining this result. Instead of viewing themselves through rose-colored glasses as previously believed, people in fact view themselves through rose-colored bifocals: less immoral, but not necessarily more moral, than others.

**Nadav Klein<sup>1</sup>, Nicholas Epley<sup>1</sup>**  
<sup>1</sup>Univ. of Chicago

#### IS OVERCONFIDENCE A MOTIVATED BIAS?

Past research assumes that motivation causes overconfidence. There is some correlational evidence consistent with this assertion, such as findings that people are more likely to claim to be better than others on abilities they value highly. We experimentally tested the relationship between motivation and overconfidence by manipulating participants' motivation to view themselves positively. We only found an effect of motivation on assessments made about vague personality traits, using vague measures. The effect of motivation decreased when we introduced specific trait measures and decreased when we introduced an objective standard of performance. We found that the vague measures did not simply allow individuals to inflate self-ratings. Rather, the lack of an objective standard for vague traits allowed people to create idiosyncratic definitions and view themselves

as better than others in their own unique way. Our results help explain how people construct positive self-perceptions.  
**Jennifer Logg<sup>1</sup>, Uriel Haran<sup>2</sup>, Don Moore<sup>1</sup>**  
<sup>1</sup>Univ. of California, Berkeley, <sup>2</sup>Ben-Gurion Univ. of the Negev

## PUSHING IN THE DARK: CAUSES AND CONSEQUENCES OF LIMITED SELF-AWARENESS FOR INTERPERSONAL ASSERTIVENESS

Do people know when they are seen as pressing too hard, yielding too readily or having the right touch? And does awareness matter? We examined these questions in four studies. Study 1 used dyadic negotiations to reveal a modest link between targets' self-views and counterparts' views of targets' assertiveness, showing that those seen as under- and over-assertive were likely to see themselves as appropriately assertive. Surprisingly, many people seen as appropriately assertive by counterparts mistakenly thought they were seen as having been over-assertive, a novel effect we call the line crossing illusion. We speculated that counterparts' strategic displays of discomfort might be partly responsible—displays we termed you're-killing-me behaviors. Study 2 revealed evidence for widespread you're-killing-me behaviors in real-world negotiations and Study 3 linked these behaviors to the line crossing illusion in a controlled negotiation. Study 4 showed that these illusions predicted outcomes in a multi-round negotiation.

**Abbie Wazlawek<sup>1</sup>, Daniel Ames<sup>2</sup>**  
<sup>1</sup>Northwestern Univ., <sup>2</sup>Columbia Univ.

## WHY "MOM ALWAYS LIKED YOU BEST": THE HEADWIND/TAILWIND ASYMMETRY IN EVERYDAY THOUGHT, EMOTION AND ACTION

We document an availability bias in people's assessments of the hardships they've faced and the advantages they've enjoyed. Because people strive to overcome hardships but mindlessly profit from their advantages, the former tend to be more available. This leads people to conclude that they've been unfairly treated, and to engage in morally questionable actions to redress the imbalance. Democrats believe that the electoral landscape favors the Republicans, while Republicans believe it favors the Democrats. Sports fans tend to be dismayed at the release of next year's schedule because they tend to believe that the number of formidable opponents outnumbers the patsies. Academics tend to believe that colleagues in other areas have an easier time getting articles published, grants funded and promotions approved, beliefs that can lead them to endorse questionable scientific practices. Discussion will focus on how this headwind/tailwind asymmetry can foster resentment and envy, and undermine feelings of gratitude.

**Tom Gilovich<sup>1</sup>, Shai Davidai<sup>1</sup>**  
<sup>1</sup>Cornell Univ.

## TEACHER/SCHOLAR DATA BLITZ (J10)

**Room: 8**  
**Chair: Richard Slatcher, Wayne State Univ.**  
**Co-Chair: Mitja Back, University of Munster**

### ABSTRACTS

#### SIMILARITY IN RELATIONSHIPS AS NICHE CONSTRUCTION

We sampled 1,523 relationship pairs to study the role of

similarity as niche construction in friendships. Dyads were similar on 86% of attitudes, personality traits and behaviors measured. Similarity was not moderated by closeness, length, or discussion. Similarity did increase with importance of the attitude and (very modestly) with intimacy.

**Angela Bahns, Wellesley College**

## NEIGHBORHOOD DIVERSITY INCREASES PROSOCIAL BEHAVIOR

A common claim is that increasing racial diversity will reduce people's trust in others and therefore their likelihood of helping others. However, in five studies, we found that people in more diverse neighborhoods and countries are more likely to help others and this was due to a broadened social identity.

**Jayanth Narayanan, National Univ. of Singapore**

## THE ROLE OF EYE GAZE IN CROSS-RACE EMOTION IDENTIFICATION OF TRUE AND FALSE SMILES

Three experiments demonstrate that people have difficulty distinguishing between true and false smiles on outgroup faces. Eyetracking data show that attention to eyes predicts distinguishing true from false smiles, but people attend less to the eyes of outgroup members. A manipulation limiting attention to targets' eyes eliminated this intergroup difference.

**Justin Friesen, Univ. of Winnipeg**

## SEX AND WELL-BEING: DOES HAVING MORE FREQUENT SEX ACTUALLY MAKE YOU HAPPIER?

Is engaging in more frequent sex associated with greater happiness? Across three studies, we find a curvilinear association between sexual frequency and well-being where the benefits of sex level off at about once a week. Greater sexual frequency predicts greater happiness in relationships, but more is not always better.

**Amy Muise, Univ. of Toronto Mississauga**

## FAILING TO CAPTURE THE MOMENT

Every day moments are fleeting. Pictures and social media allow us to capture our moments and share them with others. How does capturing our experiences change them? This study tests how photographing an experience and sharing photographs on Facebook changes one's ability to remain present, enjoy, and remember an experience.

**Diana Tamir, Princeton Univ.**

## WHEN DO WE OFFER MORE SUPPORT THAN WE SEEK? INSIGHTS FROM FRIENDSHIP DEVELOPMENT

This research examines how support behavior changes from potential to close friends, as well as from childhood to adulthood. Adults and eight-year-olds offered support more often than they requested it from potential—but not close—friends, whereas four-year-olds and six-year-olds did not distinguish between potential and close friends.

**Lindsey Beck, Emerson College**

## EXISTENTIAL THREAT AND PREJUDICE TOWARD ATHEISTS

Working from terror management theory, two experiments tested the role of existential threat on anti-atheist prejudices. Experiment 1 found that a subtle reminder of death increased disparagement, social distancing, and distrust of atheists. Experiment 2 found that asking people to think about atheism

increased the accessibility of implicit death thoughts.

**Corey Cook, Univ. of Washington Tacoma**

## UNTYING THE KNOT OF FEAR: MEANING REDUCES TRAUMA-RELATED COGNITION

Cognitive models of PTSD propose that meaning violation contributes to symptoms such as intrusive trauma-related thoughts. In three correlational and experimental studies, we show that meaning is inversely related with intrusive thoughts regarding: (i) a natural disaster, (ii) participants' most traumatic experience, and (iii) a laboratory stressor (i.e., aversive film).

**Brian Ostafin, Univ. of Groningen**

## EVALUATION OF LEADERS – DOES GENDER REALLY MATTER?

We examined the leaders' self-evaluation and their evaluation by subordinates. We found that, over time, female leaders evaluated themselves better than male leaders and that subordinates evaluated female leaders better than male leaders at the beginning of the project. The latter gender differences disappeared over the course of the project.

**Agnieszka Pietraszkiewicz, Univ. of Bern**

## IS SPENDING MONEY ON OTHERS GOOD FOR YOUR HEART?

We tested the hypothesis that spending money on others may lead to reductions in blood pressure among individuals with hypertension. We found support for this hypothesis in both a correlational study and a six-week experiment. These findings provide initial evidence that prosocial spending may be good for our hearts.

**Elizabeth Dunn, Univ. of British Columbia**

## WHAT MATTERS TO YOU DOESN'T MATTER TO ME: CONTINGENCIES OF SELF-ESTEEM DEVELOPMENT DURING THE TRANSITION TO WORK

We studied the underlying processes of mean-level and rank-order changes in self-esteem during the transition from university to work. Daily-diary assessments of self-esteem, motives, and events were conducted for N=209 students in three annual waves. Students differed in their self-esteem trajectories, which could partly be explained by their changing contingencies.

**Anne Reitz, Columbia Univ.**

## TWO PATHS TO MISINFORMATION: SYSTEM JUSTIFICATION AND MEDIA EXPOSURE EACH UNIQUELY PREDICT MISINFORMATION ABOUT CLIMATE CHANGE

Using content analyzed and fact-checked data from Republican focus groups, we found that individuals who made more system justifying statements made fewer factually accurate statements about climate science and were more skeptical of climate change. Exposure to conservative (but not liberal) news was also associated with more factually inaccurate statements.

**Erin Hennes, Purdue Univ.**

## IT'S ABOUT TIME: EXPLORING THE JUNCTURE OF TIME AND INTRINSIC MOTIVATION (K1)

**Room:** 7B

**Chair:** Kaitlin Woolley, University of Chicago  
**Co-Chair:** Ayelet Fishbach, University of Chicago

We present new research connecting time perception and intrinsic motivation, and explore important implications for goal pursuit and self-control. The first two talks focus on time perception and how future connectedness influences self-control. The last two talks connect research on time with intrinsic motivation, discussing implications for persistence.

### ABSTRACTS

#### FOR THE FUN OF IT: HARNESSING IMMEDIATE REWARDS TO INCREASE PERSISTENCE ON LONG-TERM GOALS

When selecting a workout to reach a health goal, will you persist longer if choosing based on the delayed outcomes received after exercising (e.g., gaining strength), or if focusing on the immediate rewards offered while working out (e.g., an enjoyable experience)? Compared with research on self-control and lay intuition, across six studies we find that focusing on immediate rewards when pursuing long-term goals can increase persistence on these goals compared with a delayed-rewards focus. Studies 1-2 find immediate rewards more strongly predict persistence on studying and exercise goals than delayed ones. Studies 3-5 suggest attending to immediate (vs. delayed) rewards when pursuing a healthy eating goal increases health food consumption. Study 6 finds factoring immediate (vs. delayed) rewards into activity choice increases persistence on an exercise goal. Overall, we demonstrate one way to facilitate persistence on long-term goals is to focus and select means based on immediate rewards.

Kaitlin Woolley<sup>1</sup>, Ayelet Fishbach<sup>1</sup>  
<sup>1</sup>Univ. of Chicago

#### ANTICIPATORY TIME PERCEPTION AND INTERTEMPORAL PREFERENCES

There has been a great deal of research on how people trade off costs and benefits that occur at different points in time. The current work looks at the psychological mechanisms affecting how individuals form preferences for outcomes in the near versus more distant future. Whereas much of the work on intertemporal choice attributes extreme discounting and present-biased preferences to the emotionality of immediate outcomes, our work shows that many of the classic findings in the literature can be explained by purely cognitive mechanisms having to do with how people perceive future time durations. More specifically, the current work focuses on the role of people's perceptions of anticipatory time perception in intertemporal preferences, including hyperbolic discounting. This work demonstrates people do not perceive future time accurately and that this perception is susceptible to contextual influences, such as time-space interdependence, auditory tempo and sexually arousing images, which then influence intertemporal preferences.

Gal Zauberman<sup>1</sup>, Kyu Kim<sup>2</sup>

<sup>1</sup>Yale Univ., <sup>2</sup>USC Marshall School of Business

#### TO KNOW AND TO CARE: HOW AWARENESS AND

#### VALUATION OF THE FUTURE JOINTLY SHAPE FINANCIAL SELF-RESTRAINT

Controlling the urge to spend in the present requires the combination of being motivated to provide for one's future self (valuing the future) and considering the long-term implications of one's choices (awareness of the future). Feeling more connected to the future self, thinking that the important psychological properties that define your current self are preserved in the person you will be in the future, helps people engage in financial restraint by changing their valuation of future outcomes. However, this change only helps people reduce spending when opportunity costs are considered. Also, cues that highlight opportunity costs induce thrift primarily when people discount the future less or are more connected to their future selves. Implications for the efficacy of behavioral interventions and for research on self-control and time discounting are discussed.

Dan Bartels<sup>1</sup>, Oleg Urminsky<sup>1</sup>

<sup>1</sup>Univ. of Chicago

#### INTRINSIC MOTIVATION AS MEANS ENDS FUSION

Intrinsic motivation toward an activity exists where the activity constitutes an end in itself. We presently conceptualize such motivation as located on a continuum defined by the degree of fusion between the activity and its goal. At the low end, the activity serves as a means to a fully separate goal, and at the high end, it is completely fused with the goal. Three types of empirical evidence support these notions: studies demonstrating that (1) adding alternative means to the goal dilutes the association between the activity and its end and consequently reduces the intrinsic motivation for the activity, as does (2) adding alternative goals to that served by the activity; (3) studies showing that goal commitment, and affect invested in the goal, transfer to the activity as a function of the degree of association between the goal and the activity, appropriately affecting intrinsic motivation for the activity.

Arie Kruglanski<sup>1</sup>, Jocelyn Belanger<sup>2</sup>

<sup>1</sup>Univ. of Maryland, <sup>2</sup>Univ. of Quebec at Montreal

#### INTERPERSONAL PROCESSES IN THE EMERGENCE OF STATUS HIERARCHIES

(K2)

**Room:** 3

**Chair:** Jens Lange, Social Cognition Center Cologne  
**Co-Chair:** Jan Crusius, Social Cognition Center Cologne  
 Status hierarchies emerge through social consensus. Interpersonal processes are therefore at the heart of how status is created. Four presenters provide evidence for the importance of different perceptual mechanisms and situational as well as dispositional moderators determining how people attain status and cope with status threat.

### ABSTRACTS

#### HIERARCHICAL RANK CONVEYED AND DETECTED THROUGH VOICE

The current research examines the relationship between hierarchy and vocal acoustic cues. Using Brunswik's Lens Model as a framework, we explore a) how hierarchical rank impacts the objective acoustical properties of speakers' voice and b) how these hierarchy-based acoustic cues affect

SESSION K:11:15 AM - 12:30 PM

perceivers' inferences of a speaker's rank. By using objective measurements of speakers' acoustics and controlling for baseline cue levels, we were able to precisely capture the relationship between acoustic cues and hierarchical rank, as well as the co-variation among the cues. Experiment 1 found that the voices of high-ranked individuals are higher in pitch but lower in pitch variability and higher in loudness variability, over and above speakers' baseline levels on these cues. In Experiment 2, perceivers used higher pitch, loudness and loudness variability to make accurate inferences of speakers' hierarchical rank. The studies demonstrate that acoustic cues are systematically used to reflect and detect hierarchy.

**Sei Jin Ko<sup>1</sup>, Melody Sadler<sup>1</sup>, Adam Galinsky<sup>2</sup>**

<sup>1</sup>San Diego State Univ., <sup>2</sup>Columbia Univ.

## GETTING THE MOST OUT OF SEEING THE BEST IN OTHERS: THE RELATIONSHIP BETWEEN STATUS ATTAINMENT AND PERCEIVER EFFECTS

We investigated how individuals' perceptions of others were associated with status attainment in groups in different contexts and over time. In Study 1 (N = 161), participants completed a cooperative or competitive task in small, previously unacquainted groups. We found that attaining status was associated with seeing group members more positively (e.g., conscientious and emotionally stable) among cooperative groups, but perceptions were unrelated to status in competitive groups. In Study 2 (N = 94), undergraduates in a personality course had weekly discussions with their group across the semester. Like Study 1, seeing group members more positively was associated with status attainment. However, attaining status early on predicted more positive perceptions at later time points, indicating that people who attained status grew to see their group members more positively over time. Implications about the contextual effects of interpersonal perceptions are discussed.

**Nicole Lawless DesJardins<sup>1</sup>, Erika Carlson<sup>2</sup>, Sanjay Srivastava<sup>1</sup>**

<sup>1</sup>Univ. of Oregon, <sup>2</sup>Univ. of Toronto Mississauga

## THE SOCIAL-FUNCTIONAL RELATION OF ENVY AND PRIDE IN STATUS HIERARCHIES

Envy occurs after frustrating upward comparisons and either leads to self-improvement (in benign envy) or harming behavior (in malicious envy) with the ultimate goal to level self-other-differences in status-relevant domains. Thus, envy should be a response to status displays of other people. As pride conveys status to observers, envy might be a social response to pride displays. Specifically, authentic pride (success attributed to effort) is likable and conveys status as prestige (respect) which should foster benign envy. In contrast, hubristic pride (success attributed to talent) is less likable and conveys status as dominance (intimidation) which should foster malicious envy. Six studies (N = 1513) provide evidence for these predictions. Envy was either recalled, elicited in situ or modulated through vignettes. Pride was manipulated in face-to-face interactions, with videos, pictures or verbally. These studies underline how status hierarchies are regulated through the coaction of social emotions.

**Jens Lange<sup>1</sup>, Jan Crusius<sup>1</sup>**

<sup>1</sup>Social Cognition Center Cologne

## ILLUMINATING THE PARADOX OF NARCISSISM: HOW ENVY LINKS NARCISSISTS' QUEST FOR STATUS AND ITS DIVERGING SOCIAL OUTCOMES

The social effects of narcissism are paradoxical; narcissists can be popular and unpopular even at zero acquaintance. In five studies (N = 1225), we disentangle how divergent envious inclinations mediate how narcissists respond to status threat. Specific facets of narcissism and forms of envy share the same underlying motivational dynamic. Specifically, hope for success relates to narcissistic admiration, predicting benign envy, which entails the motivation to improve performance upon confrontation with an upward comparison standard. This relation translates into the ascription of social potency by the self and others. In contrast, fear of failure relates to narcissistic rivalry, predicting malicious envy, which entails the motivation to harm the envied person's position. This relation translates into the ascription of a proneness for social conflict by the self and others. Taken together, the findings show how different forms of envy contribute to narcissists' status-driven behavior.

**Jan Crusius<sup>1</sup>, Jens Lange<sup>1</sup>**

<sup>1</sup>Social Cognition Center Cologne

## NEW DIRECTIONS IN INTERGROUP CONTACT: BEHAVIORAL AND NEUROSCIENTIFIC INVESTIGATIONS OF ATTENTION, CATEGORIZATION, EVALUATION AND LEARNING (K3)

**Room: 4**

**Chair:** Jasmin Cloutier, University of Chicago

**Co-Chair:** Joshua Correll, Univ. of Colorado Boulder

Four talks explore effects of intergroup contact. The first demonstrates how contact attenuates preferential attention to outgroups. The second examines how contact modulates categorization and bias towards mixed-race faces. The third finds greater face processing efficiency with greater childhood contact. The last explores how contact impacts threat conditioning.

### ABSTRACTS

#### THE EFFECT OF CLOSE CONTACT ON IMPLICIT ATTENTION TO SOCIAL OUTGROUP FACES

This work examined how implicit attention to social outgroup faces is moderated by close contact with outgroup members. Studies 1 (n=71) and 2 (n=114) demonstrated that White participants' implicit attention on a dot-probe task to Black and Asian faces relative to White faces was moderated by close contact with these outgroup members. Studies 3 and 4 extended this work to sexual orientation. Study 3 (n=174) demonstrated that heterosexual participants' initial attention to faces of homosexual couples in a dot-probe task was predicted by their close contact with LGBT individuals. Study 4 (n=36) revealed that heterosexual participants' neural attention to the faces of homosexual relative to heterosexual couples, as measured by the P2 event-related potential, varied as a function of close contact with LGBT individuals. In combination, these findings suggest that individuals with more outgroup friends have smaller behavioral and neural attentional biases to racial and sexual outgroup faces.

**Cheryl Dickter<sup>1</sup>**

<sup>1</sup>College of William and Mary

## A PERCEPTUAL PATHWAY TO BIAS: INTERRACIAL EXPOSURE REDUCES ABRUPT SHIFTS IN REAL-TIME RACE PERCEPTION THAT PREDICT MIXED-RACE BIAS

In three studies, we examined the influence of interracial exposure on the dynamic process underlying race perception and its evaluative consequences. Using a mouse-tracking paradigm in national samples, two studies found White individuals with less exposure exhibited abrupt, unstable White-Black category shifting during real-time perceptions of mixed-race faces, consistent with predictions from dynamic models of social categorization. This shifting effect predicted a trust bias against mixed-race individuals, and mediated the effect of one's exposure on such bias. In a neuroimaging study, we implicated regions involved in face perception and representing social-conceptual knowledge in these exposure effects. Together, the findings demonstrate that interracial exposure shapes the dynamics through which racial categories activate and resolve in initial perceptions, which manifests at multiple cortical levels and drives evaluative biases against mixed-race individuals. Thus, lower-level perceptual aspects of encounters with racial ambiguity are shaped by exposure and serve a foundation for mixed-race prejudice.

Jonathan Freeman<sup>1</sup>, Kristin Pauker<sup>2</sup>, Diana Sanchez<sup>3</sup>, Ryan Stolier<sup>1</sup>

<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Hawaii, Manoa, <sup>3</sup>Rutgers Univ., New Brunswick

## THE IMPACT OF CHILDHOOD INTERRACIAL CONTACT ON FACE PERCEPTION

In two studies, we aimed to explore the impact of childhood interracial contact on race perception. Using a univariate analysis focusing amygdala involvement, study 1 found greater attenuation in neural response to familiar Black faces among White perceivers with higher levels of exposure to Black individuals. Using a multivariate network approach (i.e., a Partial Least Squares analysis), study 2 further examined how childhood contact with individuals from different races modulates the recruitment of distributed neural systems supporting person perception. Results revealed increased childhood interracial contact associated with decreased activity in a large network of brain areas supporting face perception, including regions part of a social cognition network. Activity in this network was not impacted either by the familiarity or race of the faces. These findings suggest greater general face processing efficiency among perceivers with greater exposure to faces of racial outgroup members and highlight the complementarity of brain network analyses.

Tianyi Li<sup>1</sup>, Jasmin Cloutier<sup>1</sup>, Joshua Correll<sup>2</sup>

<sup>1</sup>Univ. of Chicago, <sup>2</sup>Univ. of Boulder Colorado

## INTERGROUP CONTACT SHAPES THE GENERALIZATION OF INTERGROUP EVALUATIONS

We asked whether fear acquired to a racial outgroup flexibly shifts once a different racial group becomes a conditioned threat, i.e., reversal. For half the subjects, the White (or Black) CS predicted an electrical shock to the wrist (US) first and the Black (or White) CS was safe. This CS-US association reversed midway through the experiment. Fear acquired to an ingroup shifted to an outgroup member (Group 1), but fear acquired to an outgroup resisted reversal (Group 2) as measured by SCRs and fMRI. In Group 2, reversal was impaired in the striatum,

a region implicated in updating and learning from prediction error. Intergroup contact modulated the generalization of fear responses to novel Black males following fear acquisition. These results offer insight into social factors influencing the implicit expression of learned fear, and provide new evidence that aversive experiences with a member of a racial outgroup resists updating and change.

Jennifer Kubota<sup>1</sup>, Joey Dunsmoor<sup>2</sup>

<sup>1</sup>Univ. of Chicago, <sup>2</sup>New York Univ.

## THE EVOLUTION OF BONDING, COMPATIBILITY AND SATISFACTION IN LONG-TERM RELATIONSHIPS (K4)

Room: 6B

Chair: Andrea Meltzer, Florida State University

Co-Chair: Martie Haselton, University of California, Los Angeles

Existing evolutionary research explores attraction and other processes in early-stage relationships. Far less research uses evolutionary theorizing to examine the dynamics of established relationships. This symposium addresses this gap in studies involving hormone measures, genetic typing, and analysis of associations between choices of particular partner attributes and relationship outcomes.

### ABSTRACTS

#### EVIDENCE FOR MHC-BASED GENETIC COMPATIBILITY IN LONG-TERM RELATIONSHIPS?

Based on animal models, sexual attraction within couples may be influenced by dissimilarity (i.e., compatibility) in major histocompatibility complex (MHC) genes. This preference is thought to exist to confer immune benefits on offspring. Some researchers have furthermore posited that hormonal contraceptives disrupt this preference in women. We typed three classical MHC markers in couples (Ns=168 and 274 couples). In Study 1, attraction findings were mixed. Only in the Asian and longitudinal subsamples (Ns=44 and 69 couples) did MHC dissimilarity predict partners' sexual attraction to one another. Study 2 tested the prediction that women who used hormonal contraceptives at relationship initiation (vs. those who did not) would be less MHC-dissimilar to their partner. This was not found, with a trend in the reverse. In sum, findings are somewhat consistent with an effect of genetic "compatibility" on attraction within existing relationships, but inconsistent with the notion that the pill disrupts this preference.

Martie Haselton<sup>1</sup>, Shimon Saphire-Bernstein<sup>1</sup>, Christina Larson<sup>1</sup>, Kelly Gildersleeve<sup>1</sup>

<sup>1</sup>Univ. of California, Los Angeles

#### DO PEOPLE HAVE A TYPE?: CONSISTENCY AND INCONSISTENCY IN ROMANTIC PARTNER CHOICE

Many theories in the biological and social sciences emphasize that romantic partner choices derive from stable features of individuals (e.g., their mate value) and their environments (e.g., social stratification). Three studies examined the extent to which partner choices derive from stable factors by assessing the degree of "clustering" on various mate selection-relevant attributes among participants' actual romantic partners over time. The degree of clustering was moderate-to-large for

physical attractiveness (i.e., 30%); some participants had more attractive partners than others. Clustering for intelligence, educational aspirations and religiosity was also moderate-to-large (i.e., 25%), but only because of social stratification (e.g., religious people live near each other). There was little clustering on relationship quality measures (i.e., less than 10%), that is, there were no stable individual differences in the ability to elicit high relationship quality and sexual satisfaction ratings. Implications for the predictability vs. unpredictability of human mate selection will be discussed.

**Paul Eastwick<sup>1</sup>, K. Harden<sup>1</sup>, Jennifer Shukusky<sup>1</sup>, Taylor Morgan<sup>1</sup>**

<sup>1</sup>The Univ. of Texas at Austin

## OXYTOCIN AND VULNERABLE ROMANTIC RELATIONSHIPS: THE "IDENTIFY AND INVEST" HYPOTHESIS

Scholars conjecture that the hormone oxytocin (OT), which affects mammalian maternal behavior, was coopted in humans to serve a role in romantic relationships, but in what way? Alternatively, competing models predict OT production in response to strong feelings of bonding, or a partner's perceived disengagement. We propose and test a novel hypothesis framing OT as an allocator of psychological investment toward valued, vulnerable relationships. In a sample of 75 couples, we assessed facets of romantic relationships predicting OT changes across a thought-writing task regarding one's partner. Participants' OT change across the task corresponded positively with multiple dimensions of high relationship involvement. However, increases in participants' OT also corresponded to their partners reporting lower relationship involvement. OT increases, then, reflected relationship discrepancies: strong bonding from one member and perceived disengagement from the other. We discuss the value of an evolutionary perspective in interpreting OT's role across categories of close social relationships.

**Nicholas Grebe<sup>1</sup>, Melissa Thompson<sup>1</sup>, Steven Gangestad<sup>1</sup>**

<sup>1</sup>Univ. of New Mexico

## MEN'S MASCULINITY AND WOMEN'S LONG-TERM RELATIONSHIP SATISFACTION: NORMALLY-CYCLING WIVES REPORT HIGHER SATISFACTION WITH MASCULINE HUSBANDS NEAR PEAK FERTILITY

Although ancestral women may have preferred highly masculine long-term partners, such partners may have been less likely to invest in long-term relationships. Consequently, women may have made trade-offs by choosing less masculine partners who were willing and able to invest in offspring. Nevertheless, women appear to place a premium on masculinity near ovulation. Thus, I examined whether this shift in desire for masculinity interacts with women's partners' masculinity to predict relationship satisfaction. Consistent with predictions, utilizing a sample of 69 newlywed couples, I demonstrate that husbands' average ratings of masculinity moderated the association between daily conception risk and marital satisfaction among normally-cycling wives. Specifically, conception risk was positively associated with marital satisfaction among wives with more masculine husbands but unassociated among wives with less masculine husbands. These findings demonstrate that women's short-term mating strategies and men's qualities continue to impact women's satisfaction with even their most long-term

relationships: their marriages.

**Andrea Meltzer<sup>1</sup>**

<sup>1</sup>Florida State Univ.

## THE NEUROBIOLOGY AND PSYCHOLOGY OF SOCIAL JUSTICE (K5)

**Room: 9**

**Chair: H. Hannah Nam, New York University**

**Co-Chair: Jay Van Bavel, New York University**

We bring together work on human and non-human animal models examining the relationship between biology and social justice concerns. Spanning animal models, brain imaging, genetic approaches and neurochemical methods, this symposium sheds light on the neurobiological and evolutionary bases of the psychology of inequity, system justification, redistribution and poverty.

### ABSTRACTS

#### GENES, COGNITIVE ABILITY AND REDISTRIBUTIVE PREFERENCES

Several studies have demonstrated a negative relationship between preferences for redistributive policies and cognitive ability. Recent work has established a genetic relationship between attitudes towards redistribution and cognitive ability. This study further explores this genetic relationship. First, we demonstrate a strong genetic correlation between redistributive preferences and cognitive ability and educational attainment respectively using a recently developed technique that utilizes a comprehensively genotyped sample of unrelated individuals. We then test whether common genetic variants successfully identified by two recently published large N genome-wide association studies of cognitive ability and educational attainment are also significantly associated with redistributive preferences.

**James Fowler<sup>1</sup>, Sven Oskarsson<sup>2</sup>, Christopher Dawes<sup>3</sup>**

<sup>1</sup>Univ. of California, San Diego, <sup>2</sup>Uppsala Univ., <sup>3</sup>New York Univ.

#### THE NEUROANATOMICAL CORRELATES OF SYSTEM JUSTIFICATION

Although humans typically live in social systems that are marked by inequality, they often resist social change and strive to maintain the prevailing system due to a system justification motivation to defend existing social, political and economic arrangements. Building on previous research relating amygdala structure to hierarchy knowledge in humans and to social status in macaques, we tested the hypothesis that greater system justification would be related to differences in amygdala structure. In two independent samples of U.S. participants, we observed that higher system justification was associated with larger grey matter volume of the bilateral amygdalae. Our results extend previous findings that sociopolitical beliefs are related to neuroanatomy, suggesting that a psychological motivation to defend existing social systems as just and legitimate is reflected in brain structure.

**H. Hannah Nam<sup>1</sup>, John Jost<sup>1</sup>, Lisa Kaggen<sup>2</sup>, Daniel Campbell-Meiklejohn<sup>3</sup>, Jay Van Bavel<sup>1</sup>**

<sup>1</sup>New York Univ., <sup>2</sup>Stanford Univ., <sup>3</sup>Aarhus Univ.

## HOW SOCIAL CONTEXT INFLUENCES RESPONSES TO INEQUITY IN NON-HUMAN PRIMATES

Individuals have an abundance of information available when making decisions. My lab draws on the methods of experimental economics to examine how information about partners' outcomes influences decision-making in non-human primates, just as it does in humans. Earlier work in dyadic contexts showed that some primates were sensitive to inequitable outcomes, but hinted that context could influence how they responded. Here I discuss recent work to explore how social context influences responses. Animals were tested 1) with every subject in their group with whom they were willing to separate (chimpanzees) and 2) in the whole-group setting (chimpanzees and capuchin monkeys). Results indicate that relationships and status within the group do influence decision-making, but in chimpanzees, personality is also critical. Such direct comparisons allow us to understand the evolutionary roots of human decision-making so that we in order to better understand why humans make the decisions that they do.

**Sarah Brosnan<sup>1</sup>**

<sup>1</sup>Georgia State Univ.

## PSYCHOLOGY AND BEHAVIORAL ECONOMICS OF POVERTY

I will present two studies that show that different types of poverty alleviation improve psychological well-being and reduce cortisol levels, and one study that asks whether simple psychological interventions can achieve the same goal. In the first study (with Jeremy Shapiro), we randomly assigned 1500 families in Kenya to receive either two years of income in cash, or no gift. We find large increases in psychological well-being, and (in some treatment arms) reductions in cortisol levels. In the second study (with Matthieu Chemin and Channing Jang), we randomly assigned 900 families in Kenya to receive free health insurance, the cash equivalent or no intervention. We find large decreases in self-reported stress and cortisol levels in the insurance group. In a third study (with Channing Jang & Victoria Baranov), we administered a positive psychology intervention or a placebo intervention to 168 individuals in Kenya. We find no effects on psychological well-being.

**Johannes Haushofer<sup>1</sup>, Channing Jang<sup>1</sup>, Victoria Baranov<sup>2</sup>, Matthieu Chemin<sup>3</sup>, Jeremy Shapiro<sup>1</sup>**

<sup>1</sup>Princeton Univ., <sup>2</sup>Univ. of Melbourne, <sup>3</sup>McGill Univ.

## EMOTIONS AND APPRAISALS IN SOCIAL DECISION-MAKING (K6)

**Room:** 6A

**Chair:** Danielle Shore, University of Oxford, UK

**Co-Chair:** Gale Lucas, University of Southern California

Successfully coordinating behavior between individuals requires accurate evaluations of social partners. Emotional expressions exchanged between partners are fundamental in shaping such behavior. However, the mechanisms through which emotional expressions influence behavior are not fully understood. We present research examining mechanisms whereby emotional expressions impact social appraisals, decision-making and interpersonal coordination.

## ABSTRACTS

## PUBLIC PUNISHMENTS AND SOCIAL REWARDS: PROMOTING COOPERATION IN COMPETITIVE GAMES

In economic games, the "rational" strategy is to assume that your competitors will contribute nothing, and follow a similar strategy yourself. Indeed, although people typically begin with reasonably generous contributions, in repeated/iterated games, contributions decline over time. Although offering rewards and punishments may help to keep investment high, research using such inducements shows mixed results. We hypothesize that behavioral synchrony (equity of contributions) keeps contributions high and generates positive appraisals of group members. Here, we compare three types of punishments and rewards in social and anonymous versions of a public goods game to examine the development of behavioral synchrony across participants. We show that groups with high levels of behavioral synchrony have the highest contributions, share the most positive affect during interactions and report more sympathy with their opponents. Public punishments and monetary rewards appear to facilitate this process in face-to-face games but monetary punishments do so in anonymous games.

**Erin Heerey<sup>1</sup>, Philippa Beston<sup>2</sup>**

<sup>1</sup>Univ. of Western Ontario, <sup>2</sup>Bangor Univ.

## INTERPERSONAL EFFECTS OF REGULATED AND UNREGULATED GUILT EXPRESSIONS IN TRUST GAMES

In economic games, a social partner's emotions communicate important information about their motives and intentions, which shape social appraisals and inform interpersonal behavior. However, perceptions of social partners' regulation may moderate responses to their emotion expressions. Over three studies, we investigated the impact of guilt expressions and perceived regulation on interpersonal behavior and appraisals using iterated trust games. In trust games, players can optimize outcomes by reciprocating trust. We hypothesized that guilt expressions would facilitate interpersonal trust when displayed following a trust violation, but only if they were perceived as unregulated. Results showed that guilt displays mitigated the effect of trust violations on interpersonal behavior and appraisals, compared to interest displays. Further, perceived regulation reduced the mitigating effect of guilt expressions on interpersonal trust. Together, these studies demonstrate that interpersonal trust is shaped by appraisals of a social partner's motives, derived from the combination of emotional expressions and perceived regulation.

**Danielle Shore<sup>1</sup>, Brian Parkinson<sup>1</sup>**

<sup>1</sup>Univ. of Oxford

## AFFECTIVE SOCIAL LEARNING: RELYING ON OTHERS TO SHOW HOW WE SHOULD FEEL

We continuously scan our environment to detect what is relevant for our goals and values. One important factor in our decision-making is other people's expressions. Through their affective testimony, other people may help us determine whether something important is happening, or whether a given object possesses a positive or negative value. Social referencing and social appraisal are terms that have been used to describe this process of using others' emotions. We place these concepts within a new framework of affective social learning that could help to discriminate ways in which we rely



on others' emotions to determine how we should feel about something. We provide developmental experimental evidence highlighting how the same third-party facial expressions may motivate different action tendencies. For example, in a simple preference paradigm, 12-month olds prefer taking an object previously looked at with interest, while 15-month olds prefer taking an object previously looked at with disinterest.

**Daniel Dukes<sup>1</sup>, Fabrice Clément<sup>1</sup>**

<sup>1</sup>Univ. of Neuchâtel

## USING AFFECTIVE COMPUTING TO STUDY EMOTIONAL SIGNALING IN ECONOMIC GAMES

Emotion expressions are windows into other people's minds, and play an important role in shaping outcomes in negotiations and other social-decision-making tasks. Affective computing is an emerging field of research that uses computational techniques to sense, model and shape human emotion. I will present several studies illustrating the potential of automatic methods to give insight into the social function of emotional expressions in face-to-face economic games. I will discuss two classes of affective computing methods: affective sensing techniques allow real-time detection and analysis of facial expressions of individuals or interdependent groups; and affective synthesis techniques allow real-time generation and/or transformation of facial expressions (for example, allowing a participant to interact with a partner exhibiting specific expressions). These techniques can be combined to examine contingent phenomena (e.g., mimicry and counter-mimicry). These studies lend support for social appraisal theory (Manstead and Fischer), as mechanism to explain the influence of expressions in interdependent decision-making.

**Jonathan Gratch<sup>1</sup>**

<sup>1</sup>Univ. of Southern California

## STIGMA AND ETHNIC-RACIAL HEALTH DISPARITIES: NEW DIRECTIONS IN UNDERSTANDING SOCIAL COGNITIVE MECHANISMS (K7)

**Room:** 6E

**Chair:** Luis Rivera, Rutgers University

**Co-Chair:** Irene Blair, University of Colorado Boulder

Ethnic-racial diversity in the U.S. is a source of national pride, but this cultural sentiment is overshadowed by the reality of health disparities. This symposium highlights research programs that elucidate the social cognitive processes underlying physical and mental health disparities, and the interventions that target these mechanisms.

### ABSTRACTS

#### ETHNIC-RACIAL STIGMA CAN SHAPE PHYSICAL HEALTH: THE ROLE OF SELF-STEREOTYPING IN FOOD PREFERENCES AND OBESITY

Hispanics and African-Americans suffer disproportionately from overweight/obesity, a risk factor for morbidity and short life expectancy. This research tests a social cognitive model of physical health that contends that self-stereotyping depletes psychological resources that help prevent obesity. In support of the model, Study 1 (N = 100), a cross-sectional study, demonstrates that Hispanics (but not Whites) who highly self-stereotype were more likely to be overweight or obese than

those who self-stereotype less, and self-esteem explained this relation. In Study 2 with Hispanics and African-Americans (N = 69), self-stereotyping was experimentally manipulated in a task that activated the association between the self and stereotypes, after which participants expressed preferences for healthy and unhealthy foods. The self-stereotyping condition led participants to strongly prefer unhealthy foods and weakly prefer healthy foods (relative to the control condition). The implications of this research for understanding health disparities and for informing public policy will be discussed.

**Luis M. Rivera<sup>1</sup>**

<sup>1</sup>Rutgers Univ.

#### SOCIAL COGNITIVE PROCESSES INFLUENCED BY RACISM AND THEIR ROLE IN DEPRESSION

Racism has been consistently linked to depression. This relationship may be a function of the effects of racism on the social-cognitive processes that drive depression, including cognitive vulnerabilities, interpersonal stress and their interactive effects on negative mood. We propose a model suggesting that both cultural communications of negative stereotypes and interpersonal racism foster negative schemas about the self, others and the world, and in turn generate interpersonal stress and contribute to depressive symptoms. We present two studies providing support for this model. In Study 1, we use structural equation models to examine the relationships of negative schemas, appraisals and rumination to depressive symptoms in a sample of 247 participants (72% women, 56% Black, 33% Latino(a)). In Study 2, we examine implicit and explicit racial/ethnic identity schemas and their relationship to daily interpersonal interactions and mood in a sample of 42 participants (79% women; 74% Black).

**Elizabeth Brondolo<sup>1</sup>**

<sup>1</sup>St. John's Univ.

#### RACIAL DISCRIMINATION AND HIV-RISK COGNITIONS: MEDIATING AND MODERATING MECHANISMS

Experiences of racial discrimination (RD) are an important factor contributing to health disparities in HIV-risk (substance use and risky sex) behaviors (Stock et al., 2013; Stock et al., in press) among young African-Americans. The present research examined mechanisms to help explain, and potentially reduce, these disparities. We conducted two experiments in which young African-Americans (ages 18-25, total N = 522) were either excluded or included by White peers during a game of Cyberball. Exclusion was attributed to RD and resulted in greater willingness to use substances and engage in unprotected and casual sex. In Study 1, previous history of RD moderated several of these relations. Participants in Study 2 engaged in a racial-affirmation, self-affirmation or neutral writing task. Racial-affirmation buffered the relation between RD and substance use cognitions; self-affirmation buffered the association with risky sex cognitions. Potential mediators, including reduced self-control and negative affect, were also examined.

**Michelle Stock<sup>1</sup>, Frederick Gibbons<sup>2</sup>**

<sup>1</sup>The George Washington Univ., <sup>2</sup>Univ. of Connecticut

## TESTING A BRIEF, ACTIVE LEARNING WORKSHOP FOR REDUCING IMPLICIT BIAS AMONG MEDICAL STUDENTS

Previous research indicates that implicit bias among medical professionals can contribute to the disparate treatment of minority patients. The present research tested whether teaching majority (White) and minority group medical students about the psychology of implicit bias can reduce their implicit stereotyping of Hispanic patients. Prior to the workshop, 97 first-year medical students completed an IAT designed to measure implicit stereotyping of Hispanic patients as noncompliant. Over the next three days, they attended a 50-minute lecture and completed 90 minutes of team learning exercises for practicing bias reduction strategies in the clinic. All then completed the same IAT 3-7 days later. The results showed that whereas minority medical students did not exhibit significant implicit stereotyping before or after the workshop, students from the majority group exhibited significantly lower implicit stereotyping after exposure to the workshop. The implications for reducing the role of implicit bias in health disparities will be discussed.

Jeff Stone<sup>1</sup>, Gordon Moskowitz<sup>2</sup>, Colin Zestcott<sup>1</sup>  
<sup>1</sup>Univ. of Arizona, <sup>2</sup>Lehigh Univ.

## CAN WE HAVE IT ALL?: THE SECRET TO HEALTH, HAPPINESS AND SUCCESS OVER THE LIFESPAN (K8)

Room: 8

Chair: Rodica Damian, University of Houston

Is there one key predictor of happiness, health and success? Or is there differential predictive validity across outcomes? Four longitudinal investigations of representative samples drawn from three continents (N=30,125) showed that the relative importance of predictors changes across outcomes. Thus, the key to a good life is a diversified portfolio.

### ABSTRACTS

#### THE IMPORTANCE OF PARTNER PERSONALITY: ASSOCIATIONS WITH WEALTH, HEALTH AND WELL-BEING

Your choice of a romantic partner influences many factors in your life, such as where you live and how you spend your free time. While it is well documented that partner personality influences relationship functioning, less is known about how partner personality influences outcomes outside the relationship dyad. Using data from three nationally representative studies (N = 8,748, N = 5,118, N = 6,654), this talk describes how the personality of one's romantic partner influences their spouse's wealth, health and well-being. In the workplace, people who had conscientiousness partners achieved greater occupational success in terms of future job satisfaction, income and likelihood of a promotion. For health, partner conscientiousness predicted both health behaviors and objective health outcomes. Pathways from partner personality to their spouses' outcomes are discussed. Finally, those who were balancing both children and a demanding job experienced greater wellbeing when their spouse was open to experience.

Josh Jackson<sup>1</sup>, Brittany Solomon<sup>2</sup>, Sara Weston<sup>1</sup>, Lisa Lehmann<sup>1</sup>  
<sup>1</sup>Washington Univ. in St. Louis, <sup>2</sup>Univ. of Notre Dame

## TELL ME WHAT INTERESTS YOU, SO I CAN TELL YOU HOW HEALTHY, HAPPY AND SUCCESSFUL YOU WILL BE 50 YEARS LATER

Vocational interests are trait-like components of motivation that according to personality theory are essential predictors of life outcomes across domains, and yet their prospective role has rarely been tested. To measure the incremental validity of vocational interests and their prospective role on health, happiness and success, we used a U.S. representative sample (N = 1,850) and a longitudinal design. At Time 1 (age 15) we measured social background, intelligence, personality traits and vocational interests. At Time 2 (age 65) we measured health, happiness and success. Multiple regressions showed that vocational interests were powerful independent predictors across all three outcome categories, and that they were comparable in size to the other predictors, though the relative variance accounted for changed across outcomes. Athletic interests predicted health, people interests predicted happiness and science interests predicted success. We also showed differential predictive validity, as interests predicted success better than they predicted health or happiness.

Rodica Damian<sup>1</sup>, Brent Roberts<sup>2</sup>

<sup>1</sup>Univ. of Houston, <sup>2</sup>Univ. of Illinois at Urbana-Champaign

## WHAT DO PERSONALITY TRAITS PREDICT BEST?: A LONGITUDINAL STUDY OF THE LINK BETWEEN PERSONALITY TRAITS AND KEY LIFE OUTCOMES

Personality traits are an important resource for real-life outcomes such as job success, health and life satisfaction. However, few studies have investigated the effects of personality traits on different real-life outcomes in a single sample. We used a longitudinal sample that was followed over 10 years (N = 1,691) to investigate the transition from school to work. At Time 1 (M-age = 19.51), we assessed personality traits, school achievement, intelligence and parental socio-economic status. At Time 2 (M-age = 29.22), we assessed occupational success, life satisfaction and health. We found that personality traits predicted the different sets of outcomes differently when controlling for achievement, intelligence and parental socio-economic status. Specifically, the effects of personality traits on occupational success were stronger than the effects on the other outcomes, suggesting that personality traits are an important resource for real-life outcomes but show differential validity depending on the outcome.

Marion Spengler<sup>1</sup>, Brent Roberts<sup>2</sup>, Benjamin Nagengast<sup>1</sup>, Ulrich Trautwein<sup>1</sup>

<sup>1</sup>Univ. of Tuebingen, <sup>2</sup>Univ. of Illinois at Urbana-Champaign

## PURPOSEFUL ADULTS: HEALTHY, WEALTHY AND WISE?

Having a purpose in life correlates positively with markers of personal development and achievement, though it remains uncertain whether these effects hold across life domains, and whether they are prospective in nature. The current talk focuses on how levels of felt purpose in life longitudinally predict adult outcomes in the domains of health, wealth and cognitive functioning, using data from the MIDUS study (n's = 2900 to 6064, depending on outcome examined). Multiple regressions demonstrate that higher levels of purpose predict decreased mortality risk, better cognitive functioning, as well as greater net worth, a decade or more after measurement. For each outcome, we examined whether the benefits were

of similar magnitude across the adult years. Moderation tests suggested little to no differences by age in the longitudinal analyses, suggesting that the prospective benefits of purpose were relatively constant from younger to older adulthood.

Patrick Hill<sup>1</sup>, Nicholas Turiano<sup>2</sup>, Nathan Lewis<sup>1</sup>

<sup>1</sup>Carleton Univ., <sup>2</sup>West Virginia Univ.

## FAILING TO FIT IN: NEW APPROACHES TO STUDENTS' LACK OF BELONGING IN COLLEGE (K9)

Room: 6D

Chair: Jessica Keating, Univ. of Colorado Boulder

Co-Chair: Leaf Van Boven, Univ. of Colorado, Boulder

Students struggle to feel they belong in college for diverse reasons, and solutions may be equally varied. Four presentations describe new directions in belonging research and test interventions to improve students' outcomes.

Together, these presentations examine why some students fail to fit in and how we can help them succeed.

### ABSTRACTS

#### GREAT EXPECTATIONS: WHEN ACCURACY IN FORECASTED BELONGING PREDICTS FIRST-YEAR COLLEGE SUCCESS

First-year students' perceptions of belonging predict success in college. However, the relationship between pre-matriculation expectations of belonging and students' actual belonging once in college has received little attention. A longitudinal study of 3,139 first-year students at a large state university found that expectations about belonging in combination with success in meeting those expectations predicted completion of the first year and self-reported intention to leave college prior to graduating. Specifically, students who anticipated below-average belonging and met or exceeded their expectations self-reported similar likelihood of graduation as students with higher belonging expectations at pre-matriculation. However, students who anticipated low belonging and failed to improve on those expectations reported lower likelihood of retention. Mid-semester belonging was most predictive of intentions to remain at the university among students who had not surpassed their pre-matriculation expectations. The study suggests that accurate forecasting may inoculate against belonging challenges.

Jessica Keating<sup>1</sup>, Leaf Van Boven<sup>1</sup>, Tiffany Ito<sup>1</sup>

<sup>1</sup>Univ. of Colorado Boulder

#### THE INTERACTION BETWEEN SCHOOL RANK AND CULTURAL MATCH ON UNDERREPRESENTED STUDENTS' ACADEMIC OUTCOMES

Recent intervention research suggests that working-class and low-income students encounter cultural obstacles in higher education that undermine their belonging and performance, but that creating a cultural match between higher education's independent culture and these students' interdependent cultural norms can improve their belonging and academic outcomes. The current study examines whether these benefits extend to students at diverse institutions (i.e., ranked and non-ranked colleges). Specifically, working-class and low-income students (N=146) attending a broad range of institutions read stories about how to be successful in college

that were either framed independently (e.g., pave your path) or interdependently (e.g., connect with others). Consistent with previous research, students at ranked institutions in the interdependent condition (cultural match) had more positive belonging and academic outcomes (e.g., increased help-seeking behaviors) than those in the independent condition (cultural mismatch). However, suggesting the importance of the institutional culture, the opposite pattern emerged among students at non-ranked colleges.

Andrea Dittman<sup>1</sup>, Nicole Stephens<sup>1</sup>, Sarah Townsend<sup>2</sup>, Jessica Nelson<sup>1</sup>

<sup>1</sup>Kellogg School of Management, <sup>2</sup>Univ. of Southern California

#### IMPROVING ACADEMIC FIT FOR FIRST-GENERATION STUDENTS

Previous research has demonstrated that the social class achievement gap in college may be due, in part, to a lack of perceived academic fit by students from lower social class backgrounds (e.g., first-generation students). In a randomized control trial testing the effectiveness of a values affirmation intervention with 798 introductory biology students (154 of whom were first-generation), we found that when first-generation students wrote about important personal values, they were less worried about their academic fit at the end of the course. Conversely, when first-generation students did not have the opportunity to reflect on personal values, their uncertainty about their academic fit increased over time. Mediation analyses revealed that this effect was driven by first-generation students reflecting on their personal independence when they were instructed to write about their personal values. Writing about their personal independence both improved first-generation students' sense of academic fit and positively predicted course performance.

Judith Harackiewicz<sup>1</sup>, Yoi Tibbetts<sup>1</sup>, Elizabeth Canning<sup>1</sup>

<sup>1</sup>Univ. of Wisconsin - Madison

#### SENDING A CLEAR MESSAGE ABOUT WHETHER YOU BELONG: A PSYCHOLOGICAL INTERVENTION TO LESSEN THE STIGMA OF BEING PLACED ON ACADEMIC PROBATION

College students not meeting minimum academic requirements are placed on academic probation. Though probation is intended to help students, many continue to struggle. Standard explanations for these difficulties implicate insufficient motivation, skills or resources. We suggest an additional explanation; probation threatens students' belonging, feels stigmatizing and leads to counterproductive strategies and disengagement. Study 1 surveyed students previously on probation. Consistent with a stigma-based account, students described feeling ashamed, embarrassed and isolated when they received probation. Insights from the survey were used to revise the probation notification letter to frame probation as a process rather than a label, to normalize probationary status and to highlight trajectories from probation back to good academic standing. In Study 2, students newly on probation received either the revised notification letter or an unrevised letter. Students receiving the revised letter displayed less stigma and more productive academic behaviors.

Shannon Brady<sup>1</sup>, Eric Gomez<sup>2</sup>, Omid Fotuhi<sup>1</sup>, Geoffrey Cohen<sup>1</sup>, Gregory Walton<sup>1</sup>

<sup>1</sup>Stanford Univ., <sup>2</sup>Univ. of Washington



## THE SPSP 2016 LEGACY SYMPOSIUM IN HONOR OF WALTER MISCHEL (K10)

**Room:** 2

**Chair:** Keith Payne, University of North Carolina

Walter Mischel's work has changed psychology more than once during his career. Professor Mischel will comment on his experiences at the forefront of the field for sixty-five years. Yuichi Shoda will discuss his work on personality/situation interactions, and Angela Duckworth will discuss her work on self-control, continuing Mischel's legacy.

**Speakers:** Walter Mischel, Yuichi Shoda, Angela Duckworth

**MORE INFORMATION ON PAGE 8**

## STUDENT DATA BLITZ 2 (K11)

**Room:** 10

**Chair:** Mitja Back, Univ. of Munster

**Co-Chair:** Richard Slatcher, Wayne State University

### ABSTRACTS

#### THE WAX AND WANE OF NARCISSISM: GRANDIOSE NARCISSISM AS A PROCESS OR STATE

Although grandiose narcissism has predominantly been studied in structural terms, we found it also has a meaningful process component. Across two daily diary studies, we observed significant within-person variability in daily narcissism. This variability, moreover, was systematically related to experiences of positive agentic and communal outcomes, felt stress, and well-being.

**Miranda Giacomini, Wilfrid Laurier Univ.**

#### DISCREPANCIES BETWEEN IMPLICIT AND EXPLICIT EVALUATIONS PREDICT CHANGE OVER TIME IN NEWLYWEDS' RELATIONSHIP SATISFACTION

A sample of 175 newlywed couples completed measures of implicit and explicit relationship evaluations, then reported their relationship satisfaction every 6 months over the following 1.5 years. Discrepancies between implicit and explicit partner evaluations predicted relatively steeper declines over time in wives' relationship satisfaction.

**Michael J. Maniaci, Florida Atlantic Univ.**

#### SOCIAL WORKING MEMORY

Traditionally, it has been assumed that the information processing demands afforded by everyday social life rely on generic working memory resources. Contrary to this assumption, data presented in this talk suggests that 'social working memory,' or the momentary maintenance and manipulation of social cognitive information relies on unique

neural systems.

**Meghan Meyer, Princeton Univ.**

#### LIVING UP TO ONE'S FACE: FACED-BASED ACCURACY OF TRUSTWORTHINESS JUDGMENTS STEMS FROM PEOPLE'S AWARENESS OF THEIR OWN APPARENT FACIAL TRUSTWORTHINESS

We provide a mechanism for the accuracy of face-based trustworthy judgments. The more trustworthy participants' faces were rated, the more participants expected they would be trusted (participants' knew their own apparent facial-trustworthiness), and the more participants expected to be trusted, the more they intended to be, and actually acted, trustworthy.

**Michael Slepian, Columbia Univ.**

#### SELF-EXPANSION AND KNOWLEDGE SHARING MOTIVATION: TWO DRIVING FORCES IN POSITIVE CROSS-GROUP ENGAGEMENT

Cross-group interactions can be challenging, but outgroups may also be appealing as a source of self-expansion. Four studies show that a stronger self-expansion motivation leads to more positive self-relevant and intergroup outcomes and that these effects are moderated by self-efficacy and mediated by a more specific motivation for knowledge sharing.

**Odilia Dys-Steenbergen, Simon Fraser Univ.**

#### STAND BY ME: THE PRESENCE OF CLOSE OTHERS FACILITATES AFFECT REGULATION FOLLOWING EXCLUSION

We examined whether activating the mental representation of a friend helps with affect regulation triggered by social exclusion along with the optimal timing of this activation. We show that the activation of mental representation prior to or during exclusion does not buffer, but the same manipulations following exclusion facilitate recovery.

**Gizem Surenkok, Cornell Univ.**

#### EXPERIENCES OF A NATION: ANALYZING THE PSYCHOLOGY OF DAY-TO-DAY LIFE USING FACEBOOK AND TWITTER

How does a typical day unfold? The experiences of 1,500,000 social media users are analyzed, using over 20 million Tweets and nearly 20 million Facebook statuses. We explore daily and weekly experiential trends of working, socialization, mating, positivity and negativity. Further, homosexuals experience higher average Negativity and Adversity.

**David Serfass, Florida Atlantic Univ.**

#### WORDS TO LIVE BY: THE SCIENCE OF REQUESTING AND GIVING ADVICE

Asking for and providing advice are behaviors that occur in virtually all scenarios and comprise basic social processes. Advice solicitations and responses from 49,829 people was used to explore how people successfully solicit advice, features present in quality advice, and the psychological features of advice givers.

**Ryan L. Boyd, Univ. of Texas at Austin**

#### HOPE EXPLAINS THE POSITIVE INEQUALITY-HAPPINESS LINK IN CHINA

SESSION K: 11:15 AM - 12:30 PM

# SATURDAY SESSION K

Multilevel analyses on 30,255 Chinese respondents showed that hope explained the positive inequality-happiness link in rural China. These results supported a dual-process model of income inequality in which inequality may lead to higher life satisfaction in developing societies through hope and lower life satisfaction in developed societies through social comparison.

**Felix Cheung, Michigan State Univ.**

## **FEMALE PEER MENTORS AS SOCIAL VACCINES: THE INFLUENCE OF PEER MENTORS ON WOMEN'S SELF-CONCEPT, PERSISTENCE, AND CAREER ASPIRATIONS IN ENGINEERING**

Do same-gender peer mentors help buffer female engineering students against the threatening effects of stereotypes? Women assigned to female mentors (vs. male mentors or no mentors) reported greater belonging, confidence, achievement, and career aspirations in engineering over time. We discuss theoretically predicted moderators of this mentoring intervention.

**Tara Dennehy, Univ. of Massachusetts Amherst**

## **DISEASE PREVALENCE PREDICTS INCREASED IMPLICIT AND EXPLICIT PREJUDICE TOWARDS MINORITIES**

Using Project Implicit's IAT database, we show through multilevel analysis that residents in U.S. States with increased exposure to infectious diseases predict heightened prejudice towards the Elderly, Disabled, Homosexuals, Females, Natives, Blacks and Asians. Disease priming experiments with the Black-White IAT are used to confirm this causal relationship.

**Brian O'Shea, Univ. of Warwick**

## **IDEOLOGICAL FIT ENHANCES INTERPERSONAL ORIENTATIONS**

In two studies, we examined the psychological effects of living in an environment among politically dissimilar others. Lack of political fit was associated with higher attachment avoidance and empathic concern. Results are discussed in the context of possible explanations for how social environments modulate interpersonal behavior.

**William J. Chopik, Michigan State Univ.**

# SATURDAY SESSION L

## **PROFESSIONAL DEVELOPMENT THE SCIENCE OF SOLUTIONS: HOW TO SAVE THE WORLD WITH YOUR RESEARCH**

**Room: 1B**

**Chair: Sarah Lyons-Padilla, Stanford University**

Congratulations on unlocking the mysteries of the human mind! Now what? In this panel and workshop session sponsored by Stanford SPARQ, attendees will learn not only how to get more psychological science into the real world, but also how to get more real world into psychological science.

## **PROFESSIONAL DEVELOPMENT CONDUCTING MEANINGFUL UNDERGRADUATE RESEARCH: PITFALLS AND SOLUTIONS**

**Room: 6D**

**Chair: Bettina Spencer, Saint Mary's College, Notre Dame**

We will facilitate a discussion on the challenges and solutions for conducting undergraduate research. Topics include integrating student and faculty interests, pacing research, maintaining a lab, and the variety of overall research experiences in which undergraduate students can participate. The panel consists of faculty and students from various institution types.

## **PROFESSIONAL DEVELOPMENT SHOW ME THE MONEY AND HOW TO GET IT: FUNDING AGENCIES AND GRANTEES OFFER INSIGHTS INTO HOW TO FUND YOUR WORK**

**Room: 6B**

**Chair: C. Nathan DeWall, University of Kentucky**

Social and personality psychologists flood the world with new knowledge. But creating knowledge costs money. Where does that money come from—and how can you get some of it? Attend this session and you'll hear how from leaders and grantees at organizations that fund the most social and personality psychology.

## **POSTERS**

Saturday lunch sessions run concurrently with Poster Session L. Posters on the following topics will be featured:

- Applied Social Psychology
- Close Relationships
- Emotion
- Morality
- Motivation/Goals
- Organizational Behavior
- Prosocial Behavior
- Self/Identity
- Self-Regulation
- Stereotyping/Prejudice

CONVENTION INFO
SCHEDULES & HIGHLIGHTS
AWARDEES
THURSDAY POSTERS
FRIDAY PROGRAM
FRIDAY POSTERS
SATURDAY PROGRAM
SATURDAY POSTERS
EXHIBITORS
SYMPOSIA SPEAKERS

SESSION K: 11:15 AM - 12:30 PM

**INVITED SESSION**

**BIG QUESTIONS IN EVOLUTIONARY SCIENCE AND WHAT THEY MEAN FOR SOCIAL-PERSONALITY PSYCHOLOGY**

(M9)

**Room:** 6B

**Chair:** Jessica Tracy, Univ. of British Columbia

**Co-Chair:** Michael Inzlicht, University of Toronto

In recent years, a number of evolutionary scientists have sought to incorporate cultural evolutionary processes into models of genetic evolution. Here, major proponents of genetic, cultural, and gene-culture co-evolutionary approaches will explain the central ideas behind these varied models, and will discuss implications of these contrasting views for social-personality psychology.

**Speakers:** Joseph Henrich, Leda Cosmides, Jonathan Haidt

**FULL ABSTRACTS ON PAGE 21**

**PROFESSIONAL DEVELOPMENT**

**TAKING RESEARCH OUTSIDE THE IVORY TOWER: OUTREACH ADVICE FROM INFLUENTIAL THINKERS IN PSYCHOLOGY, POLICY, AND THE MEDIA**

**Room:** 6D

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

It can be puzzling, irksome, and demotivating to realize that little of the field's best work gets known to those outside our field. Four big thinkers – Nick Epley, Dan Gilbert, Todd Rogers, and Jamil Zaki— share advice for scholars wishing to make bigger, broader, different kinds of difference.

**PERSON PERCEPTION IN THE LAB AND THE COURTROOM (M1)**

**Room:** 4

**Chair:** John Wilson, University of Toronto

**Co-Chair:** Nicholas Rule, University of Toronto

Biases in person perception can have striking consequences for legal decision-making. This symposium presents work illustrating perceptual and cognitive biases that promote disparities in both hypothetical (in the lab) and actual (in the courts) punishment, and we discuss the importance and potential pitfalls of applying such research to legal policies.

**ABSTRACTS**

**A CRITICAL EXAMINATION OF RACE BIAS IN EXPERIMENTAL FIRST PERSON SHOOTER TASKS: A PLEA FOR CAUTION**

Participants show race bias in laboratory "shooter" tasks. This talk concerns the appropriateness of using these results to understand an actual officer's decision to use deadly force. This critique centers around the following representation of experimental investigations. We remove decision makers from their natural environment (where they are tracking probabilistic relationships among variables), and place them into a "nonrepresentative," "ecologically invalid," and "externally invalid" environment. When the decision environment is

restructured in this way, cognitive processes that were adaptively developed now produce errors. We then say that decision makers are biased and in need of training to eliminate this bias, with the belief that accuracy at the experimental task will transfer to the real world.

**Joseph Cesario**<sup>1</sup>

<sup>1</sup>Michigan State Univ.

**FACIAL TRUSTWORTHINESS PREDICTS REAL-WORLD CAPITAL PUNISHMENT DECISIONS**

Untrustworthy faces incur negative judgments across numerous domains. Existing work in this area has focused on situations in which the target's trustworthiness is relevant to the judgment (e.g., criminal verdicts and economic games). Yet here we found that people also overgeneralize trustworthiness in contexts when trustworthiness should not be relevant, and even for the most extreme decisions: condemning someone to death. We found that perceptions of untrustworthiness predicted death (vs. life) sentences for convicted murderers in Florida (N = 742) and that the link between trustworthiness and capital punishment occurred even for innocent people who had been exonerated after originally being sentenced to death. These results highlight the power of facial appearance to prejudice perceivers and impact life outcomes even to the point of execution, suggesting an alarming bias in the criminal justice system.

**John Paul Wilson**<sup>1</sup>, **Nicholas Rule**<sup>1</sup>

<sup>1</sup>Univ. of Toronto

**FIRST IMPRESSIONS: IMPLICIT RACIAL BIAS INFLUENCES OUTGROUP TRUST IN THE EARLY STAGES OF PERCEPTION**

Although people trust other-race individuals less than ingroup members, little work has explored the processes underlying this disparity. Here, we examined how implicit racial bias leads individuals to trust racial outgroup members less. We found that facilitating the individuation (vs. categorization) of targets reduced overall race-based trust disparities when response times were unconstrained. However, increasing cognitive load to disrupt controlled processing and limiting processing time to interfere with perception both exacerbated the racial trust disparity overall. Moreover, limiting the time participants had to individuate targets severed the link between implicit bias and race-based disparities in trust such that all participants were less likely to trust outgroup members to a similar extent. Thus, implicit bias drives racial trust disparities during the initial stages of perceptual processing to influence whether and how people individuate and trust people of other races.

**Brittany Cassidy**<sup>1</sup>, **Anne Krendl**<sup>1</sup>

<sup>1</sup>Indiana Univ.

**JUSTICE IS NOT BLIND: VISUAL ATTENTION EXAGGERATES EFFECTS OF GROUP IDENTIFICATION ON LEGAL PUNISHMENT**

Why do some people demand harsher legal punishments than others after reviewing the same evidence? Inconsistent patterns of punishment decisions may be reconciled by considering the simultaneous effects of social group identification and visual attention. To that end, we tested the attention unites and attention divides hypotheses. We measured social identification with police (Studies 1a, 1b) and manipulated identification with a novel outgroup

SESSION M: 2:00 - 3:15 PM

(Study 2). Participants watched videos depicting physical altercations in which the targets' culpability was ambiguous. We surreptitiously used eye-tracking technology to monitor and confirm the manipulation of visual attention to outgroup targets. Supporting the attention divides hypothesis, participants' prior identification with outgroup targets influenced punishment decisions when they fixated on them frequently. Critically, this relationship did not emerge among participants who fixated on targets infrequently. Participants' subjective interpretations of targets' actions mediated the relationship between their identification with them and the degree of punishment that they assigned.

**Emily Balcetis<sup>1</sup>, Yael Granot<sup>1</sup>, Kristin Schneider<sup>1</sup>, Tom Tyler<sup>2</sup>**  
<sup>1</sup>New York Univ., <sup>2</sup>Yale Law School

## EXTREME EMOTION: EXPLORING THE UPPER LIMITS OF HUMAN POSITIVITY AND PROSOCIALITY (M2)

**Room:** 6E

**Chair:** Paul Piff, University of California, Irvine  
**Co-Chair:** June Gruber, University of Colorado–Boulder  
 Four cutting-edge talks highlight how extreme emotional experiences powerfully shape psychology, behavior and neurobiology. Brethel-Haurwitz finds that extreme empathy underlies extraordinary altruism. Piff shows that extreme positive experiences of awe facilitate cooperation. Xygalatas reports the social effects of emotionally-intense physical rituals. Gruber reveals that extreme positive emotion undermines mental health.

### ABSTRACTS

#### SUBLIME SOCIALITY: AWE IS AN EXTREME COLLECTIVE EMOTION

Awe, defined as the feeling of being in the presence of something vast that transcends one's understanding of the world, is an extreme positive emotion that is arguably the most cherished and transformative experience in human life. I will argue that awe is the ultimate "collective" emotion; it redefines the self in terms of the collective and orients people's actions towards the needs of others. In large national and cross-cultural samples, awe is specifically linked to increased cooperation, greater empathy and reduced prejudice. In laboratory experiments, feelings of awe (relative to control states) increased generosity and ethicality. Finally, in-vivo experiences of awe, such as when participants stood in a grove of towering trees (versus control), led to reduced entitlement, increased humility and greater helping. Awe binds us to others, motivating us to act in collaborative ways that enable strong groups and cohesive communities.

**Paul Piff<sup>1</sup>**  
<sup>1</sup>Univ. of California, Irvine

#### TOO MUCH OF A GOOD THING: EXTREMES IN POSITIVE EMOTION DISTURBANCE

The empirical tides have recently shifted, pointing to how extreme positive emotionality is also related to maladaptive psychological health outcomes across clinical syndromes. In this talk, I highlight emerging themes in the study of extremes in positive emotion. This will include data adopting a multi-modal approach to emotion responding that integrates behavioral, psychophysiological and reward-related neural

responding underlying positive emotion disturbance, with a focus on recent findings among adults diagnosed with bipolar I disorder and major depressive disorder. The talk will conclude with a roadmap for future research aimed at providing an integrative model for understanding positive emotion as well as how to cultivate positive emotion in moderation.

**June Gruber<sup>1</sup>**  
<sup>1</sup>Univ. of Colorado–Boulder

#### NEURAL AND PSYCHOLOGICAL CORRELATES OF EXTREME ALTRUISM

Altruism is any behavior aimed at improving the welfare of another individual. Many forms of altruism are common, such as low-risk behaviors aimed at benefiting friends or family members. Much rarer are high-risk behaviors aimed at benefiting strangers, such as altruistic kidney donation. Altruistic kidney donation is strongly counter-normative and requires that donors undergo significant discomfort, inconvenience and risk. We used neuroimaging and behavioral testing to explore potential correlates of this form of extreme altruism. Neuroimaging results suggested that extreme altruists possess heightened empathic capacities due to greater volume and reactivity in right amygdala, a region that is smaller and less reactive among populations with empathic deficits (e.g., psychopaths). Behaviorally, altruists' tendency to discriminate between the welfare of close others versus strangers is also reduced, as evidenced by results of a social discounting task. We interpret these results in light of theories about the evolutionary and neurobiological basis of altruism.

**Kristin Brethel-Haurwitz<sup>1</sup>, Abigail Marsh<sup>1</sup>, Elise Cardinale<sup>1</sup>, Sarah Stoycos<sup>2</sup>**  
<sup>1</sup>Georgetown Univ., <sup>2</sup>Univ. of Southern California

#### EXTREME RITUALS: THE PSYCHOLOGY OF RITUALIZED SUFFERING

Ritual is a puzzling aspect of human behavior, as it involves obvious expenditures of effort, energy and resources without equally obvious payoffs. This puzzle is particularly pronounced in the case of high-intensity rituals that involve painful, stressful or even dangerous activities. Evolutionary theorists have long proposed that such costly behaviors would not have survived throughout human history unless they conveyed certain benefits to their practitioners. But how can such benefits be operationalised and measured? In this talk, I will present a series of studies that combined laboratory and field methods to explore and quantify the effects of some of the world's most intense rituals, involving fire-walking, body piercing and other forms of self-imposed suffering.

**Dimitris Xygalatas<sup>1</sup>**  
<sup>1</sup>Univ. of Connecticut

#### IDIOPHIC APPROACHES TO PERSONALITY AT THE LEVELS OF TRAITS, GOALS, AND NARRATIVES (M3)

**Room:** 3  
**Chair:** Kate McLean, Western Washington University  
**Co-Chair:** Monisha Pasupathi, Western Washington University

### ABSTRACTS

SESSION M: 2:00 - 3:15 PM

## NARRATIVE STABILITY AND FLEXIBILITY: A FRAMEWORK FOR STUDYING WITHIN-PERSON VARIABILITY IN NARRATIVE

Narrative approaches to personality are increasingly bearing fruit, with between-person differences in narrative showing unique links to health and well-being. But the idiographic potential for narrative approaches – their capacity to yield unique perspectives on the dynamics of personality within individuals – will only be realized fully when we begin to think about within-person variability in narrative. The myriad ways in which narratives can vary within, as well as between, persons makes this challenging. We present an initial framework, with examples from two of our own studies, for thinking about such variability. We begin with established sources of variability in narratives across people: types of events; contexts of narration; and the passage of time. Our research programs provide illustrations of individual differences in these different types of variability and analytic approaches to explore that variability. We end with a consideration of how such variability informs and expands our understanding of persons.

**Monisha Pasupathi<sup>1</sup>, Kate McLean<sup>2</sup>**  
<sup>1</sup>Univ. of Utah, <sup>2</sup>Western Washington Univ.

## TRAITS AND GOALS WITHIN THE MOMENT AND ACROSS TIME: AN EXPERIENCE-SAMPLING LONGITUDINAL STUDY OF EMERGING ADULTS

Although trait and goal levels of personality were once studied in isolation, research has begun to study them together. However, most work has studied these constructs as dispositions but rarely as processes in which individuals respond to the momentary rhythms of everyday life. The current study examines relations of trait-relevant behavior to enacted strivings within daily lives of emerging adults. Big Five trait-relevant behavior was collected simultaneously with common goal strivings using the experience-sampling method (ESM) across week-long spans during freshman year (N = 126) and sophomore year (N = 118). Three questions are posed: 1) What strivings are commonly pursued? 2) How is trait-relevant behavior contingent on strivings? 3) How stable are strivings (and their contingencies) across one year? Findings suggest that some strivings are more central than others, are fairly stable over time, and are dynamically associated with trait-relevant behavior in functional ways—yet vary considerably across individuals.

**Erik Nofle<sup>1</sup>**  
<sup>1</sup>Willamette Univ.

## FROM WORK TO LOVE: CONTEXTUALIZING INTERPERSONAL STYLES AND LIFE NARRATIVES

We examined the manner of, and relations between, personality characteristics at the trait and narrative personality levels and corresponding to individuals' work and love lives. Participants (N = 149) rated their interpersonal styles and provided autobiographical narratives pertaining to work and love domains. Narratives were coded for redemptive (bad things turning good) and contaminated (good things turning bad) sequences. Work interpersonal styles exhibited higher levels of dominance and diminished levels of nurturance relative to love interpersonal styles, whereas love life narratives exhibited higher levels of contamination sequences than work life narratives. Finally, interpersonal dimensions and narrative sequences correlated more strongly within, rather than across, life domains. For example, nurturance in the love

domain correlated positively with redemptive sequences, and negatively with contamination sequences, in love (but not work) life stories. This research underscores the complex relation between persons and contexts by highlighting mean-level differences, and relations, among context-specific personality characteristics.

**William Dunlop<sup>1</sup>, Tara McCoy<sup>1</sup>, Grace Hanley<sup>1</sup>**  
<sup>1</sup>Univ. of California, Riverside

## BEHAVIORAL CHANGE AS A SELF-REGULATORY MECHANISM GONE AWRY IN PSYCHOPATHOLOGY

Short-term behavioral change occurs to a high degree in the general population and is indicative of a self-regulatory mechanism. Are such mechanisms disrupted in psychopathology? This talk reviews data from an experience sampling study showing that Borderline Personality Disorder (BPD) is associated with decreased mean levels of Big 5-relevant behaviors, yet increased unpatterned day-to-day behavioral change, as assessed using within-person variances and mean squared successive differences. BPD was not associated with any specific pattern of behavioral change over time, as assessed by individual growth curve modeling. Unpatterned behavioral change was nonetheless predicted by occurrences of interpersonal stressors; in some cases, these contingencies differed as a function of BPD. Simple regression analyses revealed that BPD severity predicted unsystematic behavioral change in either a positive, linear or quadratic (n-shaped) manner. These findings suggest that BPD is associated with a self-regulatory mechanism gone awry.

**Malek Mneimne<sup>1</sup>, William Fleeson<sup>1</sup>, Elizabeth Arnold<sup>2</sup>, R. Michael Furr<sup>1</sup>**  
<sup>1</sup>Wake Forest Univ., <sup>2</sup>Wake Forest School of Medicine

## HOW TRUSTWORTHY IS HUMAN OXYTOCIN RESEARCH?: THREE RECENT EFFORTS TO ASSESS REPLICABILITY AND ROBUSTNESS (M4)

**Room: 9**

**Chair: Gideon Nave, Caltech**

Numerous studies have associated the neuropeptide oxytocin with diverse human social behaviors over the past decade. We critically review issues of statistical power, replicability and bioanalytic validity accompanying this line of research. We conclude that oxytocin research should be viewed with healthy skepticism and make recommendations to improve its reliability.

### ABSTRACTS

#### DOES INTRANASAL OXYTOCIN MAKE IT TO THE BRAIN? EVIDENCE FROM ANIMAL STUDIES

Understandable excitement has been generated by the findings that oxytocin, released within the brain, is important for the formation of certain long-lasting social bonds in particular mammalian species. This has triggered an avalanche of studies in humans. Many of these have involved intranasal administration of oxytocin, with a somewhat bewildering array of outcomes - all the more bewildering for the lack of clear evidence that significant amounts of oxytocin enter the brain by this route. Other studies have involved measuring plasma levels of oxytocin in the generally mistaken presumption that these reflect central release; these have



often used an assay that measures something unknown, the levels of which do not correlate with oxytocin as measured by validated assays. These issues raise many questions, not least about the willingness to believe the unbelievable. I will talk about what is known from animal studies, and the gulf that separates these from human studies.

**Gareth Leng<sup>1</sup>**  
<sup>1</sup>Univ. of Edinburgh

## STATISTICAL AND METHODOLOGICAL CONSIDERATIONS FOR THE INTERPRETATION OF INTRANASAL OXYTOCIN STUDIES

Oxytocin (OT) has received focus in numerous studies associating intranasal administration of this peptide with human social behavior. These studies are inspired by animal research, especially in rodents, showing that the OT system affect behavioral phenotypes related to social cognition. The studies in humans appear to provide compelling, but sometimes bewildering evidence for the role of OT in influencing social cognitive processes. Here we investigate to what extent the human intranasal OT literature lends support to the hypothesis that OT consistently influences a wide spectrum of social behavior. We do this by considering statistical and methodological features of studies within this field. Our conclusion is that intranasal OT studies are generally underpowered and it is possible that most of the published findings do not represent true effects. Thus intranasal OT studies should be viewed with healthy skepticism, and we make recommendations to improve the reliability of human OT studies.

**Hasse Walum<sup>1</sup>, Irwin Waldman<sup>1</sup>, Larry Young<sup>1</sup>**  
<sup>1</sup>Emory Univ.

## DOES OXYTOCIN INCREASE TRUST IN HUMANS? A CRITICAL REVIEW OF RESEARCH

Behavioral neuroscientists have shown that the neuropeptide oxytocin (OT) is involved in various mammalian social behaviors. Inspired by these findings, social scientists proceeded to examine oxytocin's influence on trust in humans, by examining the effects of intranasal OT administration on trusting behavior, correlating individual difference measures of OT plasma levels with measures of trust, and searching for genetic polymorphisms of the OT receptor gene that might be associated with trust. Unfortunately, the simplest promising finding associating intranasal OT with trust has not replicated well. Moreover, the plasma OT evidence is flawed by how OT is measured in peripheral bodily fluids and large-sample studies failed to find consistent associations of OT-related genetic polymorphisms and trust. We conclude that the cumulative evidence does not provide robust convergent evidence that human trust is reliably associated with OT. We end with constructive ideas for improving the robustness and rigor of OT research.

**Gideon Nave<sup>1</sup>, Colin Camerer<sup>1</sup>, Michael McCullough<sup>2</sup>**  
<sup>1</sup>Caltech, <sup>2</sup>Univ. of Miami

## NOVEL MECHANISMS LINKING RELATIONSHIPS TO HEALTH: AN INTERDISCIPLINARY PERSPECTIVE (M5)

**Room:** 10

**Chair:** Jaye Derrick, University of Houston

This symposium explores the intimate relationship's

influence on health behaviors (smoking, drinking, eating) and physiological outcomes (post-meal ghrelin, systolic blood pressure), considering potential individual and relational moderators. Together, these studies demonstrate potential mechanistic pathways by which the partner may influence long-term health outcomes (e.g., cardiovascular disease, cancer, diabetes).

## ABSTRACTS

### PERCEIVED PARTNER RESPONSIVENESS MODERATES THE INFLUENCE OF INVISIBLE SUPPORT ON SMOKING CESSATION

The perception that the partner understands, approves of and supports the self (i.e., perceived partner responsiveness; PPR) is critically important to both relational and personal well-being. This research examines how those with high PPR can use the partner to enhance self-regulation of health behavior. The current study examined PPR and "invisible" support (i.e., support that the partner reports providing but the recipient does not report receiving) as predictors of smoking cessation. Couples in which one partner was a current smoker (n = 62 couples, 124 individuals) participated in a 21-day EMA study of smoking cessation. As expected, PPR significantly moderated the effect of invisible support on smoking. Simple slopes tests revealed that those with high PPR were less likely to lapse after receiving invisible support. This effect was not significant for those with low PPR. Results demonstrate the importance of PPR for improving health behaviors.

**Jaye Derrick<sup>1</sup>, Kenneth Leonard<sup>2</sup>, Rebecca Houston<sup>2</sup>, Joseph Lucke<sup>2</sup>, Saul Shiffman<sup>3</sup>**

<sup>1</sup>Univ. of Houston, <sup>2</sup>Univ. at Buffalo, SUNY, <sup>3</sup>Univ. of Pittsburgh

### THE CARROT OR THE STICK: DO PARTNER REGULATION STRATEGIES PREDICT CHANGES IN DRINKING?

Heavy drinking during marriage can be problematic, and partners may engage in strategies to regulate their partner's drinking. Generally, negative social control strategies (e.g., pressuring, punishing) are met with reduced success as compared to positive strategies (e.g., encouragement, modeling). The present research examined whether regulation strategies aimed at changing a partner's drinking resulted in reduced partner drinking. Married couples (N=123 dyads) completed surveys over six months, including measures of alcohol use/problems and strategies to change their spouse's drinking. Dyadic growth curve analyses included actor and partner punishment and reward as moderators of changes (i.e., slope) in drinking. Results showed that punishing one's partner for drinking resulted in increases in the partner's alcohol-related problems over time. Conversely, reward resulted in subsequent decreases in the partner's alcohol-related problems. Results suggest that all attempts to change a partner's drinking are not equal, and that different strategies are associated with varying degrees of success.

**Lindsey Rodriguez<sup>1</sup>, Jennifer Fillo<sup>2</sup>**

<sup>1</sup>Univ. of New Hampshire, <sup>2</sup>Univ. of Houston

### NOVEL LINKS BETWEEN TROUBLED MARRIAGES AND APPETITE REGULATION

Distressed marriages enhance risk for health problems; appetite dysregulation is one potential mechanistic pathway. Research suggests that ghrelin and leptin, appetite-relevant

hormones connected to shorter and longer-term energy balance, may differentially affect people with a higher versus lower body mass index (BMI). During this double-blind randomized crossover study, both members of a couple (N=86 participants) ate a standardized meal at the beginning of two visits. Observational recordings of a marital conflict assessed marital distress. Ghrelin and leptin were sampled pre-meal and post-meal at two, four, and seven hours. Diet quality was measured using the USDA 24-Hour Multiple-Pass Approach. People in more distressed marriages had higher post-meal ghrelin (but not leptin) and a poorer quality diet than those in less distressed marriages, but only among participants with a lower BMI. These effects were consistent for both spouses. Ghrelin and diet quality may link marital distress to its corresponding negative health effects.

**Lisa Jaremka<sup>1</sup>, Martha Belury<sup>2</sup>, Rebecca Andridge<sup>2</sup>, Monica Lindgren<sup>2</sup>, Diane Habash<sup>2</sup>, William Malarkey<sup>2</sup>, Janice Kiecolt-Glaser<sup>2</sup>**

<sup>1</sup>Univ. of Delaware, <sup>2</sup>The Ohio State Univ.

### MINDFULNESS MEDITATION AS A TOOL FOR PROMOTING HEALTH AND RESILIENCE IN THOSE WITH LOW SELF-ESTEEM

Interpersonal rejection is an inherent risk of social life. Individuals with low self-esteem (LSE) are particularly anxious about rejection and tend to experience maladaptive health-related responses following rejection. Few studies have investigated possible interventions to buffer LSE individuals against the harmful effects of rejection on health/wellbeing. The goal of the current study was to investigate mindfulness meditation as a possible coping tool. One hundred and thirty-three participants received rejecting or non-rejecting feedback. Next, half of the participants engaged in a brief mindfulness meditation. Psychological and physiological responses were assessed. Findings revealed that following rejection, mindfulness meditation was associated with less rumination, less self-focus and lower systolic blood pressure for LSE individuals. In contrast, for HSE individuals, it was associated with increased rumination and systolic blood pressure. Thus while mindfulness meditation may serve as a useful tool for LSE individuals it may interfere with the healthy ways that HSE individuals typically cope with rejection.

**Maire Ford<sup>1</sup>**  
<sup>1</sup>Loyola Marymount Univ.

### ENDORISING BLACK LIVES MATTER: THE ROLES OF INTRA-PERSONAL, INTER-GROUP AND STRUCTURAL PROCESSES

(M6)

**Room:** 6A

**Chair:** Jordan Leitner, University of California, Berkeley  
**Co-Chair:** Rodolfo Mendoza-Denton, University of California, Berkeley

Police killings of unarmed Black men have catalyzed a social movement known as Black Lives Matter. However, the factors that have determined whether and how people participate in this movement have remained unclear. This symposium will examine why people vary in their support of the Black Lives Matter movement.

### ABSTRACTS

### ENDORISING BLACK LIVES MATTER: RACE, INEQUALITY BELIEFS AND INSTITUTIONAL SUPPORT

Police killings of unarmed Black men have awakened a movement known as Black Lives Matter (BLM). However, little is known about why people vary in their endorsement of this movement. The current research examined whether endorsement of the BLM movement is influenced by race, beliefs about social inequality and institutional support. During a critical time in the BLM movement, both Black and White participants who believed that inequality is unjust, compared to those who justify inequality as fair, reported more negative perceptions of police officers who killed unarmed Black men (Study 1). Furthermore, participants valued institutional support of community dialogue (Study 2), and for people who believed that inequality is unjust, institutional support of community dialogue predicted decreased anger, decreased somatization and decreased support for violent protests (Study 3). Results suggest that institutional response plays an important role in the shaping of collective action in the BLM movement.

**Jordan Leitner<sup>1</sup>, Rodolfo Mendoza-Denton<sup>1</sup>, C. Boykin<sup>1</sup>**

<sup>1</sup>Univ. of California, Berkeley

### TO WHOM DO BLACK LIVES MATTER?: THE AFFECTIVE MEANING OF POLICE VIOLENCE AND PROTEST

Two experiments assessed subjective arousal and evaluation of images of police violence and Black protest. In Study 1 (N = 199), Blacks and Whites were differentially disturbed by police violence against Blacks (vs. Whites),  $b = .367$ ,  $SE = .051$ ,  $t(195) = 7.10$ ,  $p < .001$ . Moderation analyses showed that Whites lower in Internal Motivation to Control Prejudice were less disturbed by violence against Blacks, whereas Blacks lower in in-group identification were less disturbed by violence against Whites. In Study 2 (N = 195), Whites were less disturbed than Blacks by publicized police violence against Blacks (e.g., Eric Garner). However, exposure to Black protest attenuated this difference,  $b = .623$ ,  $SE = .303$ ,  $t(187) = 2.06$ ,  $p = .041$ . In an ongoing experiment (N = 20), Black student's physiological response to police violence was muted by images of Black protest. Implications for emotion, motivation and well-being are discussed.

**Colin Wayne Leach<sup>1</sup>, Mora Reinka<sup>1</sup>**

<sup>1</sup>Univ. of Connecticut

### WHEN AND HOW DOES CONTACT WITH BLACKS PREDICT WHITES' COMMITMENT TO RACIAL JUSTICE?

Black Lives Matter (BLM) protests have erupted around the country, drawing support from many White allies. While positive contact with Blacks can enhance Whites' support for policies aimed at achieving racial equality (Dixon et al., 2010), little is known about when and how contact with Blacks would lead Whites to support and engage in collective action for racial justice. Study 1 shows that frequency of contact with Blacks predicts greater willingness to engage and past involvement in collective action for racial justice, as well as support for and participation in BLM protests. Study 2 replicates this finding using positive contact to predict collective action outcomes and while controlling for negative contact. Moreover, both studies consistently indicate that the relationship between Whites' contact with Blacks and collective action outcomes are sequentially mediated by

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affective empathy and moral outrage.

**Hemapreya Selvanathan<sup>1</sup>, Linda Tropp<sup>1</sup>, Pirathat Techakesari<sup>2</sup>, Fiona Barlow<sup>2</sup>**  
<sup>1</sup>Univ. of Massachusetts, Amherst, <sup>2</sup>The Univ. of Queensland, Australia

## HOW PAST POSITIVE AND NEGATIVE INTERGROUP CONTACT SHAPE JUDGMENTS OF CURRENT INTERGROUP CONFLICT: THE CASES OF MICHAEL BROWN AND ERIC GARNER

Intergroup contact research has largely focused on attitudinal outcomes, with a call for researchers to shift toward investigating consequences that extend beyond prejudice (Dixon, et al., 2012). Recent findings by two U.S. grand juries not to indict White police officers for the deaths of two Black men provided a unique opportunity to investigate the role of prior contact in forming judgments about current conflict. For White Americans, past negative contact with Black Americans predicted greater agreement with the grand jury decision, less blame for the officer, as well as greater belief that the officer was innocent in the Eric Garner case. For Black Americans, positive contact with White Americans predicted greater agreement with the grand jury decision, greater belief in the officer's innocence, less officer blame and reduced collective action. Past positive and negative contact can shape perceptions of current intergroup conflict, ostensibly to the overall detriment of disadvantaged groups.

**Lydia Hayward<sup>1</sup>, Matthew Hornsey<sup>1</sup>, Fiona Barlow<sup>2</sup>**  
<sup>1</sup>The Univ. of Queensland, Australia, <sup>2</sup>Griffith Univ., Australia

## INTEGRATING SOCIAL NETWORKS APPROACHES INTO INTERGROUP RELATIONS RESEARCH (M7)

**Room:** 8

**Chair:** Aneeta Rattan, London Business School

**Co-Chair:** Matthew Wilmot, University of Waterloo

Intergroup relations researchers have yet to capitalize on a major theoretical and methodological advance: social networks analysis. Four talks address women's underrepresentation in STEM and the workplace using social networks perspectives to offer novel insights. Speakers address implications (both constraints and potential advantages) of social networks approaches to intergroup relations.

### ABSTRACTS

#### COLLECTIVE THREAT FOR WOMEN IN STEM CONSTRAINS FRIENDSHIP INTEGRATION

Members of stigmatized groups commonly confront collective threat: concerns that fellow ingroup members' stereotypic behavior may reflect negatively on one's group and, by extension, oneself. If stereotypic ingroup members threaten the group's reputation, individuals may hesitate to affiliate with and integrate these ingroup members into their friendship circle. Two social network field studies investigated how women in male-dominated STEM majors respond to a female target who possessed either feminine-stereotypic or STEM-stereotypic interests. Compared with two control groups—men in STEM and women in female-dominated (non-STEM) majors—women in STEM showed less willingness to affiliate with the feminine-stereotypic (vs. STEM-stereotypic) target, and to introduce her to their closest friends, especially

when participants held a low-brokerage (i.e., less influential) position within their friendship network. Strategic avoidance of stereotypic ingroup members has implications for understanding psychological mechanisms that underlie persistent friendship homophily and segregation between groups.

**Matthew Wilmot<sup>1</sup>, Hilary Bergsieker<sup>1</sup>, Charnel Grey<sup>1</sup>, Crystal Tse<sup>1</sup>**

<sup>1</sup>Univ. of Waterloo

#### MICRO-GESTURES OF INCLUSION AND RESPECT REDUCE STEREOTYPE THREAT AMONG WOMEN IN STEM

Stereotype threat is the worry that one will be viewed through the lens of a negative stereotype. Can gestures from majority-group members that convey one is viewed with inclusion and respect displace stereotype threat and raise performance? Before taking an evaluative math test, STEM women received a placebo tip. When this tip was attributed to the respectful gesture of a fellow male testtaker, this raised women's math performance. Such "microinclusions" had no effect on men, from women had no effect, and were most impactful for women identified with math. Microinclusions were effective from both a fellow male testtaker in the context and a prior male testtaker whom participants never met. In the former, performance gains were mediated by women's perception of the man's sense of connection to her; the latter, by women's sense of belonging in STEM. The results identify a new role for majority-group members to remedy stereotype threat.

**Lauren Aguilar<sup>1</sup>, Priyanka Carr<sup>1</sup>, Gregory Walton<sup>1</sup>**

<sup>1</sup>Stanford Univ.

#### CLIMATE CONTROL: REDUCING SOCIAL IDENTITY THREAT AND IMPROVING CROSS-SEX INTERACTIONS THROUGH WORKPLACE POLICIES

Research over the last decade has sought to understand social identity threat as it relates to performance contexts, but more recent work has revealed that social identity threat can be experienced during conversations. The present research examines how a gender inclusive workplace can help improve cross-sex interactions and reduce social identity threat for women in STEM. In Study 1, female professional engineers working in companies with more gender inclusive policies experienced less social identity threat as mediated by having more positive interactions with their male colleagues. In Study 2, female engineering undergraduates who imagined working at a company with more women and more gender inclusive policies anticipated less social identity threat as mediated by anticipating more positive conversations with colleagues. This work points to the importance of a positive gender culture in improving social interactions and reducing women's experience of social identity threat.

**William Hall<sup>1</sup>, Toni Schmader<sup>1</sup>, Elizabeth Croft<sup>1</sup>**

<sup>1</sup>Univ. of British Columbia

#### A COGNITIVE SOCIAL NETWORK THEORY OF WOMEN'S INTERPERSONAL RESPONSES TO PREJUDICE IN THE WORKPLACE

Past research has highlighted the critical importance of situational factors in determining whether women speak out to address expressions of prejudice. However, no research has considered how broader patterns of social interactions ("social networks") affect prejudice confrontation. We tested whether

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observers' expectations of when women confront prejudice (Study 1) and women's self-expectations of confronting prejudice (Study 2) are driven by social network roles. Further, we tested how perceived social network roles affect whether or not women actually confront prejudice (Study 3) and the social relational consequences of doing so (Study 4). Results show that perceived network centrality, not brokerage, has a significant impact on expectations of confrontation, who actually confronts, and how people respond to those who confront prejudice in the workplace. We discuss the implications of taking a networks perspective on intergroup relations, both from the perspective of those responding to prejudice and also for the expression of bias.

**Aneeta Rattan<sup>1</sup>, Raina Brands<sup>1</sup>**  
<sup>1</sup>London Business School

## UNDERSTANDING THE POWER OF MORAL PERCEPTION: ADVANCING RESEARCH ON THE SOCIAL COGNITION OF MORALITY

(M8)

**Room:** 2

**Chair:** Anselma Hartley, Wake Forest University

**Co-Chair:** Maxwell Barranti, University of Toronto Mississauga

This symposium explores morality as a key dimension of social cognition and demonstrates its powerful role in the evaluation of human and non-human agents. We reveal that morality is distinct from either sociability or competence, and that it plays a crucial role in how people evaluate individuals, groups and companies.

### ABSTRACTS

#### INTERPERSONAL CONSEQUENCES OF AGREEMENT ABOUT MORAL CHARACTER

People care deeply about moral character and use their impressions of others' character to make important interpersonal decisions (e.g., who to befriend). Arguably, the degree to which people's self-views align with others' impressions also has interpersonal consequences. To test this hypothesis, a community sample of judges (N = 100) rated up to six acquaintances' moral character and described how much they liked and respected each acquaintance (N = 596), and acquaintances (i.e., targets) provided parallel self-ratings of their own moral character. Results from response surface analysis suggested others' liking and respect for targets hinged on the match between self- and other-perceptions of moral character. Specifically, people were liked and respected less when their self-perceptions diverged from their judge's perceptions of their moral character, and they were liked especially less when their self-perceptions were more positive than were their judge's impression. Implications for self-knowledge of moral character are discussed.

**Maxwell Barranti<sup>1</sup>, Erika Carlson<sup>1</sup>**  
<sup>1</sup>Univ. of Toronto Mississauga

#### MORALITY'S CENTRALITY IN INTERPERSONAL EVALUATIONS OF LIKING, RESPECT AND UNDERSTANDING OF OTHERS

Although research has demonstrated that morality predominates global interpersonal evaluation, it is unknown how central morality is to evaluating liking and respect, versus

understanding others. Participants completed two studies (N=98 each): (1) participants sorted 60 terms (20 moral, 20 competence, 20 control) according to their relevance to liking, respect and understanding a person; (2) rated morality, competence, sociability and liking for eight acquaintances who varied on two dimensions: how well participants knew (didn't know; know) and liked (didn't like; like) them. As predicted, Q-sort ratings demonstrated morality was strongly important to liking, respect and understanding, and more central than competence (t-tests,  $p < .01$ ). Within-subject correlations of acquaintance ratings replicated these findings, revealing that, controlling for competence and sociability, morality ratings were highly correlated with liking and respect ( $r_s = .65-.75$ ): the more moral the acquaintance, the more participants liked and respected them. These findings suggest morality trumps other factors in interpersonal evaluation and understanding.

**Anselma Hartley<sup>1</sup>, R. Furr<sup>1</sup>, William Fleeson<sup>1</sup>, Cassidy Knighten<sup>1</sup>**  
<sup>1</sup>Wake Forest Univ.

#### MORALITY, SOCIABILITY AND COMPETENCE ARE DISTINCT DIMENSIONS OF SOCIAL COGNITION

Existing theories have proposed two fundamental dimensions of social cognition: interpersonal warmth (sociability) and competence. We argue that such theories do not adequately distinguish morality from sociability, which should be considered separate dimensions of evaluation. Four studies corroborated this idea. Factor analyses of trait ratings of individuals (Studies 1 and 3) and groups (Studies 2 and 3) revealed separate morality and sociability factors. In Study 4, participants rated numerous social groups on morality, sociability and competence. Cluster analysis differentiated these groups in terms of their morality and sociability, and nearly all groups were rated differently in terms of all three of these dimensions. Ratings of morality and sociability also predicted different intergroup emotions. These results have wide-ranging theoretical implications, and offer many avenues for future exploration.

**Geoffrey Goodwin<sup>1</sup>, Justin Landy<sup>2</sup>, Jared Piazza<sup>3</sup>**  
<sup>1</sup>Univ. of Pennsylvania, <sup>2</sup>Univ. of Chicago, <sup>3</sup>Lancaster Univ.

#### MORAL JUDGMENTS OF ONLINE COMPANIES

From data-collecting websites to self-driving cars, people are increasingly forming relationships with and making moral judgments of non-human agents. Our research investigated how individuals evaluate one type of non-human agents: corporate entities that collect online data from their users. Across two studies, participants made moral judgments of companies and indicated their willingness to use that company's products. In Study 1, participants judged companies that sold user data to charities as harshly as companies that sold data to credit-card companies, when compared to a company that did not sell data. These results suggest that prosocial intentions don't provide a moral boost concerning data collection. In Study 2, participants made more favorable judgments and expressed greater willingness to use products made by companies that disclose their collection practices. Collectively, our research points toward possible similarities and nuanced differences in our moral evaluations of humans and non-humans who engage in questionable moral practices.

**Rajen Anderson<sup>1</sup>, David Pizarro<sup>1</sup>**  
<sup>1</sup>Cornell Univ.

## COMPUTATIONAL MENTAL HEALTH (N1)

**Room:** 10

**Chair:** Gale Lucas, University of Southern California

**Co-Chair:** Ryan Boyd, University of Texas at Austin  
 Computational Mental Health (CMH) is an emerging field that combines the human understanding of social/personality psychology with the analytic power of computer/information sciences. This approach allows deep study of mental health using new paradigms in social/personality psychology research. Speakers highlight new methodologies and research from this approach.

### ABSTRACTS

#### AUTOMATIC AUDIOVISUAL BEHAVIOR DESCRIPTORS FOR PSYCHOLOGICAL DISTRESS

Research in social and clinical psychology has examined the relationship between nonverbal behavior and clinical conditions like depression and PTSD. The vast majority of this work has relied solely on manual annotation of nonverbal behavior. Our work (N=239) investigates the capabilities of automatic quantification techniques to identify nonverbal behavior indicative of depression and PTSD. We find that depression and PTSD are associated with less intense smiles, more intense frowns, decreased eye contact, increased fidgeting/self-grooming and more tense voice when these features were automatically quantified. These findings replicate prior work, providing further evidence that automatic tracking can be useful for quantifying non-verbal behaviors related to depression and PTSD. This is a promising direction for assisting health care providers in their daily activities, such as during computer-mediated interaction with patients. We therefore also test the possibility that such automatic behavior descriptors could be used to improve clinical assessment.

**Gale Lucas<sup>1</sup>, Jonathan Gratch<sup>1</sup>, Stefan Scherer<sup>1</sup>, Giota Stratou<sup>1</sup>, Jill Boberg<sup>1</sup>, Albert Rizzo<sup>1</sup>, Louis-Philippe Morency<sup>1</sup>**

<sup>1</sup>Univ. of Southern California

#### REAL-WORLD SOCIAL PROCESSES, BIG DATA AND PSYCHOTICISM: RESEARCH AT THE INTERSECTION OF GROUP INTERACTIONS AND MENTAL HEALTH

Most psychological research is conducted in lab settings, resting on the assumption that findings extend to daily life. With the proliferation of "big data" in psychological sciences, new opportunities to study psychology at scale exist. The current research seeks to explore how social processes can be measured in online contexts, then applied to correctly classify psychological functioning in a clinical setting. In Study 1, we collected the language of support forum users (N = ~41,000) belonging to groups for various disorders. By analyzing social language, we successfully predicted group membership using basic classification techniques. Study 2 successfully reapplied Study 1's classification algorithms to the online social networks of individuals (N = 78) with clinically diagnosed disorders. Interestingly, psychotic disorders appear to be consistently identifiable by subtle social overtures, even during treatment. Our results demonstrate that real-world social processes of large groups can be used to identify problematic mental functioning.

**Leonardo Lopez<sup>1</sup>, Ryan Boyd<sup>2</sup>**

<sup>1</sup>The Zucker Hillside Hospital, <sup>2</sup>Univ. of Texas at Austin

## QUANTIFYING PHYSIOLOGICAL SYNCHRONY IN ROMANTIC RELATIONSHIPS WITH JOINT SPARSE REPRESENTATION

Quantifying the covariation degree in physiology between romantic partners can reveal insights related to personality, family history and relationship quality. We propose a novel measure of physiological synchrony that uses joint sparse decomposition techniques applied to electrodermal activity (EDA) signals. Sparse EDA synchrony measure (SESM) takes advantage of the characteristic structure of EDA ensembles that are jointly represented as the sum of a common set of tonic and phasic exemplar signals. Compared to previous approaches, SESM incorporates time-dependent signal variations, is robust to noise artifacts, and avoids information loss due to averaging effects. It can further capture moment-to-moment variations in synchrony allowing the computational exploration of diurnal patterns in longitudinal data. SESM is evaluated in two studies (total N=27 couples, 54 participants) containing in-lab dyadic interactions between married and young couples. Results indicate that it reflects differences across tasks of various intensity and is associated with individuals' attachment measures.

**Theodora Chaspari<sup>1</sup>, Adela Timmons<sup>1</sup>, Laura Perrone<sup>1</sup>, Katherine Baucom<sup>2</sup>, Panayiotis Georgiou<sup>1</sup>, Brian Baucom<sup>2</sup>, Gayla Margolin<sup>1</sup>, Shrikanth Narayanan<sup>1</sup>**

<sup>1</sup>Univ. of Southern California, <sup>2</sup>Univ. of Utah

#### MOBILE SENSE AND SENSIBILITY: MEASUREMENT CONSIDERATIONS FOR COLLECTING REAL-WORLD DATA USING MOBILE DEVICES

The ubiquity of mobile devices and their deep diffusion into most aspects of our daily lives have created tremendous potentials for collecting real-world behavioral data directly and non-reactively. In this talk, I will reflect on how (current) mobile sensing research faces three important design dilemmas that have broader implications for the field of social/personality psychology: (1) a trade-off between theoretical and practical variable selection, (2) a trade-off between measurement bandwidth and fidelity and (3) a trade-off between prediction and interpretation. I will illustrate these trade-offs using examples from recent EAR and mobile sensing studies and propose design strategies can help achieve a "sensible balance."

**Matthias Mehl<sup>1</sup>**

<sup>1</sup>Univ. of Arizona

## NOVEL PERSPECTIVES ON SOCIAL HIERARCHIES (N2)

**Room:** 3

**Chair:** Liz Redford, University of Florida

This symposium addresses social hierarchies: how people think about them, how psychologists should think about them and how they shape psychological outcomes. The presenters discuss hierarchy preferences' influence on justice orientation, how risk-taking explains inequality's negative societal effects, perceptions of social-class mobility and a unified theory of social hierarchy research.

### ABSTRACTS

#### HIERARCHY PREFERENCES AND HIERARCHY-

## REINFORCING BELIEFS ABOUT CRIME AND PUNISHMENT

This research demonstrates how justice beliefs reinforce social hierarchies. People who prefer hierarchical societies hold justice beliefs that reinforce those hierarchies, such as beliefs that crime threatens hierarchies, and that punishment should restore hierarchies via retributive revenge. One line of work shows that those with stronger beliefs that crime threatens hierarchies more strongly endorse retributive punishment. Another study shows that politically-based hierarchy preferences shape justice beliefs. Conservatives hold stronger hierarchy-enforcing justice beliefs than do liberals. And, for conservatives, those justice beliefs intensify when they consider low-status, compared to high-status, criminals. For liberals, those justice beliefs weaken when they consider low-status criminals. Manipulating a hypothetical criminal's social status also shows that conservatives hold stronger hierarchy-enforcing justice beliefs, and more strongly for low-status criminals. Together, these studies suggest that people see crime and punishment in terms of implications for their hierarchy preferences.

Liz Redford<sup>1</sup>, Kate Ratliff<sup>1</sup>

<sup>1</sup>Univ. of Florida

## INEQUALITY AND RISK: WHY PEOPLE TAKE MORE CHANCES IN UNEQUAL PLACES

Societies with greater economic inequality have shorter life expectancies, more violent crime and lower educational achievement. These associations hold after controlling for average income, suggesting that inequality, not poverty, drives these effects. I will present evidence for a theoretical model linking unequal distributions of wealth to poor outcomes, mediated through risky behavior. Using an economic game, we find that as inequality increases, subjects' perceived needs increase. Consistent with evolutionary models of risk taking, people become more risk prone as their perceived needs rise. Risky behavior leads to bad outcomes for most people. Using Google search data, we find that states with greater inequality search more frequently for terms reflecting risky behaviors. Risky googling mediates the links between inequality and the poor outcomes described above. The Unequal Risk Model provides a psychological mechanism to explain why inequality itself causes risky behaviors, which in turn cause poor outcomes.

Keith Payne<sup>1</sup>, Jazmin Brown-Iannuzzi<sup>2</sup>

<sup>1</sup>Univ. of North Carolina at Chapel Hill, <sup>2</sup>Univ. of Kentucky

## AN AGENTIC-COMMUNAL MODEL OF SOCIAL HIERARCHY: HOW THE PSYCHOLOGY OF INEQUALITY INTEGRATES RESEARCH ON SOCIAL CLASS, GENDER, RACE AND POWER

We present an agentic-communal model of social hierarchy, proposing that the psychological experience of advantage and disadvantage creates a common link between four distinct research literatures: social class, gender, race and power. Despite fundamental differences between these constructs, we argue that each is characterized by inequality and that the effects of advantage and disadvantage found across these literatures can be understood as manifestations of agency and communion (Bakan, 1966). Advantage, or higher rank in a hierarchy, affords independence, which orients individuals toward agency. Disadvantage, or lower rank in a hierarchy,

promotes interdependence, which orients individuals toward communion. We also highlight the conditions under which lower rank produces agentic behavior (e.g., when the hierarchy is perceived as illegitimate, or when attempting to elevate one's rank), and higher rank produces communal behavior (e.g., among individuals with prosocial goals, or when attempting to stabilize the hierarchy).

Joe Magee<sup>1</sup>, Derek Rucker<sup>2</sup>, Adam Galinsky<sup>3</sup>

<sup>1</sup>New York Univ., <sup>2</sup>Northwestern Univ., <sup>3</sup>Columbia Univ.

## PERCEIVING SOCIAL STATUS: HOW AND WHY AMERICANS OVERESTIMATE SOCIAL CLASS MOBILITY

This presentation examines how and why individuals overestimate social class mobility, the ability to move up or down in education and income status. Across studies, overestimates of class mobility were large and particularly likely among those higher in subjective social class, both measured (Studies 1-4) and manipulated (Study 5). Class mobility overestimates were independent of general estimation errors (Studies 3-4) and persisted after accounting for knowledge of class mobility assessed in terms of educational attainment and self-ratings. Experiments revealed that mobility overestimates were shaped by exposure to information about the genetic determinants of social class, a science article suggesting genetic constraints to economic advancement increased accuracy in mobility estimates (Study 2), and motivated by needs to protect the self. This heightens the self-relevance of mobility increased overestimates (Studies 3-4). Together, these studies suggest that perceptual errors in status mobility reduce awareness of the causes and consequences of economic inequality.

Michael Kraus<sup>1</sup>, Jacinth Tan<sup>2</sup>

<sup>1</sup>Yale Univ., School of Management, <sup>2</sup>Univ. of Illinois, Urbana-Champaign

## PSYCHOLOGICAL PERSPECTIVES ON CRIMINAL (IN)JUSTICE (N3)

Room: 4

Chair: Larisa Heiphetz, Boston College

Four papers discuss factors that influence outcomes for people involved in the criminal justice system. Presentations focus on predictors of punitiveness, religious violence, judgments in civil versus criminal cases and racial profiling. These papers provide cross-disciplinary perspectives on intergroup attitudes, moral judgment and the criminal justice system.

### ABSTRACTS

#### ESSENTIALIST JUDGMENTS OF CRIMINALITY PREDICT PUNITIVE ATTITUDES TOWARD OFFENDERS

Despite the high incarceration rate in the United States, perceptions of offenders remain understudied. In three studies (N=299), we investigated the relationship between essentialist perceptions of criminality—judgments that criminality is innate and unchangeable—and attitudes toward offenders. To do so, we developed the Criminality Essentialism Scale (alpha=.87). Although essentialist perceptions of specific crimes predict less punitiveness (Dar-Nimrod et al., 2011; Monterosso et al., 2010), we show that essentialism of criminality in general

predicts stronger support for the death penalty ( $r=.38, p<.001$ ) and greater acceptance of harsh treatment in prison ( $r=.46, p<.001$ ). These correlations remain significant after controlling for essentialism toward other social groups, racial attitudes and social desirability. These findings extend the literature on moral violations and essentialism by highlighting the consequences of biological essentialism and illuminating conditions under which individuals are especially punitive. This work is also of practical importance because perceptions of offenders can influence recidivism.

**Larisa Heiphetz<sup>1</sup>, Liane Young<sup>1</sup>**  
<sup>1</sup>Boston College

## RELIGIOUS BELIEF AND RELIGIOUS VIOLENCE

The relationship between religion and violence is the subject of intense popular and scholarly debate, but there is dearth of controlled empirical investigation into the topic. One perspective is that religion encourages violence via tribalism, hardening of group boundaries and devaluing the life of a non-believer. In studies carried out in the West Bank/Gaza, Indonesia and the U.S., we find on the contrary that religion seems to attenuate beliefs that encourage violence. In Study 1, Palestinian participants responding to moral dilemmas were more likely to value Israeli and Palestinian lives equally when taking God's perspective. In Studies 2-4 we used adoption tasks to investigate how people think about religious categories, showing that essentialism of religion is associated with religious violence (in Indonesia), but that religion is less likely to be essentialized than other social categories such as nationality (in the West Bank and the United States).

**Jeremy Ginges<sup>1</sup>, Hammad Sheikh<sup>1</sup>, Mostafa Rad<sup>1</sup>**  
<sup>1</sup>New School for Social Research

## THE UNANTICIPATED PSYCHOLOGY OF CRIMINAL VERSUS CIVIL CASES

From a legal perspective, a situation in which one person or corporation harms another can lead to a criminal case, a civil case or both. While past legal and psychological scholarship has focused on theoretical differences between the two systems, the current work empirically explores whether these consequences are functionally equivalent to laypeople, or whether the framing of a consequence as "civil" or "criminal" impacts lay decisions. It investigates some unanticipated effects of civil or criminal institutional choice. Information about harmdoers affects blame and damages judgments in criminal cases, while information about victims affects judgments in civil cases. These effects are driven in part by greater perceived agency of harmdoers in criminal cases and greater perceived agency of victims in civil cases. Further, even within the civil domain, victims who act more agentically are blamed more and are awarded less in damages. Ramifications for legal decision-making are discussed.

**Pam Mueller<sup>1</sup>, Susan Fiske<sup>1</sup>**  
<sup>1</sup>Princeton Univ.

## RACE, STEREOTYPES, PERCEPTION AND DISCRETION: CAUSES OF DISPARATE POLICING

High profile cases of police officer-involved deaths of unarmed Black men have increased the public's concern over racially disparate policing, but the problem pre-dates these recent events and reflects a much larger and broader phenomenon. Psychological science is in a good position to help explain

and mitigate the problem, both in the more commonplace, daily intrusions (e.g., stop and frisk) as well as the extreme, lethal cases. Research by the authors and others on the causes and consequences of racial profiling and lethal force will be reviewed, as will a compelling case study of the effect of reducing law enforcement discretion. Archival research on actual police-on-police fatal shootings reveals that patterns with regard to victim and shooter race parallel those in the now considerable body of research on "shooter bias." Psychological science insights will be leveraged to identify recommendations to policy makers and law enforcement practitioners.

**Jack Glaser<sup>1</sup>, Katherine Spencer<sup>1</sup>, Amanda Charbonneau<sup>1</sup>**  
<sup>1</sup>Univ. of California, Berkeley

## PSYCHOLOGICAL MECHANISMS FOR MANAGING THE RISK OF INFECTIOUS DISEASE (N4)

**Room: 9**

**Chair: Joshua Ackerman, University of Michigan**  
**Co-Chair: Marjorie Prokosch, Texas Christian University**

Throughout much of our history, pathogens and parasites have posed a critical problem to human survival. This symposium presents recent research that has used experimental, individual difference and population-level approaches to highlight the breadth of disease avoidance psychology. Implications for future decision-making, prejudice research, and consumer behavior are considered.

## ABSTRACTS

### DISEASE THREAT LEADS TO HIGHER CONFORMITY

Cultural norms often develop and persist due to their protective characteristics, and many normative conventions (such as those pertaining to hygiene, food preparation or sex) serve to mitigate pathogen transmission. The benefits of conforming to norms are especially likely to outweigh the costs when the threat of disease is especially high. Thus, conformity should increase as a function of disease threat. Results from a recent set of studies support this hypothesis. Individuals highest in dispositional worry about disease transmission also scored highest on behavioral and attitudinal conformity across divergent measures. Further, individuals for whom the threat of disease was made temporarily salient scored higher on these conformity measures (such as behavioral conformity to majority opinion). These laboratory results are buttressed by cross-regional analyses, which reveal that several distinct markers of conformity (such as average effect sizes of conformity experiments) are significantly higher in regions of higher disease threat.

**Damian Murray<sup>1</sup>, Mark Schaller<sup>2</sup>**  
<sup>1</sup>Tulane Univ., <sup>2</sup>Univ. of British Columbia

### TOO RISKY A GAMBLE?: PLAYING IT SAFE IN RESPONSE TO DISEASE THREAT

Researchers have long been interested in factors that influence individuals' tolerance for risk. Although frequently characterized as undesirable, some risk-taking is necessary for economic growth and in modern social interactions. Here, we draw from research on the behavioral immune system to examine the role that illness and disease threats play in

modulating risk tolerance, testing the hypothesis that disease threats bias human decision-making towards risk aversion. Across five studies, we examined the impact of disease cues on individuals' risk tolerance and risk-taking. Results revealed a consistent pattern whereby people were less risky when the threat of disease was high. This shift was found using both self-report and behavioral measures and was eliminated in response to a hand-washing manipulation. The current research provides evidence of a novel conceptual link between environmental pathogen load and risk tolerance, demonstrating a tendency to play it safe when the threat of disease is high.

**Marjorie Prokosch<sup>1</sup>, Sarah Hill<sup>1</sup>**

<sup>1</sup>Texas Christian Univ.

### WARY OF INNOVATION: DISEASE PREVALENCE ON ATTITUDES TOWARDS NOVEL PRODUCTS

Research suggests that regional differences in disease prevalence predict people's extraversion levels (Schaller & Murray, 2008). Here, we examine whether disease prevalence predicts similar decreased preferences in a different domain, specifically, regarding product innovation. In Study 1, we examined state-level indices of pathogen prevalence (CDC 2010 infant death rates and life expectancy) and product innovation (number of patents filed by inventor state in 2010; U.S. Patent and Trademark Office). States' pathogen prevalence rates negatively correlated with patents filed, even controlling for income and population. Study 2 sought experimental corroboration. Mturk participants (N=281) were primed with disease-related cues (or neutral ones) before rating a consumer product which was described as a new prototype or already existing. A three-way interaction emerged between prime, product novelty and participants' chronic sensitivity to disease-related threats (PVD). Specifically, for disease-primed (vs. neutral-primed) individuals, leerness of disease predicted increased negativity when the product was novel (vs. existing).

**Julie Huang<sup>1</sup>, Joshua Ackerman<sup>2</sup>, Lawrence Williams<sup>3</sup>**

<sup>1</sup>Stony Brook Univ., <sup>2</sup>Univ. of Michigan, <sup>3</sup>Univ. of Colorado at Boulder

### ACETAMINOPHEN AND INTERGROUP BIASES: IMPLICATIONS FOR THE LINK BETWEEN THE BIOLOGICAL AND BEHAVIORAL IMMUNE SYSTEMS

Humans have a behavioral immune system that promotes the avoidance of individuals, such as outgroup members, who might increase one's risk of infection. The behavioral immune system is especially critical when people feel sick or injured. Acetaminophen acts on the central nervous system to disrupt inflammatory signals that contribute to the sickness response. Because acetaminophen blunts neural signals that communicate health vulnerability, the behavioral immune response to favor ingroup over outgroup members might be less active when people take acetaminophen. To test this possibility, we conducted two double-blind, placebo controlled studies that examined the effects of acetaminophen on intergroup biases. Study 1 found that acetaminophen blunted ingroup favoritism in mental representations of faces. Study 2 found that acetaminophen was associated with less negative representations of African Americans, a group that is negatively stereotyped in America. These results suggest that dampening biological signals of vulnerability reduce self-

protective intergroup responses.

**Kyle Ratner<sup>1</sup>, Baldwin Way<sup>2</sup>**

<sup>1</sup>UC Santa Barbara, <sup>2</sup>The Ohio State Univ.

### FINDING THE RIGHT BALANCE BETWEEN FRIEND AND FOE: NEW PERSPECTIVES ON SOLVING THE COOPERATION-COMPETITION PARADOX (N5)

**Room: 8**

**Chair: Adam Galinsky, Columbia University**

The talks offer new perspectives on the cooperation-competition paradox. Perspective-taking is a tool for distinguishing friend from foe. Offer choice is a negotiation tool that signals cooperation while producing better outcomes. Prosocial lies are an interpersonal tool to gain trust. Hierarchy is a group tool that creates internal cooperation.

### ABSTRACTS

#### A MIXED-MOTIVE MODEL OF PERSPECTIVE-TAKING

Numerous studies have demonstrated that perspective-taking benefits interpersonal and intergroup processes, from reducing prejudice to increasing social coordination. Building off this work, the social bonds model of perspective-taking proposed that perspective-taking helps individuals build and maintain social bonds. However, recent counterintuitive findings have demonstrated that perspective-taking produces a host of deleterious effects on social bonds, including greater competition, egocentrism and unethical behavior. This talk will integrate these seemingly-contradictory findings by identifying three factors that moderate the effects of perspective-taking: the perspective-taker, the target and the relationship. It then offers a new model of perspective-taking: The Mixed-Motive Model of Perspective-Taking. This model explains why perspective-takers are able to balance the need for psychological closeness and cooperation with the need for self-protection and self-advancement. This model postulates that perspective-taking is an evolved tool designed to help people navigate a mixed-motive world more effectively by distinguishing friend from foe.

**Cynthia Wang<sup>1</sup>, Gillian Ku<sup>2</sup>**

<sup>1</sup>Oklahoma State Univ., <sup>2</sup>London Business School

#### WHEN HIERARCHY WINS AND WHEN IT KILLS

Functional accounts of hierarchy propose that hierarchy increases coordination and reduces conflict. By creating cooperation within groups, hierarchy helps groups compete effectively with other groups. Dysfunctional accounts claim that hierarchy impairs performance by stifling low-ranking team-members insights. Using archival and laboratory data, we present evidence that supports both of these views. We find that the level of task interdependence is a key determinant for when hierarchy is detrimental versus beneficial. In doing so, we also document a too-much-talent effect: more talent facilitates performance on interdependent tasks only up to a point, after which more talent harms performance because of status conflicts that impair coordination. We extend the effects of hierarchy to cultures by analyzing data from 30,625 Himalayan mountain climbers; expeditions from countries with hierarchical cultural values had more climbers reach the summit, but also more climbers die. Finally, we discuss the

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conditions that help hierarchy win without killing.

**Adam Galinsky<sup>1</sup>, Erich Anicich<sup>1</sup>, Roderick Swaab<sup>2</sup>, Richard Ronay<sup>3</sup>**

<sup>1</sup>Columbia Univ., <sup>2</sup>INSEAD, <sup>3</sup>VU Univ.

## NEGOTIATING WITH A VELVET HAMMER: MULTIPLE EQUIVALENT SIMULTANEOUS OFFERS

Ambitious first offers can produce better individual outcomes, but they also risk antagonizing the other party, leading to extreme counteroffers and even impasses. To circumvent this challenge, we propose giving recipients a choice among aggressive first offers, called multiple equivalent simultaneous offers (MESOs). The current research adds to the negotiation literature by holding extremity constant and only manipulating offer choice. A choice among first offers produced strong anchoring effects by reducing counteroffer adjustment from the first offer. The data also reveal why this effect occurs; offer choice led recipients to perceive the offers as a more legitimate attempt at agreement, resulting in less counteroffer adjustment. The studies also reveal that offer choice leads the offering negotiator to seem more cooperative and to produce more integrative agreements. MESOs create a “velvet hammer,” securing advantage while leading the other party to see the offer as legitimate and the negotiator as cooperative.

**Geoffrey Leonardelli<sup>1</sup>, Jun Gu<sup>2</sup>, Geordie McRuer<sup>1</sup>**

<sup>1</sup>Univ. of Toronto, <sup>2</sup>Monash Univ.

## PROSOCIAL LIES: WHEN DECEPTION BREEDS TRUST

Philosophers, psychologists and economists have long asserted that deception harms trust. We challenge this claim and distinguish self-interested deception, a competitive tool that enables individuals to exploit foes, from prosocial deception, a cooperative tool that enables individuals to assist friends. Across four studies, we demonstrate that prosocial deception can increase trust. We demonstrate this relationship with both attitudinal and behavioral measures. For example, prosocial lies increase the willingness to pass money in the trust game, a behavioral measure of benevolence-based trust. We find that although prosocial lies increase benevolence-based trust, they can harm integrity-based trust. To measure integrity-based trust behavior, we introduce a new economic game, the Rely-or-Verify game. Our findings expand our understanding of deception and deepen our insight into the mechanics of trust.

**Maurice Schweitzer<sup>1</sup>, Emma Levine<sup>1</sup>**

<sup>1</sup>Univ. of Pennsylvania

## THE FUNCTION OF DISTINCT EMOTIONS IN EVERYDAY SOCIAL SITUATIONS (N6)

**Room:** 6A

**Chair:** Aaron Weidman, University of British Columbia

**Co-Chair:** Jessica Tracy, University of British Columbia

Four talks incorporating longitudinal designs, dyadic interactions and physiological and neuroscientific data highlight the functions of distinct emotions on everyday social outcomes, including academic and athletic achievement, close relationships, social support and motivation. Discussion centers on the need to incorporate distinct emotions into theoretical models explaining and predicting behavior.

## ABSTRACTS

### THE BENEFITS OF FOLLOWING YOUR PRIDE: AUTHENTIC PRIDE PROMOTES ACHIEVEMENT

Although authentic pride has been posited to promote achievement, it remains unclear how this works. We tested whether authentic pride promotes downstream achievement outcomes by motivating individuals to engage in appropriate behavioral responses to success and failure. In four longitudinal studies (total N=1132), we measured pride in response to a prior performance, and subsequent changes in achievement-oriented behavior and achievement outcomes among (a) adults training for long-distance running races; and (b) undergraduates completing class exams. Across studies, authentic pride shifted in response to achievement outcomes, such that those who performed well felt greater pride. Furthermore, individuals who felt low authentic pride responded by changing their achievement behavior in a functional manner. In Studies 2-4, we found that pride-driven behavioral changes led to improved future exam performance among low performers. These studies suggest that authentic pride is a barometer of achievement, promoting behavioral responses that lead to improved performance.

**Aaron Weidman<sup>1</sup>, Jessica Tracy<sup>1</sup>, Andrew Elliot<sup>2</sup>**

<sup>1</sup>Univ. of British Columbia, <sup>2</sup>Univ. of Rochester

### USING EXPRESSED GRATITUDE AS A METHOD FOR UNCOVERING MECHANISMS FOR GRATITUDE'S ROLE IN RELATIONAL "BINDING"

Recent theory on the emotion of gratitude suggests that it functions to momentarily draw attention to someone who would make a good social relationship partner, and bind the grateful person more closely in to the relationship with that person (Algoe, 2012). This talk presents data from three studies involving each member of romantic relationships (ns = 156, 250, 260, respectively) to address how such binding might occur. Specifically, the studies target the behavior of the grateful person (e.g., expressing gratitude), the original benefactor's psychological response to that behavior (i.e., perceived responsiveness of the grateful person), as well as actions within a subsequent interaction (e.g., kissing), to test mechanisms for gratitude's role in promoting high-quality relationships. Discussion focuses on implications for gratitude's role in a wide variety of social relationships and on emotion theory regarding the social functions of emotions.

**Sara Algoe<sup>1</sup>**

<sup>1</sup>Univ. of North Carolina at Chapel Hill

### AWE, CURIOSITY AND DOWNSTREAM SOCIAL OUTCOMES

We present evidence that the effect of awe on downstream social outcomes is mediated by curiosity. Study 1 is a longitudinal, multiphase study that examined the effect of trait-level awe on curiosity and social outcomes in a sample of undergraduates (n=119). We found that participants' trait-level awe predicted peer ratings of participants' curiosity, which in turn mediated the effect of awe on peer-rated friendship satisfaction. Furthermore, we found that trait-level awe measured at the beginning of the semester predicted empathic concern at the end of the semester and that curiosity assessed in an intervening daily diary mediated this effect. Study 2 examined the effect of in situ awe on curiosity

and social outcomes in a sample of adolescents who went white-water rafting (n=56). Awe experienced during the rafting trip predicted curiosity, which in turn mediated the effect of awe on social-wellbeing assessed one week after the trip.

**Craig Anderson<sup>1</sup>, Amie Gordon<sup>2</sup>, Jennifer Stellar<sup>3</sup>, Dacher Keltner<sup>1</sup>**

<sup>1</sup>Univ. of California-Berkeley, <sup>2</sup>Univ. of California-San Francisco, <sup>3</sup>Univ. of Toronto

## ANGER: ITS FUNCTIONAL AND PHYSIOLOGICAL IMPLICATIONS

Anger is often posited to be similar to fear in that both are negative, arousing emotions. Yet anger differs from fear in terms of hormonal profiles, asymmetric frontal cortical activity, links with positive affect and behavior. Studies illustrating these differences will be reviewed, as will studies illustrating differences between types of anger (total N = 303). In particular, studies have linked anger with testosterone and fear with cortisol; anger with greater relative left frontal cortical activity and fear with greater right frontal activity; anger with increased reward responsiveness and fear with decreased reward responsiveness, and anger with approach- and fear with avoidance-related behaviors. However, in this program of research, the "outcomes" associated with anger depend on situational and personality variables, suggesting that anger does not necessarily produce only one type of outcome. Discussion will center on the need for discrete as well as dimensional models of emotions.

**Eddie Harmon-Jones<sup>1</sup>**

<sup>1</sup>Univ. of New South Wales

## WHEN INSTITUTIONS ARE BARRIERS: HOW INSTITUTIONAL BIAS AND CONTEXTUAL CUES SHAPE SUCCESS AMONG STIGMATIZED GROUPS (N7)

**Room:** 6B

**Chair:** Stephanie Reeves, University of Waterloo

**Co-Chair:** David Yeager, University of Texas

Today, many mainstream institutions have taken steps to reduce overt prejudice. Why then do inequalities continue? This symposium presents novel experimental and longitudinal research illuminating the sometimes-hidden and surprising ways that cues interact with social identity to undermine or promote/ foster thriving for members of stigmatized or under-represented groups.

### ABSTRACTS

#### CAUGHT UP IN RED TAPE: BUREAUCRATIC HASSLES UNDERMINE BELONGING AMONG FIRST GENERATION COLLEGE STUDENTS

Research has shown that institutional cues can reduce sense of belonging and achievement among underrepresented and stigmatized students (e.g. first-generation college students). However, most work focuses on cues relevant to stereotypes or group membership. We hypothesized that even mundane, group-irrelevant cues, specifically bureaucratic difficulties, might trigger belonging concerns. In study 1, students completed a university form online that was manipulated to be frustrating (or not). The frustrating web form reduced self-reported sense of belonging and perceived probability of

success among first-generation college students. A multi-session field study conceptually replicated this finding with a different type of bureaucratic challenge: a straightforward or confusing course selection task. Correlational analyses in the same study revealed that experiences of bureaucratic challenges in students' naturalistic settings predicted reduced sense of belonging. Moreover, these perceived bureaucratic challenges influenced the retention rates of students who were more uncertain about their belonging at college.

**Stephanie Reeves<sup>1</sup>, Mary Murphy<sup>2</sup>, Sidney D'Mello<sup>3</sup>, David Yeager<sup>4</sup>**

<sup>1</sup>Univ. of Waterloo, <sup>2</sup>Indiana Univ., Bloomington, <sup>3</sup>Univ. of Notre Dame, <sup>4</sup>Univ. of Texas at Austin

#### INSTRUCTORS' THEORIES OF INTELLIGENCE SHAPE THE EXPERIENCES OF WOMEN IN STEM

Subtle situational cues in the classroom can trigger social identity threat. We, therefore, investigated the psychological, motivational and performance effects of several situational cues for women in STEM settings. In an experiment and a longitudinal, experience-sampling study, we examined how students' perceptions of college instructors' entity vs. incremental lay theories of intelligence shape women's experiences in STEM. Moreover, we explored how this cue interacts with others to influence women's sense of belonging, interpersonal concerns and performance in STEM. Experimental data demonstrate that "experts" with fixed theories of intelligence inhibit women's STEM performance, particularly in contexts in which they form a minority. The longitudinal study reveals that when women perceive their STEM professors to have a fixed theory of intelligence, it inspires social identity threat and impacts how students relate and interact in class. These results underscore the importance of others' theories of intelligence for women's experiences in STEM classes.

**Kathryn Boucher<sup>1</sup>, Mary Murphy<sup>2</sup>, Sabrina Zirkel<sup>3</sup>, Julie Garcia<sup>4</sup>**

<sup>1</sup>Univ. of Indianapolis, <sup>2</sup>Indiana Univ., Bloomington, <sup>3</sup>Mills College, <sup>4</sup>California Polytechnic State Univ.

#### THE EMERGENCE AND LONG-TERM EDUCATIONAL CONSEQUENCES OF INSTITUTIONAL TRUST DURING ADOLESCENCE

There are massive racial/ethnic differences in people's trust that institutions are fair. The present research offers an unprecedented seven-year correlational and experimental study that was precisely replicated over two years. It describes the onset of the black-white trust gap in middle school. There is no trust gap in sixth grade, but by seventh grade it is nearly a standard deviation in size. The growth of this gap is predicted by black students' awareness of bias in discipline policies. Once developed, institutional distrust has pernicious consequences. It predicts subsequent behavioral problems (school discipline) and, five years later, lower likelihood of enrolling at a four-year college. An experimental intervention tested causality. It administered a trust-restoring treatment in 7th grade, and this reduced black students' discipline incidents by half in 8th grade and increased four-year college enrollment. The role of social identity and trust formation in social-relational recursive processes is discussed.

**Valerie Purdie-Vaughns<sup>1</sup>, David Yeager<sup>2</sup>, Sophia Hooper<sup>2</sup>, Geoffrey Cohen<sup>3</sup>**

<sup>1</sup>Columbia Univ., <sup>2</sup>Univ. of Texas at Austin, <sup>3</sup>Stanford Univ.

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## A PARENT INTERVENTION ENCOURAGES IMPORTANT DISCUSSIONS AND INCREASES SCHOOL MOTIVATION

Parents often have high educational expectations for their children but may not feel equipped to initiate important motivating discussions with them, especially if they come from low socioeconomic status (SES) backgrounds. Eighth grade parents were randomly assigned to a treatment group designed to encourage such discussions by hearing a parent panel and receiving a handout and access to an informational website. Parents in the treatment group (vs. control) subsequently planned to talk to their children sooner about college and financial aid and believed that it is more important for their child to persist through academic difficulty ( $b = .308, t(48) = -2.184, p = .034$ ). Accordingly, their children subsequently reported discussing college with their parents more recently and believed it was more important to persist in the face of academic difficulty compared to children whose parents were in the control group ( $b = -.375, t(41) = -2.095, p = .046$ ).

Ryan Svoboda<sup>1</sup>, Mesmin Destin<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

## BELOW AND BEYOND THE BIG FIVE (N8)

Room: 6E

Chair: Anissa Mike, Washington University in St. Louis

The current symposium presents alternative ways to examine the Big Five. First, a revision to the BFI is presented. Next, the structure of personality, above and below the Big Five, is examined. Third, the maladaptive ends of the Big Five are explored. Lastly, the predictive validity of facets is tested.

### ABSTRACTS

#### MODELING FACETS TO PREDICT BEYOND THEIR BIG FIVE FACTOR

Given the broad nature of the Big Five, stronger predictions of outcomes may be gained by utilizing lower order facets that better identify inclinations towards more specific behaviors. Previous studies investigating facets have often been forced to examine facets separately from their overall construct and are unable to account for overlap between facets and their general factor. The current study uses bifactor models to disentangle the variance associated with specific facets and their general factor in order to determine whether facets offer unique predictive validity beyond their general factor. Specifically, we examine whether facets of conscientiousness and neuroticism can predict beyond their general traits when predicting health, and we examine whether facets of extraversion and agreeableness offer useful information when predicting whether individuals choose to volunteer. We find that for all Big Five traits facets can predict differentially from each other as well as from their general factors.

Anissa Mike<sup>1</sup>, Thomas Oltmanns<sup>1</sup>, Joshua Jackson<sup>1</sup>  
<sup>1</sup>Washington Univ. in St. Louis

#### CONCEPTUALIZATION, DEVELOPMENT AND INITIAL VALIDATION OF THE BIG FIVE INVENTORY-2

This talk will describe a series of three studies conducted to develop and validate the BFI-2, a major revision of the Big Five Inventory. Study 1 conceptually defines a hierarchical

personality structure with 15 facet traits nested within the broad Big Five domains, then derives a pool of candidate items to measure this structure. Study 2 uses a joint conceptual-empirical approach to develop the final BFI-2 from the preliminary item pool. Study 3 examines the BFI-2's basic measurement properties, hierarchical structure and predictive validity in two independent validation samples. The results of these studies indicate that the BFI-2 represents a major conceptual and empirical advance over the original BFI. Specifically, the BFI-2 has a robust hierarchical structure, balances descriptive bandwidth and fidelity, minimizes the influence of acquiescent responding and provides substantially greater predictive power. The BFI-2 thus offers new opportunities for both psychometric and substantive research.

Christopher Soto<sup>1</sup>  
<sup>1</sup>Colby College

#### DEVELOPMENT AND REFINEMENT OF THE SAPA PERSONALITY INVENTORY

Most personality inventories use items which are sentences or phrases rather than trait descriptive adjectives. The presumption that these phrased items share an identical structure with the trait descriptors is widely untested. Using recently developed methodological innovations (the International Personality Item Pool and Synthetic Aperture Personality Assessment), we evaluated the structure of a large set of phrased items following the administration of 92 personality scales (representing 696 items) to an international sample ( $N=58,000$ ). These data allow for empirical evaluation of the relationships between the scales from which these items were chosen as well as evaluation of the empirical structure across all items together. Based on exploratory and confirmatory structural analyses of the full set, a 150-item subset was identified to represent a set of blended scales which can be scored at the level of three, five or fifteen factors.

David Condon<sup>1</sup>, William Revelle<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

#### IMPLICATIONS OF TRAIT STANDING ON SOCIAL, EMOTIONAL AND MOTIVATIONAL FUNCTIONING

The purpose of this talk is to discuss potentially harmful implications of trait standing on social, emotional and motivational functioning. The existing literature has documented a range of problems associated with the Five-Factor Model (FFM), but these associations have largely been confined to the socially undesirable poles. Widiger and colleagues argue that problems are associated with both poles, but that normal-range FFM measures may be limited in covering maladaptive variants of socially desirable traits. In this study, a list of 310 personality-related problems was developed and administered to a college student sample along with the International Personality Item Pool Representation of the NEO-PI-R (IPIP-NEO-PI-R) and the Experimental Manipulation of the NEO-PI-R items (EXP-NEO-PI-R). Numerous problems were associated with both poles of each trait domain, but both the IPIP-NEO-PI-R and EXP-NEO-PI-R were required to capture problems at both ends.

Michael Boudreaux<sup>1</sup>  
<sup>1</sup>Washington Univ. in St. Louis

## DIVERSITY IN CLOSE RELATIONSHIP PROCESSES (N9)

**Room:** 6D

**Chair:** Belinda Campos, University of California, Irvine

Relationship science stands to benefit from incorporating sociocultural diversity into the study of close relationship processes. The four talks in this symposium present studies of close relationships that generated novel findings about the role of sociocultural diversity in emotion, relationship satisfaction, neighborhood influences and intergroup relations.

### ABSTRACTS

#### EFFECT OF NEIGHBORHOOD DISADVANTAGE ON MARITAL COMMUNICATION AND RELATIONSHIP SATISFACTION

Although leading models suggest that neighborhood disadvantage is detrimental to intimate relationships, Cutrona et al. (2003) found surprising associations with better marital quality. The present study extended their cross-sectional work by examining couples as they moved to poorer or wealthier neighborhoods. We asked, "Do between-couple and within-couple differences in neighborhood income predict communication behaviors and relationship satisfaction?" The four-wave study employed observational data from 431 diverse newlywed couples and 2010 Census data on median neighborhood income. Couples' average neighborhood income was positively associated with baseline constructive communication, but couples who moved to wealthier neighborhoods did not experience significant changes in communication. Couples' average neighborhood income did not significantly predict between-couple variation in relationship satisfaction but couples who moved to wealthier neighborhoods experienced decreases in relationship satisfaction. These longitudinal findings suggest that neighborhood disadvantage may not play a causal role in communication, but is surprisingly associated with declines in relationship satisfaction.

**Teresa Nguyen<sup>1</sup>, Hannah Williamson<sup>1</sup>, Benjamin Karney<sup>1</sup>, Thomas Bradbury<sup>1</sup>**

<sup>1</sup>Univ. of California, Los Angeles

#### FAMILISM: A CULTURAL VALUE WITH IMPLICATIONS FOR ROMANTIC RELATIONSHIP QUALITY

Familism is a cultural value that emphasizes interdependent family relationships that are warm, close and supportive. The goal of the present study was to examine whether familism values shape romantic relationships by testing whether: (a) familism would be positively associated with romantic relationship quality and (b) this association would be mediated by less attachment avoidance. A sample of U.S. participants (N=515) of Latino (n=140), European (n=176) and East Asian (n=199) cultural background currently in a romantic relationship completed online measures of familism, attachment, partner support and partner closeness. Results showed that, in the Latino sample, higher familism was associated with higher partner support and higher partner closeness, and these associations were mediated by lower attachment avoidance. This pattern was not observed in the European or East Asian background samples. The implications of familism for close relationships and corresponding psychological processes in Latinos and non-Latinos are

discussed.

**Belinda Campos<sup>1</sup>, Oscar Rojas Perez<sup>1</sup>, Christine Guardino<sup>2</sup>**

<sup>1</sup>Univ. of California, Irvine, <sup>2</sup>Univ. of California, Los Angeles

#### A CROSS-CULTURAL E-DIARY STUDY OF DAILY AFFECTIVE AND BEHAVIORAL DYNAMICS IN INTIMATE RELATIONSHIPS

Culture shapes how people interact with one another. Nevertheless, few studies have investigated cultural effects on intimate relationship interaction. The goal of the present research was to contribute to this literature by examining cultural effects on daily affect and behaviors in couples representing four different cultural contexts. A total of 706 married couples from nine countries (Austria, Belgium, Germany, Italy, Netherlands, Portugal, Switzerland, Russia and China) completed questionnaires and reported on their affect and behaviors three times per day over seven consecutive days in an electronic diary study. Dyadic multilevel analyses revealed cultural variation in levels and reciprocation of behaviors during conflict and in affect synchrony. The observed cultural variation was partially explained by spouses' gender role norms and egalitarian values, with more traditional and less egalitarian spouses featuring less reciprocal reporting of positive and negative behaviors, and less synchrony in negative, but not positive affect.

**Dominik Schoebi<sup>1</sup>**

<sup>1</sup>Univ. of Fribourg

#### THE RISING TREND OF INTERGROUP ROMANTIC RELATIONSHIPS: CAPTURING THE FAMILY CONTEXT

Changing U.S. demographics may lead to increases in intergroup romantic relationships. The current study examined intergroup romantic relationship attitudes and experiences within the context of young adults' families of origin. Young adults from Asian, Latino and European cultural backgrounds (N=628) reported on their own attitudes and their perceptions of parents' attitudes towards dating outside of his/her cultural group. Findings showed that, overall, young adult intergroup dating attitudes were significantly more positive than perceptions of parents' attitudes. Cultural comparisons revealed that Asian participants reported greater discrepancies with their parents than did Latino participants; comparisons with European participants were not significant. Young adults with more discrepant attitudes were more likely to report conflict with parents over intergroup relationships. However, parent-young adult relationship quality moderated the association between discrepancies and conflict. Findings suggest that relationship quality may be protective against experiencing conflict for young adults who perceive differing intergroup attitudes from their parents.

**Sharon Shenhav<sup>1</sup>, Belinda Campos<sup>1</sup>, Wendy Goldberg<sup>1</sup>**

<sup>1</sup>Univ. of California, Irvine

#### SOCIAL/PERSONALITY PSYCHOLOGY AND PUBLIC HEALTH: PROMISE AND PRACTICAL APPLICATION (N10)

**Room:** 2

**Chair:** Jeffrey Hunger, University of California, Santa Barbara

Modifiable behaviors (e.g., diet/exercise) contribute to

SESSION N: 3:30 - 4:45 PM

morbidity and mortality, and thus represent important targets for intervention. This symposium showcases how research and theory from social/personality psychology can inform public health. Presenters will highlight the utility of publicly available datasets and big data methodologies while providing practical guidance for their use.

## ABSTRACTS

### WEIGHT STIGMA AND WEIGHT GAIN: EVIDENCE FROM LARGE-SCALE LONGITUDINAL DATA

A growing body of experimental research shows that weight-stigmatizing experiences can lead to behavioral responses associated with weight gain (e.g., increased eating). However, researchers have only recently begun to examine the long-term consequences of weight stigma. Using data from the NHLBI Growth and Health Study (NGHS; N = 3,899), we first show that being labeled “too fat” as an adolescent is associated with an increased likelihood of being obese nearly a decade later. Using data from the Midlife in the United States Study (MIDUS; N = 3,372), we replicate the association between weight stigma and weight gain in a sample of community-dwelling adults and with a more nuanced measure of perceived discrimination. Importantly, in line with laboratory evidence this effect is partially mediated by increased stress eating. Large-scale, publicly available datasets provide a unique opportunity to examine the putative long-term consequences of phenomena more commonly studied experimentally in the laboratory.

**Jeffrey Hunger<sup>1</sup>, A. Tomiyama<sup>2</sup>, Eric Robinson<sup>3</sup>, Michael Daly<sup>4</sup>**  
<sup>1</sup>Univ. of California, Santa Barbara, <sup>2</sup>Univ. of California, Los Angeles, <sup>3</sup>Univ. of Liverpool, <sup>4</sup>Univ. of Stirling

### STRENGTHENING THE SOCIAL-HEALTH INTERFACE WITH NATIONAL DATA

Klein will open his talk by first addressing the promise of applying research and theory from social and personality psychology to pressing public health issues. Not only does our field hold important insight for addressing and remedying the many modifiable aspects of poor health, such as smoking and lack of physical activity, but health has and will continue to prove a fertile domain for testing, refining and expanding our theories of behavior. Klein then uses findings from the Health Information National Trends Survey (HINTS) to provide a “how-to” guide for conducting research using large-scale publicly available datasets. Specifically, using three studies showing that people who are high in self-affirmation tendencies tend to show a variety of health benefits, Klein provides practical advice and addresses potential pitfalls associated with obtaining, analyzing and publishing with this type of data.

**William Klein<sup>1</sup>**  
<sup>1</sup>National Cancer Institute

### EVALUATING THE BIDIRECTIONAL RELATION BETWEEN PERSONALITY AND PHYSICAL ACTIVITY WITH PUBLIC DATABASES

Physical activity and personality traits both promote better health across the lifespan. Cross-sectional studies point to a consistent relation between the two but do not speak to their temporal dynamics. Using data from the Midlife in the United States Study (MIDUS; N=3,758) and the Health and Retirement Study (HRS; N=10,227), we examined the reciprocal relation

between personality and physical activity. Over 4-10 years follow-up, physically active adults increased in extraversion, openness and conscientiousness, and these traits predicted maintaining a physically active lifestyle. This pattern replicated using an objective performance measure on a subset of HRS participants (N=5,210) and was partially replicated using panel studies in Europe (N=13,301) and Australia (N=8,629). Large, longitudinal datasets that are publicly available offer the opportunity to efficiently address the temporal dynamics between personality and health-promoting behaviors, determine whether such associations are replicable, and evaluate their generalizability to other cultural contexts.

**Angelina Sutin<sup>1</sup>, Yannick Stephan<sup>2</sup>, Antonio Terracciano<sup>3</sup>**  
<sup>1</sup>Florida State Univ. College of Medicine, <sup>2</sup>Univ. of Montpellier, <sup>3</sup>Florida State Univ.

### USING SOCIAL NETWORK ANALYSIS AND MACHINE LEARNING WITH FACEBOOK PROFILE DATA TO PREDICT SUBSTANCE USE AND RELATED HEALTH FACTORS

The web application peek was developed as a research tool to facilitate the combination of Facebook profile information and responses collected with Survey Monkey. Survey information can be linked to a wide array of user data, including demographics, social network structure, events, photos and multiple rich sources of text. We present the findings of a pilot study classifying substance use risk and related health factors, from social network characteristics and other profile data using machine learning (random forests). Participants (N = 150) were recruited through Facebook advertisements. After participation, respondents were shown a summary of their Facebook data, including a visualization of their social graph. Our findings suggest that profile data including basic demographics, family information, relationship status and interests, political affiliation, religious beliefs and metrics calculated with social network analysis, are predictive of substance use. Future studies exploring other behavioral health issues are discussed.

**Benjamin Crosier<sup>1</sup>, Jacob Borodovsky<sup>1</sup>, Lisa Marsch<sup>1</sup>, Nicholas Light<sup>2</sup>**  
<sup>1</sup>Dartmouth College, <sup>2</sup>Casper

## BEYOND THE INDIVIDUAL: GETTING SOCIAL WITH EMOTION REGULATION (01)

**Room:** 8

**Chair:** Jamil Zaki, Stanford University

**Co-Chair:** James Gross, Stanford University

Building upon research on how people independently manage their own emotions, researchers are increasingly investigating how people regulate each other's affect. This symposium presents novel findings concerning how people both influence other individuals' emotions and recruit social support to manage their own experiences.

### ABSTRACTS

#### A SAFE HAVEN: EXPLORING WHETHER SOCIAL SUPPORT FIGURES ACT AS PREPARED SAFETY STIMULI

Although social companions can powerfully downregulate threat responses, how this happens is not known. Based on the importance of close social ties for protection and survival, we hypothesized that social support figures act as "prepared safety stimuli"—promoting feelings of safety and reducing threat responses—through the same mechanisms that allow other basic cues to signal safety. To test this, Study 1 used neuroimaging to demonstrate that viewing social support figures during pain led to increased activity in safety-related neural regions (ventromedial prefrontal cortex) and corresponding reductions in self-reported pain. Studies 2 and 3 used classical conditioning methods to show that social support figures act as prepared safety stimuli by demonstrating that social support stimuli: 1) were less readily associated with fear and 2) inhibited conditioned fear responses to other cues. Together, these results suggest that social support figures may regulate threat responses through their role as prepared safety stimuli.

**Naomi Eisenberger<sup>1</sup>, Erica Hornstein<sup>1</sup>**

<sup>1</sup>UCLA

#### INTERPERSONAL LINKAGE OF RESPIRATORY SINUS ARRHYTHMIA, EMOTIONAL AWARENESS AND SOCIAL CONNECTION

Respiratory sinus arrhythmia (RSA) is an indicator of parasympathetic activity and has been associated with self-regulation and social connection. Interpersonal linkage of RSA (between-partner correlation of RSA over time) has been associated with both relationship conflict and satisfaction, suggesting it may represent an important form of interpersonal emotional regulation. Results from the conversations of 80 romantic couples show that higher RSA linkage (one partner's RSA predicting the other's concurrent RSA), assessed with a multilevel model and a two-second moving-average measure of RSA, is associated with: 1) less conflict and greater satisfaction, 2) greater emotional awareness within-person (e.g., awareness and acceptance of own feelings) for both men and women, and 3) between-partner emotional connection for men (e.g., feeling emotionally connected). These results suggest that interpersonal linkage of RSA may reflect, or perhaps even support, smooth emotional functioning between partners in close relationships.

**Emily Butler<sup>1</sup>**

<sup>1</sup>Univ. of Arizona

#### ONE FOR ALL: INFLUENCING GROUP EMOTIONS BY

## SELF-REGULATION

Groups are often perceived as unregulated entities driven by processes of emotional contagion. Therefore, very little thought has been given to the notion that individuals may use self-regulation to change their group's emotions. We examine such processes in a series of four studies, beginning with dyadic interactions and moving to larger groups such as national and ethnic groups. In Studies 1 and 2, we focus on romantic partners and identify the factors that lead one partner to regulate their own emotions in order to influence the aggregated dyadic response. In Studies 3 and 4, we extend our theory by showing the existence of such processes in larger groups and further uncover some of the mechanisms that mediate such processes. Taken together, these studies extend theories of emotion on the group level by bringing to light processes that have yet to be empirically examined.

**Amit Goldenberg<sup>1</sup>, Yael Enav<sup>1</sup>, Eran Halperin<sup>2</sup>, Tamar Saguy<sup>2</sup>, James Gross<sup>1</sup>**

<sup>1</sup>Stanford Univ., <sup>2</sup>Interdisciplinary Center Herzliya

#### INTERPERSONAL EMOTION REGULATION STYLE PREDICTS AFFILIATION, PERCEIVED SUPPORT AND WELL-BEING

Individuals often use emotion regulation strategies such as reappraisal, but also often manage their emotions through social interactions. To assess whether people differ in their use of interpersonal regulation, and whether this predicts well-being, we developed and validated the Interpersonal Regulation Questionnaire (IRQ). In Study 1 (N = 285), factor analysis of 87 test items revealed a 2x2 structure corresponding to individuals' (1) tendency to pursue and (2) perceived efficacy of interpersonal regulation for (1) reducing negative and (2) increasing positive emotion. In Study 2 (N = 347), the 16-item IRQ tracked measures of social integration, social sharing and affective experience. In Study 3 (N = 400), IRQ tendency subscales predicted participants' affiliation with others during emotionally salient image-rating tasks. In Study 4 (N = 787), IRQ efficacy subscales predicted higher ratings of friends' support for recent emotional experiences. These data demonstrate the importance of interpersonal regulation style to social-emotional functioning.

**Craig Williams<sup>1</sup>, Jamil Zaki<sup>1</sup>**

<sup>1</sup>Stanford Univ.

#### WHY HERITABILITY (STILL) MATTERS: NEW DEVELOPMENTS IN GENETIC CONTRIBUTIONS TO SOCIAL PSYCHOLOGICAL PHENOMENA (02)

**Room:** 3

**Chair:** Lucian Conway III, The University of Montana

Genetic influence matters to fundamental questions of interest to social psychologists. Drawing on new and cutting-edge genetics research, the work presented in this symposium shows the continued importance of heritability for an array of diverse social psychological outcomes, including political ideology, attitude complexity, humor and intergroup attitudes.

### ABSTRACTS

#### THE INFLUENCE OF ATTITUDE HERITABILITY ON

## COGNITIVE COMPLEXITY: OR WHY WE HAVE MORE COMPLEX OPINIONS ABOUT ROLLER COASTERS THAN BIRTH CONTROL

Research on attitude complexity has often focused on immediate proximal causes without considering distal genetic causes. To better understand the biological roots of cognitive complexity, the present studies explored the consequences of attitude heritability on linguistic complexity. Participant responses ( $n = 2237$ ) on over 40 topics varying in heritability were coded for "integrative complexity." Across two different heritability sets and across both item- and factor-level analyses, the present results yielded a consistent pattern: heritability was always significantly positively correlated with "integrative complexity." Further analyses revealed that (a) this positive relationship occurred for two sub-types of integrative complexity that often pull in different directions and (b) measurements of attitude strength, though demonstrating relations with both complexity and heritability, largely failed to account for the heritability-complexity effect. Taken as a whole, these results suggest that there is a direct, fundamental effect of genetic heritability on the complexity of attitudes.

**Lucian Conway III<sup>1</sup>, Meredith Repke<sup>1</sup>, Shannon Houck<sup>1</sup>**  
<sup>1</sup>The Univ. of Montana

## THE GENETIC ARCHITECTURE OF POLITICAL IDEOLOGY

A large body of evidence has accumulated from twin and adoption studies suggesting that genetic factors explain a substantial fraction of the variation in political attitudes and behaviors. However, critics of this work have questioned key assumptions underlying twin-based estimates. We use a recently developed technique, called GREML, to estimate the fraction of variation in ideology (based on the widely used left-right scale) that is explained by the combined linear, additive effects of all common genetic variants. Our estimates suggest that common genetic variants explain approximately 14% of the variance in political ideology, similar to an estimate based on a twin study design utilizing the same sample. Further, we go on to show that ideology is genetically related to risk attitudes but not happiness or ambiguity aversion. Taken in total, this work highlights the importance of genetic contributions to political ideology.

**Christopher Dawes<sup>1</sup>, Sven Oskarsson<sup>2</sup>**  
<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Uppsala

## THE GENETICS OF HUMOR STYLES AND BORDERLINE PERSONALITY

What is the specific structure of genetic contributions to humor styles? To examine this question, the present study examined the phenotypic, genetic and environmental correlations between four humor styles (affiliative, self-enhancing, aggressive and self-defeating) and four dimensions of borderline personality disorder (affective instability, identity disturbance, negative relationships, self-harm) as well as a total borderline personality disorder score. Participants were 574 same-sex adult twin pairs. At the phenotypic level, the two pro-social humor style dimensions (affiliative and self-enhancing) were found to correlate negatively with borderline personality and the two anti-social humor style dimensions (aggressive and self-defeating) were found to have positive correlations with borderline personality. Bivariate genetic analyses demonstrated that many of the

significant phenotypic correlations also had significant genetic, common environment and unique environmental correlations. These results help us better understand exactly how genetics influence humor styles.

**Philip Vernon<sup>1</sup>, Rod Martin<sup>1</sup>, Nicholas Martin<sup>2</sup>, Philip Vernon<sup>1</sup>**  
<sup>1</sup>Univ. of Western Ontario, <sup>2</sup>Queensland Institute of Medical Research

## ARE YOU IN OR OUT?: INSIGHTS INTO THE ORIGINS OF IN-GROUP FAVORITISM AND PREJUDICE USING MULTIVARIATE QUANTITATIVE GENETICS

Humans are strikingly social beings, with our tendency to affiliate being a key feature of our species. Despite the many benefits that arise from group affiliation, less desirable social characteristics, such as in-group favoritism, nationalism and prejudice, are also ubiquitous features of human sociality. We present a series of studies examining the genetic architecture of in-group favoritism, nationalism and prejudice. Findings from these studies reveal: 1) genetic influences on in-group favoritism are both generalist (i.e. acting across racial, ethnic and religious boundaries) and specific in nature; 2) these genetic influences are highly correlated with genetic influences acting on traditionalism and right-wing authoritarianism; 3) the genetic influences acting on in-group favoritism are dissociable from the genetic influences acting on out-group derogation. In summary, these results provide key insights into the architecture of the biological mechanisms underpinning individual differences in prejudice and favoritism.

**Gary Lewis<sup>1</sup>, Timothy Bates<sup>2</sup>, Christian Kandler<sup>3</sup>**  
<sup>1</sup>Univ. of York, <sup>2</sup>Univ. of Edinburgh, <sup>3</sup>Bielefeld Univ.

## THE SOCIAL VOICE (03)

**Room: 10**

**Chair: Netta Weinstein, Cardiff University**

This symposium reviews novel theory and techniques in social psycholinguistics to inform and guide social psychologists' work in the area. Four talks will provide different approaches to studying the social voice, employing acoustic, perceptual, behavioral and neuroscientific data to a better understanding of emotions, motivations and cognitions.

## ABSTRACTS

### MOTIVATING PROSODY ALONE CAN CHANGE SOCIAL AND EMOTIONAL EXPERIENCES

This talk describes how people motivate others through their tone of voice alone, employing self-determination theory (Deci & Ryan, 1985) to define motivation. Three studies manipulated tone of voice in otherwise (semantically) neutral and identical, but directive, sentences. Actors manipulated their tone of voice to express autonomy-supportive and controlling motivations. In two studies, I used two sentences to simulate a school environment that was either controlling or autonomy-supportive in its motivational climate. In a third study, I examined the impact of tone of voice independent of context. Findings showed listening to motivating tone of voice affects both well-being, in that autonomy-supportive tone enhances positive affect, vitality and self-esteem, and social behavior, including closeness to other students and intended prosociality. Relations with perceived power, kindness and speaker happiness are explored. Data are discussed in light

of applications to understanding the influence of politicians, coaches, educators and parents.

**Netta Weinstein<sup>1</sup>**

<sup>1</sup>Cardiff Univ.

## ACOUSTIC TYPOLOGY OF AUTONOMY-SUPPORTIVE AND CONTROLLING MOTIVATIONS

Voices change when attempting to motivate others to action. In this talk, I discuss ways that acoustic measures of the human voice reflect human motivation, exploring parallel processes with personality, attitudes and emotions. Studies defined the acoustic typology of two forms of motivation, autonomy-supportive (providing choice and volition) and controlling (pressure and coercion). Findings were inconsistent for pitch (tone of voice as high or low), and showed controlling speech was said with greater intensity (more loudly), slower speed rate reflecting effortful speech, and a harsher tone. Indeed, listeners who heard tone of voice in the absence of semantic cues into motivational style were able to correctly identify whether speakers were attempting to control them. Results were inconsistent with regards to pitch suggesting that pitch on its own is not a critical indicator for communicating motivation; this finding also critically differentiates motivational communication from emotion communication.

**Konstantina Zougkou<sup>1</sup>**

<sup>1</sup>Univ. of Essex

## THE IMPACT OF STRESS ON EMOTIONAL PROSODY

"The most important thing in communication is hearing what isn't said" (Peter Drucker). While there is extensive literature devoted to how emotions are conveyed or understood through prosody (tone of voice), far less is known about how these processes are influenced by social psychological factors such as stress. The current project is first to report evidence that experimentally induced stress affects both the production and recognition of emotional sentences. We demonstrate that listeners pay attention to acoustic cues signaling stress in the voice and that sentences expressed in a negative tone of voice by stressed speakers are less well recognized than sentences produced by non-stressed speakers. We also show that stress can impact on the receiver end as stressed listeners are worse at recognizing emotions from speech than non-stressed listeners. Overall, findings suggest detrimental effects of induced stress on interpersonal sensitivity.

**Silke Paulmann<sup>1</sup>, Desire Nilsen<sup>1</sup>**

<sup>1</sup>Univ. of Essex

## THE VOICE OF CONFIDENCE: HOW DO LISTENERS EVALUATE A SPEAKER'S FEELING OF KNOWING?

During interpersonal communication, a speaker's voice betrays their "feeling of knowing," and listeners must accurately decode these cues to correctly infer the speaker's mental state. Here, we report perceptual and acoustic evidence on how different levels of confidence (confident, close-to-confident, unconfident) are communicated vocally by speakers; this is followed by neurophysiological data highlighting the time course of neural responses as listeners decode and infer a speaker's feeling of knowing during on-line speech perception, using event-related brain potentials. Findings underscore that acoustic differences in the level of expressed confidence are robustly differentiated by listeners

at three distinct processing stages, beginning as early as 200 milliseconds post-stimulus. We then demonstrate ways that inferences about a speaker's feeling of knowing can be influenced by speaker variables (e.g., speakers with a native vs. non-native accent) and by the sex of the listener.

**Marc Pell<sup>1</sup>, Xiaoming Jiang<sup>1</sup>**

<sup>1</sup>McGill Univ.

## LIVING WITH TWO CULTURES: PERSONALITY, SOCIAL AND DEVELOPMENTAL PERSPECTIVES ON BICULTURALISM AND BICULTURAL IDENTITY INTEGRATION (O4)

**Room:** 6E

**Chair:** Veronica Martinez, Universitat Pompeu Fabra

**Co-Chair:** Seth Schwartz, University of Miami

Four teams present their research on biculturalism and demonstrate its impact on psychological and behavioral adjustment. These studies represent different theoretical perspectives (personality, developmental, social, acculturation), include different types of bicultural individuals and rely on different types of data (identity labels and narratives, daily diaries, questionnaires) and research designs (cross-sectional, longitudinal).

### ABSTRACTS

#### "SO NOW, I WONDER, WHAT AM I?": TRANSFORMING THE CHALLENGES OF BICULTURAL IDENTITY THROUGH NARRATIVE PROCESSING

Past research shows that when bicultural individuals are primed to recall positive bicultural memories, bicultural identity integration (BII) increases. However, such research does not take into account the reality that being bicultural often involves negative experiences of conflict, prejudice and misunderstanding. Applying a narrative identity perspective, negative memories may facilitate rather than hinder BII if they include the narrative processes of identity exploration and positive resolution. In two studies, we examined how qualities of bicultural memory narratives relate to BII, controlling for demographics and affect. In Study 1 (N = 77 college students), bicultural memories were predominantly about negative events, but positive resolution rather than event valence predicted BII. In Study 2 (N = 50 adults aged 18-62), positive identity resolution in bicultural conflict narratives was associated with BII. Exploration showed a complex pattern, suggesting that it may be triggered by identity conflict but contribute to increased BII over time.

**Jennifer Lilgendahl<sup>1</sup>, Veronica Benet-Martinez<sup>2</sup>**

<sup>1</sup>Haverford College, <sup>2</sup>Universitat Pompeu Fabra

#### BICULTURAL IDENTITY INTEGRATION OF TRANSRACIAL ADOPTEES: ANTECEDENTS AND OUTCOMES

Transracial adoptees experience unique conditions of dual cultural belonging in that they have limited access to the heritage culture, which can only be acquired through the adoptive family's efforts. Nevertheless, little is still known about how adoptees integrate their two cultural backgrounds, the underlying identity processes and how these processes

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impact transracial adoptees' adjustment. Two quantitative studies investigated this unexplored area of research. The first study (which included 170 adopted adolescents and both of their parents) explored whether BII is related to adoptees' behavioral adjustment (i.e., lack of behavioral problems) and the influence of family context and social identity variables on BII. The second study (which included 79 adoptees) relied on a longitudinal design to examine the relation between BII and adoptees' psychological adjustment (i.e., well-being). Results provide a first understanding of the antecedents of adoptees' BII and clear evidence of the crucial role played by BII in adoptees' adjustment.

**Claudia Manzi<sup>1</sup>, Rosa Rosnati<sup>1</sup>, Laura Ferrari<sup>1</sup>, Veronica Benet-Martinez<sup>2</sup>**

<sup>1</sup>Catholic Univ. of Milan, <sup>2</sup>Universitat Pompeu Fabra

## BICULTURAL IDENTITY INTEGRATION AND PSYCHOSOCIAL FUNCTIONING: A DAILY DIARY STUDY

First and second generation immigrants are not only tasked with the retention/acquisition of their heritage and receiving cultures, but also with integrating them (Benet-Martínez & Haritatos, 2005). In the current study we explored the effect of daily fluctuations in immigrants' capacity to blend and harmonize their heritage and receiving culture on psychosocial functioning. Data came from a nine-day diary study of Hispanic college students (n = 318; 70.1% female; mean age = 20.72). Results indicated significant fluctuations around participants' capacity to harmonize (mean fluct = .442) and blend (mean fluct = .430) their heritage and U.S. cultures. Additionally, Day-1 levels of harmony negatively predicted Day 2-8 fluctuations in blendedness (&#946; = -.10, p = .004) which in turn negatively predicted Day 9 Well-being (&#946; = -.20, p = .022). The current study furthers our understanding of how individuals integrate their cultural streams on a daily level and establishes its effect on psychosocial functioning.

**Alan Meca<sup>1</sup>, Seth Schwartz<sup>1</sup>, Dionne Stephens<sup>2</sup>**

<sup>1</sup>Univ. of Miami, <sup>2</sup>Florida International Univ.

## CHANGES IN ETHNIC LABELING FROM CHILDHOOD TO ADOLESCENCE: A LONGITUDINAL STUDY OF MEXICAN-ORIGIN YOUTH AND THEIR FAMILIES

Ethnic labeling refers to identification with one or more racial, ethnic or cultural groups. Previous research suggests that individuals who identify with both heritage and mainstream cultures (i.e., biculturals) are better adjusted. Little is known about how this aspect of identity develops across the transition from childhood to adolescence, a period characterized by considerable change in self-concept.

The present study examined ethnic labeling in a sample of Mexican-origin youth and their families (N = 674) followed annually during the transition from late childhood (age 10) to adolescence (age 15). Youth preferred a bicultural label at age 10, but declined in this preference. Youth and mothers tended to endorse the same ethnic label more so than youth and fathers did. Furthermore, ethnic labeling was linked to a range of socio-demographic variables, and youth who decreased in their preference for a bicultural label were at greater risk for substance use in adolescence.

**Joanne Chung<sup>1</sup>, Veronica Benet-Martinez<sup>2</sup>, Richard Robins<sup>3</sup>**

<sup>1</sup>Tilburg Univ., <sup>2</sup>Universitat Pompeu Fabra, <sup>3</sup>Univ. of California at Davis

## ANTI-ATHEIST PREJUDICE: UNDERSTANDING ITS CAUSES, CONSEQUENCES AND REMEDIES (05)

**Room: 4**

**Chair: Ain Simpson, Ohio University**

**Co-Chair: Kimberly Rios, Ohio University**

Atheists, despite their prevalence worldwide, represent a considerably marginalized social group. Until recently, empirical research has been mostly silent on this issue. This program details recent investigations into this highly unique form of prejudice, discussing its causes, consequences, remedies and implications for theories regarding the psychology of religious belief.

### ABSTRACTS

#### EXPLORING THE ANTECEDENTS AND REMEDIES OF ANTI-ATHEIST PREJUDICE

Despite ever-increasing intergroup tolerance, prejudice against atheists persists worldwide. Evidence suggests that moral distrust drives such prejudice (Gervais et al., 2011), but little is known about the factors contributing to such distrust. First, we highlight two necessary antecedents: meta-ethical beliefs regarding the divine origins of moral laws, and beliefs about an atheist "essence" that is categorically bounded, discrete and immutable. The central role of such beliefs suggests that anti-atheist prejudice is driven by perceptions of atheists as "moral others" who are fundamentally estranged from moral knowledge and moral virtue. We then ask, "If atheists are morally distrusted, which specific moral values are implicated the most?" We find that, although atheists are stereotyped as low in concern for all types of moral values, and despite the particularly important role of "binding" moral concerns (loyalty, respect, purity) in religious moral systems, only perceived atheist concern for caring and compassion (but not for other moral values) was associated with reduced anti-atheist prejudice.

**Ain Simpson<sup>1</sup>, Kimberly Rios<sup>1</sup>**

<sup>1</sup>Ohio Univ.

#### NO GOD? NO GOOD!

Atheists are frequently distrusted and excluded. In this talk, I'll highlight a few recent lines of research in this area. First, anti-atheist prejudice seems to stem, in part, from people intuitively viewing religion as a necessary component of morality.

As a result, immoral actions are seen as representative of atheists across 13 sites worldwide, and even among atheist participants. Second, we find that intuitions about religion and morality also affect trait inferences made from physical appearance. Faces viewed as untrustworthy are also intuitively assumed to belong to atheists. Finally, I consider potential downstream consequences of anti-atheist prejudice. Compared to other groups, people report a greater willingness to be physically aggressive towards atheists, a response driven by distrust. Further, aggressive inclinations towards atheists are especially potent when atheists are presented as anti-religious. Combined, these three sets of studies further our understanding of intuitions regarding religion and morality.

**Will Gervais<sup>1</sup>**

<sup>1</sup>Univ. of Kentucky

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PROGRAM

SATURDAY  
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SESSION O: 5:00 - 6:15 PM

EXHIBITORS

SYMPOSIA  
SPEAKERS

## ATHEISTS RESPOND TO IDENTITY THREAT WITH INCREASED GENEROSITY TOWARD RELIGIOUS OUTGROUP MEMBERS

Although much research examines the consequences of identity threat, no work has investigated how atheists respond to such threat. As atheists are stereotyped as untrustworthy, and because members of stereotypically untrustworthy groups often compensate by disconfirming this stereotype, we expected atheists (but not Christians) to behave in especially trustworthy ways toward outgroup members. In four studies, atheists and Christians played a trust-based monetary game with either an atheist or Christian partner. Although pretests showed that people generally expect Christians to be more generous than atheists regardless of the partner, we found that atheists were more generous toward Christians than vice-versa. This effect was stronger among atheists led to believe that their partners were aware of their atheist identity, and among atheists high in need to belong. Results suggest that atheists' meta-stereotypes strongly affect how they interact with religious outgroup members, and provide novel implications for atheist ingroup identification.

Colleen Cowgill<sup>1</sup>, Kimberly Rios<sup>1</sup>, Ain Simpson<sup>1</sup>  
<sup>1</sup>Ohio Univ.

## ANY GOD IS BETTER THAN NO GOD

Like nationalities, ethnicities and orange t-shirts, religions are powerful sources of group identity that can create sharp psychological demarcations between Us and Them. However, when it comes to signaling trustworthiness, religion may involve unique factors that prove stronger than groupish divisions. In particular, the belief in God—any God—may matter more than shared religious identity. A series of experiments tested this prediction, pitting group identity against God belief. Study 1 found that Christians have stronger implicit trust associations for Muslims compared to atheists. Study 2 showed that Christians trust outgroup members more than unbelieving Christians in an economic game. Studies 3 and 4 found that Christians consistently exhibit more trust for a believer from another religion—even one they have never heard of—than a non-believer from their own. These findings are consistent with theories highlighting the functional role that beliefs in supernatural monitoring play in fostering cooperation.

Azim Shariff<sup>1</sup>  
<sup>1</sup>Univ. of Oregon

## THE OTHER THIRD OF OUR LIVES: A SELF-REGULATORY PERSPECTIVE ON SLEEP AND SOCIAL BEHAVIOR (06)

Room: 7B

Chair: Zlatan Krizan, Iowa State University

Co-Chair: David Watson, Notre Dame University

We spend a third of our life asleep, yet we know little about how sleep and social behavior shape each other. Emerging research featured in this symposium reveals that sleep is critical for self-regulation and social behavior, but also that self-regulatory processes impact how and why we sleep.

## ABSTRACTS

## RESTED AND RESTRAINED: OPTIMAL SLEEP AS A CORE COMPONENT OF INDIVIDUAL DIFFERENCES IN SELF-CONTROL

Although sleep is critical for executive cognitive functioning, how sleep intersects with aspects of self-control that are critical to regulating pursuit of important personal and social goals is largely unexamined. We argue that proper sleep is a core component of individuals' self-control and that suboptimal sleep is indicative of self-control failures. Study 1 (N=219) shows that individuals with better sleep are substantially higher in self-control, regardless of their sleep hygiene. Study 2 (N = 303) replicates this link, implicating both night- and day-time sleep problems in low self-control and everyday regulatory failures (e.g., being late). Study 3 (N=620) finds that insufficient sleep in children predicts future development of self-control problems in school. Taken together, the findings reveal robust associations between sleep and self-control, implicate sleep problems in self-control failures with social and occupational consequences, and highlight the role of sleep in development of self-controlled and conscientious personality.

Garrett Hisler<sup>1</sup>, Zlatan Krizan<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

## ME BEFORE WE: POOR SLEEP PROMOTES FOCUSING ON THE SELF OVER ONE'S RELATIONSHIP

Poor sleep can be detrimental for close relationships. We argue that one reason for this is that relationship maintenance requires people to prioritize the needs of the relationship over their own needs, but poor sleep promotes automatic, self-focused tendencies. Supporting this, 76 participants in a 14-day daily experience study reported being less responsive to their partners, a critical relationship maintenance behavior, the more they slept poorly the prior night. In a second study (N=107), poor sleepers were more self-focused when they thought about their own goals, but this typical negative effect of sleep was overridden when participants were induced to think about their relationship goals. Across studies, there was evidence for the dyadic effects of poor sleep such that poor sleepers also perceived their partners as more self-focused. Taken together, these findings provide evidence that poor sleep may harm relationships by increasing the self-focused tendencies of both relationship partners.

Amie Gordon<sup>1</sup>, Serena Chen<sup>2</sup>  
<sup>1</sup>Univ. of California - San Francisco, <sup>2</sup>Univ. of California - Berkeley

## INDIVIDUAL DIFFERENCES IN SELF-REGULATORY CAPACITY AND PSYCHOPHYSIOLOGICAL ACTIVATION DURING THE PRE-SLEEP PERIOD: A DYNAMICAL SYSTEMS ANALYSIS

Pre-sleep cognitive and somatic arousal is associated with poor overnight sleep quality, as well as the development of chronic sleep disturbance. Importantly, the pre-sleep period is also a time in which self-regulatory depletion would be most evident in behavior and psychophysiology. The current talk will describe research that examines whether individual differences in self-regulatory capacity, indexed as resting high frequency-heart rate variability (HF-HRV), predict autonomic nervous system imbalance before sleep. A central focus is a dynamical systems examination of associations

between sympathetic nervous system (SNS) activation and parasympathetic nervous system (PNS) activation during the two hours before sleep in individuals selected for high vs. low reports of pre-sleep arousal (n = 2880 SNS-PNS vectors across 24 participants). This approach identified autonomic patterns that were predicted by individual differences in self-regulatory capacity. Implications of these findings for the study of self-regulatory depletion and assessment of early allostatic load will be discussed.

**Paula Williams<sup>1</sup>, Jonathan Butner<sup>1</sup>, Holly Rau<sup>1</sup>, Daniel Bride<sup>1</sup>, Matthew Cribbet<sup>2</sup>**

<sup>1</sup>Univ. of Utah, <sup>2</sup>Univ. of Pittsburgh Medical Center

## WHY DO PEOPLE NAP?: SELF-REGULATION OF DAYTIME SLEEP AND ITS ASSOCIATION WITH MOOD, PERSONALITY AND COGNITION

Napping is a cultural and developmental phenomenon that has been receiving increased attention because of its benefits for understanding cognition and its conflicting associations with health outcomes. Understanding the reasons why people nap, as well as the psychological characteristics of nappers, can thus provide critical insights into normal and pathological nap behaviors. We systematically assessed the reasons people nap by creating an inventory of reasons for napping and determining the underlying structure using factor analysis. These results are summarized in our five-factor model with the acronym DREAM: Dysregulative, Restorative, Emotional, Appetitive and Mindful. In the talk, I describe the factors and the psychological, health and sleep profiles related to each. I demonstrate that use of the model shows differential associations between reasons for napping and psychosocial and physical health variables (N=430), helping to clarify discrepancies in the literature.

**Sara Mednick<sup>1</sup>**

<sup>1</sup>Univ. of California - Riverside

## WOMEN AND SEX: SOCIOCULTURAL, EVOLUTIONARY AND FEMINIST PERSPECTIVES ON THE CONSTRUCTION, ENGAGEMENT AND COSTS OF WOMEN'S SEXUAL BEHAVIOR (07)

**Room:** 6D

**Chair:** Melissa McDonald, Oakland University

**Co-Chair:** Jaimie Krems, Arizona State University

Discourses on sex have historically focused on men. This symposium showcases speakers from a range of theoretical perspectives presenting research on women's sexuality and sexual agency. Together, talks demonstrate how gendered mating behavior is constructed, how women strategically pursue—or avoid—sex, and the consequences of sexual agency for women.

### ABSTRACTS

#### EVIDENCE FOR A SEXUAL COERCION THREAT-MANAGEMENT SYSTEM IN WOMEN

Given the importance of reproductive choice in female mating strategies, women may be equipped with a threat-management system that facilitates avoidance of individuals that historically posed an increased threat of sexual coercion.

Bias against outgroup men may be one consequence, resulting from a deep history of intergroup conflict in which these men posed an increased risk of sexual assault. Here we demonstrate that the output of this system is not limited to attitudinal biases, but extends to real-world dating decisions. Participants received an unsolicited dating request made by a minimal ingroup or outgroup member. Women self-appraised as vulnerable to sexual coercion were less likely to agree to date requests from outgroup members (but not ingroup members) during the fertile window of the menstrual cycle. Thus, this system may be calibrated to produce increased outgroup bias for women for whom threats to reproductive choice are most likely and most costly.

**Melissa McDonald<sup>1</sup>, Brent Donnellan<sup>2</sup>, Joseph Cesario<sup>3</sup>, Carlos Navarrete<sup>3</sup>**

<sup>1</sup>Oakland Univ., <sup>2</sup>Texas A & M Univ., <sup>3</sup>Michigan State Univ.

## ECONOMIC RECESSION AND WOMEN'S SEXUAL STRATEGIES: WOMEN'S MATING PSYCHOLOGY AND BEHAVIOR ARE RESPONSIVE TO ECOLOGICAL CUES

Across cultures, women tend to prefer committed, emotionally-investing (i.e., long-term) sexual relationships. However, recently a growing number of women have been pursuing a particular type of uncommitted, casual (i.e., short-term) relationship, one wherein they exchange affection, companionship and often sex for gifts, trips and financial support from men. Why are women increasingly interested in such short-term 'transactional sex' arrangements—and why now? We contend that this trend, colloquially termed "the sugar baby phenomenon" in the media, is linked to modern cues of resource scarcity (e.g., The Great Recession). Results from three experiments (N = 532) reveal that recessionary cues influence women's (but not men's) sexual strategies, leading women to report increased openness to short-term exchanges of sex for resources. State-level data (N = 50) further link economic downturn to behavioral evidence of women's interest in transactional sex relationships. Findings suggest that women's mating psychology and behavior may be strategically responsive to ecological cues.

**Jaimie Arona Krems<sup>1</sup>, Keelah Williams<sup>1</sup>, Steven Neuberger<sup>1</sup>, Douglas Kenrick<sup>1</sup>**

<sup>1</sup>Arizona State Univ.

## SEX AND GENDER DIFFERENCES IN MATING BEHAVIORS: EVOLUTIONARILY DRIVEN, CULTURALLY DEVELOPED AND ECOLOGICALLY ELICITED

Simplistic views of sex and gender often pit biological sex (i.e., "nature") against gender (i.e., "nurture") to argue whether psychological differences between human males and females stem from biological evolution or social construction. I review the literature to show how gendered mating behavior stems from an interaction among evolutionary, cultural and ecological factors. Sex differences in human reproductive challenges elicited evolved sex differences in behaviors facilitating successful mating—e.g., sex differences in mate preferences, attachment styles, short-term mating interest. Yet culture also explicitly develops and reinforces these behaviors as gender roles, with individual differences moderating the extent to which a particular individual expresses these gender roles. Finally, these gendered mating behaviors also vary as a function of the ecology (e.g., pathogen prevalence, sex ratio,

environmental harshness). In all, this framework presents a more integrated and comprehensive understanding of gendered sexual behavior than previous, simplistic accounts.

**Angela Pirlott<sup>1</sup>**

<sup>1</sup>Saint Xavier Univ.

## THE COSTS OF BEING FORWARD: PERCEPTIONS OF SEXUAL AGENCY IN MEN AND WOMEN

Sexual agency (e.g., initiating sex, communicating desires) is related to positive sexual outcomes for men and women, but women are much less likely than men to engage in this behavior. The current research examined gender differences in the perception of sexual agency to help explain this discrepancy. Compared to targets who were low on sexual agency, participants viewed sexually agentic targets as more desirable sexual partners, but also as less likely to use safe sex practices and as having more previous sexual partners. Additionally, participants believed sexually agentic female targets had the highest number of sexual partners. In a second study, women viewed these perceived outcomes more negatively than men did. Based on this research, we suggest that women may refrain from sexual agency because they weigh the importance and consequences of sexual agency differently than men despite similar sexual outcomes.

**Janell Fetterolf<sup>1</sup>, Diana Sanchez<sup>1</sup>**

<sup>1</sup>Rutgers Univ.

## IS IT BEST TO BE ACCURATE OR BIASED?: REAL WORLD CONSEQUENCES OF SELF-KNOWLEDGE AND ACCURATE INTERPERSONAL PERCEPTIONS (08)

**Room:** 6A

**Chair:** Erika Carlson, University of Toronto

**Co-Chair:** Lauren Human, McGill

This symposium explores consequences of accurate (or biased) perceptions of one's personality, reputation, abilities and relationships in real world contexts. Taken together, talks shed some light on if and when self-knowledge and accurate perceptions of others are adaptive and identify potential mechanisms that explain these effects.

### ABSTRACTS

#### IS IT ADAPTIVE TO KNOW WHAT OTHER PEOPLE REALLY THINK ABOUT YOU?: THE LINK BETWEEN META-ACCURACY AND RELATIONSHIP QUALITY

Our beliefs about how other people perceive us help us navigate social environments. Yet, the benefits of knowing what others really think might be outweighed by other factors such as assuming others see the best in us. In three studies, the current talk assesses the degree to which accurate and biased metaperceptions for the Big Five predicts interpersonal outcomes among new acquaintances (N = 184), friends (N = 292) and a romantic partner (N = 328). Results based on response surface analysis suggest that, for some traits (e.g., conscientiousness), metaperceptions that are discrepant from others' impressions predict being enjoyed less by other people. When discrepancies exist, people who are humble are enjoyed more than are people who are positively biased. Interestingly, these discrepancies are not related to self-

reports of relationship quality. Taken together, results suggest that the self and others experience self-knowledge in different ways.

**Erika Carlson<sup>1</sup>, Stéphane Côté<sup>1</sup>**

<sup>1</sup>Univ. of Toronto

## ACCURACY OF SELF-RATED EMOTIONAL INTELLIGENCE AND JOB PERFORMANCE

Do employees who know their level of emotional intelligence perform their jobs better than those who do not? Accurate self-assessors may perform better than overestimators, who may act confidently based on incorrect social cues, and underestimators, who may hesitate to leverage correct social perceptions. Employees (n = 222) took a standardized test of emotional intelligence, and separately rated their own emotional intelligence. Additionally, supervisors rated employees' job performance. Data were analyzed using polynomial regression and response surface methodology. Employees who overestimated their level of emotional intelligence, rating themselves as highly emotionally intelligent relative to test scores, received relatively low ratings from their supervisors. However, employees who underestimated their emotional intelligence were not rated appreciably lower than accurate self-assessors. Thus, employees with accurate self-assessments perform better relative to those holding unrealistically high beliefs about their emotional intelligence, but not relative to those holding unrealistically low beliefs.

**Stéphane Côté<sup>1</sup>, Julie McCarthy<sup>1</sup>**

<sup>1</sup>Univ. of Toronto

## FALSE BELIEFS, SELF-IMAGE AND ACTION

People fail to recognize they are uninformed because they hold false beliefs bolstering impressions of self-expertise. The first study comprised 25,509 respondents quizzed on financial literacy. The second comprised 367 Americans, quizzed on social conditions and economic events the day after the 2014 midterm elections. In both studies, self-ratings in expertise fell when respondents recognized not knowing answers to the quiz, but remained high when they endorsed a misbelief. This pattern produced inflated self-views correlating with consequential behavior. In Study 1, people recently filing for bankruptcy scored below average on financial literacy, but rated their self-knowledge more positively than their peers did. In Study 2, people endorsing both true and false beliefs were more likely to report having voted, but only those endorsing false beliefs reported higher levels of civic engagement beyond that (e.g., signing petitions, donating to candidates).

**David Dunning<sup>1</sup>, Sunjong Roh<sup>2</sup>**

<sup>1</sup>Univ. of Michigan, <sup>2</sup>National Univ. of Singapore

## BIASED PERCEPTIONS OF ROMANTIC DESIRE IN FRIENDSHIP

Drawing from prior research on motivated cognition in relationships, this research examined biased perceptions of love in opposite-sex friendships. The authors hypothesized that perceivers with romantic or sexual desire for their friends would exaggerate the extent to which their friends reciprocated those desires. In turn, this bias should give perceivers who love their friends confidence to enact romantic initiation behaviors. If those behaviors are effective, then their enactment should result in friends feeling more desire over

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time. Results from two dyadic studies, including a prospective study over the course of a month, supported these predictions. Results suggest that initially biased perceptions of friends' romantic desire can create self-fulfilling prophecies that aid in relationship initiation.

Edward Lemay<sup>1</sup>, Noah Wolf<sup>1</sup>

<sup>1</sup>Univ. of Maryland

## DEVELOPMENTAL PATHWAYS LINKING INDIVIDUAL DIFFERENCES IN PERSONALITY AND COGNITION TO SOCIAL INEQUALITIES (09)

Room: 9

Chair: Jutta Heckhausen, University of California, Irvine

Co-Chair: Rainer Riemann, Department of Psychology, Bielefeld University

Modern industrialized societies exhibit strong social inequalities, but also hold potential for social mobility, particularly via education, vocational training and professionalization. Four scholars integrate their perspectives on individuals' traits, life-span developmental psychology, life-course sociology and behavioral genetics focusing on the interplay between social environments, individual characteristics and social inequality.

### ABSTRACTS

#### SES EFFECTS ON RELIABILITY, ETIOLOGY AND VALIDITY OF PERSONALITY MEASURES

Social sciences increasingly rely on personality traits for predicting important social outcomes that are markers of social inequalities. Therefore, it is important to know whether and how socio-economic status (SES) is related to psychometric quality, personality structure and etiology as well as the validity of personality measures. Using data from the German TwinLife study of genetic and environmental causes of life chances, we examine personality traits in three cohorts of adolescents and young adults (N=500 twin pairs per cohort, aged 11-23). Participating twin families were randomly selected from population registries. They provided personality descriptions on a short five-factors instrument, and extensive measures of different social outcomes like income, educational attainment, health, social participation, wellbeing and deviant behavior. We analyzed psychometric characteristics, heritability and concurrent validity with regard to important life outcomes using SEM. The results shed light on the interplay between personality measures and SES in adolescence and young adulthood.

Rainer Riemann<sup>1</sup>, Anna Kornadt<sup>1</sup>, Anna-Lena Peters<sup>1</sup>

<sup>1</sup>Bielefeld Univ.

#### INDIVIDUAL AGENCY IN THE LIFE COURSE: WHEN AND WHICH INDIVIDUAL DIFFERENCES MATTER FOR SOCIAL MOBILITY?

Modern industrialized societies entail substantial social inequality and structure opportunities for social mobility across the life course, particularly during the transition to adulthood. Social mobility is increasingly dependent on educational attainments beyond high school. Therefore,

individual differences in motivational investment for education and professional training play a key role for an individual's chances to climb the social ladder. Findings from three studies in the U.S., Germany and Canada are presented. Each study shows how specific challenges in the transition to adulthood (vocational apprenticeship, college) expose individuals' strengths and weaknesses in motivation and self-regulation. Together these studies demonstrate the role of individual differences in goal-engagement control strategies for transition-to-adulthood outcomes, both in terms of overall intensity and strategic composition. Moreover, the studies show that motivational engagement is moderated in its effectiveness by the degree of goal controllability, although certain societal conditions can favor long-term goal striving for initially unrealistic goals.

Jutta Heckhausen<sup>1</sup>

<sup>1</sup>Univ. of California, Irvine

#### SOCIOECONOMIC STATUS AND TWIN SIMILARITY IN COGNITIVE ACHIEVEMENT: EVIDENCE FROM FLORIDA

Part of the intergenerational transmission of social advantage may operate through the differing capacities of different environments to help children achieve their academic potential. From this follows a longstanding hypothesis in behavioral genetics that the heritability of cognitive achievements increases with socioeconomic status. Evidence for this hypothesis has been mixed, with studies of U.S. populations having decidedly better success than studies of populations elsewhere. We use data from merged birth and school records for Florida children born between 1992 and 2002. Advantages of these data are the extensiveness of population diversity, size and the availability of school testing records and non-self-report measures of socioeconomic status. The key disadvantage is that zygosity information is not available, so estimates of heritability are identified by comparing same-sex and opposite-sex twins and non-twin siblings. Contrary to expectations, we do not find support for changes in heritability estimates as socioeconomic status increases.

Jeremy Freese<sup>1</sup>, David Figlio<sup>1</sup>, Krzysztof Karbownik<sup>1</sup>, Jeffrey Roth<sup>2</sup>

<sup>1</sup>Northwestern Univ., <sup>2</sup>Univ. of Florida

#### GENETIC VARIATION IN NONCOGNITIVE SKILLS PREDICTS ACADEMIC ACHIEVEMENT ABOVE AND BEYOND INTELLIGENCE

Transactional models predict that that selection into environments occurs systematically on the basis of genetically-influenced individual differences, and that environmental experiences therefore serve to differentiate children's achievement by genotype. We find evidence consistent with these predictions in a sample of 505 school-aged twins and triplets from the Texas Twin Project. A highly heritable (72%) single common factor captures covariation among grit, intellectual curiosity, ability self-concept, mastery orientations, educational value, intelligence mindset and test motivation. Controlling for variance in noncognitive skills that overlaps with Big Five personality traits reduces factor loadings only moderately. Genetically-influenced variance in the noncognitive factor is associated with multiple measures

of verbal knowledge and academic achievement, even after controlling for fluid intelligence and the Big Five. These results indicate that naturally-occurring genetic variation in this interrelated set of academically-oriented patterns of thinking, feeling and behaving accounts for heritable differences in acquired knowledge and academic achievement.

**Elliot Tucker-Drob<sup>1</sup>, Laura Engelhardt<sup>1</sup>, Daniel Briley<sup>2</sup>, K. Harden<sup>1</sup>**

<sup>1</sup>Univ. of Texas, <sup>2</sup>Univ. of Illinois

## PURITY AND HARM IN THE AMERICAN CULTURE WAR: A DEBATE ON THE STRUCTURE OF MORALITY (010)

**Room:** 2

**Chair:** Jeremy Frimer, University of Winnipeg

**Co-Chair:** Kurt Gray, Univ. of North Carolina, Chapel Hill

Liberals and conservatives clash over moral issues, and psychologists clash over the basis of moral disagreement. Some research points to the importance of purity in ideological disagreements, but what is purity? We will debate whether purity is unique to conservatives, a distinct foundation/kind of harm or specially tied to disgust.

### ABSTRACTS

#### LIBERALS HAVE A HOLY OF HOLIES, TOO: PERCEPTIONS OF HARM AND DESECRATION IN LIBERALS' CONDEMNATION OF ENVIRONMENTAL DESTRUCTION

Social conservatives commonly decry same-sex marriage as a desecration of marriage. Five studies show that liberals also condemn the desecration of their own sacred objects/practices, such as the environment. In studies 1-2, liberals opposed the Keystone XL Pipeline as a desecration. In many instances of environmental destruction, physical or emotional harm befalls innocent victims, leaving open the possibility that liberals react to the suffering, and decry the sacrilege only for dramatic effect. To test whether sanctity plays an independent role in liberals' moral judgment, studies 3-5 examined liberals' moral condemnation of a real world, yet objectively harmless act of sacrilege: the flagrant bolting of a lifeless mountain in South America. Both observational and experimental studies found that liberals cited both harm and sacrilege as reasons for opposing the mountain bolting, with sacrilege being the primary one. Sanctity plays a critical role in culture war clashes between liberals and conservatives.

**Jeremy Frimer<sup>1</sup>**

<sup>1</sup>Univ. of Winnipeg

#### "IMPURITY" IS HARMFUL: THE PARSIMONY AND PLURALISM OF HARM

Liberals and conservatives disagree about many issues, including religion and sexuality. One popular theory, moral foundations theory (MFT), attributes this disagreement to the differential activation of a "purity foundation," hypothesized to be a distinct, domain-specific cognitive mechanism.

Dyadic morality denies the existence of "moral foundations," suggesting instead that so-called purity is one variety of perceived harm. Dyadic morality suggests that all morality, whether murder or masturbation, is seen through a harm-based template. This template of harm exerts a powerful cognitive gravity, which can explain both the centrality of harm in moral judgment, and the ubiquity of harm in moral dialogue. This talk systematically contrasts predictions of dyadic morality and MFT regarding purity and harm in light of recent evidence in social psychology.

**Kurt Gray<sup>1</sup>**

<sup>1</sup>UNC Chapel Hill

#### PARADISE LOST: HOW MORAL PSYCHOLOGY WOULD CONTRACT IF REDUCED TO HARM

One of the oldest debates in psychology is whether morality is one thing or many. Those who take a "monist" position usually say the one is harm, or else fairness. In recent years, Gray and his colleagues have conducted a variety of experiments showing the importance of harm, and illustrating the operation of a "dyadic template" in moral cognition. While accepting many of Gray's empirical findings, we will challenge his interpretation of those findings. We'll show all that is lost when moral life is interpreted within a monist framework. We'll clarify what it means to be a pluralist about morality: what exactly is a moral foundation, and why do we think there are so many of them? We'll focus our attention on the sanctity foundation, which we believe is the least accessible to modern secular thinkers.

**Jonathan Haidt<sup>1</sup>, Jesse Graham<sup>2</sup>**

<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Southern California

#### DISGUST AND THE DOMAIN OF MORAL PURITY

It has been argued that moral violations in the domain of purity are often characterized by the presence of a disgust response; "moral disgust" is seen as the result of an appraisal that a purity violation has occurred. However, I will argue that there is little empirical evidence that disgust bears any special relationship to morality, but that disgust is elicited simply by cues that involve the threat of disease (or at least those that did in our evolutionary past). Cases in which there is overlap between disease threats and norm violations (such as in cases of certain sexual behaviors) give rise to disgust, but the disgust elicited does not reflect an appraisal that a moral violation has occurred. If there is a separate moral domain that is concerned with purity, there is little evidence that it can be carved out by the mere presence of disgust.

**David Pizarro<sup>1</sup>**

<sup>1</sup>Cornell Univ.

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BELONGING/REJECTION

**THE BUFFERING EFFECT OF SECURITY PRIMING ON INDIVIDUALS' CHANGES IN CORTISOL IN RESPONSE TO EXCLUSION**

Maria Frias<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

BELONGING/REJECTION

**INVESTIGATING HOME AS A "SAFE HAVEN" FROM SOCIAL DISTRESS**

Carrie Morrison<sup>1</sup>, Michael Poulin<sup>1</sup>  
<sup>1</sup>Univ. at Buffalo, SUNY

BELONGING/REJECTION

**AWESOME AND TERRIFYING: THE THREATENING SOCIAL IMPACT OF AWE**

Peter Kearns<sup>1</sup>, James Tyler<sup>1</sup>  
<sup>1</sup>Purdue Univ.

BELONGING/REJECTION

**FORECASTING BELONGING: HOW OTHER PEOPLE CAN BENEFIT FROM COMMUNAL AND AGENTIC STRATEGIES WHEN REGULATING BELONGING IN GROUP SETTINGS**

Elizabeth Brown<sup>1</sup>, Jill Allen<sup>2</sup>, Jessi Smith<sup>3</sup>, Christina Collins<sup>1</sup>, Isidro Landa<sup>4</sup>, Christina Curti<sup>4</sup>, Gregg Muragishi<sup>4</sup>, Dustin Thoman  
<sup>1</sup>Univ. of North Florida, <sup>2</sup>Drake Univ., <sup>3</sup>Montana State Univ., <sup>4</sup>California State Univ., Long Beach

BELONGING/REJECTION

**SINGLE VS. MULTIPLE SOCIAL STRESSORS DIFFERENTIALLY EFFECTS BLOOD GLUCOSE LEVELS AND SELF-REGULATION**

Jennifer Knack<sup>1</sup>, Kara McTamane<sup>1</sup>, Danielle Cuddeback<sup>1</sup>, Brittany Sharlow<sup>1</sup>, Samantha Williams<sup>1</sup>, Andrea Loiacano<sup>1</sup>, Maureen Hannan<sup>1</sup>  
<sup>1</sup>Clarkson Univ.

BELONGING/REJECTION

**REGULATORY FOCUS AND RESPONSES TO SOCIAL EXCLUSION**

Katherine Adams<sup>1</sup>, James Tyler<sup>1</sup>  
<sup>1</sup>Purdue Univ.

BELONGING/REJECTION

**SOCIAL EXCLUSION, PERCEIVED CONTROL AND ANTICIPATING PHYSICAL HARM**

Kristy Dean<sup>1</sup>, Joseph Langlois<sup>1</sup>  
<sup>1</sup>Grand Valley State Univ.

BELONGING/REJECTION

**COMMUNAL GOAL AFFORDANCES PROMOTE BELONGING AND PERSISTENCE AMONG STEM MAJORS**

Aimee Belanger<sup>1</sup>, Amanda Diekman<sup>1</sup>  
<sup>1</sup>Miami Univ.

BELONGING/REJECTION

**COMFORT OR AFFILIATION?: BEHAVIORAL PREFERENCES FOLLOWING PAIN, FAILURE AND THWARTED BELONGINGNESS**

Janet Bennett<sup>1</sup>, Michael Baumann<sup>1</sup>  
<sup>1</sup>Univ. of Texas at San Antonio

BELONGING/REJECTION

**RISING ABOVE AND SINKING BELOW: REJECTION SENSITIVITY MODERATES THE IMPACT OF POWER ON WISE REASONING**

Harrison Oakes<sup>1</sup>, Igor Grossmann<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

BELONGING/REJECTION

**SIMULTANEOUS AGGRESSIVE AND AFFILIATIVE RESPONSES TO SOCIAL EXCLUSION**

Kyle Moxley<sup>1</sup>, Rusty McIntyre<sup>2</sup>  
<sup>1</sup>Wayne State Univ., <sup>2</sup>Eastern Michigan Univ.

BELONGING/REJECTION

**TALL TALES: WHEN STRETCHING THE TRUTH INCREASES CLOSENESS**

Holly Cole<sup>1</sup>, Denise Beike<sup>1</sup>, Nicole Brandon<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

BELONGING/REJECTION

**THE EFFECT OF SOCIAL EXCLUSION ON PROSOCIAL AND ANTISOCIAL TENDENCIES: A META-ANALYSIS**

Chin Ming Hui<sup>1</sup>, Chi Kit Ng<sup>1</sup>, Judith Choi<sup>1</sup>  
<sup>1</sup>Chinese Univ. of Hong Kong

BELONGING/REJECTION

**DOES NEWCOMERS, FULL MEMBERS AND OLD TIMERS EXPERIENCE OF AND RECOVERY FROM OSTRACISM DIFFER?**

Maayan Dvir<sup>1</sup>, Kipling Williams<sup>1</sup>, Richard Moreland<sup>2</sup>  
<sup>1</sup>Purdue Univ., <sup>2</sup>Univ. of Pittsburgh

BELONGING/REJECTION

**SAYING REMAINS BELIEVING – EVEN AFTER OSTRACISM**

Anna Giesen<sup>1</sup>, Gerald Echterhoff<sup>1</sup>  
<sup>1</sup>Univ. of Münster

BELONGING/REJECTION

**THE VELVET HAMMER: DO OSTRACIZED TARGETS EXPEL OR EMBRACE THE UNCERTAINTY?**

Zhansheng Chen<sup>1</sup>, Henry Ng<sup>1</sup>, Kai-Tak Poon<sup>2</sup>, Kipling Williams<sup>3</sup>  
<sup>1</sup>The Univ. of Hong Kong, <sup>2</sup>The Hong Kong Institute of Education, <sup>3</sup>Purdue Univ.

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BELONGING/REJECTION

## FACTORS ASSOCIATED WITH EMOTIONAL AND BEHAVIORAL RESPONSES TO AMBIGUOUS ELECTRONIC REJECTION

Chelsea Esmeier<sup>1</sup>, Tammy Sonnentag<sup>1</sup>  
<sup>1</sup>Xavier Univ.

BELONGING/REJECTION

## PRIMING SOCIAL CLASS IDENTITIES AFFECTS OCCUPATIONAL INTEREST

Peter R Ondish<sup>1</sup>, Michael Kraus<sup>1</sup>  
<sup>1</sup>Univ. of Illinois

BELONGING/REJECTION

## EXPRESS YOURSELF!: OSTRACIZED TARGETS REBOUND BETTER USING CONFRONTATION AS A COPING STRATEGY

Carla Zimmerman<sup>1</sup>, Adrienne Carter-Sowell<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

BELONGING/REJECTION

## SOCIAL HYPERSENSITIVITY INJURES SELF-ESTEEM AFTER CYBERBALL EXCLUSION

Kaite Yang<sup>1</sup>, Mina Cikara<sup>2</sup>, Joan Girgus<sup>3</sup>  
<sup>1</sup>Stockton Univ., <sup>2</sup>Harvard Univ., <sup>3</sup>Princeton Univ.

BELONGING/REJECTION

## THE ROLE OF LONELINESS IN SMOKING BEHAVIORS AND INTENTIONS

Michael Prentice<sup>1</sup>, Andrew Hertel<sup>2</sup>  
<sup>1</sup>Univ. of Missouri, <sup>2</sup>Knox College

BELONGING/REJECTION

## PRESENT BUT INVISIBLE: PHYSICAL OBSCURITY FOSTERS SOCIAL DISCONNECTION

Megan Knowles<sup>1</sup>, Kristy Dean<sup>2</sup>  
<sup>1</sup>Franklin & Marshall College, <sup>2</sup>Grand Valley State Univ.

BELONGING/REJECTION

## EXPERIMENTAL SOCIAL SUPPORT BENEFITS MOOD FOR THE TARGETS OF REJECTION BUT NOT THE FRIENDS WHO PROVIDE THE SUPPORT

Jennifer Zvolinski<sup>1</sup>, Kelly McCarthy<sup>1</sup>, Ingrid Filakousky<sup>1</sup>  
<sup>1</sup>UC San Diego

BELONGING/REJECTION

## CHOOSING "FRIENDS" OVER FRIENDS: PARASOCIAL CHOICES FOLLOWING REJECTION

Lindsey Osterman<sup>1</sup>, Carolyn Powell<sup>1</sup>, Michalla Braford<sup>1</sup>, Alexander Carr<sup>1</sup>  
<sup>1</sup>Roanoke College

BELONGING/REJECTION

## TEXT MESSAGE VS. FACE-TO-FACE CRITICISM FOLLOWING A STRESSFUL TASK: DOES MODE OF COMMUNICATION MATTER?

Drew DeClerck<sup>1</sup>, Alison Tracy<sup>1</sup>, Nicole Legg<sup>1</sup>, Michael Woodworth<sup>1</sup>, Susan Holtzman<sup>1</sup>  
<sup>1</sup>Univ. of British Columbia

BELONGING/REJECTION

## PREDICTIVE RELATIONS BETWEEN CHILDREN'S REJECTION SENSITIVITY, NEGATIVE EMOTIONALITY AND PROBLEM BEHAVIOR IN A FOUR-WAVE LONGITUDINAL STUDY

Theresa Murzyn<sup>1</sup>, Daniel Hart<sup>1</sup>, Nancy Eisenberg<sup>2</sup>  
<sup>1</sup>Rutgers Univ. - Camden, <sup>2</sup>Arizona State Univ.

BELONGING/REJECTION

## LACKING VS. WANTING SOCIAL SUPPORT: THEIR UNIQUE ROLES IN MEDIATING THE LINK BETWEEN PEER VICTIMIZATION AND HEALTH

Aaliyah Gibbons<sup>1</sup>, Jennifer Knack<sup>1</sup>, Lisa Legault<sup>1</sup>  
<sup>1</sup>Clarkson University

CLOSE RELATIONSHIPS

## HAPPIER ALL TOGETHER: REPORTS OF CLOSENESS TO BABY PREDICTS MARITAL CLOSENESS DURING THE TRANSITION TO PARENTHOOD

Courtney Walsh<sup>1</sup>, Marci Gleason<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Austin

CLOSE RELATIONSHIPS

## THE IMPACT OF GRIT ON RELATIONSHIP QUALITY

Martika Hubbard<sup>1</sup>, Gary W. Lewandowski, Jr.<sup>2</sup>  
<sup>1</sup>UC San Diego, <sup>2</sup>Monmouth Univ.

CLOSE RELATIONSHIPS

## LEARNING TO LET IT GO: RELATIONSHIP AUTONOMY PREDICTS MORE FORGIVENESS AND ACCOMMODATION IN ROMANTIC RELATIONSHIPS

Benjamin Hadden<sup>1</sup>, Zachary Baker<sup>1</sup>, C. Knee<sup>1</sup>  
<sup>1</sup>Univ. of Houston

CLOSE RELATIONSHIPS

## RESISTING EYE CANDY: WHEN PHYSICAL ATTRACTIVENESS CUTES A SEARCH FOR SELF-CONTROL IN OTHERS

Jerica Bornstein<sup>1</sup>, Michelle vanDellen<sup>2</sup>  
<sup>1</sup>Univ. of Texas, <sup>2</sup>Univ. of Georgia

CLOSE RELATIONSHIPS

## YOU'RE ONLY AS OLD AS YOU TYPE: THE USE OF MEDIATED INTERACTION ACROSS THE LIFESPAN

Jenna Clark<sup>1</sup>, Sara Algae<sup>1</sup>, Melanie Green<sup>2</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill, <sup>2</sup>Univ. at Buffalo

CLOSE RELATIONSHIPS

## THE ROLE OF PATHOLOGICAL NARCISSISM IN MAKING ACCURATE JUDGMENTS OF DISCLOSURE AND SOCIAL SUPPORT

Iseel Yanez<sup>1</sup>, Conrad Corretti<sup>1</sup>, Robert Ackerman<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Dallas

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CLOSE RELATIONSHIPS

**GETTING WHAT YOU WANT VS. WHAT YOU NEED: IDEAL PREFERENCES, NEED FULFILLMENT AND RELATIONSHIP OUTCOMES**

Sabrina Thai<sup>1</sup>, Michelle Hu<sup>1</sup>, Penelope Lockwood<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

CLOSE RELATIONSHIPS

**ATTACHMENT STYLE, EMPATHY AND SCHADENFREUDE: HOW CLOSE RELATIONSHIPS INFLUENCE REACTIONS TOWARD OTHERS IN NEED**

Alison Baren<sup>1</sup>, Claudia Brumbaugh<sup>2</sup>  
<sup>1</sup>The Graduate Center, City Univ. of New York, <sup>2</sup>Queens College, City Univ. of New York

CLOSE RELATIONSHIPS

**EVOLUTIONARY EXPLANATIONS FOR SEX DIFFERENCES AND SIMILARITIES IN NONMARITAL BREAKUP EXPERIENCES**

Tara DeLecce<sup>1</sup>, Glenn Weisfeld<sup>1</sup>  
<sup>1</sup>Wayne State Univ.

CLOSE RELATIONSHIPS

**THE PERSONALITY STRUCTURE OF PERSONS WITH CONTEXT-DEPENDENT INSECURE ATTACHMENT**

Kevin Carlson<sup>1</sup>, Isabelle Kaplan<sup>1</sup>  
<sup>1</sup>Scripps College

CLOSE RELATIONSHIPS

**SEEKING RELATIONSHIP ADVICE: FOR WHOM COMMITMENT MATTERS**

Ezgi Besikci<sup>1</sup>, Christopher Agnew<sup>1</sup>  
<sup>1</sup>Purdue Univ.

CLOSE RELATIONSHIPS

**MEANS AND ENDS IN RELATIONSHIPS: TRANSFERENCE SHIFTS THE "HOW" OF GOAL PURSUIT**

Janet Ahn<sup>1</sup>, Susan Andersen<sup>2</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>New York Univ.

CLOSE RELATIONSHIPS

**BEAUTY AND THE BREADWINNER: AN ONLINE-DATING EXPERIMENT EXAMINES MEN'S ATTRACTION TO A WOMAN AS A FUNCTION OF HER PHYSICAL ATTRACTIVENESS AND FINANCIAL SUCCESS**

Alexandra Fisher<sup>1</sup>, Danu Stinson<sup>1</sup>  
<sup>1</sup>Univ. of Victoria

CLOSE RELATIONSHIPS

**DON'T EVEN ASK: HOW PERCEIVING A PARTNER AS HAVING LOW SELF-ESTEEM CAN INFLUENCE SOCIAL SUPPORT**

Alex Hirniak<sup>1</sup>, Justin Cavallo<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier Univ.

CLOSE RELATIONSHIPS

**SPOUSAL AUTONOMY SUPPORT AND WELL-BEING OF INDIVIDUALS WITH CHRONIC PAIN: A DYADIC LONGITUDINAL STUDY**

Ahmet Uysal<sup>1</sup>, Esra A?ç?gil<sup>1</sup>, Gamze Turunç<sup>1</sup>  
<sup>1</sup>Middle East Technical Univ.

CLOSE RELATIONSHIPS

**SUPPRESSING NEGATIVE AND AMPLIFYING POSITIVE EMOTIONS IS ASSOCIATED WITH COSTS TO AUTHENTICITY AND WELL-BEING DURING PARENTAL CAREGIVING**

Bonnie Le<sup>1</sup>, Emily Impett<sup>2</sup>  
<sup>1</sup>Univ. of Toronto, <sup>2</sup>Univ. of Toronto Mississauga

CLOSE RELATIONSHIPS

**THE ROLE OF PARTNER RESPONSIVENESS IN PSYCHOLOGICAL AND PHYSIOLOGICAL WELL-BEING: FINDINGS FROM A 10-YEAR LONGITUDINAL STUDY**

Emre Selçuk<sup>1</sup>, Anthony Ong<sup>2</sup>, Richard Slatcher<sup>3</sup>, Gül Günayd<sup>n4</sup>, David Almedia<sup>5</sup>  
<sup>1</sup>Middle East Technical Univ., <sup>2</sup>Cornell Univ., <sup>3</sup>Wayne State Univ., <sup>4</sup>Bilkent Univ., <sup>5</sup>The Pennsylvania State Univ.

CLOSE RELATIONSHIPS

**TWO FACES OF FORGIVENESS: MOTIVES FOR FORGIVENESS SHAPE RELATIONSHIP WELL-BEING FOLLOWING TRANSGRESSIONS**

Amy Canevello<sup>1</sup>, Nicole Hilaire<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina, Charlotte

CLOSE RELATIONSHIPS

**PERCEIVED MENTOR AFFIRMATION: THE KEY TO MENTEE WELLBEING?**

Mubeena Nowrung<sup>1</sup>, Madoka Kumashiro<sup>1</sup>, Nigel Guenole<sup>1</sup>  
<sup>1</sup>Goldsmiths, Univ. of London

CLOSE RELATIONSHIPS

**HOW ARE IDEAL PARTNER PREFERENCES JUDGED IN FACES?**

Jennifer South Palomares<sup>1</sup>, Prof. Andy Young<sup>1</sup>  
<sup>1</sup>Univ. of York

CLOSE RELATIONSHIPS

**THE LONG-TERM ATTRACTIVENESS OF WIDOWERS**

Cory Scherer<sup>1</sup>, Hartmut Heep<sup>1</sup>  
<sup>1</sup>Penn State Univ.-Schuylkill

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CLOSE RELATIONSHIPS

## THE POWER OF DISNEY'S PRINCESS MOVIES: LONGITUDINAL LINKS BETWEEN MOVIE CONSUMPTION, RELATIONSHIP BELIEFS AND ROMANTIC RELATIONSHIP QUALITY

Ronald Rogge<sup>1</sup>, Shelby Campo<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

CLOSE RELATIONSHIPS

## RELATIONSHIP QUALITY AND SEXUAL HEALTH IN FRIENDS WITH BENEFITS RELATIONSHIPS

Sarah Haydock<sup>1</sup>, Ashley Tracas<sup>1</sup>, Allison Vaughn<sup>1</sup>  
<sup>1</sup>San Diego State Univ.

CLOSE RELATIONSHIPS

## JEALOUSY AS AN INDICATOR OF LESS THAN OPTIMAL SELF-EXPANSION

Jabeene Bhimji<sup>1</sup>, Xiaomeng (Mona) Xu<sup>1</sup>, Jennifer Tomlinson<sup>2</sup>  
<sup>1</sup>Idaho State Univ., <sup>2</sup>Colgate Univ.

CLOSE RELATIONSHIPS

## WORD USE AS A REFLECTION OF DYADIC ADJUSTMENT IN COUPLES COPING WITH BREAST CANCER

Alex Karan<sup>1</sup>, Robert Wright<sup>1</sup>, Megan Robbins<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

CLOSE RELATIONSHIPS

## THE NEWSFEED BLUES: LONELINESS, MOOD AND SOCIAL OBSERVATION ON FACEBOOK

Melissa Johnson<sup>1</sup>, Carolyn Cutrona<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

CLOSE RELATIONSHIPS

## COMPARING COMMUNICATION STYLES IN ROMANTIC RELATIONSHIPS BETWEEN ASIANS AND WHITES

Fiona Ge<sup>1</sup>, Paula Pietromonaco<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts Amherst

CLOSE RELATIONSHIPS

## HELPING EACH OTHER GROW: BENEFITS OF PARTNER SUPPORT FOR SELF-EXPANSION IN RETIREMENT

Jennifer Tomlinson<sup>1</sup>, Brooke Feeney<sup>2</sup>  
<sup>1</sup>Colgate Univ., <sup>2</sup>Carnegie Mellon Univ.

CLOSE RELATIONSHIPS

## ALCOHOL CONSUMPTION AMONG OLDER COUPLES: IMPLICATIONS FOR NEGATIVE MARITAL QUALITY

Kira Birditt<sup>1</sup>, James Cranford<sup>1</sup>, Jasmine Manalel<sup>1</sup>, Wylie Wan<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

CLOSE RELATIONSHIPS

## BELIEF-THREAT INCREASES COMMITMENT TO CLOSE OTHERS WHO HOLD MAJORITY BELIEFS IN ONE'S CLOSE SOCIAL GROUP

Matthew Goldberg<sup>1</sup>, Cheryl Carmichael<sup>1</sup>, Curtis Hardin<sup>1</sup>  
<sup>1</sup>Brooklyn College, CUNY

CLOSE RELATIONSHIPS

## LATE ADOLESCENCE: A CRITICAL PERIOD FOR FRIENDSHIP INVESTMENT STRATEGY?

Claire Yee<sup>1</sup>, Oliver Sng<sup>1</sup>, Michelle Shiota<sup>1</sup>, Douglas Kenrick<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

CLOSE RELATIONSHIPS

## WILL YOU BE THERE FOR ME?: COMMITMENT AND THE ROLE OF PERCEIVED PARTNER FUTURE ROMANTIC PLANS

Kenneth Tan<sup>1</sup>, Christopher Agnew<sup>1</sup>  
<sup>1</sup>Purdue Univ.

CLOSE RELATIONSHIPS

## IMPLICIT THEORIES OF RELATIONSHIPS: EXAMINING THEIR ROLES IN ATTRIBUTIONS AND COPING FROM A LONGITUDINAL PERSPECTIVE

Justus Wee<sup>1</sup>, Evelyn Au<sup>1</sup>  
<sup>1</sup>Singapore Management Univ.

CLOSE RELATIONSHIPS

## REASSESSING THE INTEGRATED MODEL OF ADVICE-GIVING IN SUPPORTIVE INTERACTIONS: THE MODERATING ROLES OF NEED FOR COGNITION AND COMMUNICATION STYLE

Ildo Kim<sup>1</sup>, Bo Feng<sup>1</sup>, JooYoung Jang<sup>1</sup>, Bingqing Wang<sup>1</sup>  
<sup>1</sup>Univ. of California, Davis

CLOSE RELATIONSHIPS

## CHEERING-UP IN THE BEDROOM! POSITIVE AFFECTIVE CONSEQUENCES OF HAVING SEX: THE MEDIATING ROLE OF AFFECTIONATE EXCHANGES

Anik Debrot<sup>1</sup>, Nathalie Meuwly<sup>1</sup>, Dominik Schoebi<sup>1</sup>  
<sup>1</sup>Univ. of Fribourg, Switzerland

CLOSE RELATIONSHIPS

## ASSOCIATIONS BETWEEN PERCEIVED PARTNER RESPONSIVENESS AND WELLBEING ARE MODERATED BY CULTURE AND SELF-CONSTRUAL

Elena Corriero<sup>1</sup>, Richard Slatcher<sup>1</sup>  
<sup>1</sup>Wayne State Univ.

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CLOSE RELATIONSHIPS

## CONCORDANCE BETWEEN ADOLESCENTS' AND THEIR MOTHERS' EVALUATION OF MATERNAL AUTONOMY SUPPORT

Marie-Claude Beaudet-Ménard<sup>1</sup>, Fanny Grenier<sup>1</sup>, Jean-Michel Robichaud<sup>1</sup>, Joëlle Carpentier<sup>2</sup>, Diana Cardenas<sup>1</sup>, Roxane de la Sablonnière<sup>1</sup>, Geneviève A. Mageau, Ph.D.<sup>1</sup>  
<sup>1</sup>Université de Montréal, <sup>2</sup>Université McGill

CLOSE RELATIONSHIPS

## IT'S ABOUT BEING BETTER: SEXUAL NARCISSISTS AND SEXUAL SOCIAL COMPARISONS IN RELATIONSHIPS

Lisa Day<sup>1</sup>, Amy Muise<sup>1</sup>, Emily Impett<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

CLOSE RELATIONSHIPS

## POLYAMOROUS RELATIONSHIPS: UNDERSTANDING RELATIONSHIP ACCEPTANCE AND ROMANTIC SECRECY WITH PRIMARY AND SECONDARY PARTNERS

Rhonda Balzarini<sup>1</sup>, Lorne Campbell<sup>1</sup>, Bjarne Holmes<sup>2</sup>, Justin Lehmillier<sup>3</sup>, Jennifer Harman<sup>4</sup>, Nicole Atkins<sup>5</sup>  
<sup>1</sup>Univ. of Western Ontario, <sup>2</sup>Champlain College, <sup>3</sup>Ball State Univ., <sup>4</sup>Colorado State Univ., <sup>5</sup>Portland State Univ.

CLOSE RELATIONSHIPS

## THE EFFECT OF RELATIONSHIP VIOLENCE ON WOMEN'S SEXUAL RISK-TAKING: THE ROLE OF ATTACHMENT AND REGULATORY FOCUS

Jackie Woerner<sup>1</sup>, Catalina Kopetz<sup>1</sup>  
<sup>1</sup>Wayne State Univ.

CLOSE RELATIONSHIPS

## THE POSITIVE ATTRIBUTES OF ONLINE DECEPTIVE ROMANCE (AKA CATFISH RELATIONSHIPS)

Rachel Milburn<sup>1</sup>, Silvana Johnson<sup>1</sup>, Nina Calub<sup>1</sup>, Kelly Campbell<sup>1</sup>  
<sup>1</sup>California State Univ. San Bernardino

CLOSE RELATIONSHIPS

## HOW DO CLOSE RELATIONSHIPS CHANGE THE SELF-CONCEPT?: A TWO-DIMENSIONAL MODEL

Kevin P. McIntyre<sup>1</sup>, Brent A. Mattingly<sup>2</sup>, Gary W. Lewandowski, Jr.<sup>3</sup>  
<sup>1</sup>Trinity Univ., <sup>2</sup>Ursinus College, <sup>3</sup>Monmouth Univ.

CLOSE RELATIONSHIPS

## RELATIONAL IDENTITY PREDICTS REFLECTION, SOCIAL COMPARISON AND CARE IN ROMANTIC RELATIONSHIPS

Jennifer Hirsch<sup>1</sup>, Margaret Clark<sup>1</sup>  
<sup>1</sup>Yale Univ.

CLOSE RELATIONSHIPS

## PEOPLE PREFER TO INTERACT WITH EMOTIONALLY SYNCHRONOUS PARTNERS

Grace Larson<sup>1</sup>, Wendi Gardner<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

CLOSE RELATIONSHIPS

## RELATIONAL DISCREPANCIES AND RELATIONAL OUTCOMES IN EMERGING ADULT DATING COUPLES

Leela Holman<sup>1</sup>, Kris Bursik<sup>1</sup>  
<sup>1</sup>Suffolk Univ.

CLOSE RELATIONSHIPS

## WOMEN'S RELATIONSHIP COMMITMENT PREDICTS SELF-PRESENTATION WITH AVAILABLE ALTERNATIVES

Kori Krueger<sup>1</sup>, Amanda Forest<sup>1</sup>, Ed Orehek<sup>1</sup>  
<sup>1</sup>Univ. of Pittsburgh

CLOSE RELATIONSHIPS

## "GAYMING" ALL NIGHT LONG: OUTNESS AND SOCIAL SUPPORT OF LGBT GAMERS

Adam Everson<sup>1</sup>, Alicia Lyon Limke<sup>1</sup>  
<sup>1</sup>Univ. of Central Oklahoma

CLOSE RELATIONSHIPS

## THE POWER OF CREATIVITY AND CREATIVE MINDSETS IN SPARKING ROMANTIC PASSION

Kathleen Carswell<sup>1</sup>, Eli Finkel<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

CLOSE RELATIONSHIPS

## A TEST OF TWO MATE-ATTRACTION STRATEGIES: EXAMINING THE ROLE OF CLOTHING COLOR AND TYPE ON SEXUAL RECEPTIVITY

Christine Kershaw<sup>1</sup>, Angela Receveur<sup>1</sup>, Charles Hunt<sup>1</sup>, Erin O'Mara<sup>1</sup>  
<sup>1</sup>Univ. of Dayton

CLOSE RELATIONSHIPS

## HUMAN MATE POACHING TACTICS ARE EFFECTIVE: EVIDENCE FROM A DYADIC PROSPECTIVE STUDY ON OPPOSITE-SEX "FRIENDSHIPS"

Noah Wolf<sup>1</sup>, Edward Lemay<sup>1</sup>  
<sup>1</sup>Univ. of Maryland

CLOSE RELATIONSHIPS

## LOVING UNCONDITIONALLY: DEMOGRAPHIC CORRELATES OF THE AGAPIC LOVE STYLE

Pamela Regan<sup>1</sup>, Susan Sprecher<sup>2</sup>  
<sup>1</sup>CSU Los Angeles, <sup>2</sup>Illinois State Univ.

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## A QUALITATIVE EXAMINATION OF DESIRE AND AROUSAL IN LESBIAN WOMEN

Jessica Wood<sup>1</sup>, Ashley Ronson<sup>1</sup>, Robin Milhausen<sup>1</sup>  
<sup>1</sup>Univ. of Guelph

CLOSE RELATIONSHIPS

## CONSTRUAL LEVEL AND CONFLICT COGNITION IN ROMANTIC RELATIONSHIPS

Marika Yip-Bannicq<sup>1</sup>, Patrick Shrout<sup>1</sup>, Yaacov Trope<sup>1</sup>  
<sup>1</sup>New York Univ.

CLOSE RELATIONSHIPS

## ATTACHMENT, SAFE SEX DISCUSSIONS AND CONDOM USE INTENTIONS

Bryce Moore<sup>1</sup>, Patricia Cartwright<sup>1</sup>, Alison Patev<sup>1</sup>, Kristina Hood<sup>1</sup>  
<sup>1</sup>Mississippi State Univ.

CLOSE RELATIONSHIPS

## "BABY, LET'S TALK IT OUT": THE KEY ROLE OF CONFLICT MANAGEMENT IN ROMANTIC RELATIONSHIPS

Parnia Haj-Mohamadi<sup>1</sup>, Shanhong Luo<sup>2</sup>  
<sup>1</sup>Univ. of Kansas, <sup>2</sup>Univ. of North Carolina Wilmington

CLOSE RELATIONSHIPS

## ATTITUDES TOWARD MORALLY AMBIGUOUS BEHAVIOR IN ROMANTIC RELATIONSHIPS

Melissa Heerboth<sup>1</sup>  
<sup>1</sup>Mercyhurst Univ.

CLOSE RELATIONSHIPS

## MENTAL REPRESENTATION DURING RELATIONSHIP THREAT: THE ROLE OF CONSTRUAL LEVEL IN INTERPERSONAL SELF-CONTROL

Jeffrey Bowen<sup>1</sup>, Nancy Collins<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Barbara

CLOSE RELATIONSHIPS

## SEEKING RELATIONSHIP ADVICE: FOR WHOM COMMITMENT MATTERS

Ezgi Besikci<sup>1</sup>, Christopher Agnew<sup>1</sup>  
<sup>1</sup>Purdue Univ.

CLOSE RELATIONSHIPS

## AUTONOMY AND THE BIGGER PICTURE: MOTIVATION AND COGNITION IN ROMANTIC RELATIONSHIPS

Serena Chapman<sup>1</sup>, M. Joy McClure<sup>1</sup>  
<sup>1</sup>Adelphi University

CLOSE RELATIONSHIPS

## BEYOND THE SELF: EFFECTS OF INVISIBLE SOCIAL SUPPORT ON SITUATIONAL AND INTERPERSONAL ATTRIBUTIONS

Emma Routhier<sup>1</sup>, Abdiel Flores<sup>1</sup>, Katherine Zee<sup>1</sup>, Niall Bolger<sup>1</sup>  
<sup>1</sup>Columbia Univ.

CLOSE RELATIONSHIPS

## THE EFFECTS OF BIOLOGICAL SEX, RELIGIOSITY, AND PAST EXPERIENCES WITH CHEATING ON PERCEPTIONS OF INFIDELITY

Kimberlee Staats<sup>1</sup>, Alexander Nagurney<sup>1</sup>  
<sup>1</sup>Univ. of Hawaii at Hilo

CLOSE RELATIONSHIPS

## YOU KNOW YOU WANT ME: NARCISSISM AND PERCEPTIONS OF SEXUAL INTEREST

Elizabeth Lundholm<sup>1</sup>, Anthony Hermann<sup>1,2,2</sup>  
<sup>1</sup>Bradley University, <sup>2</sup>n/a

EMOTION

## AWE AND SCIENTIFIC EXPLANATION

Jun Park<sup>1</sup>, Sara Gottlieb<sup>2</sup>, Piercarlo Valdesolo<sup>3</sup>  
<sup>1</sup>Pomona College, <sup>2</sup>Univ. of California, Berkeley, <sup>3</sup>Claremont McKenna College

EMOTION

## TRAIT SELF-CONTROL PREDICTS ATTENTIONAL BIAS TO REWARD

Adrienne Crowell<sup>1</sup>, Brandon Schmeichel<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

EMOTION

## WHEN POWER INCREASES GRATITUDE

Monica Bartlett<sup>1</sup>, Mark Ornelas<sup>1</sup>, Piercarlo Valdesolo<sup>2</sup>  
<sup>1</sup>Gonzaga Univ., <sup>2</sup>Claremont McKenna College

EMOTION

## RELIGIOUS-BODY AFFIRMATIONS PROTECT BODY ESTEEM FOR WOMEN WHO BASE SELF-WORTH ON APPEARANCE OR OTHER'S APPROVAL

Mary Inman<sup>1</sup>  
<sup>1</sup>Hope College

EMOTION

## KIND-HEARTEDNESS CONNECTS THE WORLD: NEED FOR RELATEDNESS AS KEY ATTACHMENT OF GRATITUDE AND CHARITABLE DONATION

Yuma Shiraki<sup>1</sup>, Tasuku Igarashi<sup>2</sup>  
<sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Nagoya Univ.

EMOTION

## SEX AND GENDER DIFFERENCES IN STRESS SYSTEM REGULATION: IMPACT ON MOOD AND EMOTION-REGULATION

Nida Ali<sup>1</sup>, Cory Cooperman<sup>1</sup>, Jens Pruessner<sup>2</sup>  
<sup>1</sup>McGill Univ., <sup>2</sup>McGill Centre for Studies in Aging

EMOTION

## PUTTING ALL YOUR EGGS IN ONE BASKET?: THE TRADEOFF BETWEEN SEEKING OPTIMAL SUPPORT VS. RELATIONSHIP CLOSENESS WHEN SEEKING EMOTIONAL SUPPORT

Elaine Cheung<sup>1</sup>, Wendi Gardner<sup>1</sup>, Jason Anderson<sup>2</sup>, Lara Kammrath<sup>3</sup>  
<sup>1</sup>Northwestern Univ., <sup>2</sup>Univ. of California, Santa Barbara, <sup>3</sup>Wake Forest Univ.

EMOTION

## EMOTIONSIPS: GREATER UTILIZATION OF SUPPORT-RELEVANT EMOTION REGULATORS PREDICTS IMPROVEMENTS IN WELL-BEING

Jason Anderson<sup>1</sup>, Shelly Gable<sup>1</sup>, Elaine Cheung<sup>2</sup>, Wendi Gardner<sup>2</sup>  
<sup>1</sup>Univ. of California, Santa Barbara, <sup>2</sup>Northwestern Univ.

EMOTION

## INHIBITING A PHYSIOLOGICAL EXPERIENCE OF DISGUST REDUCES DISGUST FEELINGS AND ALTERS MORAL JUDGMENTS

Conor Steckler<sup>1</sup>, Jessica Tracy<sup>1</sup>  
<sup>1</sup>Univ. of British Columbia

EMOTION

## ATONING GUILTY PLEASURES: ORAL CONSUMPTION AND MORAL COMPENSATION

Thea Schei<sup>1</sup>, Sana Sheikh<sup>2</sup>, Simone Schnall<sup>1</sup>  
<sup>1</sup>Univ. of Cambridge, <sup>2</sup>Massachusetts General Hospital

EMOTION

## THE COMMITMENT FUNCTION OF ANGRY FACIAL EXPRESSIONS

Lawrence Reed<sup>1</sup>, Peter DeScioli<sup>2</sup>, Steven Pinker<sup>3</sup>  
<sup>1</sup>McLean Hospital/Harvard Medical School, <sup>2</sup>Stony Brook Univ., <sup>3</sup>Harvard Univ.

EMOTION

## DO JUDGMENTS OF DISGUSTING AGENTS REFLECT PATHOGEN AVOIDANCE OR GROUP IDENTIFICATION?

Alek Chakroff<sup>1</sup>, Liane Young<sup>1</sup>  
<sup>1</sup>Boston College

EMOTION

## EVALUATION OF MERCHANDISE BASED ON IMPLICIT AFFECTIVE STATES

Hideya Kitamura<sup>1</sup>  
<sup>1</sup>Kansai Univ.

EMOTION

## PRIMING CAUSAL UNCERTAINTY WITH REAL-WORLD EVENTS

Eliane Boucher<sup>1</sup>, Bridget Thompson<sup>1</sup>  
<sup>1</sup>Providence College

EMOTION

## I FEEL YOUR PAIN: SOCIAL CONNECTION AND THE EXPRESSION AND PERCEPTION OF REGRET

Joshua Buchanan<sup>1</sup>, Amy Summerville<sup>2</sup>  
<sup>1</sup>Central Washington Univ., <sup>2</sup>Miami Univ.

EMOTION

## ARE GRUESOME PHOTOGRAPHS MORE PREJUDICIAL THAN PROBATIVE?

Christian Koeu<sup>1</sup>, Rebecca Grady<sup>1</sup>, Dana Joudi<sup>1</sup>, Elizabeth Loftus<sup>1</sup>  
<sup>1</sup>UC Irvine

EMOTION

## AWE PREDICTS MULTICULTURAL EXPERIENCES VIA CURIOSITY

Maria Monroy<sup>1</sup>, Jia Wei Zhang<sup>1</sup>, Dacher Keltner<sup>1</sup>  
<sup>1</sup>Univ. of California Berkeley

EMOTION

## USING DISCRETE POSITIVE EMOTIONS TO ENCOURAGE ORGAN DONOR REGISTRATION

Danielle Blazek<sup>1</sup>, Jason Siegel<sup>1</sup>  
<sup>1</sup>Claremont Graduate Univ.

EMOTION

## WHY STRESSFUL PEOPLE LIKE PRODUCTS, THEY FEEL LESS HOPE AND WANT TO RESTORE IT

XiYueyao LUO<sup>1</sup>  
<sup>1</sup>Erasmus Universiteit Rotterdam

EMOTION

## BEYOND SELF-REPORT: EXPRESSIVE SKILL AND EMOTIONAL KNOWLEDGE PREDICT INFLAMMATORY MARKERS AND DEPRESSION

Natalie Tuck<sup>1</sup>, Rosie Grant<sup>2</sup>, Anna Brooks<sup>1</sup>, Nathan Consedine<sup>1</sup>  
<sup>1</sup>Univ. of Auckland, <sup>2</sup>Otago Univ.

EMOTION

## SHARED EXPERIENCES ARE AMPLIFIED WHEN CO-EXPERIENCERS ARE SALIENT

Erica Boothby<sup>1</sup>, Leigh Smith<sup>2</sup>, Margaret Clark<sup>1</sup>, John Bargh<sup>1</sup>  
<sup>1</sup>Yale Univ., <sup>2</sup>Univ. of Texas at Austin

EMOTION

## "DO YOU EXPRESS MORE TO FEEL LESS?": EMOTIONAL EXPRESSIVITY MODERATES AMYGDALA ACTIVITY DURING AFFECT LABELING AND REAPPRAISAL

Yuki Shimura<sup>1</sup>, Jared Torre<sup>1</sup>, Andrea Nilas<sup>1</sup>, Kate Haltom<sup>1</sup>, Tristen Inagaki<sup>1</sup>, Catherine Mulvenna<sup>1</sup>, Annette Stanton<sup>1</sup>, Matthew Lieberman  
<sup>1</sup>Univ. of California, Los Angeles

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Shosuke Suzuki<sup>1</sup>, Jared Torre<sup>1</sup>, Andrea Niles<sup>1</sup>, Kate Haltom<sup>1</sup>, Tristen Inagaki<sup>2</sup>, Catherine Mulvenna<sup>3</sup>, Annette Stanton<sup>1</sup>, Matthew Lieberman<sup>1</sup>  
<sup>1</sup>Univ. of California Los Angeles, <sup>2</sup>Univ. of Pittsburgh, <sup>3</sup>Yale Univ.

EMOTION

## PERCEIVED CONTROL AND THE MOTIVATIONS OF ENVY

Nicole Henniger<sup>1</sup>, Christine Harris<sup>1</sup>  
<sup>1</sup>Univ. of California, San Diego

EMOTION

## UNIVERSALITY OF HAPPY AGING

Joanna Hong<sup>1</sup>, Susan Charles<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

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## EMOTION PERCEPTION AND REGULATION CAN BE IMPROVED: FOLLOW-UP EFFECTS IN A RANDOMIZED CONTROL GROUP DESIGN

Sarah Herpertz<sup>1</sup>, Astrid Schütz<sup>1</sup>, John Nezlek<sup>2</sup>  
<sup>1</sup>Univ. of Bamberg, <sup>2</sup>College of William & Mary

EMOTION

## DO WE LAUGH JUST BECAUSE OTHERS DO?: COGNITIVE, AFFECTIVE AND BEHAVIORAL RESPONSES TO CANNED LAUGHTER

Shuji Uko<sup>1</sup>, Yuko Amaya<sup>2</sup>  
<sup>1</sup>Nagoya Univ., <sup>2</sup>Nagoya City Univ.

EMOTION

## DOES AWE REALLY MAKE PEOPLE GET THE BIG PICTURE?: AWE'S EFFECT ON VISUAL ATTENTION

Claire Prade<sup>1</sup>, Vassilis Saroglou<sup>1</sup>  
<sup>1</sup>Univ. of Louvain

EMOTION

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Patti Parker<sup>1</sup>, Raymond Perry<sup>1</sup>, Jeremy Hamm<sup>1</sup>, Judith Chipperfield<sup>1</sup>, Elisabeth Meier<sup>2</sup>, Kristina Loderer<sup>2</sup>  
<sup>1</sup>Univ. of Manitoba, <sup>2</sup>Univ. of Munich

EMOTION

## PUTTING YOUR BEST FACE FORWARD: VARIATIONS IN EXPRESSIVITY ACROSS COLLECTIVISTIC CULTURES

Stephanie Chen<sup>1</sup>, Richard Nisbett<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

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Talya Lazerus<sup>1</sup>, Jeff Galak<sup>1</sup>  
<sup>1</sup>Carnegie Mellon Univ.

EMOTION

## MENTAL STATES: HOW THEY HAVE AN IMPACT ON EMOTIONAL INFORMATION PROCESSING

Iliane Houle<sup>1</sup>, Frederick Philippe<sup>1</sup>  
<sup>1</sup>Univ. of Quebec at Montreal

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## THE AWE-SOME POWER OF MUSIC: THE EFFECTS OF PERSONALITY AND MUSIC PREFERENCE ON AESTHETIC AWE

Leanne Craig<sup>1</sup>, J. Norris<sup>2</sup>, Jana Hackathorn<sup>1</sup>  
<sup>1</sup>Murray State Univ., <sup>2</sup>Berea College

EMOTION

## I BELIEVE IT HELPED ME: CULTURAL DIFFERENCES IN BELIEFS ABOUT THE FUNCTIONAL AND DYSFUNCTIONAL IMPACT OF SADNESS AND PITY

Yulia Chentsova Dutton<sup>1</sup>, Gerrod Parrott<sup>1</sup>, Dimitry Lyusin<sup>2</sup>  
<sup>1</sup>Georgetown Univ., <sup>2</sup>Moscow Higher School of Economics

EMOTION

## INTERPERSONAL INSTRUMENTAL EMOTION REGULATION

Liat Netzer<sup>1</sup>, Eran Halperin<sup>2</sup>, Maya Tamir<sup>2</sup>  
<sup>1</sup>Hebrew Univ., <sup>2</sup>IDC Herzliya

EMOTION

## FEELING NOSTALGIC OR MISSING YOU?: DISTINGUISHING TWO ABSENCE-RELATED EMOTIONS

Denise Beike<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

EMOTION

## DISPOSITIONAL MINDFULNESS PREDICTS AFFECT STABILITY FOLLOWING SELF-ENHANCEMENT AND SELF-PROTECTION.

Taylor West<sup>1</sup>, Madison Theis<sup>1</sup>, Robert Goodman<sup>1</sup>, Heidi Wayment<sup>1</sup>  
<sup>1</sup>Northern Arizona University

EMOTION

## EMOTION AND MORALITY: DISENTANGLING COGNITIVE APPRAISALS' IMPACTS ON MORAL JUDGMENTS

Emorie Beck<sup>1</sup>, Bertram Malle<sup>1</sup>  
<sup>1</sup>Brown Univ.

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EMOTION

## EMOTIONAL INTELLIGENCE AND SEX: INCREASING MASTURBATION AND CONDOM USE

Amy Davis<sup>1</sup>, Amber Baumann<sup>1</sup>, Bristyn Thompson<sup>1</sup>, Jessica Steele<sup>1</sup>  
<sup>1</sup>Western State Colorado Univ.

EMOTION

## THE INFLUENCE OF PARENTING PRACTICES ON CHILDREN'S ABILITY TO DECODE VERBAL ANGER

Yachen Li<sup>1</sup>, Kyla McDonald<sup>2</sup>, Nancy Cohen<sup>2</sup>, Fataneh Farnia<sup>1</sup>  
<sup>1</sup>Univ. of Toronto, <sup>2</sup>Ryerson University

EMOTION

## THE ROLES OF RELATIONAL CLOSENESS AND OXYTOCIN ON ENVY

Yaunye Wang<sup>1</sup>, Sieun An<sup>1</sup>, Yaozhong Li<sup>1</sup>, Shihui Han<sup>1</sup>  
<sup>1</sup>Peking University

EVOLUTION

## SEXUAL SELECTION, PROXIMATE MATING MOTIVES AND AGGRESSIVE BEHAVIOR IN MEN

Sarah Ainsworth<sup>1</sup>, Jon Maner<sup>2</sup>  
<sup>1</sup>Univ. of North Florida, <sup>2</sup>Northwestern Univ.

EVOLUTION

## WOMEN'S EVALUATIONS OF OTHER WOMEN'S BODY ODOR DEPEND ON TARGETS' FERTILITY AND HORMONAL CONTRACEPTION USE

Kelly Gildersleeve<sup>1</sup>, Melissa Fales<sup>1</sup>, Martie Haselton<sup>1</sup>  
<sup>1</sup>UCLA

EVOLUTION

## AGE MODERATES THE EFFECT OF ATTRACTIVENESS DISCREPANCIES ON THE IMPORTANCE OF BEING ATTRACTIVE

Elizabeth Brown<sup>1</sup>, J. Adam Randell<sup>1</sup>, Jeff Seger<sup>1</sup>  
<sup>1</sup>Cameron Univ.

EVOLUTION

## SLEEP CHANGES IN "HOMO ERECTUS": THE IMPLICATIONS FOR CREATIVITY AND EMOTIONALITY IN LATER HOMININS

Margaret Boone Rappaport<sup>1</sup>, Christopher Corbally<sup>2</sup>  
<sup>1</sup>The Human Sentience Project, <sup>2</sup>U of Arizona/Vatican Observatory

EVOLUTION

## BEHAVIORAL REACTIONS TO EMOTIONAL AND PHYSICAL INFIDELITY: MATE ABANDONMENT VS. MATE RETENTION

Mandy Walsh<sup>1</sup>, Murray Millar<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Las Vegas

EVOLUTION

## FACIAL RESEMBLANCES GENERATE FAVORITE

Yu Quanlei<sup>1</sup>, Zhang Qiuying<sup>2</sup>, Jin Shenghua<sup>1</sup>  
<sup>1</sup>Beijing Normal Univ., <sup>2</sup>Univ. of Miami

EVOLUTION

## ROMANTIC MOTIVES MAKE THE RELATIVE ASPECTS OF HAPPINESS SALIENT

Ji-eun Shin<sup>1</sup>, Eunkook Suh<sup>1</sup>, Jong Dae Kim<sup>1</sup>, Ahra Ko<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

EVOLUTION

## OTHER WOMEN'S FERTILITY STATUS PREDICTS FEMALE JEALOUSY

Ashalee Hurst<sup>1</sup>, Jessica Alquist<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

EVOLUTION

## ATTITUDES TOWARD PREGNANT WOMEN AS A TEST OF THE EVOLUTIONARY SOCIAL PSYCHOLOGICAL PERSPECTIVE

Lea Folsom<sup>1</sup>, Charlotte Tate<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

EVOLUTION

## MEN'S PERCEIVED PARTNER COMMITMENT AND BEHAVIORAL JEALOUSY: THE MODERATING ROLE OF WOMEN'S HORMONAL CONTRACEPTIVE USE

Juliana French<sup>1</sup>, Andrea Meltzer<sup>1</sup>, Jon Maner<sup>2</sup>  
<sup>1</sup>Florida State Univ., <sup>2</sup>Northwestern Univ.

EVOLUTION

## DISGUST SENSITIVITY PREDICTS INTERPERSONAL ATTRACTION

John Terrizzi, Jr.<sup>1</sup>, Amanda Fleming<sup>1</sup>  
<sup>1</sup>Texas Woman's Univ.

EVOLUTION

## THE EFFECTS OF ALCOHOL AND FERTILITY ON WOMEN'S SEXUAL DECISION MAKING

Emma Altgelt<sup>1</sup>, Tina Zawacki<sup>1</sup>, Andrea Fernandez<sup>1</sup>, Alexander Wang<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at San Antonio

EVOLUTION

## AN EVIDENCE-BASED ANALYSIS OF THE ACCURACY OF INDIRECT OVULATION PREDICTION METHODS COMPARED WITH A HORMONAL MEASURE OF OVULATION

Khandis Blake<sup>1</sup>, Barnaby Dixon<sup>2</sup>, Siobhan O'Dean<sup>1</sup>, Tom Denson<sup>1</sup>  
<sup>1</sup>Univ. of New South Wales, <sup>2</sup>The Univ. of Queensland

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## EVOLUTION

### UNDERSTANDING THE ATTRACTION OF VIOLENT VIDEO GAMES: INSIGHTS FROM EVOLUTIONARY PSYCHOLOGY

Thomas Denson<sup>1</sup>  
<sup>1</sup>Univ. of New South Wales

## EVOLUTION

### NEUROENDOCRINE AND PSYCHOLOGICAL RESPONSES TO A SOCIETAL INTER-GROUP DOMINANCE CONTEST: EVIDENCE FROM THE 2012 PRESIDENTIAL ELECTION

Smrithi Prasad<sup>1</sup>, Keith Welker<sup>2</sup>, Bethany Lassetter<sup>3</sup>, Pranjal Mehta<sup>1</sup>  
<sup>1</sup>Univ. of Oregon, <sup>2</sup>Univ. of Massachusetts, <sup>3</sup>Univ. of Iowa

## INTERGROUP RELATIONS

### IMPLICIT WEALTH ATTITUDES PREDICT TOLERANCE FOR RICH PEOPLE'S LOWER WARMTH BEHAVIOR

Suzanne Horwitz<sup>1</sup>, John Dovidio<sup>1</sup>  
<sup>1</sup>Yale Univ.

## INTERGROUP RELATIONS

### THE EFFECT OF THREAT ON COMMUNITY IDENTIFICATION AND INVOLVEMENT

Emily Shaffer<sup>1</sup>, Lauren Ruelens<sup>1</sup>, Lisa Molix<sup>1</sup>  
<sup>1</sup>Tulane Univ.

## INTERGROUP RELATIONS

### ACCURACY OF RACE AND SEXUAL ORIENTATION CATEGORIZATIONS IN LATINO TARGETS: IMPLICATIONS FOR PERSON PERCEPTION RESEARCH

Kevin Castro-Moino<sup>1</sup>, Ariana Bell<sup>1</sup>, Sandra Graham<sup>1</sup>  
<sup>1</sup>UCLA

## INTERGROUP RELATIONS

### I SPY WITH MY LITTLE EYE SOMEONE WHO IS COLORBLIND: THE INTERPERSONAL CONSEQUENCES OF ENDORSING COLORBLINDNESS AND MULTICULTURALISM

Lauren Ruelens<sup>1</sup>, Emily Shaffer<sup>1</sup>, Dr. Lisa Molix<sup>1</sup>  
<sup>1</sup>Tulane Univ.

## INTERGROUP RELATIONS

### REPRESENTATIONS OF INDIAN HISTORY AS TOOLS FOR IDENTITY- RELEVANT CONCERNS: A CULTURAL PSYCHOLOGICAL ANALYSIS

Sahana Mukherjee<sup>1</sup>  
<sup>1</sup>Gettysburg College

## INTERGROUP RELATIONS

### ADOLESCENTS' BELIEFS ABOUT THE NATURE OF ETHNICITY, GENDER AND SEXUAL ORIENTATION: THE ROLE OF ESSENTIALIST THINKING IN INTERGROUP ATTITUDES AND PEER RELATIONS

Negin Ghavami<sup>1</sup>  
<sup>1</sup>UCLA

## INTERGROUP RELATIONS

### THEIR PERSPECTIVE, THEIR EXPERIENCE: OVERCOMING TRAIT PERSPECTIVE-TAKING AND ENGAGING OUTGROUP EXPERIENCE

Linas Mitchell<sup>1</sup>, Beth Pontari<sup>1</sup>  
<sup>1</sup>Furman Univ.

## INTERGROUP RELATIONS

### HATE CRIME CAUSES VICTIM GROUP ANGER MEDIATED BY EMPATHY FOR THE VICTIMS THEMSELVES

Jennifer Paterson<sup>1</sup>, Rupert Brown<sup>1</sup>, Mark Walters<sup>1</sup>  
<sup>1</sup>Univ. of Sussex

## INTERGROUP RELATIONS

### CHILDREN RECTIFY INEQUALITIES FOR DISADVANTAGED GROUPS

Laura Elenbaas<sup>1</sup>, Michael Rizzo<sup>1</sup>, Melanie Killen<sup>1</sup>  
<sup>1</sup>Univ. of Maryland

## INTERGROUP RELATIONS

### YOUNG CHILDREN'S INTERGROUP EVALUATIONS: THE ROLE OF SOCIAL-COGNITIVE COMPETENCIES

Kelly Lynn Mulvey<sup>1</sup>  
<sup>1</sup>Univ. of South Carolina

## INTERGROUP RELATIONS

### WHAT CAN SOCIAL PSYCHOLOGY LEARN FROM EVIDENCE FROM STUDIES OF INTERGROUP DYNAMICS IN CHILDHOOD?

Dominic Abrams<sup>1</sup>, Kiran Purewal<sup>1</sup>, Julie Van de Vyver<sup>1</sup>  
<sup>1</sup>Univ. of Kent

## INTERGROUP RELATIONS

### WHAT APPLIES TO ME APPLIES TO YOU: VALUE-BASED STANDARDS GUIDE INFERENCES OF SEXISM

Chelsea Mitamura<sup>1</sup>, Patricia Devine<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison

## INTERGROUP RELATIONS

### CONCERN ABOUT THE RELATIONAL IMPLICATIONS OF APPEARING PREJUDICED

Emily Dix<sup>1</sup>, Patricia Devine<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison

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INTERGROUP RELATIONS

**THE EYES HAD IT: DISRUPTING FACE PROCESSING ATTENUATES PREFERENCE FOR INGROUP MEMBERS' EYES**

E. Paige Lloyd<sup>1</sup>, Steven Almaraz<sup>1</sup>, Mary Frame<sup>1</sup>, Jason Deska<sup>1</sup>, Kurt Hugenberg<sup>1</sup>, Kerry Kawakami<sup>2</sup>, Allen McConnell<sup>1</sup>  
<sup>1</sup>Miami Univ., <sup>2</sup>York Univ.

INTERGROUP RELATIONS

**WHEN "HAVES" GIVE TO "HAVE NOTS": THE AFFECTIVE CONSEQUENCES OF GENEROSITY ACROSS THE STATUS DIVIDE**

Alyssa Croft<sup>1</sup>, Toni Schmader<sup>1</sup>, Gillian Sandstrom<sup>2</sup>, Navio Kwok<sup>3</sup>  
<sup>1</sup>Univ. of British Columbia, <sup>2</sup>Univ. of Essex, <sup>3</sup>Univ. of Waterloo

INTERGROUP RELATIONS

**CELEBRATE DIVERSITY OR HIGHLIGHT HISTORY?: THE CONSEQUENCES OF BLACK AND WHITE BLACK HISTORY MONTH DESIGNS**

Stacey Rieck<sup>1</sup>, Andrea Haugen<sup>1</sup>, Phia Salter<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

INTERGROUP RELATIONS

**THE EFFECTS OF RACE ON SPATIAL PERSPECTIVE TAKING**

Cassie Whitt<sup>1</sup>, Matthew Winslow<sup>1</sup>  
<sup>1</sup>Eastern Kentucky Univ.

INTERGROUP RELATIONS

**FOUNDATIONS OF MATH-GENDER STEREOTYPE THREAT IN PRESCHOOL**

Antonya Gonzalez<sup>1</sup>, Andrew Baron<sup>1</sup>  
<sup>1</sup>Univ. of British Columbia

INTERGROUP RELATIONS

**EXPLICIT AND IMPLICIT FORMS OF RACIAL BIAS IN CHILDHOOD**

Melanie Killen<sup>1</sup>, Shelby Cooley<sup>1</sup>  
<sup>1</sup>Univ. of Maryland

INTERGROUP RELATIONS

**EXAMINING THE ROLE OF CATEGORIZATION IN CHILDREN'S IMPLICIT RACIAL BIAS**

Amanda Willams<sup>1</sup>, Jennifer Steele<sup>2</sup>  
<sup>1</sup>Sheffield Hallam Univ., <sup>2</sup>York Univ.

INTERGROUP RELATIONS

**THE RELATIONSHIP BETWEEN NATIONALISM AND NARCISSISM**

Shang-Hui Shin<sup>1</sup>, Jeongmyung Kim<sup>1</sup>, Sun Park<sup>1</sup>, Ariel Lee<sup>2</sup>, Taekyun Hur<sup>1</sup>  
<sup>1</sup>Korea Univ., <sup>2</sup>Seoul International School

INTERGROUP RELATIONS

**JUDGING A BOOK BY ITS COVER: PERCEIVING ETHNIC IDENTITY FROM ROMANTIC PARTNER CHOICES**

Lisa Brown<sup>1</sup>, Jazmin Kelly<sup>1</sup>, Diana Dinh<sup>1</sup>, Ashley Malcom<sup>1</sup>  
<sup>1</sup>Austin College

INTERGROUP RELATIONS

**CHILDREN'S INFERENCES ABOUT RACE-BASED SOCIAL PREFERENCES**

Arianne Eason<sup>1</sup>, Jessica Sommerville<sup>1</sup>, Cheryl Kaiser<sup>1</sup>  
<sup>1</sup>Univ. of Washington

INTERGROUP RELATIONS

**JUSTIFIED AND UNJUSTIFIED HOSTILITY ATTRIBUTIONS FOR NEGATIVE TREATMENT OF MINORITIES PREDICT PERCEPTION OF BIAS IN POSITIVE AND NEGATIVE TREATMENT OF BLACK PEOPLE**

Nicholas Santascy<sup>1</sup>, Sara Burke<sup>1</sup>, John Dovidio<sup>1</sup>  
<sup>1</sup>Yale Univ.

INTERGROUP RELATIONS

**UNDERSTANDING SOCIAL PERCEPTIONS OF THE POLICE**

Crystal Clarke<sup>1</sup>, Patrick Shrout<sup>1</sup>  
<sup>1</sup>New York Univ.

INTERGROUP RELATIONS

**HOW DOES PRIMING PEOPLE WITH THE CONFEDERATE FLAG IMPACT THEIR ATTITUDES?**

Brian Goldman<sup>1</sup>, Pearl Chang<sup>1</sup>, Heather Ness<sup>1</sup>, Jamal El-Amin<sup>1</sup>, Pinky Patel<sup>1</sup>  
<sup>1</sup>Clayton State Univ.

INTERGROUP RELATIONS

**VIEWS OF THE INGROUP AS MORALLY HYPOCRITICAL UNDERMINE SUPPORT FOR HELPING OUTGROUPS**

Thomas O'Brien<sup>1</sup>, Bernhard Leidner<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts Amherst

INTERGROUP RELATIONS

**THE EFFECT OF SCENE INCONSISTENCY ON PREJUDICE AGAINST MINORITY**

Xiaoxiao Zhang<sup>1</sup>  
<sup>1</sup>Beijing Normal Univ.

INTERGROUP RELATIONS

**EMPATHIC JOY IN POSITIVE INTERGROUP RELATIONS RESEARCH, THEORY AND PRACTICE**

Todd Pittinsky<sup>1</sup>, R. Montoya<sup>2</sup>  
<sup>1</sup>Stony Brook Univ., <sup>2</sup>Univ. of Dayton

INTERGROUP RELATIONS

**I DIDN'T WANT TO LIKE YOU, BUT YOU'RE COOL: RWA, QUALITATIVE CONTACT AND CHRISTIAN AND JEWISH ATTITUDES TOWARD ATHEISTS IN THE U.S.**

C. Malik Boykin<sup>1</sup>, Fiammetta Brugo<sup>2</sup>, Arthur Aron<sup>1</sup>, Shelly Zhou<sup>3</sup>, Stephen Wright<sup>4</sup>, Steven Spector<sup>5</sup>  
<sup>1</sup>Univ. of California Berkeley, <sup>2</sup>Univ. of Bologna, <sup>3</sup>Univ. of Toronto, <sup>4</sup>Simon Fraser Univ., <sup>5</sup>Stony Brook Univ.

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INTERGROUP RELATIONS

## 'CONTACT-CAM': A NEW ELECTRONIC CONTACT PARADIGM

Alexandra Godwin<sup>1</sup>, Andrea van Dommelen<sup>1</sup>, Karen Gonsalkorale<sup>1</sup>, Lisa Zadro<sup>1</sup>  
<sup>1</sup>Univ. of Sydney

INTERGROUP RELATIONS

## APPROPRIATE TECHNOLOGY USE IN STUDENT-FACULTY RELATIONSHIPS

Candice Heider<sup>1</sup>, Gail Overbey<sup>1</sup>  
<sup>1</sup>Southeast Missouri State Univ.

INTERGROUP RELATIONS

## CONSTRUAL LEVEL AND COMMUNICATION AMONG INTRA-MINORITY INTERGROUP RELATIONS

Tina Nguyen<sup>1</sup>, Maureen Craig<sup>2</sup>, Kentaro Fujita<sup>2</sup>  
<sup>1</sup>Univ. of Oklahoma, <sup>2</sup>The Ohio State Univ.

INTERGROUP RELATIONS

## ENCOURAGING ANTI-GAY BIAS CONFRONTATION THROUGH THREAT REDUCTION: REAFFIRMING MASCULINITY TO COMBAT BIAS IN OTHERS.

Kayne Mettert<sup>1</sup>, Kathryn Kroeper<sup>1</sup>, Mary Murphy<sup>1</sup>  
<sup>1</sup>Indiana University

INTERGROUP RELATIONS

## POSITIVE INTERGROUP CONTACT INCREASES SOCIAL CAPITAL IN A CAMPUS COMMUNITY: AN EXPERIMENTAL TEST.

Emily Janik<sup>1</sup>, Kristin Ressel<sup>1</sup>  
<sup>1</sup>Hobart and William Smith Colleges

JUDGMENT/DECISION-MAKING

## PERCEIVED JUDGMENT OF CRIMINAL FACES: AN EVALUATION OF GENDER AND CRIMINALITY IN A DECISION MAKING TASK

Davey Chafe<sup>1</sup>, Katelynn Carter-Rogers<sup>1</sup>, Shayonne Pye-Strowbridge<sup>1</sup>, Steven Smith<sup>1</sup>, Miriam Habib<sup>1</sup>  
<sup>1</sup>Saint Mary's Univ.

JUDGMENT/DECISION-MAKING

## EFFECTS OF UNCONSCIOUS THOUGHT ON LIE DETECTION ABILITY

Yosuke Ito<sup>1</sup>, Makoto Hirakawa<sup>1</sup>, Nakashima Kenichiro<sup>1</sup>, Yasuko Morinaga<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

JUDGMENT/DECISION-MAKING

## DO "FREE" OFFERS MAKE YOU FEEL GUILTY?: DIFFERENT MOTIVATIONAL EFFECT OF "FREE" PROMOTIONAL OFFERS

Jen Heewon Park<sup>1</sup>  
<sup>1</sup>New York Univ.

JUDGMENT/DECISION-MAKING

## FLUENCY OF SOCIAL CATEGORIZATION PREDICTS PREJUDICE AGAINST TARGETS WITH CONCEALABLE, BUT NOT OVERT, STIGMAS

David Lick<sup>1</sup>, Kerri Johnson<sup>2</sup>  
<sup>1</sup>New York Univ., <sup>2</sup>Univ. of California, Los Angeles

JUDGMENT/DECISION-MAKING

## EASE IN SOCIAL CONTEXT: ON THE FLEXIBLE IMPACT OF PROCESSING FLUENCY

Piotr Winkielman<sup>1</sup>  
<sup>1</sup>Univ. of California, San Diego

JUDGMENT/DECISION-MAKING

## DISFLUENCY STIMULATES POSITIVE MENTAL IMAGERY

H. Min<sup>1</sup>, Heather Kappes<sup>2</sup>, Adam Alter<sup>3</sup>  
<sup>1</sup>Univ. of Colorado - Boulder, <sup>2</sup>The London School of Economics and Political Science, <sup>3</sup>New York Univ.

JUDGMENT/DECISION-MAKING

## SOCIAL PROBLEMS, GENETIC ANSWERS: HOW CAUSES OF SOCIAL ISSUES AFFECT CHOICE OF SOLUTIONS

Bianca Dreyer<sup>1</sup>, Anne Wilson<sup>1</sup>, Roger Buehler<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier Univ.

JUDGMENT/DECISION-MAKING

## THE EFFECTS OF EXPLANATION ON THE PREFERENCES OF PAINTINGS

Midori Toyama<sup>1</sup>  
<sup>1</sup>Gakushuin Univ.

JUDGMENT/DECISION-MAKING

## USE OF INTUITION VERSUS REFLECTION AS RESULT OF SYNCHRONY BETWEEN CHRONOTYPE AND TIME OF DAY

Filipe Loureiro<sup>1</sup>, Teresa Garcia-Marques<sup>1</sup>  
<sup>1</sup>ISPA-IU

JUDGMENT/DECISION-MAKING

## MONEY VS. TIME IN JUDGMENTS OF POLITICAL PROPOSALS: TIME IS KING

Henry Montgomery<sup>1</sup>, Philip Gustafsson<sup>2</sup>, Maria Sandgren<sup>2</sup>, Girts Dimdins<sup>3</sup>  
<sup>1</sup>Stockholm Univ., <sup>2</sup>Södertörn Univ., <sup>3</sup>Univ. of Latvia

JUDGMENT/DECISION-MAKING

## ELIMINATION MAKES BETTER IDEA SELECTION: REMOVING THE LEAST CREATIVE IDEAS ENHANCES CREATIVE IDEA SELECTION

Yuxi Zhu<sup>1</sup>, Simone Ritter<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>  
<sup>1</sup>Radboud Univ.

JUDGMENT/DECISION-MAKING

## AFFIRMATIVE CONSENT AND ASSAULT AMBIGUITY: EFFECTS ON PERCEPTIONS OF SEXUAL VIOLENCE ON COLLEGE CAMPUSES

Amanda Dale<sup>1</sup>, Abbey Riemer<sup>1</sup>, Michelle Haikalis<sup>1</sup>, Sarah Gervais<sup>1</sup>  
<sup>1</sup>Univ. of Nebraska - Lincoln

JUDGMENT/DECISION-MAKING

## INDUCED MINDFULNESS POLARIZES MORALITY CHOICE CERTAINTY IN IMPERSONAL VS. PERSONAL DILEMMAS

Imer Arnautovic<sup>1</sup>, Lloyd Sloan<sup>1</sup>, Amanda ElBassiouny<sup>2</sup>  
<sup>1</sup>Howard Univ., <sup>2</sup>Spring Hill College

JUDGMENT/DECISION-MAKING

## IDENTITY INTEGRATION AND THE ROLE OF OTHERS IN DECISION-MAKING

Kathrin Hanek<sup>1</sup>, J. Yates<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

JUDGMENT/DECISION-MAKING

## CULTURE INFLUENCES THE ROLE OF CLOSE OTHERS IN CONSUMER DECISIONS

Steven Tompson<sup>1</sup>, Sarah Huff<sup>1</sup>, Shinobu Kitayama<sup>1</sup>, Carolyn Yoon<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

JUDGMENT/DECISION-MAKING

## SOCIOECONOMIC STATUS MODERATES NEURAL MECHANISMS ASSOCIATED WITH SOCIAL INFLUENCE

Christopher Cascio<sup>1</sup>, Matthew O'Donnell<sup>1</sup>, Elizabeth Beard<sup>1</sup>, Emily Falk<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania

JUDGMENT/DECISION-MAKING

## NEURAL MECHANISMS ACROSS DISTINCTIVE SOCIAL INFLUENCE ACTIVITIES

Elizabeth Beard<sup>1</sup>, Christopher Cascio<sup>1</sup>, Matthew O'Donnell<sup>1</sup>, Joseph Bayer<sup>2</sup>, Francis Tinny, Jr.<sup>2</sup>, C. Bingham<sup>2</sup>, Jean Shope<sup>2</sup>, Marie Ouimet, Anuj Pradhan<sup>2</sup>, Bruce Simons-Morton<sup>4</sup>, Emily Falk<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania, <sup>2</sup>Univ. of Michigan, <sup>3</sup>Univ. of Sherbrooke, <sup>4</sup>National Institute of Child Health and Human Development

JUDGMENT/DECISION-MAKING

## PLANNING TO FAIL: INTENTIONS ABOUT PRENUPTIAL AGREEMENTS

Natalie Wheeler<sup>1</sup>, Eugene Caruso<sup>1</sup>  
<sup>1</sup>The Univ. of Chicago

JUDGMENT/DECISION-MAKING

## TRUST AS A SOCIAL NORM: OBSERVERS IGNORE DISTRUST BUT PAY TO REWARD TRUSTING BEHAVIOR

Patrick Heck<sup>1</sup>, Julia Elia<sup>1</sup>  
<sup>1</sup>Brown Univ.

JUDGMENT/DECISION-MAKING

## ARE YOU BIASED AND YOU KNOW IT?: MOTIVATED REASONING, AWARENESS AND CONSEQUENCES

Stephanie Anglin<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

JUDGMENT/DECISION-MAKING

## WHAT YOU THINK YOU KNOW: KNOWLEDGE, ATTITUDES AND BIASED EVALUATION OF SCIENCE

Brittany Liu<sup>1</sup>  
<sup>1</sup>Kalamazoo College

JUDGMENT/DECISION-MAKING

## THE EFFECTS OF OBJECTIFICATION, PERSPECTIVE AND COPING KNOWLEDGE ON SEXUAL HARASSMENT AND PERFORMANCE IN WORK CONTEXTS

Andreas Miles-Novelo<sup>1</sup>, Abigail Riemer<sup>1</sup>, Richard Wiener<sup>1</sup>, Sarah Gervais<sup>1</sup>  
<sup>1</sup>Univ. of Nebraska - Lincoln

JUDGMENT/DECISION-MAKING

## SNAP JUDGMENTS ON SOCIAL MEDIA: WHAT WE INFER FROM 140 CHARACTERS OR LESS

Ana Levordashka<sup>1</sup>, Nicole Muscanell<sup>1</sup>, Sonja Utz<sup>1</sup>  
<sup>1</sup>Leibniz Institute for Knowledge Media

JUDGMENT/DECISION-MAKING

## REPRESENTING OTHER MINDS

Mark Thornton<sup>1</sup>, Diana Tamir<sup>2</sup>  
<sup>1</sup>Harvard Univ., <sup>2</sup>Princeton Univ.

JUDGMENT/DECISION-MAKING

## FEAR APPEALS AND ATTITUDES: IMPACT OF NUMERACY ON RESPONSES TO SEVERE BUT RARE RISKS

Niraj Patel<sup>1</sup>, Laura Scherer<sup>1</sup>  
<sup>1</sup>Univ. of Missouri

JUDGMENT/DECISION-MAKING

## CATEGORIZING BLACK/ASIAN BIRACIALS

Aeroelay Vinluan<sup>1</sup>, Courtney Bonam<sup>1</sup>  
<sup>1</sup>Univ. of Illinois-Chicago

JUDGMENT/DECISION-MAKING

## THE ASYMMETRY OF ARROGANCE

Maxim Milyavsky<sup>1</sup>, Arie Kruglanski<sup>1</sup>  
<sup>1</sup>Univ. of Maryland

JUDGMENT/DECISION-MAKING

## JURORS' SENSITIVITY TO FALSE POSITIVE EVIDENCE REGARDING DNA IDENTIFICATIONS

Lauren Reiser<sup>1</sup>, Nicholas Scurich<sup>1</sup>  
<sup>1</sup>Univ. of California - Irvine

JUDGMENT/DECISION-MAKING

## POWER AND TEMPORAL DISCOUNTING

Min Zhang<sup>1</sup>, Pamela Smith<sup>1</sup>  
<sup>1</sup>Univ. of California, San Diego

JUDGMENT/DECISION-MAKING

## ME FIRST, THEN YOU...MAYBE.

Austin Eubanks<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

JUDGMENT/DECISION-MAKING

## SCENARIO IMPACT ON MONETARY DECISION-MAKING AND EMPATHY

Sam Worrall<sup>1</sup>, Lindsey Chesus<sup>1</sup>, Evelyn Chun<sup>1</sup>, Matthew Apodaca<sup>1</sup>, Ronald Bonneau II<sup>2</sup>, T.L. Brink<sup>1</sup>  
<sup>1</sup>Crafton Hills College, <sup>2</sup>Crafton Hills College

MORALITY

## THE EFFECT OF READING FICTION VS. NONFICTION ON MORAL JUDGMENTS.

Jessica Black<sup>1</sup>, Jennifer Barnes<sup>1</sup>  
<sup>1</sup>Univ. of Oklahoma

MORALITY

## CORPORATE MORAL REASONING: DO PEOPLE BELIEVE ORGANIZATIONS SUBSCRIBE TO MORAL DUTIES?

Arthur Jago<sup>1</sup>, Kristin Laurin<sup>1</sup>, Tamar Kreps<sup>2</sup>  
<sup>1</sup>Stanford Univ., <sup>2</sup>Univ. of Utah

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## COSTLY PUNISHMENT AND LEADERSHIP IN YOUNG CHILDREN

Daniel Yudkin<sup>1</sup>, Jay Van Bavel<sup>1</sup>, Marjorie Rhodes<sup>1</sup>  
<sup>1</sup>New York Univ.

MORALITY

## THE UNRESPONSIVE BY-STANDER: WHY DOESN'T HE RETALIATE?

Michael McCullough<sup>1</sup>, Eric Pederson<sup>1</sup>, William McAuliffe<sup>1</sup>  
<sup>1</sup>Univ. of Miami

MORALITY

## A CHOICE MINDSET INCREASES PERPETRATOR-BLAMING

Simone Tang<sup>1</sup>, Krishna Savani<sup>2</sup>, Richard Larrick<sup>1</sup>, Adam Galinsky<sup>2</sup>  
<sup>1</sup>Duke Univ., <sup>2</sup>National Univ. of Singapore

MORALITY

## MORAL FOUNDATIONS AND THE EXPERIENCE OF KILLING

Denise Barth<sup>1</sup>, Amanda Allen<sup>1</sup>, Cynthia Carrillo<sup>1</sup>, Nicole Kalinowski<sup>1</sup>, Ryan McManus<sup>1</sup>, Abraham Rutchick<sup>1</sup>  
<sup>1</sup>California State Univ., Northridge

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## NOT ALL HISTORICIST NARRATIVES ATTENUATE BLAME: CAUSAL SUFFICIENCY MATTERS

Stephanie Cerce<sup>1</sup>, Michael Gill<sup>1</sup>  
<sup>1</sup>Lehigh Univ.

MORALITY

## CONSUMER THEFT, CHEATING, AND PUNISHMENT IN RESPONSE TO PERCEPTIONS OF BRAND DISPOSITIONAL HARMFULNESS

Jeff Rotman<sup>1</sup>, Mansur Khamitov<sup>1</sup>  
<sup>1</sup>Ivey Business School

MORALITY

## THE SIGNALING FUNCTION OF INTUITIVE MORAL JUDGMENTS

Jim Everett<sup>1</sup>, David Pizarro<sup>2</sup>, Molly Crockett<sup>1</sup>  
<sup>1</sup>Univ. of Oxford, <sup>2</sup>Cornell Univ.

MORALITY

## MORAL JUDGMENTS OF JUST AND UNJUST SOLDIERS

Hanne Watkins<sup>1</sup>, Geoff Goodwin<sup>2</sup>  
<sup>1</sup>The Univ. of Melbourne, <sup>2</sup>The Univ. of Pennsylvania

MORALITY

## EMPATHY AND COMPASSION ARE PSYCHOLOGICALLY DISTINCT

Matthew Jordan<sup>1</sup>, Dorsa Amir<sup>1</sup>, Paul Bloom<sup>1</sup>  
<sup>1</sup>Yale Univ.

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## GAIN OR NON-LOSS: THE MESSAGE MATCHING EFFECT OF REGULATORY FOCUS ON MORAL JUDGEMENT OF OTHER-ORIENTATION LIES

Song Wu<sup>1</sup>, Wei Cai<sup>2</sup>, Shenghua Jin<sup>2</sup>  
<sup>1</sup>Shenzhen Univ., <sup>2</sup>Beijing Normal Univ.

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## DYADIC COMPLETION: AUTOMATIC PERCEPTIONS OF SUFFERING FROM SIN

Chelsea Schein<sup>1</sup>, Kurt Gray<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill

MORALITY

## PERCEPTUAL DEHUMANIZATION: SOCIAL FACTS ATTENUATE FACE TYPICAL PROCESSING

Katrina Fincher<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania

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## MINDSET AND OTHERS' FAILURES: AN ENTITY THEORY OF EMPATHY IS MORE FORGIVING

Arseny Ryazanov<sup>1</sup>, Benedicte Walle<sup>2</sup>, Nicholas Christenfeld<sup>1</sup>  
<sup>1</sup>UC San Diego, <sup>2</sup>Univ. of Oslo

MORALITY

## IS SOCIAL REJECTION A MORAL ISSUE?: MORAL VIOLATION PERCEPTIONS IN RESPONSE TO CYBERBALL REJECTION

Rebecca Friesdorf<sup>1</sup>, Paul Conway<sup>2</sup>, Yanine Hess<sup>3</sup>, Tamar Valdman<sup>3</sup>  
<sup>1</sup>Wilfrid Laurier Univ., <sup>2</sup>Florida State Univ., <sup>3</sup>State Univ. of New York at Purchase

MORALITY

## HOW DEFAULTS AFFECT JUDGMENTS OF SELFISH AND SELFLESS OPTIONS

Julian Zlatev<sup>1</sup>, Dale Miller<sup>1</sup>  
<sup>1</sup>Stanford Univ.

MORALITY

## BEHAVIORAL REACTIONS TO MORAL REFUSERS: SELF- AND OTHER-DIRECTED AGGRESSION

Florien Cramwinckel<sup>1</sup>, Kees Van den Bos<sup>1</sup>, Eric Van Dijk<sup>2</sup>  
<sup>1</sup>Utrecht Univ., <sup>2</sup>Leiden Univ.

MORALITY

## ONCE A THIEF, ALWAYS A THIEF?: HOW TIME, IMPLICIT THEORIES AND RACE AFFECT MORAL JUDGMENTS

Sarah Williams<sup>1</sup>, Anne Wilson<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier Univ.

MORALITY

## DIFFERENT VIEWS ON MORAL ESSENTIALISM

Shane Schweitzer<sup>1</sup>, Maryam Kouchaki<sup>1</sup>, Francesca Gino<sup>2</sup>  
<sup>1</sup>Northwestern Univ., <sup>2</sup>Harvard Univ.

MORALITY

## JUDGMENTS OF CASUAL SEX THROUGH A MORAL FOUNDATIONS THEORY PERSPECTIVE

Dylan Selterman<sup>1</sup>, Spassena Koleva<sup>2</sup>, Amy Moors<sup>3</sup>  
<sup>1</sup>Univ. of Maryland, College Park, <sup>2</sup>New York Univ., California State Univ. Los Angeles, <sup>3</sup>Univ. of Michigan

MORALITY

## WITH US OR AGAINST THEM: IDENTITY AS A LENS THROUGH WHICH MORAL VALUES MOTIVATE ACTION

Kate Johnson<sup>1</sup>, Jesse Graham<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

MORALITY

## NOT IN MY LIFETIME: TIME METRICS MATTER, CONNECTING IDENTITIES TO SUSTAINABLE ACTION

Daphna Oyserman<sup>1</sup>, Neil Lewis Jr.<sup>2</sup>  
<sup>1</sup>Univ. of Southern California, <sup>2</sup>Univ. of Michigan

MORALITY

## NOT IN MY LIFETIME: TIME METRICS MATTER, CONNECTING IDENTITIES TO SUSTAINABLE ACTION

Neil Lewis Jr.<sup>1</sup>, Daphna Oyserman<sup>2</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Univ. of Southern California

MORALITY

## ANGER AND PERCEPTION OF UNFAIRNESS AND HARM: COUNTRY DIFFERENCES IN NORMATIVE PROCESSES THAT JUSTIFY SANCTION ASSIGNMENT

Letty Kwan<sup>1</sup>  
<sup>1</sup>Chinese Univ. of Hong Kong

MORALITY

## WHAT DO CRIMINAL PSYCHOPATHS VALUE?: AN EXAMINATION OF JAIL INMATES' VALUES

Emily Boren<sup>1</sup>, Eliana Hadjiandreou<sup>2</sup>, Jeff Stuewig<sup>1</sup>, June Tangney<sup>1</sup>  
<sup>1</sup>George Mason Univ., <sup>2</sup>Clark Univ.

MORALITY

## A DIFFERENT TRUTH?: HOW SIMILARITY SHAPES DISHONESTY

Alexa Weiss<sup>1</sup>, David Saxler<sup>1</sup>, Thomas Mussweiler<sup>1</sup>, Shaul Shalvi<sup>2</sup>, Bernd Irlenbusch<sup>3</sup>  
<sup>1</sup>Univ. of Cologne, <sup>2</sup>Ben-Gurion Univ., <sup>3</sup>Max Planck Institute for Research on Collective Goods

MORALITY

## MORALITY IS A CULTURALLY CONDITIONED RESPONSE: A DYNAMIC VIEW OF CULTURE AND MORAL JUDGMENT

Xiaomeng Hu<sup>1</sup>, Shengtao Wu<sup>2</sup>, Sean Stevens<sup>1</sup>, David Wilder<sup>1</sup>  
<sup>1</sup>Rutgers Univ., <sup>2</sup>Arizona State Univ.

# SATURDAY POSTERS I

CONVENTION  
INFO

SCHEDULES &  
HIGHLIGHTS

AWARDEES

THURSDAY  
POSTERS

FRIDAY  
PROGRAM

FRIDAY  
POSTERS

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PROGRAM

SATURDAY  
POSTERS

EXHIBITORS

SYMPOSIA  
SPEAKERS

SESSION I: 8:15 - 9:30 AM

MORALITY

## EXPLORING WHEN WE SEE MORAL VALUES AS FACTS: THE PROTECTIVE FUNCTION OF MORAL OBJECTIVISM

Curtis Puryear<sup>1</sup>, Joseph Vandello<sup>1</sup>  
<sup>1</sup>Univ. of South Florida

MORALITY

## MORAL REFORM IN THE AFTERMATH OF WRONGDOING

Madeline Ong<sup>1</sup>, David Mayer<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

MORALITY

## DON'T FEAR THE REAPER: THE UNEXPECTED POSITIVITY OF DEATH

Amelia Goranson<sup>1</sup>, Ryan Ritter<sup>2</sup>, Adam Waytz<sup>3</sup>, Michael Norton<sup>4</sup>, Kurt Gray<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill, <sup>2</sup>Univ. of Illinois, <sup>3</sup>Northwestern Univ., <sup>4</sup>Harvard Univ.

MORALITY

## I APPRECIATE YOUR EFFORT: ASYMMETRIC EFFECTS OF AN ACTOR'S EFFORT ON EVALUATIONS OF DEONTOLOGICAL VERSUS CONSEQUENTIALIST DECISIONS

Jeffrey Robinson<sup>1</sup>, Jason Plaks<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

MORALITY

## SPECIFIC PERCEPTIONS OF THE MORALITY OF ATHEISTS

Linda Kang<sup>1</sup>, Joseph Leman<sup>1</sup>, Wade Rowatt<sup>1</sup>  
<sup>1</sup>Baylor Univ.

MORALITY

## NOT OUR FAULT: JUDGMENTS OF APATHY VS. HARM TOWARDS SOCIALLY PROXIMAL VS. DISTANT OTHERS

Yair Ben David<sup>1</sup>, Michael Gilead<sup>2</sup>  
<sup>1</sup>Tel Aviv Univ., <sup>2</sup>Columbia Univ.

MORALITY

## EXPLORING AFFECTIVE, FAMILIAL, SOCIAL AND RELIGIOUS CONTRIBUTIONS TO MORAL CONVICTION

Timothy Carse<sup>1</sup>, Linda Skitka<sup>1</sup>, Brittany Hanson<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Chicago

MORALITY

## IN A JUST WORLD, SEX OFFENDERS DO NOT WIN THE LOTTERY (EVEN IF MURDERERS SOMETIMES DO)

Chaz Lively<sup>1</sup>, Colleen Berryessa<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania

MORALITY

## APPLYING A TWO-DIMENSIONAL THEORY OF POLITICAL IDEOLOGY TO MORAL FOUNDATIONS THEORY

Bill Altermatt<sup>1</sup>, Jordan Martell<sup>1</sup>, Miranda Reinhart<sup>1</sup>, Bre Nevils<sup>1</sup>, Matthew Brown<sup>1</sup>, Elizabeth Stine<sup>1</sup>  
<sup>1</sup>Hanover College

MORALITY

## PUTTING THE "I" IN VICTIM: CONCERN FOR THE SELF MODERATES JUST-WORLD BELIEFS IN VICTIM BLAME

Yael Granot<sup>1</sup>, Emily Balcetis<sup>1</sup>, James Uleman<sup>1</sup>  
<sup>1</sup>New York Univ.

MORALITY

## U.S. SENATORS' REFERENCES TO MORAL FOUNDATIONS: THERE'S MORE TO MORALITY THAN JUST PARTY AFFILIATION

Sarah Gavac<sup>1</sup>, Markus Brauer<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison

MORALITY

## DOES POWER MAKE ONE MORAL? THE INFLUENCE OF POWER ON MORAL DECISIONS IN VIDEO GAMES

Hernan Escobar<sup>1</sup>, Travis Crone<sup>1</sup>  
<sup>1</sup>Univ. of Houston-Downtown

MORALITY

## MORAL FOUNDATIONS AND ROMANTIC RELATIONSHIPS

Rebecca Topp<sup>1</sup>, Travis Clark<sup>1</sup>, Heather Terrell<sup>1</sup>  
<sup>1</sup>Univ. of North Dakota

NORMS AND SOCIAL INFLUENCE

## PERCEPTIONS OF "THE AVERAGE" ARE NOT AVERAGED PERCEPTIONS: OUTLIERS IN PERCEPTIONS OF SOCIAL NORMS

Jennifer Dannals<sup>1</sup>, Dale Miller<sup>1</sup>, Lindred Greer<sup>1</sup>  
<sup>1</sup>Stanford Univ.

NORMS AND SOCIAL INFLUENCE

## INITIAL EVIDENCE ON ASSOCIATIONS BETWEEN SOCIOECONOMIC STATUS, SOCIAL NETWORKS AND FINANCIAL PLANNING INTENTIONS

Sarah Parvanta<sup>1</sup>, Laura Richman<sup>2</sup>, Brian Southwell<sup>1</sup>  
<sup>1</sup>RTI International, <sup>2</sup>Duke Univ.

NORMS AND SOCIAL INFLUENCE

## "RACHEL IS TYPING...": THE INFLUENCE OF INSTANT MESSAGING ON ANXIETY, LIKEABILITY AND RELATIONAL EVALUATION

Antoine Lebeaut<sup>1</sup>, Ashley Strunk<sup>1</sup>, Matthew Landy<sup>1</sup>  
<sup>1</sup>Franklin & Marshall College

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NORMS AND SOCIAL INFLUENCE

## THE MECHANISMS UNDERLYING THE EFFECT OF COMPLIMENTS ON COMPLIANCE: LIKING, MOOD AND RECIPROCITY

Laura Krieger<sup>1</sup>, Naomi Grant<sup>2</sup>, Leandre Fabrigar<sup>1</sup>, Harrison Nemirov<sup>1</sup>, Meghan Norris<sup>3</sup>  
<sup>1</sup>Queen's Univ., <sup>2</sup>Mount Royal Univ., <sup>3</sup>Purdue Univ.

NORMS AND SOCIAL INFLUENCE

## APPEARANCE CONCERNS AMONG WHITE AND ASIAN AMERICAN WOMEN: SOCIOCULTURAL PREDICTORS OF BODY, FACE AND EYE SATISFACTION

Gaganjyot Sandhu<sup>1</sup>, David Frederick<sup>1</sup>  
<sup>1</sup>Chapman Univ.

NORMS AND SOCIAL INFLUENCE

## REDUCING THE NEGATIVE EFFECTS OF MEDIA EXPOSURE ON BODY IMAGE: THE EFFECTIVENESS OF SUBVERTISING AND WARNING LABELS.

Yasmin Akbari<sup>1</sup>  
<sup>1</sup>Chapman Univ.

NORMS AND SOCIAL INFLUENCE

## HOOKING UP IN COLLEGE: CAN A NORM MISPERCEPTION INTERVENTION BROCHURE HELP UNBLUR THE LINES?

Jacob Shuman<sup>1</sup>, Catherine Sanderson<sup>1</sup>  
<sup>1</sup>Amherst College

NORMS AND SOCIAL INFLUENCE

## VICARIOUS POWER

Ning Zhang<sup>1</sup>, Li-Jun Ji<sup>1</sup>  
<sup>1</sup>Queen's Univ.

NORMS AND SOCIAL INFLUENCE

## DOING IT FOR THE RIGHT (OR LEFT) REASONS: IDEOLOGICAL INTERPRETATIONS UNDERLIE IDEOLOGICAL AGREEMENT

Timothy Hayes<sup>1</sup>, Coby Crosby<sup>1</sup>, Wendy Wood<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

NORMS AND SOCIAL INFLUENCE

## FACTORS ASSOCIATED WITH DATING ANXIETY IN INFLAMMATORY BOWEL DISEASE SUFFERERS

Joshua Patenaude<sup>1</sup>  
<sup>1</sup>Sam Houston State Univ.

NORMS AND SOCIAL INFLUENCE

## THE NORMATIVE CONTEXT OF POWER: IMPLICATIONS FOR DYADIC CREATIVE PERFORMANCE

Tammy Rubel - Lifschitz<sup>1</sup>, Lilach Sagiv<sup>1</sup>  
<sup>1</sup>The Hebrew Univ. of Jerusalem

NORMS AND SOCIAL INFLUENCE

## SOCIAL BELONGINGNESS MODERATES PROSPECTIVE ASSOCIATIONS BETWEEN INJUNCTIVE NORMS AND DRINKING

Clayton Neighbors<sup>1</sup>, Mary Tomkins<sup>1</sup>, Nisha Quraishi<sup>1</sup>, Kristen Lindgren<sup>2</sup>  
<sup>1</sup>Univ. of Houston, <sup>2</sup>Univ. of Washington

NORMS AND SOCIAL INFLUENCE

## SWORDS AND SHIELDS: USING RACIAL HUMOR TO CONFRONT PREJUDICE

Donald Saucier<sup>1</sup>, Stuart Miller<sup>1</sup>  
<sup>1</sup>Kansas State Univ.

NORMS AND SOCIAL INFLUENCE

## EFFECT OF ANTI-GAY HUMOR ON PREJUDICE SUPPRESSION AND REBOUND

Kyle Richardson<sup>1</sup>, Sabrina Teeter<sup>2</sup>, Thomas Ford<sup>2</sup>  
<sup>1</sup>Univ. of Alabama, <sup>2</sup>Western Carolina Univ.

NORMS AND SOCIAL INFLUENCE

## IMAGINED VERSUS ACTUAL CONFRONTATION OF SEXIST AND RACIST JOKES

Julie Woodzicka<sup>1</sup>, Jake Burnett<sup>1</sup>, Darby Lundquist<sup>1</sup>  
<sup>1</sup>Washington and Lee Univ.

NORMS AND SOCIAL INFLUENCE

## RAPE AS THE "NEW BLACK": REACTIONS TO SUBVERSIVE AND REINFORCING RAPE HUMOR

Megan Strain<sup>1</sup>  
<sup>1</sup>Univ. of Nebraska - Kearney

NORMS AND SOCIAL INFLUENCE

## ANONYMITY AND DISINHIBITION DURING ONLINE INTERACTIONS

Anna Maria Behler<sup>1</sup>, Ricardo Almonte<sup>2</sup>, Claudia Brumbaugh<sup>3</sup>  
<sup>1</sup>Virginia Commonwealth Univ., <sup>2</sup>CUNY Queens College, <sup>3</sup>CUNY Graduate Center

NORMS AND SOCIAL INFLUENCE

## THE EFFECTS OF MORTALITY SALIENCE, SELF-ESTEEM AND BODY-ESTEEM ON CONFORMITY TO CONTEMPORARY FEMININE NORMS

Russell Webster<sup>1</sup>, Melinda Gaddy<sup>2</sup>, Donald Saucier<sup>3</sup>  
<sup>1</sup>Pennsylvania State Univ. - Abington College, <sup>2</sup>VA Eastern Kansas Health Care Systems, <sup>3</sup>Kansas State Univ.

NORMS AND SOCIAL INFLUENCE

## THE INFLUENCE OF CONSPIRACY: HIV ATTITUDES AND PREVENTION BELIEFS

Katrina Speed<sup>1</sup>, Alison Patev<sup>1</sup>, Shani Hudson<sup>1</sup>, Kristina Hood<sup>1</sup>  
<sup>1</sup>Mississippi State Univ.

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NORMS AND SOCIAL INFLUENCE

## COMPENSATING FOR WHAT?: DISENTANGLING THREAT AND UNCERTAINTY IN COMPENSATORY BOLSTERING EFFECTS

Lucas Hinsenkamp<sup>1</sup>, Richard Petty<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

NORMS AND SOCIAL INFLUENCE

## HEADS UP!: CAN SOCIAL NORMS INTERVENTIONS IMPROVE MALE COLLEGE STUDENT ATHLETES' CONCUSSION-REPORTING BEHAVIORS?

Jake Turrin<sup>1</sup>, Quincy McDougal<sup>1</sup>, Catherine Sanderson<sup>1</sup>  
<sup>1</sup>Amherst College

NORMS AND SOCIAL INFLUENCE

## STRONG NORMS SHAPE THE EXPERIENCE OF TEMPTATION

Cayce Hook<sup>1</sup>, Hazel Markus<sup>1</sup>, Gregory Walton<sup>1</sup>  
<sup>1</sup>Stanford Univ.

NORMS AND SOCIAL INFLUENCE

## COPING MOTIVES MODERATE THE EFFICACY OF A PERSONALIZED NORMATIVE FEEDBACK ALCOHOL INTERVENTION AMONG HEAVY DRINKING COLLEGE STUDENTS

Chelsie Young<sup>1</sup>, Clayton Neighbors<sup>1</sup>, Angelo DiBello<sup>2</sup>, Carla Sharp<sup>1</sup>, Michael Zvolensky<sup>3</sup>, Melissa Lewis<sup>4</sup>  
<sup>1</sup>Univ. of Houston, <sup>2</sup>Brown Univ., <sup>3</sup>MD Anderson Cancer Center, <sup>4</sup>Univ. of Washington

NORMS AND SOCIAL INFLUENCE

## RATE MY PROFESSOR

Zack Speer<sup>1</sup>, Stephanie Simon<sup>1</sup>, Harry Wallace<sup>1</sup>  
<sup>1</sup>Trinity Univ.

NORMS AND SOCIAL INFLUENCE

## THE ROLE OF CONSCIOUS ATTENTION IN HOW WEIGHT SERVES AS AN EMBODIMENT OF IMPORTANCE

Colin Zestcott<sup>1</sup>, Jeff Stone<sup>1</sup>  
<sup>1</sup>Univ. of Arizona

NORMS AND SOCIAL INFLUENCE

## CANNABIS INJUNCTIVE NORMS AND OUTCOME EXPECTANCIES AMONG YOUNG ADULTS

Dawn Foster<sup>1</sup>, Kristin Dukes<sup>2</sup>, Carolyn Sartor<sup>3</sup>  
<sup>1</sup>Yale School of Medicine, <sup>2</sup>Simmons College, <sup>3</sup>Connecticut Medical Health Center

NORMS AND SOCIAL INFLUENCE

## EFFECTS OF VULNERABLE NARCISSISM ON MOTOR PERFORMANCE UNDER PRESSURE

Robert Evans<sup>1</sup>, Kelly Hohl<sup>1</sup>, Millie Sareen<sup>1</sup>, Harry Wallace<sup>1</sup>  
<sup>1</sup>Trinity Univ.

NORMS AND SOCIAL INFLUENCE

## GOOD DAY FOR LEOS: HOROSCOPE'S INFLUENCE ON PERCEPTION, COGNITIVE PERFORMANCES AND CREATIVITY

Magali Clobert<sup>1</sup>, Marianne Bourdon<sup>2</sup>, Patty Van Cappellen<sup>3</sup>, Adam Cohen<sup>4</sup>  
<sup>1</sup>Stanford Univ., <sup>2</sup>Nantes Univ., <sup>3</sup>Univ. of North Carolina at Chapel Hill, <sup>4</sup>Arizona State Univ.

NORMS AND SOCIAL INFLUENCE

## MEASURING PEER CROWDS AND PEER CROWD TOBACCO USE

Dana Wagner<sup>1</sup>, Matthew Walker<sup>2</sup>, Carolyn Stalgaitis<sup>1</sup>, Leah Hoffman<sup>2</sup>, Lori Garibay<sup>1</sup>, Tesfa Alexander<sup>2</sup>, Jeff Jordan<sup>1</sup>  
<sup>1</sup>Rescue Social Change Group, <sup>2</sup>Food and Drug Administration Center for Tobacco Products

NORMS AND SOCIAL INFLUENCE

## PROFESSORS WITH HIGHER GRANDIOSE NARCISSISM SCORES ARE MORE LIKELY TO BELIEVE THAT OTHERS FIND THEM HELPFUL

John Kelley<sup>1</sup>, Anna Hagee<sup>1</sup>, Harry Wallace<sup>1</sup>  
<sup>1</sup>Trinity Univ.

NORMS AND SOCIAL INFLUENCE

## DOES GROUP ACCEPTANCE OR REJECTION MOTIVATE BINGE DRINKING BEHAVIOR?

R. Thomas Beggs<sup>1</sup>, Mamta Vaswani<sup>1</sup>, Kevin Kilarski<sup>1</sup>, Ian Newby-Clark<sup>1</sup>, Benjamin Giguère<sup>1</sup>  
<sup>1</sup>Univ. of Guelph

NORMS AND SOCIAL INFLUENCE

## THE EYES HAVE IT?: USE OF DYNAMIC EYE TRACKING IN NARRATIVE EFFECTS RESEARCH

Sonya Dal Cin<sup>1</sup>, Alicia Giordamiana<sup>1</sup>, Roberto Guedes de Nonohay<sup>1</sup>, Karen Nielsen<sup>1</sup>, Thomas Wills<sup>2</sup>, Frederick Gibbons<sup>3</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Univ. of Hawaii Cancer Center, <sup>3</sup>Univ. of Connecticut

NORMS AND SOCIAL INFLUENCE

## PUBLIC SELF-CONSCIOUSNESS AS A MODERATOR OF NORMATIVE INFLUENCES ON TAILGATING DRINKING

Kira Hutchinson<sup>1</sup>  
<sup>1</sup>Colorado State Univ.

NORMS AND SOCIAL INFLUENCE

## DIFFERENT CONVERSATION TYPES INFLUENCE THE ATTENTION AND MEMORY OF BYSTANDERS

Kelly Birch<sup>1</sup>, Christopher Dishop<sup>1</sup>, Matthea Monroe<sup>1</sup>  
<sup>1</sup>UC San Diego

NORMS AND SOCIAL INFLUENCE

## EFFECTS OF ATTRACTION ON PERSEVERANCE AND CONFORMITY

Sean McErlane<sup>1</sup>  
<sup>1</sup>Mercyhurst Univ.

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.



NORMS AND SOCIAL INFLUENCE

## THE EFFECTS OF SOCIAL NORMS AND SELF-AFFIRMATION ON CHANGES IN SUGAR-SWEETENED BEVERAGE CONSUMPTION

Petrona Gregorio-Pascual<sup>1</sup>, Carlos Rosas<sup>1</sup>, Alyssa Martinez<sup>1</sup>, Stephanie Price<sup>1</sup>

<sup>1</sup>California State Univ. San Marcos

NORMS AND SOCIAL INFLUENCE

## THE IMPACT OF SOCIAL IDENTITY AND RACIAL SALIENCE ON JUDGMENTS OF POLICE AND CIVILIAN INTERACTION

Bryce Ritt<sup>1</sup>, Joseph Pelletier<sup>1</sup>

<sup>1</sup>California Baptist University

PERSONALITY PROCESSES/TRAITS

## PERSONALITY FACTORS AS PREDICTORS OF STRESS AND WORK ENGAGEMENT AMONG UNIVERSITY STUDENTS AND FACULTY MEMBERS

Jessica Gladstone<sup>1</sup>, Erica Jordan<sup>2</sup>, Allan Wigfield<sup>1</sup>

<sup>1</sup>Univ. of Maryland, <sup>2</sup>Univ. of West Florida

PERSONALITY PROCESSES/TRAITS

## MONEY BUYS HAPPINESS IF SPENDING FITS OUR PERSONALITY

Sandra Matz<sup>1</sup>, Joe Gladstone<sup>1</sup>, David Stillwell<sup>1</sup>

<sup>1</sup>Univ. of Cambridge

PERSONALITY PROCESSES/TRAITS

## HOW THE QUEST FOR PERFECTION IMPAIRS INTERPERSONAL SATISFACTION: EVIDENCE FROM A LONGITUDINAL EXPERIENCE SAMPLING STUDY

Chang Chen<sup>1</sup>, Paul Hewitt<sup>1</sup>, Gordon Flett<sup>2</sup>

<sup>1</sup>Univ. of British Columbia, <sup>2</sup>York Univ.

PERSONALITY PROCESSES/TRAITS

## BEYOND THE BIG FIVE FACETS: ROLE OF FEEDBACK SEEKING IN UNCOVERING RELATIONSHIP BETWEEN AGREEABLENESS AND JOB PERFORMANCE

Nalin Srivastava<sup>1</sup>, Amit Nandkeolyar<sup>1</sup>, Greg Stewart<sup>2</sup>

<sup>1</sup>Indian School of Business, <sup>2</sup>Univ. of Iowa

PERSONALITY PROCESSES/TRAITS

## CAN I TRUST YOU? CONNECTIONS BETWEEN GRANDIOSITY, ENTITLEMENT AND TRUST DURING CONFLICT

Kevin Carson<sup>1</sup>, Aparna Surya<sup>1</sup>, Robert Ackerman<sup>1</sup>

<sup>1</sup>The Univ. of Texas at Dallas

PERSONALITY PROCESSES/TRAITS

## STARVED FOR AFFECTION? SENSITIVITY TO SOFT TOUCH RELATES TO INSECURE ATTACHMENT FOLLOWING EARLY ADVERSITY

Sarah Moore<sup>1</sup>, Tayler Eaton<sup>1</sup>, Richard Depue<sup>1</sup>, Adam Anderson<sup>1</sup>

<sup>1</sup>Cornell Univ.

PERSONALITY PROCESSES/TRAITS

## AUTISM QUOTIENT SCORES ARE HIGHER IN INDIVIDUALS WHO MEET THE CRITERIA FOR TYPE D PERSONALITY

Gillian Bruce<sup>1</sup>, Graham Scott<sup>1</sup>, Anne Keitel<sup>2</sup>, Sara Sereno<sup>2</sup>

<sup>1</sup>Univ. of the West of Scotland, <sup>2</sup>Univ. of Glasgow

PERSONALITY PROCESSES/TRAITS

## INDIVIDUAL DIFFERENCES IN INTEGRATION AND DIFFERENTIATION

Victoria Oleynick<sup>1</sup>, Todd Thrash<sup>1</sup>, William Belzak<sup>1</sup>

<sup>1</sup>College of William & Mary

PERSONALITY PROCESSES/TRAITS

## "I'M SORRY, WHAT DID YOU JUST SAY?!": AN EXAMINATION OF HOW PERSONALITY TRAITS IMPACT SELF-DISCLOSURE ON SOCIAL MEDIA SITES.

Lisa Taylor<sup>1</sup>, Sean Rife<sup>1</sup>

<sup>1</sup>Murray State Univ.

PERSONALITY PROCESSES/TRAITS

## PERSONALITY, MUSIC-ELICITED EMOTIONS AND SELF-ESTEEM: A FIVE FACTOR MODEL CONTRIBUTION TOWARDS AN UNDERSTANDING OF THE PROCESSES OF MUSICAL ENJOYMENT

Joao Oliveira<sup>1</sup>

<sup>1</sup>Universidade Lusofona

PERSONALITY PROCESSES/TRAITS

## SLEEP PROBLEMS, GOAL DISENGAGEMENT AND EMOTIONAL WELLBEING IN ROMANTIC RELATIONSHIPS: THE MEDIATING ROLE OF COPING

Meaghan Barlow<sup>1</sup>, Carsten Wrosch<sup>1</sup>

<sup>1</sup>Concordia Univ.

PERSONALITY PROCESSES/TRAITS

## CHANGE IN PERSONALITY BETWEEN FAN AND NON-FAN IDENTITIES

Adam Ray<sup>1</sup>, Stephen Reysen<sup>1</sup>, Courtney Plante<sup>2</sup>, Sharon

Roberts<sup>2</sup>, Kathleen Gerbasi<sup>3</sup>

<sup>1</sup>Texas A&M Univ. - Commerce, <sup>2</sup>Univ. of Waterloo, <sup>3</sup>Niagara County Community College

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## PERSONALITY PROCESSES/TRAITS

### A DIRECT COMPARISON OF THE EXPERIENCE SAMPLING METHOD (ESM) AND THE DAY RECONSTRUCTION METHOD (DRM)

Carol Tweten<sup>1</sup>, Ivana Anusic<sup>1</sup>, Richard Lucas<sup>1</sup>, M. Donnellan<sup>2</sup>  
<sup>1</sup>Michigan State Univ., <sup>2</sup>Texas A&M Univ.

## PERSONALITY PROCESSES/TRAITS

### THE DAYDREAMER: EXPLORING THE PERSONALITY UNDERPINNINGS OF DAYDREAMING AND THEIR IMPLICATIONS FOR WELLBEING

Eve-Marie Blouin-Hudon<sup>1</sup>, John Zelenski<sup>1</sup>  
<sup>1</sup>Carleton Univ.

## PERSONALITY PROCESSES/TRAITS

### HOMOSEXUAL PROFESSIONAL OR PROFESSIONAL HOMOSEXUAL?: THE RELATIONSHIP BETWEEN SEXUAL-PROFESSIONAL IDENTITY INTEGRATION AND SOCIAL INFLUENCE IN THE WORKPLACE

Kyle Simon<sup>1</sup>, Jacob Henicheck<sup>1</sup>, Melanie Henderson<sup>1</sup>  
<sup>1</sup>Ohio Wesleyan Univ.

## PERSONALITY PROCESSES/TRAITS

### DEVELOPMENT OF THE GENERAL BELIEF SUPERIORITY (GBS) SCALE

Kaitlin Raimi<sup>1</sup>, Katrina Jongman-Sereno<sup>2</sup>, Mark Leary<sup>2</sup>  
<sup>1</sup>Univ. of Michigan, <sup>2</sup>Duke Univ.

## PERSONALITY PROCESSES/TRAITS

### AGREEABLENESS AND PERCEPTIONS OF "VICTIMLESS" TRANSGRESSIONS

Sara Branch<sup>1</sup>, Matthew Kassner<sup>2</sup>, William Graziano<sup>3</sup>  
<sup>1</sup>Hobart & William Smith Colleges, <sup>2</sup>Centre College, <sup>3</sup>Purdue Univ.

## PERSONALITY PROCESSES/TRAITS

### DO WORLDVIEWS CONTRIBUTE TO MEANING IN LIFE?: RIGHTWING AUTHORITARIANISM AND THE EXPERIENCE OF MEANING

Jake Womick<sup>1</sup>, Laura King<sup>1</sup>  
<sup>1</sup>Univ. of Missouri Columbia

## PERSONALITY PROCESSES/TRAITS

### APPROACHES TO ABBREVIATED MEASURES OF PERSONALITY: COMPARISONS AND IMPLICATIONS

Ashley Bell Jones<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

## PERSONALITY PROCESSES/TRAITS

### WHEN SHORTCUTS TAKE YOU IN THE WRONG DIRECTION: PROBLEMS SURROUNDING THE DESIGN AND USE OF EXTREMELY SHORT MEASURES

Peter Harms<sup>1</sup>, Marcus Crede<sup>2</sup>, Justin DeSimone<sup>3</sup>, Seth Spain<sup>4</sup>  
<sup>1</sup>Univ. of Alabama, <sup>2</sup>Iowa State Univ., <sup>3</sup>Univ. of Cincinnati, <sup>4</sup>Binghamton Univ.

## PERSONALITY PROCESSES/TRAITS

### USING FORCED-CHOICE ITEMS FOR BUILDING SHORT FORMS

Jeff Foster<sup>1</sup>, Blaine Gaddis<sup>1</sup>  
<sup>1</sup>Hogan Assessment Systems

## PERSONALITY PROCESSES/TRAITS

### THE IMPACT OF GUILT PRONENESS ON FAVOR PERFORMANCE IN ORGANIZATIONS

Amanda Weirup<sup>1</sup>, Taya Cohen<sup>1</sup>  
<sup>1</sup>Carnegie Mellon Univ.

## PERSONALITY PROCESSES/TRAITS

### RETHINKING THE LINK BETWEEN NARCISSISM AND SOCIOSEXUALITY: IS IT MAINLY A GUY THING?

Joshua Foster<sup>1</sup>, Levi Shiverdecker<sup>1</sup>, Imani Turner<sup>1</sup>  
<sup>1</sup>Univ. of South Alabama

## PERSONALITY PROCESSES/TRAITS

### WHAT DOES THE NARCISSISTIC PERSONALITY INVENTORY MEASURE ACROSS ITS TOTAL SCORE CONTINUUM?

Imani Turner<sup>1</sup>, Joshua Foster<sup>1</sup>, Levi Shiverdecker<sup>1</sup>  
<sup>1</sup>Univ. of South Alabama

## PERSONALITY PROCESSES/TRAITS

### DEVELOPMENT OF THE SOCIAL VENGEANCE SCALE

Miriam Alvarez<sup>1</sup>, Paola Balcazar<sup>1</sup>, Sandra Oviedo<sup>1</sup>, Osvaldo Morera<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at El Paso

## PERSONALITY PROCESSES/TRAITS

### CAN PERSONALITY PREDICT WHY PEOPLE THINK THEIR SITUATIONS CHANGED?

Rachel Zambrano<sup>1</sup>, Nick Brown<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

## PERSONALITY PROCESSES/TRAITS

### PERSONALITY AND BELIEF CORRELATES OF IMPOSTER FEELINGS

Elizabeth Carlson<sup>1</sup>, Deborah Danzis<sup>1</sup>  
<sup>1</sup>High Point University

PERSONALITY PROCESSES/TRAITS

## SELF-OTHER AGREEMENT IN PERSONALITY USING THE NARCISSISTIC ADMIRATION AND RIVALRY QUESTIONNAIRE AND CALIFORNIA ADULT Q-SET

Bianca Pond<sup>1</sup>, Nick Brown<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

PERSONALITY PROCESSES/TRAITS

## THE 'MILITARY PERSONALITY PROFILE:' IS IT CONDUCTIVE TO POST-SERVICE SUCCESS?

Aimen Vanood<sup>1</sup>, Katie Gandee<sup>1</sup>, Joseph Barbour<sup>1</sup>, Virginia S.Y. Kwan<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

PERSONALITY PROCESSES/TRAITS

## USING REAL-TIME ASSESSMENT TO EXPLORE THE RELATIONSHIP BETWEEN HAPPINESS AND BEHAVIOR THROUGHOUT THE WEEK

Sydney Coman<sup>1</sup>, Ashley Bell Jones<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

SELF/IDENTITY

## INCREASING ENVIRONMENTALISM WITH GROUP CONNECTION AND CHOICE OF REFERENT

Daniel Nadolny<sup>1</sup>  
<sup>1</sup>Memorial Univ. of Newfoundland, Grenfell Campus

SELF/IDENTITY

## THE ROLE OF PARENTAL AUTONOMY SUPPORT IN ADOLESCENTS' IDENTITY CRISIS ABOUT OCCUPATIONAL FUTURE

Fanny Grenier<sup>1</sup>, Marie-Claude Beaudet-Ménard<sup>1</sup>, Jean-Michel Robichaud<sup>1</sup>, Joëlle Carpentier<sup>2</sup>, Diana Cardenas<sup>1</sup>, Roxane de la Sablonnière<sup>1</sup>, Geneviève A. Mageau, Ph.D.<sup>1</sup>  
<sup>1</sup>Université de Montréal, <sup>2</sup>Université McGill

SELF/IDENTITY

## PRIMING A MULTIPLE IDENTITY MIND-SET AFFECTS CREATIVITY IN ADULT AND CHILD POPULATIONS

Sarah Gaither<sup>1</sup>, Jessica Remedios<sup>2</sup>, Diana Sanchez<sup>3</sup>, Samuel Sommers<sup>2</sup>, Samantha Fan<sup>1</sup>, Katherine Kinzler<sup>1</sup>  
<sup>1</sup>Univ. of Chicago, <sup>2</sup>Tufts Univ., <sup>3</sup>Rutgers Univ.

SELF/IDENTITY

## INSIGHT IN THE SURVIVOR SYNDROME: LAYOFF OF COLLEAGUES SERVES AS SIMILAR MEANING VIOLATION AS SELF-LAYOFF

Dirkje Pril<sup>1</sup>, Joris Lammers<sup>1</sup>  
<sup>1</sup>Social Cognition Center Cologne

SELF/IDENTITY

## DEVELOPMENT AND VALIDATION OF A MEASURE OF FACEBOOK SELF-PRESENTATION STRATEGIES

Meghan Crabtree<sup>1</sup>, Jessica Stetler<sup>1</sup>, Lauren Hernandez<sup>1</sup>, Willie Hale<sup>1</sup>, David Pillow<sup>1</sup>  
<sup>1</sup>Univ. of Texas at San Antonio

SELF/IDENTITY

## VIVIDNESS OF THE FUTURE SELF AND EXERCISE BEHAVIOR

Monica Reyes<sup>1</sup>, Hal Hershfield<sup>2</sup>, Abraham Rutchick<sup>1</sup>  
<sup>1</sup>California State Univ., Northridge, <sup>2</sup>Univ. of California, Los Angeles

SELF/IDENTITY

## THE AFFIRMED SELF: LONG-TERM EFFECTS OF A BRIEF ONLINE AFFIRMATION ON ONE'S SENSE OF SELF

Mabelle Bong<sup>1</sup>, Shannon Brady<sup>2</sup>, Geoffrey Cohen<sup>2</sup>  
<sup>1</sup>UCSD Rady School of Management, <sup>2</sup>Stanford Univ.

SELF/IDENTITY

## NEIGHBORHOOD DISADVANTAGE AND GENDER AMONG FORMER INMATES: DIFFERENTIAL RELATIONSHIPS TO FEELING CONNECTED TO THE COMMUNITY

Johanna Folk<sup>1</sup>, Carle Wirshba<sup>2</sup>, Ashley Dobbins<sup>1</sup>, June Tangney<sup>1</sup>, Jeffrey Stuewig<sup>1</sup>  
<sup>1</sup>George Mason Univ., <sup>2</sup>Binghamton Univ.

SELF/IDENTITY

## WANTING TO KNOW BUT NOT WANTING TO TELL: SELF-OTHER ASYMMETRIES IN THE SHARING OF SOCIAL FEEDBACK

Jane Tucker<sup>1</sup>, Timothy Wilson<sup>1</sup>  
<sup>1</sup>Univ. of Virginia

SELF/IDENTITY

## DRIVING YOUR WAY TO SELF-COMPLETION: COMPENSATORY VEHICLE PREFERENCES

Daniel Smith<sup>1</sup>, Jeff Seger<sup>1</sup>, J. Adam Randell<sup>1</sup>  
<sup>1</sup>Cameron Univ.

SELF/IDENTITY

## SELF-COMPASSIONATE MATERIALISTS DO NOT EXHIBIT THE TYPICAL ADVERSE CONSEQUENCES OF MATERIALISM

Adriana Bastardas-Albero<sup>1</sup>, Jia Wei Zhang<sup>2</sup>, Ryan Howell<sup>3</sup>  
<sup>1</sup>Autonomous Univ. of Barcelona, <sup>2</sup>University of California Berkeley, <sup>3</sup>San Francisco State Univ.

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SELF/IDENTITY

## WHO I WAS, WHO I AM AND WHO I WANT TO BE: WHAT CAN WE LEARN FROM IDENTITY TRAJECTORIES?

Margaret Haupt<sup>1</sup>, Eliot Smith<sup>1</sup>, Stephanie Lochbihler<sup>1</sup>  
<sup>1</sup>Indiana Univ. - Bloomington

SELF/IDENTITY

## LIFE NARRATIVES AND THE PROSOCIAL PERSONALITY

Adrienne Austin<sup>1</sup>, Kristi Costabile<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

SELF/IDENTITY

## A MATTER OF TASTE: SOCIAL CLASS AND THE CENTRALITY OF CULTURAL CAPITAL

Daniel Stancato<sup>1</sup>, Paul Piff<sup>2</sup>, Dacher Keltner<sup>1</sup>  
<sup>1</sup>Univ. of California, Berkeley, <sup>2</sup>Univ. of California, Irvine

SELF/IDENTITY

## PERCEIVED DISCRIMINATION, ETHNIC IDENTITY AND PSYCHOLOGICAL ADJUSTMENT AMONG MEXICAN AMERICAN UNIVERSITY STUDENTS

Jorge Martins<sup>1</sup>, M. Lynne Cooper<sup>1</sup>  
<sup>1</sup>Univ. of Missouri

SELF/IDENTITY

## THE RELATIONSHIPS BETWEEN GENDER TYPICALITY OF NAMES AND PERCEIVED GENDER ROLE IDENTITY

Sang Hee Park<sup>1</sup>, Hyeon Jeong Kim<sup>1</sup>, Hyang Su Lee<sup>1</sup>, Dasom KIM<sup>1</sup>  
<sup>1</sup>Chungbuk National Univ.

SELF/IDENTITY

## IMAGINING BEING A DIFFERENT YOU: TESTING THE ASSUMPTIONS OF SELF-VERIFICATION THEORY

Wing Yee Cheung<sup>1</sup>, Aiden Gregg<sup>1</sup>, Constantine Sedikides<sup>1</sup>  
<sup>1</sup>Univ. of Southampton

SELF/IDENTITY

## THE OVERLY-QUANTIFIED SELF: TRACKING PERSONAL HABITS MAY REDUCE AUTHENTICITY AND EMOTIONAL STABILITY

Jane Klinger<sup>1</sup>, Steven Spencer<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo

SELF/IDENTITY

## EXPLORING THE EVOLUTIONARY ROOTS OF SOCIAL COMPARISON: EVIDENCE FROM CROWS AND HUMANS

Corinna Michels<sup>1</sup>, Thomas Bugnyar<sup>2</sup>, Julia Fischer<sup>3</sup>, Thomas Mussweiler<sup>1</sup>  
<sup>1</sup>Univ. of Cologne, <sup>2</sup>Univ. of Vienna, <sup>3</sup>German Primate Center

SELF/IDENTITY

## SELF-EVALUATIVE EFFECTS OF DIMENSIONAL AND SOCIAL COMPARISON

Ethan Zell<sup>1</sup>, Jason Strickhouser<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Greensboro

SELF/IDENTITY

## IF FESTINGER HAD A FACEBOOK: SOCIAL COMPARISON AND SELF-PRESENTATION ON SOCIAL MEDIA

Erin Vogel<sup>1</sup>, Jason Rose<sup>1</sup>  
<sup>1</sup>Univ. of Toledo

SELF/IDENTITY

## PERSONALITY: AN INVESTIGATION OF THE RELATIONSHIP BETWEEN METATRAITS AND ETHNIC IDENTITY

Adam Beaupre<sup>1</sup>, Richard Lee<sup>1</sup>, Moin Syed<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota - Twin Cities

SELF/IDENTITY

## DOUBTING GOD AND GOVERNMENT UNDERMINE SELF-CONCEPT CLARITY

Michael Kitchens<sup>1</sup>, Jennifer Kitchens<sup>1</sup>  
<sup>1</sup>Lebanon Valley College

SELF/IDENTITY

## FRIENDING YOUR FUTURE: AN ECOLOGICAL APPROACH FOR INCREASING FUTURE SELF-CONTINUITY

Heather Smyth<sup>1</sup>, Virginia S.Y. Kwan<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

SELF/IDENTITY

## INCREASING GROUP IDENTIFICATION FOR INDIVIDUALS WITH CONCEALABLE STIGMATIZED IDENTITIES

Angela Cobb<sup>1</sup>, Acacia Parks<sup>1</sup>, Michelle Nario-Redmond<sup>1</sup>  
<sup>1</sup>Hiram College

SELF-ESTEEM

## REDUCING THE BEHAVIORAL AND AFFECTIVE CONSEQUENCES OF CONTINGENT SELF-WORTH: SHIFTING FOCUS FROM "ME, THE STUDENT," TO "ME, THE SAINT"

Sarah Taylor<sup>1</sup>, Mark Alicke<sup>1</sup>  
<sup>1</sup>Ohio Univ.

SELF-ESTEEM

## BODY DISSATISFACTION: LINKS WITH ATTACHMENT STYLE AND PERSONALITY IN A NATIONAL SAMPLE OF ADULTS

Milad Khosravi<sup>1</sup>, Patrick Morse<sup>1</sup>, David Frederick<sup>1</sup>  
<sup>1</sup>Chapman Univ.

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.

SELF-ESTEEM

## RESPONSES TO PERFORMANCE FEEDBACK IN PEOPLE WITH DEFENSIVE VS. SECURE SELF-ESTEEM

Jennifer Borton<sup>1</sup>, Katherine Delesalle<sup>1</sup>, Sarah Ohanesian<sup>1</sup>  
<sup>1</sup>Hamilton College

SELF-ESTEEM

## RELATIONSHIP BETWEEN TWO LATENT FACTORS OF THE ROSENBERG SELF-ESTEEM SCALE AND THE AGGRESSION QUESTIONNAIRE IN JAPANESE JUNIOR HIGH SCHOOL STUDENTS

Kodai Fukudome<sup>1</sup>, Ken'ichiro Nakashima<sup>1</sup>, Yasuko Morinaga<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

SELF-ESTEEM

## SELF-COMPASSION PROMOTES WELLBEING AFTER A BODY CHECKING TASK: INVESTIGATING THE MEDIATING ROLE OF SITUATIONAL SELF-ESTEEM

Isabelle Almgren-Dore<sup>1</sup>, Stephane Dandeneau<sup>1</sup>  
<sup>1</sup>Univ. of Quebec in Montreal

SELF-ESTEEM

## THE ROLE OF SELF-ESTEEM AND AWARENESS IN THE CONTAGION OF NEGATIVE MOODS

Linden Timoney<sup>1</sup>, Amanda Forest<sup>2</sup>, Joanne Wood<sup>1</sup>  
<sup>1</sup>Univ. of Waterloo, <sup>2</sup>Univ. of Pittsburgh

SELF-ESTEEM

## COMBATting THE NEGATIVE EFFECTS OF THIN-IDEAL MEDIA: THE EFFECTIVENESS OF WARNING LABELS, SUBVERTISING AND DOWNWARD SOCIAL COMPARISONS

Terri Scott<sup>1</sup>, Gagan Sandhu<sup>1</sup>, Yasmin Akbari<sup>1</sup>, David Frederick<sup>1</sup>  
<sup>1</sup>Chapman Univ.

SELF-ESTEEM

## MORTALITY SALIENCE WEAKENS ENCODING OF SELF-RELATED INFORMATION: BEHAVIORAL AND NEUROPHYSIOLOGICAL EVIDENCE

Juan Yang<sup>1</sup>, Yu Chen<sup>2</sup>  
<sup>1</sup>Southwest Univ., <sup>2</sup>Southwest University

SELF-ESTEEM

## MAKING SURE YOU SEE THE REAL ME: THE MODERATING ROLE OF SELF-ESTEEM IN ANTICIPATORY SELF-EXPANSION TO ADOPT POSITIVE VS. NEGATIVE ATTRIBUTES

Lyuboslava Kolarova<sup>1</sup>, Erica Slotter<sup>1</sup>  
<sup>1</sup>Villanova Univ.

SELF-ESTEEM

## FACEBOOK, YOU'RE AGING WELL: AGE AND ONLINE SOCIAL COMPARISONS

Claire Midgley<sup>1</sup>, Erin Courtice<sup>2</sup>, Penelope Lockwood<sup>1</sup>, Alison Chasteen<sup>1</sup>  
<sup>1</sup>Univ. of Toronto, <sup>2</sup>Univ. of Ottawa

SELF-ESTEEM

## REEXAMINING NO INCREASE OF NEGATIVE AFFECT IN TERROR MANAGEMENT THEORY: FEAR MEDIATES THE EFFECT OF MORTALITY SALIENCE ON WORLDVIEW DEFENSES AMONG ADOLESCENTS

Akihiro Toya<sup>1</sup>, Ken'ichiro Nakashima<sup>1</sup>, Yasuko Morinaga<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

SELF-ESTEEM

## INITIMACY AS A MEDIATOR BETWEEN CONTINGENT SELF-WORTH AND RELATIONSHIP SATISFACTION

Jesse Poucher<sup>1</sup>, Karen Prager<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Dallas

SELF-ESTEEM

## PREFERENCE FOR "ONE'S OWN NAME" AS AN IMPLICIT MEASURE OF GLOBAL SELF-ESTEEM AMONG JAPANESE PEOPLE

Tsutomu Fujii<sup>1</sup>, Takafumi Sawaumi<sup>2</sup>, Atsushi Aikawa<sup>3</sup>  
<sup>1</sup>Center for Research on Educational Testing, <sup>2</sup>Kanagawa Univ., <sup>3</sup>Univ. of Tsukuba

SELF-ESTEEM

## THE MODERATING EFFECT OF INSTABILITY OF SELF-ESTEEM ON THE RELATIONSHIP BETWEEN IDENTIFICATION WITH THE GROUP AND DRINKING

Mai-Ly Steers<sup>1</sup>, Mary Tomkins<sup>1</sup>, C. Knee<sup>1</sup>, Clayton Neighbors<sup>1</sup>  
<sup>1</sup>Univ. of Houston

SELF-ESTEEM

## POWERLESS NOT HELPLESS: REPARATIVE EFFECTS OF PSYCHOSOCIAL RESOURCES FOR THE POWERLESS

Sumaya AlBalooshi<sup>1</sup>, Mehrad Moeini-Jazani<sup>1</sup>, Bob Fennis<sup>1</sup>, Luk Warlop<sup>1</sup>  
<sup>1</sup>BI Norwegian Business School

SELF-ESTEEM

## GAMING-CONTINGENT SELF-WORTH: MEASUREMENT AND RELATIONSHIP WITH INTERNET GAMING DISORDER

Charlotte Beard<sup>1</sup>, Robert Wickham<sup>1</sup>  
<sup>1</sup>Palo Alto Univ.

SELF-ESTEEM

## DEATH AWARENESS, DECREASED CREATIVITY, AND INTRINSIC RELIGIOSITY

Sally Swanson<sup>1</sup>, Robert Arrowood<sup>1</sup>, Ralph Hood<sup>1</sup>  
<sup>1</sup>The Univ. of Tennessee-Chattanooga

SELF-ESTEEM

## THE ROLE OF SUBJECTIVE ATTRACTIVENESS AND ESTEEM IN STRESS REACTIVITY

Joy Njiribeako-Josephs<sup>1</sup>, Ellie Shuo Jin<sup>1</sup>, Katie McDermott<sup>1</sup>, Leslie Rice<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

APPLIED SOCIAL PSYCHOLOGY

**SOCIAL CAPITAL IN THE ACHIEVEMENT IN EDUCATION: FOCUS ON DROPOUT RATES AND GRADUATION RATES OF UNIVERSITIES IN JAPAN**

Michimasa Haga<sup>1</sup>, Keisuke Takano<sup>2</sup>, Shinji Sakamoto<sup>1</sup>  
<sup>1</sup>Nihon Univ., <sup>2</sup>Leuven Univ.

APPLIED SOCIAL PSYCHOLOGY

**PRACTICING WHAT YOU PREACH: INJUNCTIVE NORMS MEDIATE THE INFLUENCE OF GROUP IDENTIFICATION ON WILLINGNESS TO BEHAVE PROENVIRONMENTALLY**

Anne Herlache<sup>1</sup>, Sage Comstock<sup>1</sup>, Zlatan Krizan<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

APPLIED SOCIAL PSYCHOLOGY

**RELATIONSHIPS BETWEEN PERSON- AND THING- ORIENTATIONS AND CONSUMER SHOPPING PREFERENCES**

Meghan Norris<sup>1</sup>, Jeongho Han<sup>1</sup>, Shavonne Pye-Strowbridge<sup>2</sup>  
<sup>1</sup>Purdue Univ., <sup>2</sup>Saint Mary's Univ.

APPLIED SOCIAL PSYCHOLOGY

**PRO-ENVIRONMENTAL BEHAVIORAL SPILLOVER FROM EATING VEGAN TO TIMING SHOWERS**

Heather Truelove<sup>1</sup>, Kam Yeung<sup>1</sup>, Shaquille Rainge<sup>1</sup>  
<sup>1</sup>Univ. of North Florida

APPLIED SOCIAL PSYCHOLOGY

**FEELINGS OF LONELINESS AND SENSE OF COMMUNITY AMONG ONLINE SOCIAL NETWORK USERS**

Daniel Kern<sup>1</sup>, Kristin Schneider<sup>1</sup>  
<sup>1</sup>Rosalind Franklin Univ. of Medicine & Science

APPLIED SOCIAL PSYCHOLOGY

**MEASURING THE PROPENSITY TO WORK SICK: THE DEVELOPMENT AND VALIDATION OF A NEW MEASURE**

Ludwig Eriksson<sup>1</sup>, Christopher Warren<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

APPLIED SOCIAL PSYCHOLOGY

**DON'T TAKE A PICTURE, IT WON'T LAST LONGER: PICTURE-TAKING AND SOCIAL MEDIA CHANGE EXPERIENCES AND MEMORY OF EVENTS**

Emma Templeton<sup>1</sup>, Diana Tamir<sup>2</sup>, Jamil Zaki<sup>1</sup>  
<sup>1</sup>Stanford Univ., <sup>2</sup>Princeton Univ.

APPLIED SOCIAL PSYCHOLOGY

**INFLUENCING UNREALISTIC OPTIMISM IN YOUNG WOMEN'S PERCEIVED RISK OF SKIN CANCER**

Karen Vanderzanden<sup>1</sup>, Joelle Ruthig<sup>1</sup>, Andre Kehn<sup>1</sup>, Heather Terrell<sup>1</sup>, Bradlee Gamblin<sup>1</sup>  
<sup>1</sup>Univ. of North Dakota

APPLIED SOCIAL PSYCHOLOGY

**EFFECTS OF EXPECTING FUTURE INTERACTIONS ON FACTORS AFFECTING DISCLOSURE OF PERSONAL INFORMATION OVER THE INTERNET TO A STRANGER**

Naoya Tabata<sup>1</sup>, Hirotsune Sato<sup>2</sup>  
<sup>1</sup>Aichi Gakuin Univ., <sup>2</sup>Shinshu Univ.

APPLIED SOCIAL PSYCHOLOGY

**WHAT PREVENTS US FROM BEING EFFECTIVE NETWORKERS?: POWER-BASED REJECTION SENSITIVITY AND TIE FORMATIONS**

Jung Won Lee<sup>1</sup>, Xi Zou<sup>2</sup>  
<sup>1</sup>Univ. College London, <sup>2</sup>London Business School

APPLIED SOCIAL PSYCHOLOGY

**BEHAVIORAL ADAPTABILITY AND INTERACTION OUTCOMES**

Valérie Carrard<sup>1</sup>, Marianne Schmid Mast<sup>1</sup>  
<sup>1</sup>Univ. of Lausanne

APPLIED SOCIAL PSYCHOLOGY

**PRESERVING HISTORY OR A REMINDER OF A PAINFUL PAST: DIVERGENT PERCEPTIONS OF ANTEBELLUM ARCHITECTURE**

Sara Driskell<sup>1</sup>, Sophie Trawalter<sup>2</sup>  
<sup>1</sup>Indiana Univ., <sup>2</sup>Univ. of Virginia

APPLIED SOCIAL PSYCHOLOGY

**THE EFFECTS OF SOCIAL INTERACTION ON NICOTINE CONSUMPTION AND PERCEIVED SOCIAL REWARD**

Stephanie Lochbihler<sup>1</sup>, Daniel Miller<sup>2</sup>  
<sup>1</sup>Indiana Univ., <sup>2</sup>Indiana University- Purdue University Fort Wayne

APPLIED SOCIAL PSYCHOLOGY

**THE RELATIONSHIPS BETWEEN PERCEPTIONS OF PROVIDER COMMUNICATION, SELF-EFFICACY AND PATIENT PAIN**

Mollie Ruben<sup>1</sup>, Barbara Bokhour<sup>1</sup>, Nancy Kressin<sup>2</sup>, Mark Meterko<sup>3</sup>  
<sup>1</sup>Boston Univ., <sup>2</sup>Boston Univ., <sup>3</sup>VA Boston Healthcare System

APPLIED SOCIAL PSYCHOLOGY

**PATIENT-PROVIDER COMMUNICATION'S ASSOCIATION WITH DECREASED LUNG CANCER STIGMA**

Megan Shen<sup>1</sup>, Heidi Hamann<sup>2</sup>, Anna Thomas<sup>2</sup>, Jamie Ostroff<sup>3</sup>  
<sup>1</sup>Weill Cornell Medical College, <sup>2</sup>Univ. of Texas Southwestern Medical Center, <sup>3</sup>Memorial Sloan Kettering Cancer Center

APPLIED SOCIAL PSYCHOLOGY

**THE ROLES OF ANXIETY AND EMPATHY WHEN GIVING BAD NEWS**

Angela Legg<sup>1</sup>, Kate Sweeny<sup>2</sup>  
<sup>1</sup>Pace Univ., <sup>2</sup>Univ. of California, Riverside

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APPLIED SOCIAL PSYCHOLOGY

## DISGUST SENSITIVITY, BELIEFS IN A DANGEROUS WORLD AND CONSERVATISM

Shelby Boggs<sup>1</sup>, Cameron Ford<sup>1</sup>, Natalie Shook<sup>1</sup>  
<sup>1</sup>West Virginia Univ.

APPLIED SOCIAL PSYCHOLOGY

## MINING CREATIVE POTENTIAL

Jorge Blanco-Herrera<sup>1</sup>, Douglas Gentile<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

APPLIED SOCIAL PSYCHOLOGY

## CONTENT ANALYSIS OF VALUES-AFFIRMATION ESSAYS

Sowmya Bhagavatula<sup>1</sup>, Robert Backer<sup>1</sup>, Travis Riddle<sup>1</sup>, Smaranda Muresan<sup>1</sup>, Valerie Purdie-Vaughns<sup>1</sup>  
<sup>1</sup>Columbia Univ.

APPLIED SOCIAL PSYCHOLOGY

## GENDER REPRESENTATION AT SPSP

Camille Johnson<sup>1</sup>, Pamela Smith<sup>2</sup>, Chunlei Wang<sup>1</sup>  
<sup>1</sup>San Jose State Univ., <sup>2</sup>UC San Diego

APPLIED SOCIAL PSYCHOLOGY

## SHIFTING CLIMATES

Michael Hahn<sup>1</sup>, Rodolfo Cortes Barragan<sup>1</sup>, Carol Dweck<sup>1</sup>  
<sup>1</sup>Stanford Univ.

APPLIED SOCIAL PSYCHOLOGY

## JUSTIFYING EXPECTATIONS OF THE FUTURE: THE CONTENT, CORRELATES AND TEMPORAL PATTERN OF EXPLANATIONS FOR PERFORMANCE PREDICTIONS

Angelica Falkenstein<sup>1</sup>, Kate Sweeny<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

APPLIED SOCIAL PSYCHOLOGY

## COMPUTER-MEDIATED SELF-DISCLOSURE YIELDS GREATER POST-DISCUSSION CLOSENESS THAN FACE-TO-FACE SELF-DISCLOSURE

Nicole Brandon<sup>1</sup>, Denise Beike<sup>1</sup>, Holly Cole<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

APPLIED SOCIAL PSYCHOLOGY

## COLOR ME BAD

Amber Lupo<sup>1</sup>, Julie Alvarez<sup>1</sup>, Michael Zárate<sup>1</sup>  
<sup>1</sup>Univ. of Texas at El Paso

APPLIED SOCIAL PSYCHOLOGY

## AN EXISTENTIAL EXPLANATION FOR VIOLENCE AGAINST DOCTORS: PEOPLE BLAME DOCTORS TO COMPENSATE FOR THREATS TO CONTROL IN DISEASES

Qian Yang<sup>1</sup>, Shi Liu<sup>2</sup>, Kejun Zhang<sup>1</sup>  
<sup>1</sup>Zhejiang Univ., <sup>2</sup>Columbia Univ.

APPLIED SOCIAL PSYCHOLOGY

## EMPATHY AND EXTRAVERSION: KEY PREDICTORS OF CONNECTEDNESS AND WELLBEING IN SOCIAL NETWORKS

Rucha Makati<sup>1</sup>, Sylvia Morelli<sup>1</sup>, Desmond Ong<sup>1</sup>, Matthew Matthew Jackson<sup>1</sup>, Jamil Zaki<sup>1</sup>  
<sup>1</sup>Stanford Univ.

APPLIED SOCIAL PSYCHOLOGY

## SIMILAR, BUT NOT THE SAME: DIFFERENCES BETWEEN NOMOTHEIC AND IDIOGRAPHIC MEASURES IN PREDICTING PERSISTENCE AMONG ENGINEERING STUDENTS

Lara Mercurio<sup>1</sup>, Daniel Cervone<sup>1</sup>, Carmen Lilley<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Chicago

APPLIED SOCIAL PSYCHOLOGY

## BY THE (YOUNG) PEOPLE: INTERGROUP DYNAMICS OF YOUTH PARTICIPATORY BUDGETING IN CLUJ-NAPOCA (ROMANIA)

Ashley Brennan<sup>1</sup>, Daniel Schugurensky<sup>1</sup>, Oana Almasan<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

APPLIED SOCIAL PSYCHOLOGY

## THE EFFECTS OF TIMEOUTS PSYCHOLOGICAL MOMENTUM

Kayla McKissick<sup>1</sup>, Rebecca Carter<sup>1</sup>, Ho Phi Huynh<sup>1</sup>  
<sup>1</sup>Armstrong State University

CLOSE RELATIONSHIPS

## YOU DON'T KNOW US: COUPLE-LEVEL IDENTITIES MANIFESTED IN COGNITIVE BIASES ABOUT OWN AND OTHER COUPLES

Meiyi Amanda Wang<sup>1</sup>, Serena Chen<sup>1</sup>, Arthur Aron<sup>2</sup>  
<sup>1</sup>Univ. of California, Berkeley, <sup>2</sup>The State Univ. of New York at Stony Brook

CLOSE RELATIONSHIPS

## AUTOMATICALLY CAPTURING THE INTERPERSONAL IMPLICATIONS OF EVOLVED PREFERENCES: SEX SHAPES IMPLICIT, BUT NOT EXPLICIT, PARTNER EVALUATIONS

Lindsey Hicks<sup>1</sup>, James McNulty<sup>1</sup>, Andrea Meltzer<sup>1</sup>, Michael Olson<sup>2</sup>  
<sup>1</sup>Florida State Univ., <sup>2</sup>Univ. of Tennessee

CLOSE RELATIONSHIPS

## THE INTERSECTION OF IMPLICIT THEORIES AND MOTIVATIONAL ORIENTATIONS ON COMMITMENT IN ROMANTIC RELATIONSHIPS

Katherine Lee<sup>1</sup>, Lindsey Rodriguez<sup>1</sup>  
<sup>1</sup>Univ. of New Hampshire

SESSION L: 12:30 - 2 PM

CLOSE RELATIONSHIPS

## CAN THE COLOR RED IMPROVE MEN'S PERCEIVED MATE VALUE?: EXAMINING THE INTERACTIVE EFFECTS OF FACIAL MASCULINITY AND COLOR ON FEMALE EVALUATION OF POTENTIAL MATES

Alejandro Trujillo<sup>1</sup>, Erin O'Mara<sup>1</sup>  
<sup>1</sup>Univ. of Dayton

CLOSE RELATIONSHIPS

## THE ROLE OF DOUBT IN RELATIONSHIP EVALUATIONS: RELATIONAL UNCERTAINTY PREDICTS RELATIONSHIP QUALITY DURING NEGATIVE MOMENTS MORE THAN DURING POSITIVE MOMENTS

Christine Daly<sup>1</sup>, Ximena Arriaga<sup>1</sup>  
<sup>1</sup>Purdue Univ.

CLOSE RELATIONSHIPS

## INTERDEPENDENT EMOTION REGULATION AS SIGNAL VALUE IN ROMANTIC RELATIONSHIPS

Rachel Galvin<sup>1</sup>, Wendi Gardner<sup>2</sup>  
<sup>1</sup>Univ. at Buffalo, SUNY, <sup>2</sup>Northwestern Univ.

CLOSE RELATIONSHIPS

## PERSONALITY AND ITS AFFECT ON SOCIAL SUPPORT PROCESSES BETWEEN ROMANTIC COUPLES

Sharon Chiang<sup>1</sup>, Alexandra Suppes<sup>1</sup>, Matthew Riccio<sup>1</sup>, Kenzie Snyder<sup>1</sup>, Niall Bolger<sup>1</sup>  
<sup>1</sup>Columbia Univ.

CLOSE RELATIONSHIPS

## THE MEDIATING AND PROTECTIVE ROLE OF ROMANTIC RELATIONSHIP ATTACHMENT IN THE LINK BETWEEN SLEEP PATTERNS AND HEALTH OUTCOMES AMONG COLLEGE STUDENTS

Dilbur Arsiwalla<sup>1</sup>, Adam Butler<sup>1</sup>, Dacia Oberhelman<sup>1</sup>  
<sup>1</sup>Univ. of Northern Iowa

CLOSE RELATIONSHIPS

## THE EFFECT OF CONFLICT FREQUENCY AND SELF-ESTEEM ON RELATIONSHIP RESILIENCE

Veronica Lamarche<sup>1</sup>, Mark Seery<sup>1</sup>, Cheryl Kondrak<sup>1</sup>, Lindsey Streamer<sup>1</sup>, Thomas Saltsman<sup>1</sup>  
<sup>1</sup>Univ. at Buffalo, SUNY

CLOSE RELATIONSHIPS

## CONTEXT-DEPENDENT INSECURE ATTACHMENT AS A PRODUCT OF PARENTAL DYNAMIC

Isabelle Kaplan<sup>1</sup>, Kevin Carlson<sup>1</sup>  
<sup>1</sup>Scripps College

CLOSE RELATIONSHIPS

## EXPERIMENTAL INVESTIGATION OF LONELINESS AND THE PERCEIVED PROVISION AND RECEIPT OF RESPONSIVE BEHAVIOR WITHIN CAPITALIZATION INTERACTIONS

Sarah Arpin<sup>1</sup>, Cynthia Mohr<sup>2</sup>  
<sup>1</sup>Gonzaga Univ., <sup>2</sup>Portland State Univ.

CLOSE RELATIONSHIPS

## THE SEXUAL REJECTION SCALE: IDENTIFYING SEXUAL REJECTION BEHAVIORS AND THEIR IMPACT ON RELATIONSHIP QUALITY

James Kim<sup>1</sup>, Amy Muise<sup>2</sup>, Emily Impett<sup>2</sup>  
<sup>1</sup>Univ. of Toronto, <sup>2</sup>Univ. of Toronto Mississauga

CLOSE RELATIONSHIPS

## "WE" ARE DIFFERENT WHEN DIFFERENT TYPES OF VALUES ARE AFFIRMED: SELF-AFFIRMATION MODERATED THE RELATIONSHIP BETWEEN WE PRONOUN AND WELLBEING

Wei-Fang Lin<sup>1</sup>, Yi-Cheng Lin<sup>1</sup>, Chin-Lan Huang<sup>2</sup>  
<sup>1</sup>National Taiwan Univ., <sup>2</sup>National Taiwan Univ. of Science & Technology

CLOSE RELATIONSHIPS

## FILLING-THE-VOID: TESTING WRITING EXERCISES TO BOLSTER ATTACHMENT SECURITY OVER TIME

Madoka Kumashiro<sup>1</sup>, Ximena Arriaga<sup>2</sup>  
<sup>1</sup>Goldsmiths, Univ. of London, <sup>2</sup>Purdue Univ.

CLOSE RELATIONSHIPS

## VALUE PRIORITIES IN ROMANTIC RELATIONSHIPS

Reine van der Wal<sup>1</sup>, Johan Karremans<sup>2</sup>, Greg Maio<sup>3</sup>  
<sup>1</sup>Utrecht Univ., <sup>2</sup>Radboud Univ. Nijmegen, <sup>3</sup>Cardiff Univ.

CLOSE RELATIONSHIPS

## COORDINATED SMILING PREDICTS LIKING AND COOPERATION

Alexander Danvers<sup>1</sup>, Michelle Shiota<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

CLOSE RELATIONSHIPS

## SOCIAL INCLUSION COUNTERACTS THE EGO DEPLETION EFFECT

Henry Ng<sup>1</sup>, Zhansheng Chen<sup>1</sup>  
<sup>1</sup>The Univ. of Hong Kong

CLOSE RELATIONSHIPS

## NOT SO HARMLESS?: FLIRTING WITH OTHERS CAN UNDERMINE RELATIONSHIP QUALITY

John Kim<sup>1</sup>  
<sup>1</sup>Lesley Univ.



CLOSE RELATIONSHIPS

**WHY IS THIS RELATIONSHIP SO IMPORTANT FOR MY IDENTITY?: UNDERSTANDING THE LINK BETWEEN IDENTITY MOTIVES SATISFACTION AND COUPLE IDENTITY**

Camillo Regalia<sup>1</sup>, Claudia Manzi<sup>1</sup>, Vivian Vignoles<sup>2</sup>  
<sup>1</sup>Catholic Univ. of Milan, <sup>2</sup>Univ. of Sussex

CLOSE RELATIONSHIPS

**ACCURACY AND PROJECTION OF EMOTION EXPERIENCE IN ROMANTIC RELATIONSHIPS**

Katherine Von Culin<sup>1</sup>, Margaret Clark<sup>1</sup>  
<sup>1</sup>Yale Univ.

CLOSE RELATIONSHIPS

**IMPLICIT DESIRES VS. EXPLICIT PREFERENCES: WHAT MATTERS MORE FOR ROMANTIC RELATIONSHIP EVALUATIONS?**

Carrie Bredow<sup>1</sup>, Natasha Bernal<sup>1</sup>  
<sup>1</sup>Hope College

CLOSE RELATIONSHIPS

**THE MEDIATING ROLE OF COMMITMENT BETWEEN IMPLICIT THEORIES OF RELATIONSHIPS AND ACCOMMODATION: A DYADIC APPROACH**

Eri Sasaki<sup>1</sup>, Tsai Fen-Fang<sup>1</sup>  
<sup>1</sup>National Univ. of Singapore

CLOSE RELATIONSHIPS

**THE SEXUAL HEALTH AND RELATIONSHIP BENEFITS OF BEING FRIENDS BEFORE SEXUAL INTERCOURSE FOR FRIENDS WITH BENEFITS PARTNERS**

Ashley Tracas<sup>1</sup>, Allison Vaughn<sup>1</sup>  
<sup>1</sup>San Diego State Univ.

CLOSE RELATIONSHIPS

**SINCE YOU'VE BEEN GONE: COPING WITH A RELATIONSHIP BREAKUP**

Danay Novoa<sup>1</sup>, Darcie Valois<sup>1</sup>, Chris Davis<sup>1</sup>  
<sup>1</sup>Carleton Univ.

CLOSE RELATIONSHIPS

**I'M OPEN TO THAT: A REEXAMINATION OF UNRESTRICTED SOCIOSEXUALITY IN MATING RELATIONSHIPS**

Brian Wilkey<sup>1</sup>, Paul Eastwick<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

CLOSE RELATIONSHIPS

**THE ANGEL AND THE DEMON ON YOUR SHOULDERS: FRIENDS MITIGATE AND EXACERBATE 21ST BIRTHDAY DRINKING-RELATED CONSEQUENCES**

Jennifer Fillo<sup>1</sup>, Lindsey Rodriguez<sup>2</sup>, Clayton Neighbors<sup>1</sup>, Christine Lee<sup>2</sup>  
<sup>1</sup>Univ. of Houston, <sup>2</sup>Univ. of New Hampshire

CLOSE RELATIONSHIPS

**WILLINGNESS TO EXPRESS EMOTION IN RELATIONSHIPS: THE EFFECT OF RELATIONSHIP SATISFACTION AND COMMUNAL ORIENTATION**

Yan Ruan<sup>1</sup>, Harry Reis<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

CLOSE RELATIONSHIPS

**DIVIDED ATTENTION FROM COMMUNICATION TECHNOLOGY IN GET-ACQUAINTED INTERACTIONS**

Susan Sprecher<sup>1</sup>, Adam Hampton<sup>1</sup>, Hannah Jones<sup>1</sup>, Diane Felmlee<sup>2</sup>  
<sup>1</sup>Illinois State Univ., <sup>2</sup>Pennsylvania State Univ.

CLOSE RELATIONSHIPS

**TWO SIDES OF THE SAME COIN?: JEALOUSY, SELF-AFFIRMATION AND SELF-DEFAMATION**

Angelo DiBello<sup>1</sup>, Clayton Neighbors<sup>2</sup>, Kristen Lindgren<sup>3</sup>, C. Raymond Knee<sup>2</sup>  
<sup>1</sup>Brown Univ., <sup>2</sup>Univ. of Houston, <sup>3</sup>Univ. of Washington

CLOSE RELATIONSHIPS

**DISCUSSING PLANS TO MARRY PRIOR TO ENGAGEMENT: CAN YOU PLAN TOO FAR AHEAD?**

Elizabeth Keneski<sup>1</sup>, Taylor Anne Morgan<sup>1</sup>, Timothy Loving<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

CLOSE RELATIONSHIPS

**DEROGATION OR ENHANCEMENT? HOW PEOPLE RATE THEIR REAL-LIFE POTENTIAL PARTNERS**

Jennifer Shukusky<sup>1</sup>, Paul Eastwick<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

CLOSE RELATIONSHIPS

**EMOTIONAL EXPERIENCES FOLLOWING RELATIONSHIP DISSOLUTION: HOW DO THE FEELINGS OF INDIVIDUALS WHO REKINDLE DIFFER FROM THOSE WHO REMAIN APART?**

Sadie Leder-Elder<sup>1</sup>  
<sup>1</sup>High Point Univ.

CLOSE RELATIONSHIPS

**WHO ARE MARRIED WOMEN BEST FRIENDS WITH?: AN EXAMINATION OF MARRIED WOMEN'S SOCIAL INTERACTIONS WITH THEIR PARTNERS AND OTHERS**

Selin Goktas<sup>1</sup>, Elif Ikizer<sup>1</sup>, Gloriana Rodriguez-Arauz<sup>1</sup>, Maria Fernandez-Gomez<sup>1</sup>, Nairan Ramirez-Esparza<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

CLOSE RELATIONSHIPS

**BYE FELICIA!: ATTACHMENT AND SUPPORT IN LGBT INDIVIDUALS**

Alicia Lyon Limke<sup>1</sup>, Adam Everson<sup>1</sup>  
<sup>1</sup>Univ. of Central Oklahoma

CLOSE RELATIONSHIPS

## THE DETERMINANTS OF THE NEGATIVE ATTITUDE TOWARD ROMANTIC LOVE AND THEIR EFFECTS ON MENTAL AND PHYSICAL HEALTH

Junichi Taniguchi<sup>1</sup>  
<sup>1</sup>Tezukayama Univ.

CLOSE RELATIONSHIPS

## IS AN EMPTY NEST BEST?: CORESIDENCE WITH ADULT CHILDREN AND PARENTAL MARITAL QUALITY

Eden Davis<sup>1</sup>, Kyungmin Kim<sup>1</sup>, Karen Fingerman<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

CLOSE RELATIONSHIPS

## RELATIONSHIP NORM STRENGTH AND RELATIONSHIP QUALITY: A RECIPROCAL ASSOCIATION

John Sakaluk<sup>1</sup>, Monica Biernat<sup>2</sup>  
<sup>1</sup>Univ. of Toronto Mississauga, <sup>2</sup>Univ. of Kansas

CLOSE RELATIONSHIPS

## TESTOSTERONE AND PARTNER SELF-BLAME: PHYSIOLOGICAL AND PSYCHOLOGICAL REACTIONS TO DISCUSSIONS OF MARITAL PROBLEMS

Anastasia Makhanova<sup>1</sup>, James McNulty<sup>1</sup>, Jon Maner<sup>2</sup>, Lisa Eckel<sup>1</sup>, Larissa Nikonova<sup>1</sup>  
<sup>1</sup>Florida State Univ., <sup>2</sup>Northwestern Univ.

CLOSE RELATIONSHIPS

## THE MEDIATIONAL ROLE OF REJECTION SENSITIVITY IN TRAUMATIC CHILDHOOD EXPERIENCES AND SEXUAL COMMUNICATION

Alexander Wang<sup>1</sup>, Andrea Fernandez<sup>1</sup>, Emma Altgelt<sup>1</sup>, Tina Zawacki<sup>1</sup>  
<sup>1</sup>Univ. of Texas at San Antonio

CLOSE RELATIONSHIPS

## CUE THEM WITH KINDNESS: A SOCIAL-EVOLUTIONARY APPROACH TO THE EARLY IDENTIFICATION OF CARING PARTNERS

Molly Metz<sup>1</sup>  
<sup>1</sup>Miami Univ.

CLOSE RELATIONSHIPS

## REGULATING AUTOMATIC PROCESSES: IMPACT OF CONSTRUAL LEVEL ON TRANSFERENCE

Rugile Tuskeviciute<sup>1</sup>, Susan Andersen<sup>1</sup>  
<sup>1</sup>New York Univ.

CLOSE RELATIONSHIPS

## DOES YOUR MINDFULNESS AFFECT ME?: EXAMINING ASSOCIATIONS BETWEEN MINDFULNESS AND DAILY RELATIONSHIP MOOD THROUGH ACTOR-PARTNER INTERDEPENDENCE MODEL

Alyson Shapiro<sup>1</sup>, Masumi Iida<sup>2</sup>  
<sup>1</sup>San Diego State Univ., <sup>2</sup>Arizona State Univ.

CLOSE RELATIONSHIPS

## DISENTANGLING WOMEN'S POST-HOOKUP EMOTIONS: MOTIVES, SATISFACTION OR DUAL-EFFECTS

David de Jong<sup>1</sup>, Harry Reis<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

CLOSE RELATIONSHIPS

## EXPLORING MENTAL REPRESENTATIONS OF INTIMATE PARTNERS: WHEN ARE THEY COUPLES AND WHEN ARE THEY INTERDEPENDENT INDIVIDUALS?

Qi Xu<sup>1</sup>, Patrick Shrout<sup>1</sup>  
<sup>1</sup>New York Univ.

CLOSE RELATIONSHIPS

## MY WAY OR THE HIGHWAY: ATTACHMENT AS A PREDICTOR OF RELATIONSHIP INFLUENCE

Amy Newberg<sup>1</sup>, Paula Pietromonaco<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts Amherst

CLOSE RELATIONSHIPS

## CLOSE RELATIONSHIPS BUFFER THE EFFECTS OF MORTALITY SALIENCE AMONG DEPRESSED INDIVIDUALS

Kiely Alfieri<sup>1</sup>, Austin Lemke<sup>1</sup>, Mike Kersten<sup>1</sup>, Cathy Cox<sup>1</sup>  
<sup>1</sup>Texas Christian Univ.

CLOSE RELATIONSHIPS

## ANIMALS AS FRIENDS AND MORE: ANTHROPOMORPHISM AND ITS BENEFITS FOR SOCIAL NEEDS FULFILLMENT

Allen McConnell<sup>1</sup>, E Paige Lloyd<sup>1</sup>, Christina Brown<sup>2</sup>, Tonya Buchanan<sup>3</sup>  
<sup>1</sup>Miami Univ., <sup>2</sup>Arcadia Univ., <sup>3</sup>Central Washington Univ.

CLOSE RELATIONSHIPS

## YOUR FRIEND OR MINE: DIFFERENCES IN PERCEIVED ACCEPTABILITY OF VIOLATIONS IN OPPOSITE-SEX FRIENDSHIPS

Mallorie Miller<sup>1</sup>, H. Colleen Sinclair<sup>1</sup>, Rebecca Goldberg<sup>1</sup>  
<sup>1</sup>Mississippi State Univ.

CLOSE RELATIONSHIPS

## EFFECTS OF DYADIC COPING ON THE ASSOCIATION BETWEEN ACUTE EXTERNAL STRESS AND RELATIONSHIP QUALITY IN SAME-SEX COUPLES

Jessica Borders<sup>1</sup>, Chun Tao<sup>1</sup>, Kelsey Walsh<sup>1</sup>, Ashley Randall<sup>1</sup>, Casey Totenhagen<sup>2</sup>  
<sup>1</sup>Arizona State Univ., <sup>2</sup>Univ. of Alabama

CLOSE RELATIONSHIPS

## LOOK WHO'S TALKING BACK!: SOCIAL INTERACTIONS AND LANGUAGE DEVELOPMENT ACROSS TIME

Nairan Ramirez-Esparza<sup>1</sup>, Adrian Garcia-Sierra<sup>1</sup>, Patricia Kuhl<sup>2</sup>  
<sup>1</sup>Univ. of Connecticut, <sup>2</sup>Univ. of Washington

CLOSE RELATIONSHIPS

## SAYING "YES!" AND SAYING "I DO": RELATIONSHIP DYNAMICS DURING ENGAGEMENTS AND WEDDINGS

Taylor Anne Morgan<sup>1</sup>, Elizabeth Keneski<sup>1</sup>, Timothy Loving<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

CLOSE RELATIONSHIPS

## EQUITABLE DECISION-MAKING POWER MODERATES THE DETERIORATING EFFECT OF FINANCIAL CONFLICTS ON RELATIONSHIP STABILITY AND QUALITY IN AFRICAN AMERICAN MARRIAGES

Frederick Clavel<sup>1</sup>, Carolyn Cutrona<sup>1</sup>, William Abraham<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

CLOSE RELATIONSHIPS

## ACCURACY OF PEOPLE'S FORECASTED EMOTIONS TOWARD EVERYDAY EVENTS IN THEIR ROMANTIC RELATIONSHIPS

Nicole Hilaire<sup>1</sup>, Amy Canevello<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Charlotte

CLOSE RELATIONSHIPS

## ALL SUPPORT IS NOT EQUAL: SUPPORT FOR POSITIVE AND NEGATIVE EVENTS DIFFERENTIALLY BUFFERS THE NEGATIVE EFFECTS OF SOCIAL EXCLUSION

Agnes Wolowiec<sup>1</sup>, Cheryl Carmichael<sup>1</sup>  
<sup>1</sup>Brooklyn College, CUNY

CLOSE RELATIONSHIPS

## BC TO FWB: COMMUNICATION ACROSS RELATIONSHIP TYPES

Tara Collins<sup>1</sup>, Tori Horn<sup>1</sup>  
<sup>1</sup>Winthrop Univ.

CLOSE RELATIONSHIPS

## HOW MEN COPE WITH PAIN: ATTACHMENT RESULTS FROM A HYPOTHETICAL CAR ACCIDENT

Carol L Wilson<sup>1</sup>, Mary Havers<sup>1</sup>, Kaitlyn Matty<sup>1</sup>, Jessica Stoker<sup>1</sup>, Kayla Beatty<sup>1</sup>  
<sup>1</sup>Penn State Erie, The Behrend College

CLOSE RELATIONSHIPS

## ATTACHMENT INSECURITY PREDICTS LESS CONSTRUCTIVE SEXUAL CONFLICT COMMUNICATION IN COHABITING COUPLES

Jennifer Pink<sup>1</sup>, Roanne Millman<sup>1</sup>, Rebecca Cobb<sup>1</sup>  
<sup>1</sup>Simon Fraser Univ.

CLOSE RELATIONSHIPS

## PROTECT ME FROM WHAT I WANT: WOMEN'S MOTIVATIONS FOR HOOKING UP AND CONDOM USAGE

Marie-Joelle Estrada<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

CLOSE RELATIONSHIPS

## WHO PAYS AND WHO STRAYS?: IMPACTS OF INCOME DISCREPANCIES BETWEEN HETEROSEXUAL PARTNERS DEPEND ON GENDER AND ASSESSMENTS OF RELATIONSHIP BENEFITS

Kelley Robinson<sup>1</sup>, Cara Samuel<sup>1</sup>  
<sup>1</sup>Univ. of Winnipeg

CLOSE RELATIONSHIPS

## "YES, THIS IS MY CHILD" THE LIVED EXPERIENCED OF MOTHERS WITH BI-RACIAL CHILDREN

Malik Rogers<sup>1</sup>, Roudi Roy<sup>1</sup>  
<sup>1</sup>California State Univ. - Long Beach

CLOSE RELATIONSHIPS

## MAXIMIZING THE BENEFITS OF EXPRESSIVE WRITING BY USING SPECIFIC PROMPTS TO DEEPEN REFLECTION.

Madalina Vlasceanu<sup>1</sup>, Dev Crasta<sup>1</sup>, Ronald Rogge<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

CLOSE RELATIONSHIPS

## SUBJECTIVE ASPECTS OF EXPERIENCE PREDICT INCREASING ATTACHMENT SECURITY IN THE TRANSITION TO COLLEGE

Adela Scharff<sup>1</sup>, Elyse Adler<sup>1</sup>, Benjamin Le<sup>1</sup>, Jennifer Lilgendahl<sup>1</sup>  
<sup>1</sup>Haverford College

CLOSE RELATIONSHIPS

## THE GHOSTS OF ROMANCE PAST

Jordan Boeder<sup>1</sup>, Thomas Chan<sup>2</sup>  
<sup>1</sup>Whittier College, <sup>2</sup>Claremont Graduate University

EMOTION

## WANTING TO KNOW AND WANTING TO CARE: CURIOSITY PREDICTS GREATER EMPATHIC CONCERN AND DECREASED PERSONAL DISTRESS

Athena Cairo<sup>1</sup>, Jeffrey Green<sup>1</sup>  
<sup>1</sup>Virginia Commonwealth Univ.

SESSION L: 12:30 - 2 PM

EMOTION

## THE WHOLE IS NOT THE SUM OF ITS PARTS: SPECIFIC TYPES OF POSITIVE AFFECT INFLUENCE SLEEP DIFFERENTIALLY

Brooke Jenkins<sup>1</sup>, Sarah Pressman<sup>1</sup>, Tara Kraft<sup>2</sup>, Heather Rasmussen<sup>3</sup>, Michael Scheier<sup>4</sup>

<sup>1</sup>Univ. of California, Irvine, <sup>2</sup>St. Alexius Medical Center, <sup>3</sup>Northcentral Univ., <sup>4</sup>Carnegie Mellon Univ.

EMOTION

## EFFECTS OF A POSITIVE AFFECT SKILLS INTERVENTION FOR PEOPLE NEWLY DIAGNOSED WITH HIV

Judith Moskowitz<sup>1</sup>, Michael Cohn<sup>2</sup>, Adam Carrico<sup>2</sup>, Larissa Duncan<sup>2</sup>, Abigail Batchelder<sup>2</sup>

<sup>1</sup>Northwestern Univ., <sup>2</sup>Univ. of California San Francisco

EMOTION

## SELF-SYMPATHETIC LEARNING IN EMOTION RECOGNITION TRAINING

Patrick McGuinness<sup>1</sup>, Viola Zhuri<sup>1</sup>, Jared Curbooy<sup>1</sup>, Tina Le<sup>1</sup>, Emily Schmidt<sup>1</sup>

<sup>1</sup>College of the Holy Cross

EMOTION

## HOW DO YOU LET THEM KNOW: CULTURAL DIFFERENCES IN EXPRESSION OF GRATITUDE

Yen-Ping Chang<sup>1</sup>, Sara Algoe<sup>1</sup>

<sup>1</sup>Univ. of North Carolina at Chapel Hill

EMOTION

## DOES PERSPECTIVE TAKING INCREASE EMPATHY WITH SPECIFIC EMOTIONS?

Josh Wondra<sup>1</sup>

<sup>1</sup>Univ. of Michigan

EMOTION

## EMERGENCE OF PERSONAL DISTRESS FEELINGS IN RESPONSE TO OTHERS' MISFORTUNE DOES NOT NECESSARILY COMPROMISE THE EMPATHY FOR OTHERS

Jacob Israelashvili<sup>1</sup>

<sup>1</sup>Tel Aviv Univ.

EMOTION

## AFFECT CHANGES UNDER MORTALITY SALIENCE: AN INDEPENDENT CONFIRMATION THAT TERROR MANAGEMENT IS NOT AFFECT-FREE

Jessica Lopez<sup>1</sup>, Aaron Wichman<sup>2</sup>

<sup>1</sup>Trinity Washington Univ., <sup>2</sup>Western Kentucky Univ.

EMOTION

## AGE DEFICIT IN EMOTION PERCEPTION, BUT NOT OTHER INTERPERSONAL PERCEPTION TASKS

Matthew Murry<sup>1</sup>, Derek Isaacowitz<sup>1</sup>

<sup>1</sup>Northeastern Univ.

EMOTION

## BEING ENVIED BY OTHERS SWEETENS THE EXPERIENCE OF SUCCESS

Stephen Ratliff<sup>1</sup>, Lauren Brewer<sup>1</sup>, Kyle Conlon<sup>1</sup>

<sup>1</sup>Stephen F. Austin State Univ.

EMOTION

## THE EFFECTS OF FACIAL FAMILIARITY ON EMOTION RECOGNITION ACCURACY

Jeff Spitzer Jr.<sup>1</sup>, David Matsumoto<sup>1</sup>

<sup>1</sup>San Francisco State Univ.

EMOTION

## A FLEXIBLE INFLUENCE OF AFFECTIVE FEELINGS ON CREATIVE AND ANALYTIC PERFORMANCE

Cara Ray<sup>1</sup>, Jeffrey Huntsinger<sup>1</sup>

<sup>1</sup>Loyola Univ. Chicago

EMOTION

## DOES CHARITABLE GIVING REDUCE GUILT? IT DEPENDS ON HOW MUCH YOU COULD HAVE GIVEN

Benjamin Ruisch<sup>1</sup>, Cheskie Rosenzweig<sup>2</sup>, Melissa Ferguson<sup>1</sup>

<sup>1</sup>Cornell Univ., <sup>2</sup>Columbia Univ.

EMOTION

## MINDS OF A FEATHER: INTER-SUBJECT SIMILARITIES OF NEURAL RESPONSES TO NATURALISTIC STIMULI PREDICT SOCIAL NETWORK PROXIMITY

Carolyn Parkinson<sup>1</sup>, Adam Kleinbaum<sup>1</sup>, Thalia Wheatley<sup>1</sup>

<sup>1</sup>Dartmouth College

EMOTION

## EGOCENTRIC NETWORK STRUCTURE AND NEUROCOGNITIVE RESPONSES

Joseph Bayer<sup>1</sup>, Matthew O'Donnell<sup>2</sup>, Christopher Cascio<sup>2</sup>, Emily Falk<sup>2</sup>

<sup>1</sup>Univ. of Michigan, <sup>2</sup>Univ. of Pennsylvania

EMOTION

## "EMOTIONAL CONTAGION" AND THE SENSE OF SMELL IN CONTEXT: DISCRETE EMOTIONS OR CORE AFFECT?

Jasper de Groot<sup>1</sup>, Monique Smeets<sup>1</sup>

<sup>1</sup>Utrecht Univ.

EMOTION

## REGULATING FOR A REASON: LINKS BETWEEN GOAL PURSUIT AND EMOTION REGULATION STRATEGY USE

Lameese Eldesouky<sup>1</sup>, Tammy English<sup>1</sup>  
<sup>1</sup>Washington Univ. - St. Louis

EMOTION

## AWE'S EFFECTS ON EXISTENTIAL AND SCIENTIFIC BELIEFS OF NON-BELIEVERS

Filip Uzarevic<sup>1</sup>, Vassilis Saroglou<sup>1</sup>  
<sup>1</sup>Université catholique de Louvain

EMOTION

## EFFECT OF THE ABILITY TO RECIPROCATATE AND THE HELPER'S AWARENESS OF THIS ABILITY ON THE RECIPIENT'S EMOTION

Akitomo Yamamoto<sup>1</sup>, Masataka Higuchi<sup>1</sup>  
<sup>1</sup>Sophia Univ.

EMOTION

## AFFECTIVE REACTIONS TO EXPERIENCES OF DESIRES IN EVERYDAY LIFE

Michihiro Kaneko<sup>1</sup>, Mayuka Minato<sup>1</sup>, Gaku Kutsuzawa<sup>1</sup>, Yuka Ozaki<sup>1</sup>, Takayuki Goto<sup>2</sup>, Takumi Kuraya<sup>1</sup>  
<sup>1</sup>Toyo Univ., <sup>2</sup>Kyoto Univ.

EMOTION

## HOW ARE POSITION AND FELT POWER ASSOCIATED WITH POSITIVE AND NEGATIVE AFFECT?

Dario Bombari<sup>1</sup>, Marianne Schmid Mast<sup>1</sup>, Manuel Bachmann<sup>2</sup>  
<sup>1</sup>Univ. of Lausanne, <sup>2</sup>Bern Univ. of Applied Sciences

EMOTION

## USING STIMULUS VALENCE TO FORM INDUCTIVE SPATIAL CATEGORIES

Elyssa Twedt<sup>1</sup>, L. Elizabeth Crawford<sup>2</sup>  
<sup>1</sup>St. Lawrence Univ., <sup>2</sup>Univ. of Richmond

EMOTION

## BEYOND SELF-REPORTS: ARE MIXED EMOTIONS EXPRESSED IN THE FACE?

Nicholas Coles<sup>1</sup>, Jeff Larsen<sup>1</sup>  
<sup>1</sup>Univ. of Tennessee

EMOTION

## NEUROCOGNITIVE MECHANISMS OF SOCIAL INFLUENCE ON AUTOMATIC EMOTION REGULATION

Emily Willroth<sup>1</sup>, Matthew Hilimire<sup>1</sup>, Bina Kakusa<sup>1</sup>  
<sup>1</sup>College of William & Mary

EMOTION

## MINDFULNESS AND COMPASSION: AN EXAMINATION OF MECHANISM AND SCALABILITY

Daniel Lim<sup>1</sup>, Paul Condon<sup>1</sup>, David DeSteno<sup>1</sup>  
<sup>1</sup>Northeastern Univ.

EMOTION

## DON'T WORRY, BE HAPPY: POSITIVE MOOD REDUCES THE EFFECTS OF NEGATIVE EXPECTATIONS

Shane Close<sup>1</sup>, Myranda Earhart<sup>1</sup>, Kiley Stevenson<sup>1</sup>, Joel Wager<sup>1</sup>, Andrew Geers<sup>1</sup>  
<sup>1</sup>Univ. of Toledo

EMOTION

## HOPE IN A CONSUMERISTIC CULTURE: THE PREDICTIVE VALUE OF INTRINSIC AND EXTRINSIC ASPIRATIONS

Patricia Bruininks<sup>1</sup>, Jenna Reardanz<sup>1</sup>  
<sup>1</sup>Whitworth Univ.

EMOTION

## P3A AS A NEURAL MARKER OF ANXIETY

Constantine Sharpinskyi<sup>1</sup>, Alex Tran<sup>1</sup>, Johannes Klackl<sup>2</sup>, Dmitriy Agroskin<sup>2</sup>, Eva Jonas<sup>2</sup>, Eldar Eftekhari<sup>1</sup>, Nikan Eghbali<sup>1</sup>, Ian McGregor  
<sup>1</sup>York Univ., <sup>2</sup>Univ. of Salzburg

EMOTION

## GENDER DIFFERENCES IN EMPATHY ON APPROACH AND AVOIDANCE

Constance Imbault<sup>1</sup>, Victor Kuperman<sup>1</sup>  
<sup>1</sup>McMaster Univ.

EMOTION

## IT'S NOT YOU, IT'S ME: THE INFLUENCE OF GENES AND OBJECTIFICATION ON EMOTION AND INTERGROUP RELATIONS

Tran Le<sup>1</sup>, Emmilie Baker<sup>1</sup>, Gwenith Nuss<sup>1</sup>, Christa Christ<sup>1</sup>, Grace Sullivan<sup>1</sup>, Scott Stoltenberg<sup>1</sup>, Sarah Gervais<sup>1</sup>  
<sup>1</sup>Univ. of Nebraska - Lincoln

EMOTION

## A BIDIRECTIONAL LINK BETWEEN MOTION AND EMOTION: PHYSICAL MOVEMENT IS TIED TO SOCIAL SCHEMAS UNDERLYING THE EXPERIENCE OF REGRET

Micah Goldfarb<sup>1</sup>, Lisa Libby<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

EMOTION

## FACES WITH RESIDUAL EMOTION CUES CHANGE PERCEPTION

Daniel Albohn<sup>1</sup>, Troy Steiner<sup>1</sup>, Reginald Adams, Jr.<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

SESSION L: 12:30 - 2 PM

EMOTION

**IN EMOTIONS WE (MIS)TRUST: THE IMPACT OF EMOTION EXPRESSION ON PERCEPTIONS OF TRUTHFULNESS**

Ursula Hess<sup>1</sup>, Shlomo Hareli<sup>2</sup>  
<sup>1</sup>Humboldt Univ., Berlin, <sup>2</sup>Univ. of Haifa

EMOTION

**THE SAME, BUT DIFFERENT: COMPARING EUROPEAN, ASIAN AND LATIN AMERICAN EMOTION NORMS**

Nicole Senft<sup>1</sup>, Belinda Campos<sup>2</sup>, Michelle Shiota<sup>3</sup>, Yulia Chentsova-Dutton<sup>1</sup>  
<sup>1</sup>Georgetown Univ., <sup>2</sup>UC Irvine, <sup>3</sup>Arizona State Univ.

EMOTION

**ADOLESCENTS' REASONING ABOUT THE COMMUNITY VIOLENCE THEY HAVE WITNESSED PREDICTS SUBSEQUENT EMPATHIC EMOTIONAL RESPONDING TO NOVEL TRUE STORIES**

Vivian Rotenstein<sup>1</sup>, Rebecca Gotlieb<sup>1</sup>, Xiao-Fei Yang<sup>1</sup>, Mary-Helen Immordino-Yang<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

EMOTION

**EXAMINING THE EFFECT OF SAD IMAGES ON EMPATHY**

Xiaotian He<sup>1</sup>, Daryl Cameron<sup>1</sup>  
<sup>1</sup>Univ. of Iowa

EMOTION

**LOOKING OUTWARD: THE INFLUENCE OF AWE ON PREJUDICE AND DIVERSITY**

Bradley Hughes<sup>1</sup>, Daniel Stancato<sup>1</sup>, Dacher Keltner<sup>1</sup>  
<sup>1</sup>UC Berkeley

EMOTION

**THE ASSOCIATIONS AMONG PARENTING STYLES, EMOTIONS AND DIFFICULTIES IN EMOTIONAL REGULATIONS**

Yuan Zhou<sup>1</sup>, Chang Chen<sup>1</sup>, Paul Hewitt<sup>1</sup>, Gordon Flett<sup>2</sup>  
<sup>1</sup>Univ. of British Columbia, <sup>2</sup>York University

EMOTION

**THE MEDIATING ROLE OF SOCIAL SUPPORT ON THE AMBIVALENCE OVER EMOTIONAL EXPRESSION AND MENTAL WELL-BEING**

Jennie Ho<sup>1</sup>, Qian Lu<sup>1</sup>, Celia Ching Yee Wong<sup>1</sup>  
<sup>1</sup>Univ. of Houston

EMOTION

**YOU MAKE ME SICK: DAILY RELATIONAL STRESS MEDIATES THE RELATIONSHIP BETWEEN PROTECTING AND CHANGING WITH SOMATIC SYMPTOMS**

Lauren Gouker<sup>1</sup>, Melissa Flores<sup>1</sup>, Emily Butler<sup>1</sup>  
<sup>1</sup>The Univ. of Arizona

MORALITY

**NO CHILD LEFT ALONE: MORAL JUDGEMENTS AFFECT RISK JUDGMENTS**

Ashley Thomas<sup>1</sup>, P. Stanford<sup>1</sup>, Barbara Sarnecka<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

MORALITY

**THE ACCIDENTAL CONSCIENCE: GUILT IS CONSIDERABLY HIGHER FOR UNINTENTIONAL THAN INTENTIONAL VIOLATIONS**

Julia Franckh<sup>1</sup>, Fiery Cushman<sup>2</sup>, Bertram Malle<sup>1</sup>  
<sup>1</sup>Brown Univ., <sup>2</sup>Harvard Univ.

MORALITY

**NOT ALL PUNISHMENT IS CREATED EQUAL: THIRD PARTY PUNISHMENT IS ENFORCED BY NORMS MORE THAN SECOND PARTY PUNISHMENT**

Justin Martin<sup>1</sup>, Jillian Jordan<sup>2</sup>, David Rand<sup>2</sup>, Fiery Cushman<sup>1</sup>  
<sup>1</sup>Harvard Univ., <sup>2</sup>Yale Univ.

MORALITY

**THIRD-PARTY PUNISHMENT AS A COSTLY SIGNAL OF TRUSTWORTHINESS**

Jillian Jordan<sup>1</sup>, David Rand<sup>1</sup>  
<sup>1</sup>Yale Univ.

MORALITY

**DIFFERENTIAL IMPACTS OF EXPECTATION VERSUS EXPERIENCE OF POWER ON MORAL JUDGMENT**

Alireza Golmohammadi<sup>1</sup>, Ronn Smith<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

MORALITY

**INDIVIDUATION AND MORAL JUDGMENT**

Kristin Donnelly<sup>1</sup>, Nicholas Christenfeld<sup>1</sup>  
<sup>1</sup>Univ. of California, San Diego

MORALITY

**LAY THEORIES OF MORALITY PREDICT SPECIFIC MORAL CONCERNS**

Monica Gamez-Djokic<sup>1</sup>, Daniel Molden<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

MORALITY

**PAYING EXCESSIVE ATTENTION TO OUR LOOK MAY BRING IN SOME CRITICAL COSTS: THE RELATIONSHIP BETWEEN CONCERN FOR PHYSICAL APPEARANCE AND MORALITY**

DaEun Han<sup>1</sup>, Joo Lee<sup>1</sup>, YoungHoon Kim<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

MORALITY

**BLAMING THE BAD INTENTION OF A GROUP'S WRONGDOING: THE ROLE OF AFFECT AND PERCEIVED COLLECTIVE AGENCY**

Minoru Karasawa<sup>1</sup>, Asami Ohji<sup>1</sup>, Saori Tsukamoto<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

MORALITY

**THE EFFECTS OF POWER FRAMES ON THE MORAL PERCEPTION OF BOTH SELF AND OTHER**

Kurt Schuepfer<sup>1</sup>, Jonathan Kunstman<sup>1</sup>  
<sup>1</sup>Miami Univ.

MORALITY

**PROBING MORAL PERCEPTION WITH A NOVEL MORAL IMAGE SET**

Damien Crone<sup>1</sup>, Stefan Bode<sup>1</sup>, Carsten Murawski<sup>1</sup>, Simon Laham<sup>1</sup>  
<sup>1</sup>The Univ. of Melbourne

MORALITY

**DIFFERENT VALUES MAKE YOU BETTER: RELIGIOSITY MODERATES THE EFFECTS OF VALUES ON MORAL REASONING AND BEHAVIOR**

Noga Sverdlik<sup>1</sup>, Eyal Rechter  
<sup>1</sup>Ben-Gurion Univ. of the Negev

MORALITY

**CROSS-CULTURAL DIFFERENCES IN MORAL LICENSING EFFECTS**

Summer Xia<sup>1</sup>, Louisa Egan Brad<sup>2</sup>  
<sup>1</sup>Bryn Mawr College, <sup>2</sup>Univ. of Portland

MORALITY

**DEMISTIFYING MORALITY: THE ROLE OF REGULATORY MEANS IN PROCESSES OF MORAL COMPENSATION AND MORAL CONSISTENCY**

Thomas Saltsman<sup>1</sup>, Cheryl Kondrak<sup>1</sup>, Lindsey Streamer<sup>1</sup>, Veronica Lamarche<sup>1</sup>, Mark Seery<sup>1</sup>  
<sup>1</sup>Univ. at Buffalo, SUNY

MORALITY

**PERSONALITY BEHIND BARS: EFFECTS OF INCARCERATION ON PERSONALITY DEVELOPMENT**

Kathryn Bollich<sup>1</sup>, Joshua Jackson<sup>1</sup>  
<sup>1</sup>Washington Univ.- St. Louis

MORALITY

**PROSOCIALITY IN THE TWITTERVERSE: MORAL SENTIMENT PREDICTS INTENT TO DONATE**

Joe Hoover<sup>1</sup>, Reihane Boghrati<sup>1</sup>, Morteza Dehghani<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

MORALITY

**THE PSYCHOLOGY OF THE POLITICS OF ABORTION: POLITICAL IDEOLOGY, MORAL FOUNDATIONS AND ABORTION VIEWS**

Kelly Martin<sup>1</sup>, Patrick Melugin<sup>1</sup>, Mallory Gerner<sup>1</sup>, Michael Barnett<sup>1</sup>  
<sup>1</sup>Univ. of North Texas

MORALITY

**THE MORALIZATION OF PERSONALITY TRAITS**

Allison Mueller<sup>1</sup>, Linda Skitka<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Chicago

MORALITY

**EQUALLY MOTIVATED, BUT FROM DIFFERENT SOURCES: MORAL SIMILARITIES AND DIFFERENCES ACROSS THE POLITICAL SPECTRUM**

Daniel Wisneski<sup>1</sup>, Linda Skitka<sup>2</sup>  
<sup>1</sup>Saint Peter's Univ., <sup>2</sup>Univ. of Illinois at Chicago

MORALITY

**DISENTANGLING THE BADNESS AND ILLEGALITY OF TRANSGRESSIONS IN EVERYDAY MORAL CRITICISM**

Boyoung Kim<sup>1</sup>, John Voiklis<sup>1</sup>, Bertram Malle<sup>1</sup>  
<sup>1</sup>Brown Univ.

MORALITY

**HOW BIASED IS SELF-INTEREST BIAS IN JUDGMENTS OF OTHERS' BEHAVIOR?**

Konrad Bocian<sup>1</sup>, Bogdan Wojciszke<sup>1</sup>  
<sup>1</sup>Univ. of Social Sciences & Humanities

MORALITY

**WHOSE FAULT IS IT?: THE INTERACTION BETWEEN PERPETRATOR-BLAME AND VICTIM-BLAME**

Rebecca Dyer<sup>1</sup>, David Pizarro<sup>1</sup>, Dan Ariely<sup>2</sup>  
<sup>1</sup>Cornell Univ., <sup>2</sup>Duke Univ.

MORALITY

**MORAL CONVICTION'S LIMIT ON SUPREME COURT LEGITIMACY: A NATURAL EXPERIMENT INVOLVING SAME-SEX MARRIAGE**

Brittany Hanson<sup>1</sup>, Linda Skitka<sup>1</sup>, Daniel Wisneski<sup>2</sup>  
<sup>1</sup>Univ. of Illinois at Chicago, <sup>2</sup>Saint Peter's Univ.

SESSION L: 12:30 - 2 PM

MORALITY

## WHEN CHRISTIANS BELIEVE OTHERS OF THEIR FAITH ARE MORALLY SUPERIOR—AND WHEN THEY DON'T: THE ROLE OF SOCIAL DISTANCE

Travis Clark<sup>1</sup>, Casey Swanson<sup>1</sup>, Heather Terrell<sup>1</sup>  
<sup>1</sup>Univ. of North Dakota

MORALITY

## A HISTORICAL SHIFT IN THE MORAL FOUNDATIONS OF PUBLIC PERSUASION

Nicholas Buttrick<sup>1</sup>, Shigehiro Oishi<sup>1</sup>  
<sup>1</sup>Univ. of Virginia

MORALITY

## FOLK JUDGMENTS OF NORMALITY: PART STATISTICAL, PART MORAL

Joshua Knobe<sup>1</sup>, Adam Bear<sup>1</sup>  
<sup>1</sup>Yale Univ.

MORALITY

## THE SELF-SERVING QUALITY OF OTHERS' IMMORALITY

Verena Graupmann<sup>1</sup>, Simona Sacchi<sup>2</sup>, Marco Brambilla<sup>2</sup>  
<sup>1</sup>DePaul Univ., <sup>2</sup>Università Degli Studi Di Milano Bicocca

MORALITY

## THE INFLUENCE OF SMILING ON MORAL DECISION-MAKING

Daniel Faraci<sup>1</sup>, Clint McKenna<sup>1</sup>, Mariya Smirnova<sup>1</sup>, Marie Cross<sup>1</sup>, Peter Ditto<sup>1</sup>, Sarah Pressman<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

MORALITY

## HARNESSING HYPOCRISY: COMPARING THE EFFECTS OF DIFFERENT MORAL PROCLAMATIONS ON BEHAVIOR

Peter Meindl<sup>1</sup>, Jesse Graham<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

MORALITY

## THE PROFIT PARADOX: IMMORAL PROFIT FLOWS FROM VIRTUOUS PREMISES

Jonathan Keeney<sup>1</sup>, Kurt Gray<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina

MORALITY

## THE INFLUENCE OF SMILING ON CHEATING

Mariya Smirnova<sup>1</sup>, Clint McKenna<sup>1</sup>, Daniel Faraci<sup>1</sup>, Marie Cross<sup>1</sup>, Sarah Pressman<sup>1</sup>, Peter Ditto<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

MORALITY

## MORAL AND RELIGIOUS CONVICTION HAVE DISTINCT TIES TO PERCEIVED OBJECTIVITY

G. Morgan<sup>1</sup>  
<sup>1</sup>Drew Univ.

MORALITY

## WHAT WOULD PEOPLE DO TO AVOID REPUTATION DAMAGE?

Andrew Vonasch<sup>1</sup>, Tania Reynolds<sup>1</sup>, Bo Winegard<sup>1</sup>, Roy Baumeister<sup>1</sup>  
<sup>1</sup>Florida State Univ.

MORALITY

## THE INFLUENCE OF SMILING ON EVALUATING MORAL FOUNDATION TRANSGRESSIONS

Clint McKenna<sup>1</sup>, Mariya Smirnova<sup>1</sup>, Daniel Faraci<sup>1</sup>, Marie Cross<sup>1</sup>, Sarah Pressman<sup>1</sup>, Peter Ditto<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

MORALITY

## WHEN AUDITORS FAIL: THE ROLE OF PSYCHOLOGICAL CLOSENESS IN UNETHICAL BEHAVIOR

Lily Morse<sup>1</sup>, Taya Cohen<sup>1</sup>  
<sup>1</sup>Carnegie Mellon Univ.

MORALITY

## CAN WE REBUILD OUR JUDGMENTS AS EASILY AS WE CAN TARNISH THEM?: THE EFFECTS OF MITIGATING INFORMATION ON JUDGMENTS OF VIRTUE AND VICE

Nina Powell<sup>1</sup>, Bryan Yoon<sup>1</sup>  
<sup>1</sup>National Univ. of Singapore

MOTIVATION/GOALS

## WOMEN'S COMPETITION THROUGH INFORMATION

Tania Reynolds<sup>1</sup>, Roy Baumeister<sup>1</sup>, Bo Winegard<sup>1</sup>  
<sup>1</sup>Florida State Univ.

MOTIVATION/GOALS

## PERSPECTIVE SWITCHING IN INTERACTIVE SETTINGS

Tim Faber<sup>1</sup>, Kai Jonas<sup>1</sup>  
<sup>1</sup>Univ. of Amsterdam

MOTIVATION/GOALS

## ASSOCIATING FOOD TEMPTATIONS WITH HIGH-LEVEL CONSTRUAL FOR DIETING SUCCESS

Nicole Dusthimer<sup>1</sup>, Jessica Carnevale<sup>1</sup>, Karen MacGregor<sup>1</sup>, Kentaro Fujita<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

MOTIVATION/GOALS

## THE ROLE OF ELABORATION IN SELF-CONTROL

Jennifer Belding<sup>1</sup>, Pablo Brinol<sup>1</sup>, Richard Petty<sup>1</sup>, Kentaro Fujita<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.



MOTIVATION/GOALS

**IS PERSISTENCE GOVERNED BY EMOTIONS?: A LATENT TRANSITION ANALYSIS INVESTIGATING THE UNIQUE INFLUENCES OF AFFECT ON PERSEVERANCE**

Travis Miller<sup>1</sup>, Hasmik Tokadjian<sup>1</sup>, Sara Berzenski<sup>1</sup>  
<sup>1</sup>California State Univ., Northridge

MOTIVATION/GOALS

**FAILURE AT THE TOP: HOW POWER UNDERMINES THE CREATIVITY OF TEAMS**

John Angus Hildreth<sup>1</sup>, Cameron Anderson<sup>1</sup>  
<sup>1</sup>Univ. of California, Berkeley

MOTIVATION/GOALS

**"PUTTING OFF" ON A GLOBAL SCALE: QUALITY OF LIFE'S ROLE IN PROCRASTINATION**

Tom Tibbett<sup>1</sup>, Joseph Ferrari<sup>2</sup>  
<sup>1</sup>Texas A&M Univ., <sup>2</sup>DePaul Univ.

MOTIVATION/GOALS

**REGRET FOR SOME, REGRET FOR ALL: INDIVIDUAL DIFFERENCES, OUTCOME SEVERITY AND FEELINGS OF REGRET**

Timothy Valshtein<sup>1</sup>, Catherine Seta<sup>1</sup>  
<sup>1</sup>Wake Forest Univ.

MOTIVATION/GOALS

**AIMING FOR REGULATORY FIT: GUNS AS A PREVENTION-FOCUSED TACTIC.**

Jeff Seger<sup>1</sup>, J. Adam Randell<sup>1</sup>  
<sup>1</sup>Cameron Univ.

MOTIVATION/GOALS

**LIKE A PHOENIX RISING FROM THE FLAMES: THE RELATIONSHIP BETWEEN EMERGENT GOALS AND GOAL DISENGAGEMENT**

Anne Holding<sup>1</sup>, Nora Hope<sup>1</sup>, Brenda Harvey<sup>1</sup>, Richard Koestner<sup>1</sup>  
<sup>1</sup>McGill Univ.

MOTIVATION/GOALS

**BEYOND SATISFACTION: THE MODERATING EFFECT OF INTRINSIC MOTIVATION ON JOB SATISFACTION AND TURNOVER INTENTION**

Junseok Song<sup>1</sup>, Youngwoo Sohn<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

MOTIVATION/GOALS

**CAN'T STAND THE HEAT: THE ROLE OF DISTRESS TOLERANCE IN STUDENTS' GOAL STRIVING AND WELLBEING OVER TIME**

Nora Hope<sup>1</sup>, Anne Holding<sup>1</sup>, Richard Koestner<sup>1</sup>  
<sup>1</sup>McGill Univ.

MOTIVATION/GOALS

**HOW THE CONTENT AND FUNCTION OF UTOPIAN VISIONS MOTIVATE SOCIETAL ENGAGEMENT FOR CHANGE**

Julian Fernando<sup>1</sup>, Nicholas Burden<sup>1</sup>, Yoshihisa Kashima<sup>1</sup>  
<sup>1</sup>Univ. of Melbourne

MOTIVATION/GOALS

**REDUCING THE GENDER GAP: A SELF-DETERMINATION THEORY PERSPECTIVE ON FACILITATING FEMALE INTEREST AND PERFORMANCE IN STEM**

Kaitlyn Werner<sup>1</sup>, Christopher Niemiec<sup>2</sup>  
<sup>1</sup>Univ. of Victoria, <sup>2</sup>Univ. of Rochester

MOTIVATION/GOALS

**PRIMING POWER TO LESSEN FEARS OF DEATH: EXAMINING POWER AS A POTENTIAL EXISTENTIAL ANXIETY BUFFER**

Aaron Szczech-Johnson<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

MOTIVATION/GOALS

**WANTING TO BE KIND VS. WANTING TO APPEAR KIND: SELF-IMAGE AND COMPASSIONATE GOALS IN JAPAN**

Yu Niiya<sup>1</sup>  
<sup>1</sup>Hosei Univ.

MOTIVATION/GOALS

**INDIRECT INTERGROUP CONTACT INCREASES THE NEED OF SPECIFIC PHYSICAL CLEANSING**

Agnieszka Golec de Zavala<sup>1</sup>, Cláudia Simão<sup>2</sup>, Sven Waldzus<sup>3</sup>, Simone Schnall<sup>4</sup>, Carla Murteira<sup>5</sup>  
<sup>1</sup>Goldsmiths, Univ. of London, <sup>2</sup>ISPA & ISCTE, <sup>3</sup>CIS-ISCTE, <sup>4</sup>Univ. of Cambridge, <sup>5</sup>ISCTE

MOTIVATION/GOALS

**HOW PERFORMANCE-APPROACH GOALS INFLUENCE ACHIEVEMENT IN HIGH-SCHOOL CLASSROOMS: A FIELD EXPERIMENT ON THE ROLE OF TEST ANTICIPATION ON GRADES**

Marie Crouzevialle<sup>1</sup>, Fabrizio Butera<sup>1</sup>  
<sup>1</sup>Univ. of Lausanne

MOTIVATION/GOALS

**MEANING AND PROSOCIAL BEHAVIOR**

Daryl Van Tongeren<sup>1</sup>, Jeffrey Green<sup>2</sup>  
<sup>1</sup>Hope College, <sup>2</sup>Virginia Commonwealth Univ.

MOTIVATION/GOALS

**THE IMPORTANCE OF FEEDBACK APPRAISALS WHEN WOMEN SHARE INTERESTS IN STEM**

Christina Curti<sup>1</sup>, Jeanette Zambrano<sup>1</sup>, Garam Lee<sup>1</sup>, Matthew Jackson<sup>1</sup>, Dustin Thoman<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

SESSION L: 12:30 - 2 PM

MOTIVATION/GOALS

**PARENTS' VIEWS OF FAILURE AS GOOD OR BAD PREDICT THEIR CHILDREN'S INTELLIGENCE MINDSETS**

Kyla Haimovitz<sup>1</sup>, Carol Dweck<sup>1</sup>  
<sup>1</sup>Stanford Univ.

MOTIVATION/GOALS

**LET'S NOT TALK ABOUT IT: THE IRONIC HARM OF AVOIDING TALKING ABOUT STEM INTEREST TO PROTECT BELONGING**

Isidro Landa<sup>1</sup>, Ronald Flores<sup>1</sup>, Matthew Jackson<sup>1</sup>, Dustin Thoman<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

MOTIVATION/GOALS

**MOTIVATION FOR FINANCIAL DECISIONS AND REGRET**

Cody DeHaan<sup>1</sup>, Edward Deci<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

MOTIVATION/GOALS

**CONNECTING ACTION TO IDENTITY: DEVELOPING AN ATTAINMENT VALUE INTERVENTION**

Cameron Hecht<sup>1</sup>, Elizabeth Canning<sup>1</sup>, Yoi Tibbetts<sup>1</sup>, Stacy Priniski<sup>1</sup>, Judith Harackiewicz<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison

MOTIVATION/GOALS

**IMPROVING PERFORMANCE AND RETENTION IN INTRODUCTORY BIOLOGY WITH A UTILITY VALUE INTERVENTION**

Elizabeth Canning<sup>1</sup>, Stacy Priniski<sup>1</sup>, Yoi Tibbetts<sup>1</sup>, Judith Harackiewicz<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison

MOTIVATION/GOALS

**WAS DR. FOX PAID OR A VOLUNTEER?: EFFECTS OF INSTRUCTOR EXPRESSIVENESS AND MOTIVATION ON STUDENT OUTCOMES**

Jamie Taxer<sup>1</sup>, Anne Frenzel<sup>1</sup>  
<sup>1</sup>Univ. of Munich

MOTIVATION/GOALS

**LEARNING TO GIVE BACK TO THE COMMUNITY: PERCEPTIONS OF SCIENCE AS PROSOCIAL AND THE DEVELOPMENT OF MINORITY STUDENTS' SCIENCE IDENTITY**

Matthew Jackson<sup>1</sup>, Dustin Thoman<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach

MOTIVATION/GOALS

**INCREMENTAL THEORIES PREDICT ACADEMIC SUCCESS THROUGH TIME SPENT STUDYING**

Mycah Harrold<sup>1</sup>, Joyce Ehrlinger<sup>1</sup>, Kali Trzesniewski<sup>2</sup>, Jordan Vossen<sup>1</sup>, Julia Singleton<sup>3</sup>, Bethany Spring<sup>4</sup>  
<sup>1</sup>Washington State Univ., <sup>2</sup>Univ. of California Davis, <sup>3</sup>UC Davis, <sup>4</sup>Arizona State Univ.

MOTIVATION/GOALS

**THE SECURITY SYSTEM MODEL: A PRELIMINARY INVESTIGATION UTILIZING STRUCTURAL EQUATION MODELING**

Isaac Young<sup>1</sup>, Roman Palitsky<sup>1</sup>, Daniel Sullivan<sup>1</sup>, Joshua Hart<sup>2</sup>  
<sup>1</sup>Univ. of Arizona, <sup>2</sup>Union College

MOTIVATION/GOALS

**INVESTIGATING THE MAINTENANCE OF UNFULFILLED GOALS OVER TIME: DO THEY OCCUPY EXECUTIVE RESOURCES?**

Katie Garrison<sup>1</sup>, Ian Handley<sup>1</sup>  
<sup>1</sup>Montana State Univ.

MOTIVATION/GOALS

**ACADEMIC SELF-CONCEPT MEDIATES THE EFFECTS OF PARENTING PRACTICES ON ACADEMIC MOTIVATION AND ACHIEVEMENT**

James Fryer<sup>1</sup>, Amanda Whelan<sup>1</sup>  
<sup>1</sup>SUNY Potsdam

MOTIVATION/GOALS

**IT'S YOUR FAULT, NOT MINE: THE HIDDEN COST OF GROWTH MINDSETS**

Maryam Gooyabadi<sup>1</sup>, Catherine Good<sup>1</sup>  
<sup>1</sup>Baruch College, CUNY

MOTIVATION/GOALS

**THE ROLE OF PERCEIVED SOCIAL NORMS AND PARENTS' VALUE IN THE DEVELOPMENT OF INTEREST IN BIOLOGY**

Chris Hulleman<sup>1</sup>, Anna-Lena Dicke<sup>2</sup>, Jeff Kosovich<sup>1</sup>, Dustin Thoman<sup>2</sup>  
<sup>1</sup>Univ. of Virginia, <sup>2</sup>Univ. of California-Irvine

MOTIVATION/GOALS

**DIFFERENT VERSIONS OR DIFFERENT INTERVENTIONS?: PERSONAL AND INTERPERSONAL UTILITY VALUE WRITING AFFECT DIFFERENT MOTIVATIONAL PROCESSES**

Stacy Priniski<sup>1</sup>, Judith Harackiewicz<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin - Madison

MOTIVATION/GOALS

**WHO OPTS FOR JOB CHALLENGE: THE ROLE OF GOALS AND GENDER**

Fiona Lee<sup>1</sup>, Carol Dweck<sup>1</sup>  
<sup>1</sup>Stanford Univ.

MOTIVATION/GOALS

**MINDSET CHALLENGE: REAPPRAISING MATH TO ENCOURAGE PERSISTENCE**

Anqing Zheng<sup>1</sup>, Evan Nesterak<sup>1</sup>, Lauren Eskreis-Winkler<sup>1</sup>, Angela Duckworth<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania

MOTIVATION/GOALS

**NAVIGATING THE ECONOMIC ROLLER COASTER: HOW ECONOMIC THREAT IMPACTS COLLEGE STUDENTS' MOTIVATION TO COMPLETE COMPREHENSIVE EXAMS IN RESPONSE TO A STRONG VERSUS WEAK ARGUMENT**

Sam Hawkins<sup>1</sup>, Rachel Rogers<sup>1</sup>, Elizabeth Brown<sup>1</sup>, Curtis Phillips<sup>1</sup>  
<sup>1</sup>Univ. of North Florida

MOTIVATION/GOALS

**READING OUTSIDE THE LINES: BROADENING SCIENCE RESEARCH PARTICIPATION THROUGH PROSOCIAL UTILITY VALUE CONNECTIONS IN SCIENCE TEXTBOOKS**

Garam Lee<sup>1</sup>, Jeanette Zambrano<sup>1</sup>, Christina Curti<sup>1</sup>, Dustin Thoman<sup>1</sup>  
<sup>1</sup>California State University, Long Beach

MOTIVATION/GOALS

**SACRIFICING PERSONAL GOAL PURSUITS: EFFECTS OF PARTNER ENTITLEMENT ON SAVING AND HEALTH GOAL PURSUIT**

Hannah Carlson<sup>1</sup>, Robert Martin<sup>1</sup>, LeeAnn Beam<sup>1</sup>, Michelle vanDellen<sup>1</sup>  
<sup>1</sup>University of Georgia

MOTIVATION/GOALS

**THE MOTIVATIONAL EFFECTS OF GOAL ORIENTATION, SELF-EFFICACY, AND PERCEIVED CHOICE**

Charles Elliott<sup>1</sup>, Paul Story<sup>1</sup>  
<sup>1</sup>Kennesaw State University

ORGANIZATIONAL BEHAVIOR

**EXPLORING A MODEL OF LEADERSHIP OUTCOMES: THE IMPACT ON JOB STRESSORS, MORALE, IDENTIFICATION AND INTENTIONS TO STAY IN THE MILITARY**

Erinn Squires<sup>1</sup>, Jennifer Peach<sup>1</sup>  
<sup>1</sup>Department of National Defence

ORGANIZATIONAL BEHAVIOR

**POWER AND WORKPLACE WELLBEING: A COMPARISON OF RANK GROUP DIFFERENCES IN THE CANADIAN ARMED FORCES**

Jennifer Peach<sup>1</sup>, Erinn Squires<sup>1</sup>  
<sup>1</sup>Department of National Defence

ORGANIZATIONAL BEHAVIOR

**THE DEVELOPMENT PROCESS OF TEAM COMMUNICATION WITHIN WORK TEAMS**

Naomi Tabaru<sup>1</sup>, Hiroyuki Yamaguchi<sup>2</sup>  
<sup>1</sup>Seinan Gakuin Univ., <sup>2</sup>Kyushu Univ.

ORGANIZATIONAL BEHAVIOR

**BREAKING NEW GROUND: THE DEVELOPMENT OF TRUST AND IDENTITY AMIDST CONFLICTING LOGICS**

Laura Smith<sup>1</sup>, Nicole Gillespie<sup>2</sup>, Victor Callan<sup>2</sup>, Terrance Fitzsimmons<sup>2</sup>, Neil Paulsen<sup>2</sup>  
<sup>1</sup>Univ. of Bath, <sup>2</sup>Univ. of Queensland

ORGANIZATIONAL BEHAVIOR

**SELF-EXPANSION IN THE WORKPLACE: IMPLICATIONS FOR BURNOUT AND ENGAGEMENT**

Cheryl E. Gray<sup>1</sup>, Kevin P. McIntyre<sup>1</sup>, Brent A. Mattingly<sup>2</sup>, Gary W. Lewandowski, Jr.<sup>3</sup>  
<sup>1</sup>Trinity Univ., <sup>2</sup>Ursinus College, <sup>3</sup>Monmouth Univ.

ORGANIZATIONAL BEHAVIOR

**ORGANIZATIONAL LAY THEORIES SHAPE PEOPLE'S ORGANIZATIONAL PERCEPTIONS AND CHEATING BEHAVIOR**

Katherine Emerson<sup>1</sup>, Mary Murphy<sup>1</sup>  
<sup>1</sup>Indiana Univ.

ORGANIZATIONAL BEHAVIOR

**DO WOMEN REALLY HATE WORKING FOR OTHER WOMEN?: EVIDENCE AGAINST THE MYTH**

Andrea Vial<sup>1</sup>, Tom Tyler<sup>1</sup>, Victoria Brescoll<sup>1</sup>, Jaime Napier<sup>1</sup>  
<sup>1</sup>Yale Univ.

ORGANIZATIONAL BEHAVIOR

**BARGAINING ZONE DISTORTION IN NEGOTIATIONS: THE ELUSIVE POWER OF MULTIPLE ALTERNATIVES**

Michael Schaerer<sup>1</sup>, Roderick Swaab<sup>1</sup>, David Loschelder<sup>2</sup>  
<sup>1</sup>INSEAD, <sup>2</sup>Saarland Univ.

ORGANIZATIONAL BEHAVIOR

**MEMBERSHIP IN A STABLE ORGANIZATION CAN SUSTAIN INDIVIDUALS' SENSE OF CONTROL**

Devon Proudfoot<sup>1</sup>, Aaron Kay<sup>1</sup>  
<sup>1</sup>Duke Univ.

ORGANIZATIONAL BEHAVIOR

**A MODERATED MEDIATION TEST OF CAUSAL CLARITY AND PERCEIVED SUPPORT ON OSTRACIZED EMPLOYEES**

John Fiset<sup>1</sup>  
<sup>1</sup>Memorial U. of Newfoundland

SESSION L: 12:30 - 2 PM

ORGANIZATIONAL BEHAVIOR

## DOES SHARED TRANSFORMATIONAL LEADERSHIP DECREASE STRESS RESPONSES?: DIRECT AND INDIRECT EFFECTS OF SHARED TRANSFORMATIONAL LEADERSHIP ON STRESS RESPONSES

Wei WANG<sup>1</sup>, Ryo Hayase<sup>2</sup>, Kiriko SAKATA<sup>1</sup>  
<sup>1</sup>Hiroshima Univ., <sup>2</sup>CHUBU Univ.

ORGANIZATIONAL BEHAVIOR

## POWER DECREASES MOTIVATION TO AFFILIATE WITH OTHER PEOPLE BOTH WITHIN AND OUTSIDE POWER RELATIONSHIPS

Yidan Yin<sup>1</sup>, Pamela Smith<sup>1</sup>  
<sup>1</sup>Univ. of California, San Diego

ORGANIZATIONAL BEHAVIOR

## ALONG WITH BAD FEEDBACK, BIG FISH IN A SMALL POND IS BORED TO DEATH: PERCEIVED OVERQUALIFICATION, FEEDBACK AND BOREOUT.

Gihyun Kim<sup>1</sup>, Min Young Yoon<sup>1</sup>, Young Woo Sohn<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

ORGANIZATIONAL BEHAVIOR

## EFFECTS OF JOB ADVERTISEMENT INFORMATION ON RECOMMENDATIONS TO AGENTIC AND COMMUNAL INDIVIDUALS

Katherine Sosna<sup>1</sup>, Samantha Conroy<sup>2</sup>, Shannon Rawski<sup>3</sup>, Emilija Djurdjevic<sup>4</sup>  
<sup>1</sup>Univ. of Arkansas, <sup>2</sup>Colorado State Univ., <sup>3</sup>Univ. of Wisconsin-Oshkosh, <sup>4</sup>Univ. of Rhode Island

ORGANIZATIONAL BEHAVIOR

## INCREASING THE EFFECTIVENESS OF SEXUAL HARASSMENT TRAINING THROUGH LEARNER ENGAGEMENT

Anya Garmin<sup>1</sup>, Rachel Gentz<sup>1</sup>, Caren Topete<sup>1</sup>, Christopher Warren<sup>2</sup>, David Whitney<sup>1</sup>  
<sup>1</sup>California State Univ., Long Beach, <sup>2</sup>Long Beach State

ORGANIZATIONAL BEHAVIOR

## IS OBSESSIVE PASSION ALWAYS MALADAPTIVE?: THE MODERATING EFFECT OF ORGANIZATIONAL CULTURE IN PERFORMANCE OF OBSESSIVE PASSION

Minseong Hong<sup>1</sup>, Yeseul Jung<sup>1</sup>, Hyunjin Koo<sup>1</sup>, Youngwoo Sohn<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

ORGANIZATIONAL BEHAVIOR

## "I PERCEIVE YOUR ENVY, AND I BEHAVE WELL" : MODERATING ROLES OF FEAR OF NEGATIVE EVALUATION AND NEED TO BELONG IN THE RELATIONSHIP BETWEEN PERCEIVED ENVY AND ORGANIZATIONAL CITIZENSHIP BEHAVIOR

Min Young Yoon<sup>1</sup>, Gihyun Kim<sup>1</sup>, Suran Lee<sup>1</sup>, Young Woo Sohn<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

ORGANIZATIONAL BEHAVIOR

## PERSISTENCE IS AN UNDERVALUED ROUTE TO CREATIVE PERFORMANCE

Brian Lucas<sup>1</sup>, Loran Nordgren<sup>2</sup>  
<sup>1</sup>Univ. of Chicago, <sup>2</sup>Northwestern Univ.

ORGANIZATIONAL BEHAVIOR

## MIND-BODY DISSONANCE: A CATALYST TO CREATIVITY

Li Huang<sup>1</sup>  
<sup>1</sup>INSEAD

ORGANIZATIONAL BEHAVIOR

## DRAINED YET INSPIRED: RESOURCE DEPLETION FUELS CREATIVITY

Eileen Chou<sup>1</sup>, Rachel Ruttan<sup>2</sup>, Yan Rong<sup>3</sup>  
<sup>1</sup>Univ. of Virginia, <sup>2</sup>Northwestern Univ., <sup>3</sup>Tsinghua Univ.

ORGANIZATIONAL BEHAVIOR

## INTERPERSONAL CONFLICTS INDUCE SEVERE CYBERLOAFING AT WORKING PLACES

Ako Agata<sup>1</sup>, Naoki Kugihara<sup>1</sup>  
<sup>1</sup>Osaka Univ.

ORGANIZATIONAL BEHAVIOR

## TRUST AND VIOLATION: THE IMPACT OF TRUST VIOLATIONS ON DIFFERENT FORMS OF TRUST

Xuchang Zheng<sup>1</sup>, Sankalp Chaturvedi<sup>1</sup>, Jonathan Pinto<sup>1</sup>  
<sup>1</sup>Imperial College London

ORGANIZATIONAL BEHAVIOR

## WEAKENING THE DOMINANCE-LEADERSHIP LINK: INCONGRUENT EXPRESSIONS OF DOMINANCE REDUCE LEADERSHIP PREFERENCES FOR HIGH DOMINANT FACES IN RELINQUISHING POWER DECISIONS

Nathaniel Ratcliff<sup>1</sup>, Theresa Vescio<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

ORGANIZATIONAL BEHAVIOR

## AN INVESTIGATION INTO THE RELATIONSHIP BETWEEN IMPLICIT AND EXPLICIT MEASURES OF BURNOUT AND WORK ENGAGEMENT AND THE IMPACT OF SOCIAL DESIRABILITY

Catherine Calnan<sup>1</sup>, Sarah-Jane Cullinane<sup>1</sup>, Leandre Fabrigar<sup>2</sup>, Janine Bosak<sup>3</sup>  
<sup>1</sup>Trinity College Dublin, <sup>2</sup>Queen's Univ., <sup>3</sup>Dublin City Univ.

ORGANIZATIONAL BEHAVIOR

## ORGANIZATIONAL FACTORS THAT CONTRIBUTE TO OUT-OF-SCHOOL-TIME WORKERS' PROMOTION OF YOUTH VOICE

Lisa Maletsky<sup>1</sup>, William Evans<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Reno

ORGANIZATIONAL BEHAVIOR

## GOSSIPS FIERCER THAN TIGERS: EFFECT OF WORKPLACE NEGATIVE GOSSIP ON EMPLOYEE'S INNOVATIVE BEHAVIOR

Ming Kong<sup>1</sup>, Haoying Xu<sup>2</sup>, Xiaojun Qian<sup>1</sup>  
<sup>1</sup>Tsinghua Univ., <sup>2</sup>Central Univ. of Finance & Economics

ORGANIZATIONAL BEHAVIOR

## ORGANIZATIONAL STRESS MODERATES MENTAL HEALTH PROVIDER ADAPTABILITY AND ORGANIZATIONAL COMMITMENT

Christopher Dishop<sup>1</sup>, Amy Green<sup>2</sup>, Gregory Aarons<sup>2</sup>  
<sup>1</sup>UC San Diego, <sup>2</sup>University of California, San Diego

PROSOCIAL BEHAVIOR

## HOW STATUS SHAPES SOCIALITY: SES AFFECTS NEURAL RESPONSES TO OTHERS' EMOTIONS AND ACTIONS

Michael Varnum<sup>1</sup>, Chris Blais<sup>1</sup>, Gene Brewer<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

PROSOCIAL BEHAVIOR

## POWER AND SOCIAL PERCEPTION

Sukhvinder Obhi<sup>1</sup>  
<sup>1</sup>McMaster Univ.

PROSOCIAL BEHAVIOR

## HIGHER-STATUS INDIVIDUALS GIVE MORE WHEN PUBLICLY RECOGNIZED

Brittany Torrez<sup>1</sup>, Sylvia Morelli<sup>1</sup>, Jamil Zaki<sup>1</sup>  
<sup>1</sup>Stanford Univ.

PROSOCIAL BEHAVIOR

## THE EFFECT OF INTERGROUP HELPING ON SOCIAL JUSTICE ATTITUDES: AN EXAMINATION OF MEDIATORS

Jared Wymmer<sup>1</sup>, Margaret Brown<sup>1</sup>  
<sup>1</sup>Seattle Pacific Univ.

PROSOCIAL BEHAVIOR

## DEVELOPMENT AND VALIDATION OF THE MOTIVES2DONATE SCALE

Sara Konrath<sup>1</sup>, Femida Handy<sup>2</sup>  
<sup>1</sup>Indiana Univ., <sup>2</sup>Univ. of Pennsylvania

PROSOCIAL BEHAVIOR

## INDIVIDUAL DIFFERENCES IN HELPING AND RECEIVING HELP ACROSS THE UNITED STATES AND INDIA

Salomi Aladia<sup>1</sup>, Helen Harton<sup>1</sup>  
<sup>1</sup>Univ. of Northern Iowa

PROSOCIAL BEHAVIOR

## THE SCROOGE EFFECT REVISITED: MORTALITY SALIENCE INCREASES THE SATISFACTION DERIVED FROM PROSOCIAL BEHAVIOR

Agata Gasiorowska<sup>1</sup>, Tomasz Zaleskiewicz<sup>1</sup>, Pelin Kesebir<sup>2</sup>  
<sup>1</sup>SWPS Univ. of Social Sciences & Humanities, <sup>2</sup>RTI International

PROSOCIAL BEHAVIOR

## THE ASSOCIATION BETWEEN EMPATHIC CONCERN AND HELPING IS MODERATED BY PSYCHOLOGICAL CLOSENESS

Mark Davis<sup>1</sup>, James Carter<sup>1</sup>, Rose Kraemer-Dahlin<sup>1</sup>, Evan Seidenberg<sup>1</sup>  
<sup>1</sup>Eckerd College

PROSOCIAL BEHAVIOR

## CARELESS OR MALICIOUS?: INATTENTION AS A POSSIBLE SOURCE OF IMMORAL ACTION

Kassidy Velasquez<sup>1</sup>, William Fleeson<sup>1</sup>, Michael Furr<sup>1</sup>, Anselma Hartley<sup>1</sup>  
<sup>1</sup>Wake Forest Univ.

PROSOCIAL BEHAVIOR

## THE POWER OF FORGIVENESS

Medha Raj<sup>1</sup>, Scott Wiltermuth<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

PROSOCIAL BEHAVIOR

## OPPORTUNISTIC AND COMPENSATORY STRATEGIES IN A COLLECTIVE-RISK DILEMMA EXPLAINED BY INDIVIDUAL DIFFERENCES IN PERSONALITY

Anya Skatova<sup>1</sup>, Benjamin Kuper-Smith<sup>2</sup>, Benjamin Bedwell<sup>1</sup>  
<sup>1</sup>Univ. of Nottingham, <sup>2</sup>Univ. College London

PROSOCIAL BEHAVIOR

## CULTURAL SELF-CONSTRUAL AND RELATIONSHIP TYPE ON HELP-SEEKING INTENTIONS

Takeshi Hashimoto<sup>1</sup>  
<sup>1</sup>Shizuoka Univ.

PROSOCIAL BEHAVIOR

## PROACTIVE AND REACTIVE HELPING IN CHILDREN FROM A SMALL-SCALE, RURAL ISLAND SOCIETY

Hilary Aime<sup>1</sup>, Lara Akin<sup>1</sup>, Felix Warneken<sup>2</sup>, Tanya Broesch<sup>1</sup>  
<sup>1</sup>Simon Fraser Univ., <sup>2</sup>Harvard Univ.

PROSOCIAL BEHAVIOR

## DIVERSE ONTOGENIES OF CONTINGENT RECIPROCITY AND PROSOCIALITY: COOPERATIVE DEVELOPMENT IN FIJI AND THE U.S.

Bailey House<sup>1</sup>  
<sup>1</sup>Max Planck Institute for Evolutionary Anthropology

PROSOCIAL BEHAVIOR

## CLASS IMPRESSIONS: HIGHER SOCIAL CLASS ELICITS LOWER PROSOCIALITY

Niels Van Doesum<sup>1</sup>, Joshua Tybur<sup>1</sup>, Paul Van Lange<sup>1</sup>  
<sup>1</sup>VU Univ. Amsterdam

SESSION L: 12:30 - 2 PM

PROSOCIAL BEHAVIOR

## DONATIONS PREDICT SOCIAL CAPITAL GAINS FOR LOW SES, BUT NOT HIGH SES INDIVIDUALS AND COUNTRIES

Rui Sun<sup>1</sup>, Joseph Chancellor<sup>1</sup>, Aleksandr Kogan<sup>1</sup>  
<sup>1</sup>Univ. of Cambridge

PROSOCIAL BEHAVIOR

## THE INFLUENCE OF PROSOCIAL EMBODIMENT ON VOLUNTEERING TO HELP A SPECIFIC TARGET IN NEED

Shana Stites<sup>1</sup>  
<sup>1</sup>Univ. of Colorado - Boulder

PROSOCIAL BEHAVIOR

## VALUE-HEURISTIC DYNAMICS MODULATE THE TEMPORAL DYNAMICS OF PEOPLE'S FAIRNESS DECISION MAKING

Sai Li<sup>1</sup>, Joseph Chancellor<sup>1</sup>, Aleksandr Kogan<sup>1</sup>  
<sup>1</sup>Univ. of Cambridge

PROSOCIAL BEHAVIOR

## WEALTH AND PSYCHOLOGICAL BENEFIT OF DONATION: BEFORE AND AFTER THE GREAT EAST JAPAN EARTHQUAKE

Masataka Takebe<sup>1</sup>  
<sup>1</sup>Hitotsubashi Univ.

PROSOCIAL BEHAVIOR

## CONCEALED DISTRUST IN STRANGERS AMONG DISADVANTAGED PEOPLE IN THE CONTEXT OF JUST-WORLD THREATS: EVIDENCE FROM LABORATORY EXPERIMENTS AND A META-ANALYSIS

Bianca von Wurzbach<sup>1</sup>, Herbert Bless<sup>1</sup>  
<sup>1</sup>Univ. of Mannheim

PROSOCIAL BEHAVIOR

## GENDER DIFFERENCES IN THE EFFECTS OF POWER, SOCIAL STATUS AND HIERARCHICAL INSTABILITY ON PROSOCIAL BEHAVIOR

Octavia Zahrt<sup>1</sup>, Dana Carney<sup>2</sup>, Jon Maner<sup>3</sup>  
<sup>1</sup>Stanford Univ., <sup>2</sup>Univ. of California, Berkeley, <sup>3</sup>Northwestern Univ.

PROSOCIAL BEHAVIOR

## THE ROLE OF STRESS ON EMPATHIC ACCURACY: DIFFERENTIAL EFFECTS IN MEN AND WOMEN

Jonas Nitschke<sup>1</sup>, Cecile Sunahara<sup>1</sup>, Jens Pruessner<sup>2</sup>, Jennifer Bartz<sup>1</sup>  
<sup>1</sup>McGill Univ., <sup>2</sup>McGill Centre for Studies in Aging

PROSOCIAL BEHAVIOR

## RATIONAL EMOTIONS: THE ADAPTIVENESS OF AFFECT IN STRATEGIC DECISIONS

Gordon Kraft-Todd<sup>1</sup>, David Rand<sup>1</sup>  
<sup>1</sup>Yale Univ.

PROSOCIAL BEHAVIOR

## DISTRUSTING YOUR MORAL COMPASS: THE IMPACT OF DISTRUST MINDSETS ON MORAL DILEMMA JUDGMENTS

Pascal Burgmer<sup>1</sup>, Paul Conway<sup>1</sup>, Alexa Weiss<sup>1</sup>, Thomas Mussweiler<sup>1</sup>  
<sup>1</sup>Univ. of Cologne

PROSOCIAL BEHAVIOR

## EXAMINING THE EFFECTS OF AGENCY, EMPATHY AND MINDFULNESS ON PROSOCIAL BEHAVIORS

Christopher Buchholz<sup>1</sup>, Lydia Fujimura<sup>1</sup>, Rebecca Smith<sup>1</sup>, Kathryn Duggan<sup>1</sup>, Diane Nguyen<sup>1</sup>, Victoria Peterson<sup>1</sup>  
<sup>1</sup>Roanoke College

PROSOCIAL BEHAVIOR

## POWER AND PEACEMAKING: APPROACH, SOCIAL DISTANCE AND THIRD-PARTY INTERVENTION IN CONFLICT

Sora Jun<sup>1</sup>, Nir Halevy<sup>1</sup>  
<sup>1</sup>Stanford Univ.

PROSOCIAL BEHAVIOR

## HIGH SPEED RECIPROCITY: EVIDENCE FOR THE AUTOMATIC NATURE OF RECIPROCAL BEHAVIOR

Eliran Halali<sup>1</sup>, Yoella Bereby-Meyer<sup>2</sup>, Nachshon Meiran<sup>2</sup>  
<sup>1</sup>Bar-Ilan Univ., <sup>2</sup>Ben-Gurion Univ. of the Negev

PROSOCIAL BEHAVIOR

## THE EFFECT OF REPUTATIONAL CONCERNS ON ALTRUISTIC BEHAVIOR

Yuta Kawamura<sup>1</sup>, Takashi Kusumi<sup>1</sup>  
<sup>1</sup>Kyoto Univ.

PROSOCIAL BEHAVIOR

## A FUNCTIONAL APPROACH TO ALUMNI GIVING

William Johnson<sup>1</sup>, Mark Snyder<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota

PROSOCIAL BEHAVIOR

## DOES RACE INFLUENCE COLLEGE STUDENTS' DECISION TO HELP THEIR PEERS?: THE EFFECTS OF AVERSIVE AFFECT AND RACISM ON THE DECISION TO HELP WHITE, BLACK, OR NATIVE AMERICANS

Melanie Vert<sup>1</sup>, Amber Grad<sup>1</sup>, Katie Estey<sup>1</sup>, Molly Moloney<sup>1</sup>  
<sup>1</sup>Carroll College

SELF/IDENTITY

## EXAMINING THE EFFECTS OF SELF-REGULATION ON THE EXPRESSION OF SELF-ENHANCEMENT

Greg Eisenhauer<sup>1</sup>, Erin O'Mara<sup>1</sup>  
<sup>1</sup>Univ. of Dayton

SELF/IDENTITY

## MANAGING THE MULTIPLE IDENTITIES OF WOMEN IN STEM

Angela-MinhTu Nguyen<sup>1</sup>  
<sup>1</sup>California State Univ., Fullerton

SELF/IDENTITY

## THE IMPACT OF FEMALE SCIENTIST ROLE MODELS ON GIRLS' SCIENCE SENSE OF FIT

Aline Hitti<sup>1</sup>, Laurie O'Brien<sup>1</sup>, Patricia Gilbert<sup>1</sup>, Emily Shaffer<sup>1</sup>, Amanda Van Camp<sup>1</sup>, Donata Henry<sup>1</sup>  
<sup>1</sup>Tulane Univ.

SELF/IDENTITY

## NARCISSISM AND JUSTICE: TWO NAMES FOR ONE PROCESS?

Yogesh Raut<sup>1</sup>, David Trafimow<sup>1</sup>  
<sup>1</sup>New Mexico State Univ.

SELF/IDENTITY

## TAKING THE MESSAGE WITH YOU: BENEFITS OF A SOCIAL-BELONGING INTERVENTION PERSIST THROUGH SUBSEQUENT TRANSITIONS

Shoshana Jarvis<sup>1</sup>, Shannon Brady<sup>2</sup>, Laura Cullen<sup>3</sup>, Shannon Cain<sup>3</sup>, Geoffrey Cohen<sup>2</sup>, Gregory Walton<sup>2</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Stanford Univ., <sup>3</sup>Willamette Univ.

SELF/IDENTITY

## PSYCHOLOGICAL REACTIVITY TO POSITIVE AND NEGATIVE FEEDBACK IN A NOVEL INTERPERSONAL SITUATION

Gaven Ehrlich<sup>1</sup>, Richard Gramzow<sup>1</sup>, Jennifer Borton<sup>2</sup>, Mark Oakes<sup>3</sup>  
<sup>1</sup>Syracuse Univ., <sup>2</sup>Hamilton College, <sup>3</sup>St. Lawrence Univ.

SELF/IDENTITY

## WHO'S TO BLAME? FOLLOW THE MONEY!: A STUDY ON HOW FINANCIAL MINDSET AND STATUS AFFECT PERSONAL RESPONSIBILITY

Trent Wondra<sup>1</sup>  
<sup>1</sup>Guilford College

SELF/IDENTITY

## FROM GRITS TO GIVING: IDENTITY SHAPES VALUATION ACROSS NON-SOCIAL AND SOCIAL PREFERENCES

Leor Hackel<sup>1</sup>, Michael Wohl<sup>2</sup>, Géraldine Coppin<sup>3</sup>, Jamil Zaki<sup>4</sup>, Jay Van Bavel<sup>1</sup>  
<sup>1</sup>New York Univ., <sup>2</sup>Carleton Univ., <sup>3</sup>Max Planck Institute for Metabolism Research, <sup>4</sup>Stanford Univ.

SELF/IDENTITY

## THE RELATIONS BETWEEN SELF, GROUP AND REWARD BIASES IN PERCEPTUAL MATCHING

Jie Sui<sup>1</sup>, Glyn Humphreys<sup>1</sup>  
<sup>1</sup>Univ. of Oxford

SELF/IDENTITY

## FINDING MEANING IN FANTASY: FANTASY PRONENESS ATTENUATES THE RELATIONSHIP BETWEEN TRUE SELF-KNOWLEDGE AND MEANING IN LIFE

Russell Hoeldtke<sup>1</sup>, Matthew Vess<sup>1</sup>  
<sup>1</sup>Montana State Univ.

SELF/IDENTITY

## HEALTH OPTIMISM MEDIATES THE RELATIONSHIP BETWEEN NOSTALGIA AND PHYSICAL WELLBEING

Mike Kersten<sup>1</sup>, Kiely Alfieri<sup>1</sup>, Christian Sullivan<sup>1</sup>, Erin Van Enkevort<sup>1</sup>, Cathy Cox<sup>1</sup>  
<sup>1</sup>Texas Christian Univ.

SELF/IDENTITY

## DOES THE FUTURE LOOK BRIGHT?: VISUAL PERSPECTIVE QUALITATIVELY CHANGES THE PROCESS OF FORMING EXPECTATIONS

Zachary Niese<sup>1</sup>, Lisa Libby<sup>1</sup>, Russell Fazio<sup>1</sup>, Richard Eibach<sup>2</sup>  
<sup>1</sup>The Ohio State Univ., <sup>2</sup>Univ. of Waterloo

SELF/IDENTITY

## DOES SELF-CONCEPT CLARITY MEDIATE THE RELATIONSHIP BETWEEN IMPULSIVITY AND HIGH-RISK BEHAVIORS?

Benjamin Johnson<sup>1</sup>, William Ellison<sup>2</sup>, Kenneth Levy<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ., <sup>2</sup>Trinity Univ.

SELF/IDENTITY

## DOES SELF-PRESENTATIONAL SUCCESS IN THE MULTIPLE AUDIENCE PROBLEM AFFECT PSYCHOLOGICAL WELLBEING?

Austin Nichols<sup>1</sup>, Catherine Cottrell<sup>2</sup>  
<sup>1</sup>North South Univ., <sup>2</sup>New College of Florida

SELF/IDENTITY

## OPEN TO DEATH: A MODERATING ROLE OF OPENNESS TO EXPERIENCE IN TERROR MANAGEMENT

Patrick Boyd<sup>1</sup>, Jamie Goldenberg<sup>1</sup>  
<sup>1</sup>Univ. of South Florida

SELF/IDENTITY

## IMPLICIT CRIMINAL AND VICTIM IDENTITIES ARE RISK FACTORS FOR POOR MENTAL HEALTH: THE MODERATING ROLES OF GENDER AND PAST CRIMINAL AND VICTIM EXPERIENCES

Nicole Sachs<sup>1</sup>, Bonita Veysey<sup>1</sup>, Luis Rivera<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

SELF/IDENTITY

## MEASURING THE CRIMINAL MIND: DO IMPLICIT CRIMINAL IDENTITIES PREDICT CRIMINAL ACTS?

Marina Henein<sup>1</sup>, Luis Rivera<sup>1</sup>, Bonita Veysey<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

SESSION L: 12:30 - 2 PM

SELF/IDENTITY

## IF ME = CRIMINAL AND CRIMINAL = BLACK, THEN ME = BLACK?: A NETWORK OF IMPLICIT CRIMINAL COGNITIVE ASSOCIATIONS

Bonita Veysey<sup>1</sup>, Luis Rivera<sup>1</sup>, Marina Henein<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

SELF/IDENTITY

## MASTERY ORIENTATION, CREATIVE SELF-EFFICACY AND CREATIVE ROLE IDENTITY AMONG PROFESSIONAL AND EVERYDAY CREATORS

Victoria Springer<sup>1</sup>, Peter Martini<sup>2</sup>, Stephanie Vezich<sup>3</sup>, Samuel Lindsey<sup>1</sup>  
<sup>1</sup>Adobe Systems, Inc., <sup>2</sup>Univ. of Nevada, Reno, <sup>3</sup>Univ. of California, Los Angeles

SELF/IDENTITY

## I'LL SHOW YOU MY TOWN IS NOT MISERABLE!: ENDORSEMENT OF THE PROTESTANT WORK ETHIC MODERATES IDENTIFICATION WITH DEVALUED COMMUNITIES

Ellen Newell<sup>1</sup>, Steven Stravinski<sup>1</sup>  
<sup>1</sup>Wilkes Univ.

SELF/IDENTITY

## DISPELLING DOUBTS ABOUT BISEXUALITY: IMPLICIT SEXUAL IDENTITY MATCHES SELF-IDENTIFICATION

Sally Merritt<sup>1</sup>, Teri Kirby<sup>2</sup>, Sarah Baillie<sup>3</sup>, Lori Malahy<sup>3</sup>, Cheryl Kaiser<sup>3</sup>  
<sup>1</sup>Tulane Univ., <sup>2</sup>Univ. of Exeter, <sup>3</sup>Univ. of Washington

SELF/IDENTITY

## AUTHENTICITY ATTENUATES THE NEGATIVE EFFECTS OF INTERPERSONAL CONFLICT ON DAILY WELLBEING

Robert Wickham<sup>1</sup>, Rachel Williamson<sup>1</sup>, Charlotte Beard<sup>1</sup>, Charlene Kobayashi<sup>1</sup>, Tom Hirst<sup>1</sup>  
<sup>1</sup>Palo Alto Univ.

SELF/IDENTITY

## CULTURAL IDENTIFICATION AND SOCIAL MEDIA USE AMONG EXPATRIATE AMERICANS

Del Guynes<sup>1</sup>, Rosanna Guadagno<sup>1</sup>, Kristin Drogos<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Dallas

SELF/IDENTITY

## POVERTY AS A THREAT TO ADAPTIVE ADEQUACY: SELF-AFFIRMATION AND COGNITIVE FUNCTIONING

Michael Schwalbe<sup>1</sup>, Geoffrey Cohen<sup>1</sup>  
<sup>1</sup>Stanford Univ.

SELF/IDENTITY

## FUTURE SELF-CONTINUITY BUFFERS THE EFFECT OF ACADEMIC SETBACKS ON GRADE EXPECTATIONS

Rob Adelman<sup>1</sup>, Sarah Herrmann<sup>1</sup>, Joseph Barbour<sup>1</sup>, Oliver Graudejus<sup>1</sup>, Morris Okun<sup>1</sup>, Virginia Kwan<sup>1</sup>  
<sup>1</sup>Arizona State Univ.

SELF/IDENTITY

## POSITIVE BELIEFS ABOUT SELF-COMPASSION PROMOTE RESILIENCE

Christina Chwyl<sup>1</sup>  
<sup>1</sup>Stanford University

SELF/IDENTITY

## THE BALLERINA'S SELF-CONCEPT: SELF-ASPECT IMPORTANCE, SOCIAL COMPARISON, AND INSTRUCTOR FEEDBACK AT AN INTENSIVE SUMMER PROGRAM

Katarina Walker<sup>1</sup>, Beth Pontari<sup>1</sup>  
<sup>1</sup>Furman University

SELF-REGULATION

## HOW WINNERS QUIT: INDIVIDUAL DIFFERENCES IN GOAL DISENGAGEMENT

Hannah Moshontz<sup>1</sup>, Erin Davisson<sup>1</sup>, Rick Hoyle<sup>1</sup>  
<sup>1</sup>Duke Univ.

SELF-REGULATION

## TASK ENJOYMENT, BUT NOT IMPORTANCE, PREDICTS INTENSITY OF TEMPTATION DURING LABOR/LEISURE DECISIONS

Brian Galla<sup>1</sup>  
<sup>1</sup>Univ. of Pittsburgh

SELF-REGULATION

## NOW I GET IT!: FELT UNDERSTANDING PREDICTS SELF-CONTROL PERFORMANCE

Thomas Hatvany<sup>1</sup>, Edward Burkley<sup>1</sup>  
<sup>1</sup>Oklahoma State

SELF-REGULATION

## WITH A LITTLE HELP FROM MY "FRIENDS": AN EXPERIMENT OF SOCIAL SUPPORT BY VIRTUAL STRANGERS TO INCREASE HEALTHY EATING

Jennifer Inauen<sup>1</sup>, Niall Bolger<sup>1</sup>, Melanie Kuenzli<sup>2</sup>, Pamela Rackow<sup>2</sup>, Urte Scholz<sup>2</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Univ. of Zurich

SELF-REGULATION

## EXAMINING THE RELEVANCE OF DAILY SOCIAL SUPPORT FROM ONE'S PARTNER FOR PHYSICAL ACTIVITY IN THE CONTEXT OF A SELF-REGULATION INTERVENTION

Corina Berli<sup>1</sup>, Urte Scholz<sup>2</sup>, Niall Bolger<sup>1</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Univ. of Zurich



SELF-REGULATION

**PARTNER SOCIAL SUPPORT PREDICTING IMPROVED HEALTH BEHAVIORS AMONG AFRICAN-AMERICAN WOMEN WITH DIABETES**

Carolyn Cutrona<sup>1</sup>, Daniel Russell<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

SELF-REGULATION

**REGULATORY FIT AND LEADERS-FOLLOWERS EMOTIONAL REACTIONS**

Eyal Rechter<sup>1</sup>  
<sup>1</sup>Ono Academic College

SELF-REGULATION

**DESIRE ESCALATION: AN INTERACTIVE MODEL OF DESIRE EMERGENCE**

Amir Ghoniem<sup>1</sup>, Wilhelm Hofmann<sup>1</sup>  
<sup>1</sup>Univ. of Cologne

SELF-REGULATION

**UNCERTAINTY INCREASES CANDY CONSUMPTION FOR CONTROLLED EATERS**

Jessica Alquist<sup>1</sup>, Tammy Core<sup>1</sup>, Roy Baumeister<sup>2</sup>, Dianne Tice<sup>2</sup>  
<sup>1</sup>Texas Tech Univ., <sup>2</sup>Florida State Univ.

SELF-REGULATION

**TAILORING MESSAGES TO REGULATORY FOCUS IN A SELF-DIRECTED WEIGHT LOSS INTERVENTION**

Paul Fuglestad<sup>1</sup>, Jennifer Linde<sup>2</sup>, Alexander Rothman<sup>2</sup>  
<sup>1</sup>Univ. of North Florida, <sup>2</sup>Univ. of Minnesota

SELF-REGULATION

**INFLUENCES ON SELF-REGULATORY CAPACITY: A MULTIPLE BEHAVIORAL FRAMEWORK**

Arielle Gillman<sup>1</sup>, Tiffany Ito<sup>1</sup>, Angela Bryan<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

SELF-REGULATION

**MENTAL CONTRASTING WITH IMPLEMENTATION INTENTIONS (MCII) REGULATES EFFECTIVE COMMUNICATION IN RELATIONSHIPS**

Julie Cachia<sup>1</sup>, Katherine Thorson<sup>1</sup>, Gabriele Oettingen<sup>1</sup>  
<sup>1</sup>New York Univ.

SELF-REGULATION

**SOCIAL TRUST AND WILLINGNESS TO DELAY GRATIFICATION IN NOTORIOUSLY IMPULSIVE POPULATIONS**

Laura Michaelson<sup>1</sup>, Yuko Munakata<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

SELF-REGULATION

**THE INFLUENCE OF THINKING ABOUT SELF-CONTROL ON CHILD'S ECONOMIC CHOICES**

Agata Trzcińska<sup>1</sup>, Katarzyna Sek?ci?ska<sup>1</sup>, Dominika Maison<sup>1</sup>  
<sup>1</sup>Univ. of Warsaw

SELF-REGULATION

**IMPLEMENTATION INTENTIONS AS A SUCCESSFUL AUTOMATIC STRATEGY FOR REDUCING THE FALSE CONSENSUS EFFECT**

Anton Gollwitzer<sup>1</sup>, Bettina Schwoerer<sup>2</sup>, Klaus Michael Reiningger<sup>2</sup>  
<sup>1</sup>Yale Univ., <sup>2</sup>Univ. of Hamburg

SELF-REGULATION

**FOCUSED AND FIRED UP: THE EFFECTS OF NARROWED ATTENTION ON GOAL-RELEVANT EXERCISE BEHAVIOR**

Matthew Riccio<sup>1</sup>, Shana Cole<sup>2</sup>, Dustin Duncan<sup>3</sup>, Emily Balcetis<sup>1</sup>  
<sup>1</sup>New York Univ., <sup>2</sup>Rutgers Univ., <sup>3</sup>New York Univ. School of Medicine

SELF-REGULATION

**SELF-VIEWS AND SELF-REGULATION: IMPLICATIONS FOR WELLBEING**

Zaviera Reyes<sup>1</sup>, Frank Du<sup>1</sup>, Sarah Wagner<sup>1</sup>, Eugene Eusebio<sup>1</sup>, Seung Hee Yoo<sup>1</sup>, Seung Hee Yoo<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

SELF-REGULATION

**MENTALLY ATTAINING FINANCIAL RESOURCES VIA POSITIVE FANTASIES**

John Sciarappo<sup>1</sup>, Elyse Norton<sup>1</sup>, Gabriele Oettingen<sup>1</sup>, Peter Gollwitzer<sup>1</sup>  
<sup>1</sup>New York Univ.

SELF-REGULATION

**IMPLEMENTATION INTENTIONS AND EXECUTIVE FUNCTION**

Meredith Johnson<sup>1</sup>, Curtis Von Gunten<sup>1</sup>, Marc Halusic<sup>1</sup>, Laura Scherer<sup>1</sup>  
<sup>1</sup>Univ. of Missouri

SELF-REGULATION

**IMPROVING SELF-CONTROL BY REGULARLY PRACTICING IMPULSE INHIBITION: INVESTIGATION OF A DAILY TRAJECTORY**

Gaku Kutsuzawa<sup>1</sup>, Yuka Ozaki<sup>1</sup>  
<sup>1</sup>Toyo Univ.

SELF-REGULATION

**INHIBITORY SPILLOVER AND RISKY SEXUAL DECISION MAKING**

Juwon Lee<sup>1</sup>, Omri Gillath<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

SELF-REGULATION

**SUPPRESSING A MORBID MENTALITY: THE EFFECTS OF AVOIDING EXISTENTIAL CONCERNS ON COGNITIVE DEPLETION AND RESTORATION**

Trevor Swanson<sup>1</sup>, Mark Landau<sup>1</sup>, Ariel Mosley<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

SESSION L: 12:30 - 2 PM

SELF-REGULATION

**WHAT CAN SUBJECTIVE EXPERIENCE TELL US ABOUT SELF-CONTROL?: PHENOMENOLOGY HAS CONTEXT-DEPENDENT AND CONTEXT-INDEPENDENT ASSOCIATIONS WITH GOAL-DIRECTED ACTIONS**

Blair Saunders<sup>1</sup>, Michael Inzlicht<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

SELF-REGULATION

**TO TRY OR NOT TO TRY: HOW THE WILLPOWER BIAS IMPAIRS HABIT PERFORMANCE**

Lucas Carden<sup>1</sup>, Wendy Wood<sup>1</sup>, David Neal<sup>2</sup>, Anthony Pascoe<sup>3</sup>  
<sup>1</sup>Univ. of Southern California, <sup>2</sup>Catalyst Behavioral Sciences, <sup>3</sup>Teletch

SELF-REGULATION

**SEIZING OPPORTUNITY VS. GOING THROUGH THE MOTIONS: THE IMPORTANCE OF AUTONOMY IN LEARNING STRATEGIES**

Joseph Powers<sup>1</sup>, Geoffrey Cohen<sup>1</sup>  
<sup>1</sup>Stanford Univ.

SELF-REGULATION

**CAN MINDFULNESS OVERCOME CYBERBALL?: AN OSTRACISM STUDY**

Jesse DeLaRosa<sup>1</sup>, Joan Michael<sup>1</sup>  
<sup>1</sup>North Carolina State Univ.

SELF-REGULATION

**EMANCIPATING THE LIBERATING EFFECT OF GOAL PROGRESS: IMPLEMENTATION INTENTIONS REDUCE GOAL INHIBITION AFTER PERCEIVED GOAL PROGRESS**

Allison Price<sup>1</sup>, Steven Buzinski<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill

SELF-REGULATION

**THE EFFECTS OF MINDFULNESS TECHNIQUES ON RESTRAINED EATING THROUGH THE LENS OF THE GOAL CONFLICT MODEL OF EATING BEHAVIOR**

Hanna Sprute<sup>1</sup>, Garrett Pollert<sup>1</sup>, Jennifer Veilleux<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

SELF-REGULATION

**TAMING TEMPTATION: VISUAL PERSPECTIVE IMPACTS CONSUMPTION AND WILLINGNESS TO PAY FOR UNHEALTHY FOODS**

Brittany Christian<sup>1</sup>, Lynden Miles<sup>2</sup>, Sophie Kenyeri<sup>2</sup>, Jennifer Mattschesy<sup>2</sup>, C. Neil Macrae<sup>2</sup>  
<sup>1</sup>Concordia University Chicago, <sup>2</sup>University of Aberdeen

STEREOTYPING/PREJUDICE

**INCOME INEQUALITY IN PRESCHOOLERS: HOW GENDER STEREOTYPES INFLUENCE CONCEPTIONS OF MERIT**

Michael Rizzo<sup>1</sup>, Laura Elenbaas<sup>1</sup>, Sarah Meirama<sup>1</sup>, Melanie Killen<sup>1</sup>  
<sup>1</sup>Univ. of Maryland

STEREOTYPING/PREJUDICE

**WELCOME TO THE U.S. BUT CHANGE YOUR NAME!: ADOPTING ANGLO NAMES AND DISCRIMINATION**

Xian Zhao<sup>1</sup>, Monica Biernat<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

STEREOTYPING/PREJUDICE

**MOTIVATED AND UNMOTIVATED RESPONSE BIAS IN THE WEAPONS IDENTIFICATION TASK**

Andrew Rivers<sup>1</sup>, Heather Rees<sup>1</sup>, Jeffrey Sherman<sup>1</sup>  
<sup>1</sup>UC-Davis

STEREOTYPING/PREJUDICE

**THE ROLE OF RACE AND EMOTIONAL EXPRESSION IN IMPLICIT ATTITUDES**

Meghan George<sup>1</sup>, Jacob Schlosser<sup>1</sup>, Jennifer Steele<sup>1</sup>  
<sup>1</sup>York Univ.

STEREOTYPING/PREJUDICE

**PREDICTORS OF ATTITUDES TOWARDS GAY AND LESBIAN COUPLES**

Patrick Curme<sup>1</sup>, Kerry Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

STEREOTYPING/PREJUDICE

**DOES THE "MANNY" UPSET THE GENDER HIERARCHY?: GENDER STATUS QUO AND BACKLASH AGAINST GENDER-DEVIANT MEN.**

Takumi Kuraya<sup>1</sup>  
<sup>1</sup>Toyo Univ.

STEREOTYPING/PREJUDICE

**WHAT TRIGGERS RACE-BASED DISTRESS IN ASIAN AMERICANS?: THE ROLE OF NEUROTICISM**

Wayne Chan<sup>1</sup>  
<sup>1</sup>Rutgers Univ.

STEREOTYPING/PREJUDICE

**ATTITUDES TOWARD PROMISCUITY IN LGBT INDIVIDUALS AND HETEROSEXUAL MEN AND WOMEN**

Bailey Brotherton<sup>1</sup>, Alison Patev<sup>1</sup>, Kristina Hood<sup>1</sup>  
<sup>1</sup>Mississippi State Univ.

STEREOTYPING/PREJUDICE

## COOPERATION-ENHANCING SOCIAL INSTITUTIONS HAVE DISSOCIATED EFFECTS ON REACTION TIME AND ACCURACY-BASED INDICES OF IMPLICIT RACIAL BIAS

Shiang-Yi Lin<sup>1</sup>, Dominic Packer<sup>1</sup>  
<sup>1</sup>Lehigh Univ.

STEREOTYPING/PREJUDICE

## EVALUATING INTENT AND HARM IN APOLOGIES FOR PREJUDICED BEHAVIOR

Jennifer Jackson<sup>1</sup>, Hannah Bentley<sup>1</sup>, Angela Bell<sup>1</sup>, Melissa Burkley<sup>1</sup>  
<sup>1</sup>Oklahoma State Univ.

STEREOTYPING/PREJUDICE

## AVOIDING FAT PEOPLE LIKE THE PLAGUE: HOW DISEASE CONCERNS MIGHT IN PART EXPLAIN WEIGHT BIAS

Gina Roussos<sup>1</sup>, Yarrow Dunham<sup>1</sup>  
<sup>1</sup>Yale Univ.

STEREOTYPING/PREJUDICE

## GENDER STEREOTYPE THREAT INFLUENCES MALE INTERNATIONAL STUDENTS' CULTURAL ADJUSTMENT

Mantou Lou<sup>1</sup>, Kathryn Chaffee<sup>1</sup>, Kimberly Noels<sup>1</sup>  
<sup>1</sup>Univ. of Alberta

STEREOTYPING/PREJUDICE

## OUTGROUP FRIENDSHIPS ON FACEBOOK PREDICT POSITIVE RESPONSES TOWARD AFRICAN AMERICANS

Jennifer LaCrosse<sup>1</sup>, E. Ashby Plant<sup>1</sup>  
<sup>1</sup>Florida State Univ.

STEREOTYPING/PREJUDICE

## A RELIABLE, FLEXIBLE METHOD FOR MEASURING SOCIAL JUDGMENT BIASES

Jordan Axt<sup>1</sup>, Helen Nguyen<sup>1</sup>, Brian Nosek<sup>2</sup>  
<sup>1</sup>Univ. of Virginia, <sup>2</sup>Center For Open Science

STEREOTYPING/PREJUDICE

## RESPONSES TO IMPLICIT COUNTER-STEREOTYPES

Jolien van Breen<sup>1</sup>, Russell Spears<sup>1</sup>, Soledad de Lemus<sup>2</sup>, Toon Kuppens<sup>1</sup>  
<sup>1</sup>Univ. of Groningen, <sup>2</sup>Univ. of Granada

STEREOTYPING/PREJUDICE

## CULTURAL METACOGNITIVE PROCESSES MODERATE CHANGES IN STEREOTYPE VARIABILITY

Shira Mor<sup>1</sup>, Stefania Paolini<sup>2</sup>  
<sup>1</sup>Rotterdam School of Management, <sup>2</sup>Univ. of Newcastle

STEREOTYPING/PREJUDICE

## THE EFFECT OF NATIVE AMERICAN MASCOTS ON NEGATIVE STEREOTYPES AND ATTITUDES TOWARDS NATIVE AMERICANS

Stephanie Cross<sup>1</sup>, Mauricio Carvalho<sup>1</sup>, Heather Shotton<sup>1</sup>, Christopher Bartak<sup>1</sup>  
<sup>1</sup>Univ. of Oklahoma

STEREOTYPING/PREJUDICE

## CREATING BETTER CONFRONTATIONS: THE ROLE OF CONTEXT-FOCUSED CONFRONTATIONS IN ADDRESSING RACIAL BIAS

Kathryn Kroeper<sup>1</sup>, Shahana Ansari<sup>1</sup>, Mary Murphy<sup>1</sup>  
<sup>1</sup>Indiana Univ.

STEREOTYPING/PREJUDICE

## IMPLICIT BIAS AND INTERPERSONAL BEHAVIORS IN PHYSICIANS: A VIRTUAL CLINIC STUDY

Melissa Moss<sup>1</sup>, Susan Persky<sup>1</sup>, Khadijah Abdallah<sup>1</sup>, Harold Neighbors<sup>2</sup>, Lisa Cooper<sup>3</sup>, Vence Bonham<sup>1</sup>  
<sup>1</sup>National Human Genome Research Institute, <sup>2</sup>Univ. of Michigan, <sup>3</sup>Johns Hopkins School of Medicine

STEREOTYPING/PREJUDICE

## THE EFFECTS OF AGE-RELATED STIGMA ON SELF-CONTROL

Mindi Price<sup>1</sup>, Jessica Alquist<sup>1</sup>, David Hancock<sup>1</sup>, Amelia Talley<sup>1</sup>, Kelly Cukrowicz<sup>1</sup>  
<sup>1</sup>Texas Tech Univ.

STEREOTYPING/PREJUDICE

## TOO GAY TO PLAY: UNDERSTANDING THE ROLE OF STEREOTYPE CONSISTENCY IN COLLEGE ATHLETES' JUDGMENTS ABOUT TEAMMATES

Maxwell Burns<sup>1</sup>, Jessi Smith<sup>1</sup>  
<sup>1</sup>Montana State Univ.

STEREOTYPING/PREJUDICE

## THINKING ABOUT YOURSELF IN THE DISTANT FUTURE IMPROVES VIEWS OF OLD AGE

Sarah Raposo<sup>1</sup>, Tamara Sims<sup>1</sup>, Laura L. Carstensen<sup>1</sup>  
<sup>1</sup>Stanford Univ.

STEREOTYPING/PREJUDICE

## YOU'RE HIRED! BUT WHAT'S YOUR NAME AGAIN?: THE ROLE OF INVISIBILITY IN EVALUATIONS AND MEMORY OF BLACK WOMEN IN THE WORKPLACE

Amanda Sesko<sup>1</sup>, Monica Biernat<sup>2</sup>  
<sup>1</sup>Univ. of Alaska Southeast, <sup>2</sup>Univ. of Kansas

STEREOTYPING/PREJUDICE

## TERRORISM IS SKIN DEEP

Juliana Manrique<sup>1</sup>, Clara Wilkins<sup>1</sup>, Joseph Wellman<sup>2</sup>  
<sup>1</sup>Wesleyan Univ., <sup>2</sup>California State San Bernardino

# SATURDAY POSTERS L

CONVENTION  
INFO

SCHEDULES &  
HIGHLIGHTS

AWARDEES

THURSDAY  
POSTERS

FRIDAY  
PROGRAM

FRIDAY  
POSTERS

SATURDAY  
PROGRAM

SATURDAY  
POSTERS

EXHIBITORS

SYMPOSIA  
SPEAKERS

SESSION L: 12:30 - 2 PM

STEREOTYPING/PREJUDICE

## THE EFFECT OF MENTAL ABSTRACTION ON THE PROCESSES UNDERLYING STEREOTYPIC IMPRESSION FORMATION

Heather Rees<sup>1</sup>, Jeff Sherman<sup>1</sup>  
<sup>1</sup>UC Davis

STEREOTYPING/PREJUDICE

## EXPERIMENTAL EVIDENCE OF GENDER DOUBLE STANDARD OF AGING: FEMALE CANDIDATES SUFFER FROM AGEISM MORE THAN MALES IN ELECTION

Yiqin Shen<sup>1</sup>, Yuichi Shoda<sup>1</sup>  
<sup>1</sup>Univ. of Washington

STEREOTYPING/PREJUDICE

## STEREOTYPE THREAT EFFECTS ON OLDER ADULTS' MOTOR PERFORMANCE

Aina Chalabaev<sup>1</sup>, Estelle Palluel<sup>1</sup>, François Ruchaud<sup>2</sup>  
<sup>1</sup>Univ. Grenoble Alpes, <sup>2</sup>Paris West Univ.

STEREOTYPING/PREJUDICE

## THE ROLE OF HOMONEGATIVE MICROAGGRESSIONS IN PERCEPTIONS OF DISCRIMINATION

Sarah Moroz<sup>1</sup>  
<sup>1</sup>Univ. of Western Ontario

STEREOTYPING/PREJUDICE

## RACIAL BIAS IN COMPUTER-SIMULATED BEHAVIORAL DISTANCING

Hyeon Jeong Kim<sup>1</sup>, Sang Hee Park<sup>1</sup>  
<sup>1</sup>Chungbuk National Univ.

STEREOTYPING/PREJUDICE

## DEVIATING FROM THE "NORM" IN SOCIETY: DISEASE PREVALENCE PREDICTS INCREASED IMPLICIT AND EXPLICIT PREJUDICE

Brian O'Shea<sup>1</sup>, Corey Fincher<sup>1</sup>, Derrick Watson<sup>1</sup>, Gordon Brown<sup>1</sup>  
<sup>1</sup>Univ. of Warwick

STEREOTYPING/PREJUDICE

## BAYESIAN UPDATING WHEN INFORMATION IS STEREOTYPIC, BUT LESS SO WHEN INFORMATION IS COUNTERSTEREOTYPIC

Jack Cao<sup>1</sup>, Max Kleiman-Weiner<sup>2</sup>, Mahzarin Banaji<sup>1</sup>  
<sup>1</sup>Harvard Univ., <sup>2</sup>Massachusetts Institute of Technology

STEREOTYPING/PREJUDICE

## SHIFTING BIOLOGICAL LAY THEORIES ABOUT GENDER REDUCES NEGATIVE ATTITUDES TOWARDS SEXUAL MINORITIES

Danielle Young<sup>1</sup>, Diana Sanchez<sup>2</sup>  
<sup>1</sup>Manhattan College, <sup>2</sup>Rutgers Univ.

STEREOTYPING/PREJUDICE

## PARENTING STYLE, PARENTS' ATTITUDES AND FAMILY CLIMATE AS DETERMINANTS OF PARENT-CHILD SIMILARITY IN PREJUDICE TOWARD IMMIGRANTS

Meta van der Linden<sup>1</sup>, Cecil Meeusen<sup>1</sup>, Colette van Laar<sup>1</sup>  
<sup>1</sup>Univ. of Leuven

STEREOTYPING/PREJUDICE

## DEVELOPMENT OF THE ATTITUDES TOWARD NATIVE AMERICANS SCALE

Margaret Thomas<sup>1</sup>, Jensen Pennock<sup>1</sup>, Allison Sturm<sup>1</sup>  
<sup>1</sup>Earlham College

STEREOTYPING/PREJUDICE

## THE ROLE OF THE PERCEPTION OF UNWANTED SEXUAL INTEREST IN NEGATIVE ATTITUDES TOWARD HOMOSEXUALS

Paloma Benavides<sup>1</sup>, Chae Rin Lee<sup>1</sup>, Hye Jin Kim<sup>1</sup>, Taekyun Hur<sup>1</sup>  
<sup>1</sup>Korea Univ.

STEREOTYPING/PREJUDICE

## USING RACE TO MAKE SENSE OF ATHLETIC PERFORMANCE

Zig Ingraffia<sup>1</sup>  
<sup>1</sup>Ohio Univ.

STEREOTYPING/PREJUDICE

## RACIAL MICROAGGRESSIONS AGAINST LATINA/O COLLEGE STUDENTS

Stephanie Miller<sup>1</sup>  
<sup>1</sup>Westminster College

STEREOTYPING/PREJUDICE

## THE COSTS OF CLAIMING ONE VERSUS MULTIPLE FORMS OF DISCRIMINATION

J. Taylor Ballinger<sup>1</sup>, Jessica Remedios<sup>2</sup>, Samantha Snyder<sup>2</sup>  
<sup>1</sup>Indiana University, <sup>2</sup>Tufts University

STEREOTYPING/PREJUDICE

## UPVOTE THAT YAK!

Brent Noborikawa<sup>1</sup>, Heather Zezeck<sup>1</sup>  
<sup>1</sup>Univ. of Hawaii

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.

ATTITUDES/PERSUASION

## SEXUALIZED BREAST CANCER AWARENESS ADVERTISEMENTS IMPACT WOMEN'S SELF-OBJECTIFICATION AND HEALTH BEHAVIOR

Elizabeth Focella<sup>1</sup>, Victoria Shaffer<sup>2</sup>, Jamie Arndt<sup>2</sup>  
<sup>1</sup>Univ. of Wisconsin Oshkosh, <sup>2</sup>Univ. of Missouri

ATTITUDES/PERSUASION

## CONSIDERING A MESSAGE IN LIGHT OF A DISTINCT VALUE INCREASES PRO-ENVIRONMENT INTENTIONS AMONG HIGH ATTITUDE CERTAINTY RECIPIENTS

Ya Hui Michelle See<sup>1</sup>, Ying Min Mary Lim<sup>1</sup>  
<sup>1</sup>National Univ. of Singapore

ATTITUDES/PERSUASION

## THE EFFECTIVENESS OF COUNTERCONDITIONING AND INSTRUCTIONS IN CHANGING IMPLICIT AND EXPLICIT EVALUATIONS

Xiaoqing Hu<sup>1</sup>, Bertram Gawronski<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Austin

ATTITUDES/PERSUASION

## ON THE AFFECTIVE NATURE OF ATTITUDINAL AMBIVALENCE: A FACIAL EMG STUDY ON THE ROLE OF CHOICE AND EVALUATIVE CONTEXT IN SHAPING AFFECTIVE RESPONSES TO AMBIVALENCE

Hannah Nohlen<sup>1</sup>, Frenk van Harreveld<sup>1</sup>, Mark Rotteveel<sup>1</sup>, Jeff Larsen<sup>2</sup>  
<sup>1</sup>Amsterdam Brain & Cognition Centre, <sup>2</sup>Univ. of Tennessee

ATTITUDES/PERSUASION

## EFFECTS OF AFFECT AND COGNITION ON THE AVOIDANCE OF FOOD FROM FUKUSHIMA: FOCUSING ON THE DUAL-PROCESS THEORY

Daisuke Kudo<sup>1</sup>  
<sup>1</sup>Doshisha Univ.

ATTITUDES/PERSUASION

## HOW DOES QUANTITY OF REVIEWS AFFECT INTENTION TO PURCHASE WHEN PROPORTION OF POSITIVE AND NEGATIVE REVIEW IS FIXED?

Yeseul Nam<sup>1</sup>, Haein Lee<sup>1</sup>, Younghoon Kim<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

ATTITUDES/PERSUASION

## BREAST IS THE BEST?: THE STUDY OF COLLEGE STUDENT'S ATTITUDE TOWARD BREASTFEEDING

Hailie Leahy<sup>1</sup>, Kristin Whited<sup>1</sup>, Michelle Moore<sup>1</sup>, Dr. Ellie Hyecheon Hwang<sup>1</sup>  
<sup>1</sup>Univ. of Central Missouri

ATTITUDES/PERSUASION

## SELF-ASPECT ACTIVATION, PERSUASION AND DOMAIN COMPETENCE

Hayley Skulborstad<sup>1</sup>, Allen McConnell<sup>1</sup>  
<sup>1</sup>Miami Univ.

ATTITUDES/PERSUASION

## SHALL I FORGIVE YOU?: THE ROLE OF DELIBERATE SELF-PERSUASION STRATEGIES IN DECISIONS TO FORGIVE

Irene Cheung<sup>1</sup>  
<sup>1</sup>Huron Univ. College

ATTITUDES/PERSUASION

## EVALUATIVE DISCREPANCIES IN DEPRESSION AND INFORMATION SEARCH

India Johnson<sup>1</sup>, Heather McDonough-Caplan<sup>1</sup>  
<sup>1</sup>Elon Univ.

ATTITUDES/PERSUASION

## HOW OR WHY DO WE DISAGREE?: PEOPLE REACT DIFFERENTLY TO DISAGREEMENT DEPENDING ON ACTION IDENTIFICATION TENDENCY

Jay Michaels<sup>1</sup>, Robin Vallacher<sup>2</sup>, Larry Liebovitch<sup>3</sup>  
<sup>1</sup>Presbyterian College, <sup>2</sup>Florida Atlantic Univ., <sup>3</sup>Queens College, City Univ. of New York

ATTITUDES/PERSUASION

## OUR LAUNDRY DETERGENT SUPPORTS THE RAINFOREST AND SO SHOULD YOU!: INVESTIGATING THE FOOT-IN-THE-DOOR TECHNIQUE IN CAUSE-RELATED MARKETING

Aurèle Bachoux<sup>1</sup>, Michael Coolsen<sup>2</sup>  
<sup>1</sup>Paris 1 Pantheon-Sorbonne, <sup>2</sup>Shippensburg Univ.

ATTITUDES/PERSUASION

## PERCEIVING ADVOCATES AS BIASED: MOVING BEYOND AGREEMENT

Laura Wallace<sup>1</sup>, Duane Wegener<sup>1</sup>  
<sup>1</sup>The Ohio State Univ.

ATTITUDES/PERSUASION

## APPLYING CONGRUENCY PRINCIPLES TO ENHANCE THE TASTE OF HEALTHY SNACKS

Ernest Park<sup>1</sup>, Amanda Hammill<sup>2</sup>, Lauren Berry<sup>1</sup>  
<sup>1</sup>Grand Valley State Univ., <sup>2</sup>Cleveland State Univ.

ATTITUDES/PERSUASION

## DEFENSIVE HIGH SELF-ESTEEM AND UNMITIGATED AGENCY IN THE REAL MODEL FOR THE IAT

Wan Wang<sup>1</sup>, Miranda Giacomini<sup>1</sup>, Franziska Meissner<sup>2</sup>, Christian Jordan<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier Univ., <sup>2</sup>Friedrich Schiller Univ. Jena

ATTITUDES/PERSUASION

## RELATIONAL MOBILITY BREEDS INCLUSIONARY REACTIONS TOWARD CULTURE-MIXING

Yongyuan Chen<sup>1</sup>, Luluo Peng<sup>2</sup>, Xiaoying Zheng<sup>3</sup>  
<sup>1</sup>Beijing Normal Univ., <sup>2</sup>Hunan Univ., <sup>3</sup>Nankai Univ.

SESSION P: 6:15 - 7:45 PM

ATTITUDES/PERSUASION

## SOCIAL SUPPORT VS. SOCIAL PRESSURE IN EXERCISE NARRATIVES

Matthew Little<sup>1</sup>, Melanie Green<sup>2</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill, <sup>2</sup>Univ. at Buffalo

ATTITUDES/PERSUASION

## PROCESS OF BEING PERSUADED BY TWO INDIVIDUALS WITH DIFFERENT OPINIONS

Saki Nakamura<sup>1</sup>, Asako Miura<sup>1</sup>  
<sup>1</sup>Kwansei Gakuin Univ.

ATTITUDES/PERSUASION

## FEAR OF NEGATIVE APPEARANCE EVALUATION, BODY IMAGE AND COSMETIC SURGERY ATTITUDES AMONG MIDLIFE WOMEN

Jamie Dunaev<sup>1</sup>, Jessica Schulz<sup>2</sup>, Charlotte Markey<sup>1</sup>  
<sup>1</sup>Rutgers Univ. - Camden, <sup>2</sup>Univ. of Delaware

ATTITUDES/PERSUASION

## EFFECTS OF RESEARCH-BASED METANARRATIVES ON ATTITUDES TOWARD EMERGING ADULTS

Lauren Mitchell<sup>1</sup>, Moin Syed<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota - Twin Cities

ATTITUDES/PERSUASION

## IT'S NOT THE RIGHT TIME: UNDERSTANDING DEFENSIVE REACTIONS TO INGROUP CRITICS UNDER THREAT

Levi Adelman<sup>1</sup>, Nilanjana Dasgupta<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts Amherst

ATTITUDES/PERSUASION

## TRANSPORTATION AND ELABORATION: NOT THE SAME IN ALL CONTEXTS

Ann Lewis<sup>1</sup>, Kevin Blankenship<sup>1</sup>  
<sup>1</sup>Iowa State Univ.

ATTITUDES/PERSUASION

## USING MORAL FOUNDATIONS THEORY TO EXAMINE ATTITUDES TOWARD THE CLIMATE CHANGE AND DEBT CRISES

David Nalbone<sup>1</sup>, John Szura<sup>1</sup>  
<sup>1</sup>Purdue Univ. Calumet

ATTITUDES/PERSUASION

## IF YOU LIKE IT, KEEP A RING ON IT: WEDDING RING REMOVAL'S EFFECT ON RELATIONSHIP PERCEPTION

Christopher Holland<sup>1</sup>, Christopher Rodeheffer<sup>1</sup>, Sarah Hill<sup>1</sup>, Charles Lord<sup>1</sup>  
<sup>1</sup>Texas Christian Univ.

ATTITUDES/PERSUASION

## DAM AGING

Theresa Skaar<sup>1</sup>, Kerry Kleyman<sup>2</sup>, Justin Hepler<sup>1</sup>  
<sup>1</sup>Univ. of Nevada, Reno, <sup>2</sup>Metropolitan State Univ.

ATTITUDES/PERSUASION

## PARTS OUTWEIGH THE WHOLE (WORD) IN UNCONSCIOUS ANALYSIS OF MEANING II: PARADOXICAL PRIMING EXTENDS TO SINGLE LETTERS

James Rae<sup>1</sup>, Dario Cvencek<sup>1</sup>, Anthony Greenwald<sup>1</sup>, Richard Abrams<sup>2</sup>  
<sup>1</sup>Univ. of Washington, <sup>2</sup>California State Univ., Northridge

ATTITUDES/PERSUASION

## CONTENTED, CONFLICTED OR COMBATIVE: PSYCHOLOGICAL AND BEHAVIORAL CORRELATES OF ATTITUDES TOWARD MEAT EATING

Matthew Ruby<sup>1</sup>, Naomi Arbit<sup>1</sup>, Paul Rozin<sup>1</sup>  
<sup>1</sup>Univ. of Pennsylvania

ATTITUDES/PERSUASION

## STRESS-INDUCED SELF-REGULATORY FAILURE AND IMPLICIT BIAS

Carmel Saad<sup>1</sup>  
<sup>1</sup>Westmont College

ATTITUDES/PERSUASION

## TRUTH OR TRUTHINESS?: HOW DESIRES INFLUENCE TRUTH ASSOCIATIONS

Calvin Lai<sup>1</sup>, Colin Smith<sup>2</sup>, Brian Nosek<sup>3</sup>  
<sup>1</sup>Harvard Univ., <sup>2</sup>Univ. of Florida, <sup>3</sup>Center For Open Science

ATTITUDES/PERSUASION

## DO SUCCESS STORIES MOVE PEOPLE MORE THAN FAILURE STORIES?: VALENCE OF A STORY AND NARRATIVE PERSUASION

Megumi Komori<sup>1</sup>  
<sup>1</sup>Shitennoji Univ.

ATTITUDES/PERSUASION

## TIME AND TALK HEAL ALL WOUNDS: THE EFFECT OF CONFLICT MEDIATION ON FORGIVENESS-RELATED OUTCOMES

Allison Williams<sup>1</sup>, Marti Gonzales<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota

ATTITUDES/PERSUASION

## THE KEY TO PERSUASION: A LOOK AT THE INFLUENCE OF MEMORY ON THE PERSUASION OF PRO-ENVIRONMENTAL MESSAGES

Theresa He<sup>1</sup>, Danu Stinson<sup>1</sup>  
<sup>1</sup>Univ. of Victoria

ATTITUDES/PERSUASION

## PREREQUISITES AND CONSEQUENCES OF ACCURATELY PREDICTING ONE'S IMPLICIT BIASES

Adam Hahn<sup>1</sup>, Bertram Gawronski<sup>2</sup>  
<sup>1</sup>Univ. of Cologne, <sup>2</sup>Univ. of Texas at Austin

ATTITUDES/PERSUASION

## FACING A HARD TRUTH: WHEN DO PEOPLE ACCEPT AND WHEN DO THEY DENY THEIR RACIAL PREJUDICE?

Aaron Moss<sup>1</sup>, Stefanie Simon<sup>2</sup>, Laurie O'Brien<sup>1</sup>  
<sup>1</sup>Tulane Univ., <sup>2</sup>Carleton College

ATTITUDES/PERSUASION

## IT'S NOT WHAT YOU SAY, BUT HOW YOU SAY IT: EFFECTS OF CONFRONTATION FRAMING ON THE REDUCTION OF RACE AND GENDER STEREOTYPING

Mason Burns<sup>1</sup>, Margo Monteith<sup>1</sup>  
<sup>1</sup>Purdue Univ.

ATTITUDES/PERSUASION

## BEESEARCH: THE EFFECTS OF EMPATHY AND SENSE OF SELF-PRESERVATION ON HUMAN PERCEPTIONS OF BEES

Genevieve Lewis<sup>1</sup>, Margaret Thomas<sup>1</sup>  
<sup>1</sup>Earlham College

ATTITUDES/PERSUASION

## EXPLORING RACIAL AND POLITICAL DIFFERENCES IN THE PERCEPTION AND UNDERSTANDING OF CHILD SEXUAL ABUSE

Patricia Haddad<sup>1</sup>, Amanda Haboush-Deloye<sup>2</sup>  
<sup>1</sup>Univ. of Nevada, Las Vegas, <sup>2</sup>University of Las Vegas Nevada

ATTITUDES/PERSUASION

## MOTIVATED REASONING AND BELIEFS ABOUT SEXUAL ORIENTATION

Kevin Silberman<sup>1</sup>, Kevin Silberman<sup>1</sup>, Donna Garcia<sup>1</sup>, Michelle Fabros<sup>1</sup>  
<sup>1</sup>California State Univ. San Bernardino

ATTITUDES/PERSUASION

## REACTIONS TO IAT RESULTS AFTER EXPERIENCING COGNITIVE INCONSISTENCY

Dana Pensoneau<sup>1</sup>, Veronica High<sup>1</sup>, Beth Wiese<sup>1</sup>, Meg Cloud<sup>1</sup>, Abdiel Flores<sup>2</sup>, Bettina Cassad<sup>1</sup>  
<sup>1</sup>Univ. of Missouri-St. Louis, <sup>2</sup>Columbia University

ATTITUDES/PERSUASION

## STRIVING FOR MORE EFFECTIVE TRANSLATIONAL TEACHING: UNDERSTANDING INSTRUCTOR ATTITUDES AND BEHAVIOURS TOWARDS SERVICE-LEARNING

Emily Baxendale<sup>1</sup>, Katelynn Carter-Rogers<sup>2</sup>, Meghan Norris<sup>2</sup>  
<sup>1</sup>Saint Mary's University, <sup>2</sup>Saint Mary's University

EMOTION

## MODELING THE DYNAMICS OF GOAL PURSUIT ACROSS TIME WITH MULTILEVEL STRUCTURAL EQUATION MODELING (MSEM) AND CROSS-LAG PANEL MODELING (CLPM)

Sarah Schnitker<sup>1</sup>, Ryan Thomas<sup>1</sup>  
<sup>1</sup>Fuller Seminary Graduate School of Psychology

EMOTION

## THE ROLE OF EMOTION REGULATION IN THE RELATIONSHIP BETWEEN ACHIEVEMENT ORIENTATION AND YOUTH OUTCOMES IN MARATHON TRAINING

Benjamin Houlberg<sup>1</sup>, Nathaniel Fernandez<sup>1</sup>, Christa Nelson<sup>1</sup>  
<sup>1</sup>Fuller Seminary Graduate School of Psychology

EMOTION

## LINK BETWEEN FAMILY EMOTIONAL EXPRESSIVITY AND EMOTION REGULATION AMONG HIGH-RISK ADOLESCENTS: THE MODERATING ROLE OF PUBERTAL DEVELOPMENT AND OXYTOCIN RECEPTOR GENE

Michael Criss<sup>1</sup>, Amanda Morris<sup>1</sup>, Jennifer Byrd-Craven<sup>1</sup>, Benjamin Houlberg<sup>2</sup>  
<sup>1</sup>Oklahoma State Univ., <sup>2</sup>Fuller Seminary Graduate School of Psychology

EMOTION

## THE RELATION OF INDIVIDUAL DIFFERENCES IN AUTONOMY TO GRATITUDE AND INDEBTEDNESS

Suzanne Parker<sup>1</sup>, Kate Stewart<sup>1</sup>, Anthony Ahrens<sup>1</sup>  
<sup>1</sup>American Univ.

EMOTION

## POSITIVE EMOTIONS ENHANCE PROTECTIVE EFFECTS OF DISTRACTION COPING ON REPEATED STRESS

Elaine Shing<sup>1</sup>, Christian Waugh<sup>2</sup>  
<sup>1</sup>Wake Forest School of Medicine, <sup>2</sup>Wake Forest Univ.

EMOTION

## CONTEXT AND GENDER INFLUENCES ON RESPONSES TO DISGUST SENSITIVITY SCALES

Alexander Skolnick<sup>1</sup>  
<sup>1</sup>Saint Joseph's Univ.

EMOTION

## ATTITUDES ABOUT EMOTION EXPRESSION MEDIATES THE RELATIONSHIP BETWEEN LONELINESS AND SUPPRESSION

S. Pooya Razavi G.<sup>1</sup>, Frank Du<sup>1</sup>, Seung Hee Yoo<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

EMOTION

## ASSOCIATIONS BETWEEN FIVE-FACTOR MODEL PERSONALITY TRAITS AND SELF-REPORT MEASURES OF EMOTION REGULATION

Alexander Daros<sup>1</sup>, Anthony Ruocco<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

SESSION P: 6:15 - 7:45 PM

EMOTION

## PICK YOUR EMOTIONAL POISON: LAY THEORIES ABOUT EMOTIONAL INFLUENCE ON JUDGMENTS

Samuel Baker<sup>1</sup>, Laura Scherer<sup>1</sup>  
<sup>1</sup>Univ. of Missouri

EMOTION

## NEW TESTS TO MEASURE EMOTIONAL UNDERSTANDING/EMOTION KNOWLEDGE

Katja Schlegel<sup>1</sup>, Klaus Scherer<sup>2</sup>  
<sup>1</sup>Northeastern Univ., <sup>2</sup>Univ. of Geneva

EMOTION

## TOWARD UNDERSTANDING INTERPERSONAL EMOTION REGULATION: BEING PRESENT, LISTENING, RESPONDING

Margaret Clark<sup>1</sup>, Erica Boothby<sup>1</sup>, Aleena Hay<sup>1</sup>, Katherine Von Culin<sup>1</sup>  
<sup>1</sup>Yale Univ.

EMOTION

## HAPPINESS AND DISGUST BOTH LEAD TO MORALLY SEVERE JUDGMENTS BUT THEIR EFFECTS DEPEND ON ACCESSIBLE COGNITIVE PROCESSING STYLES

Elicia Lair<sup>1</sup>, Linda Isbell<sup>2</sup>  
<sup>1</sup>Univ. of Mississippi, <sup>2</sup>Univ. of Massachusetts Amherst

EMOTION

## GRATITUDE AND POLITICAL PERSUASION: WHEN AND WHY DO GRATITUDE EXPRESSIONS LEAD PEOPLE TO COMPLY WITH POLITICAL MESSAGES?

Patrick Dwyer<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina at Chapel Hill

EMOTION

## FEAR AND RESPECT IN FEELINGS OF AWE: A POSITIVE COGNITIVE EMOTION IN THE U.S. AND SOCIALLY-ENGAGED EMOTION IN JAPAN

Pamela Taylor<sup>1</sup>, Yukiko Uchida<sup>1</sup>  
<sup>1</sup>Kyoto Univ.

EMOTION

## STOIC FACIAL EXPRESSIONS AND THE PAIN-RELATED PHYSIOLOGICAL STRESS RESPONSE

Jacquelyn Shader<sup>1</sup>, Amanda Acevedo<sup>1</sup>, Sarah Pressman<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

EMOTION

## PSYCHOTIC EXPERIENCES AND EMOTION REGULATION

Kenneth Osborne<sup>1</sup>, Emily Willroth<sup>2</sup>, Matthew Hilimire<sup>1</sup>  
<sup>1</sup>College of William & Mary, <sup>2</sup>UC Berkeley

EMOTION

## COPING WITH THE INEVITABLE: THE ROLE OF PERCEIVED CONTROL

Ljubica Chatman<sup>1</sup>, Betsy Sparrow<sup>2</sup>  
<sup>1</sup>Columbia Univ., <sup>2</sup>Williams College

EMOTION

## SELF-COMPASSION MEDIATES LINK BETWEEN BODY SURVEILLANCE AND BODY-RELATED SHAME AND PRIDE AMONG ADOLESCENT GIRLS IN SPORT

Eva Pila<sup>1</sup>, Jenna Gilchrist<sup>1</sup>, Catherine Sabiston<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

EMOTION

## COLOR INFLUENCES EMOTION RECOGNITION FOR HAPPY AND ANGRY FACIAL EXPRESSIONS

Ravin Alaei<sup>1</sup>, Viktor Domashniev<sup>1</sup>, Nicholas Rule<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

EMOTION

## AVOIDANCE OF HAPPY MUSIC BY SAD INDIVIDUALS: EVIDENCE FOR AFFECTIVE MISFORECASTING

Stan Zavoyskiy<sup>1</sup>, Ronald Friedman<sup>1</sup>, Christa Taylor<sup>1</sup>  
<sup>1</sup>Univ. at Albany, SUNY

EMOTION

## FEELING BLUE AND SEEING RED: THE PREVALENCE OF ANGER AMONG ADULTS WITH A HISTORY OF DEPRESSION

Emily Urban<sup>1</sup>, Susan Charles<sup>1</sup>, Linda Levine<sup>1</sup>, David Almeida<sup>2</sup>  
<sup>1</sup>Univ. of California, Irvine, <sup>2</sup>The Pennsylvania State Univ.

EMOTION

## ARE BIGGER EMOTION VOCABULARIES BETTER FOR YOU?: INDIVIDUAL DIFFERENCE CORRELATES OF EMOTION LANGUAGE VARIABILITY

Vera Vine<sup>1</sup>, James Pennebaker<sup>2</sup>  
<sup>1</sup>Yale Univ., <sup>2</sup>Univ. of Texas at Austin

EMOTION

## DATA VERSUS SPOCK: LAY THEORIES CONCERNING WHETHER EMOTIONS HELP OR HINDER PREDICT ACADEMIC ACHIEVEMENT AND EMOTIONAL ADJUSTMENT

Melissa Karnaze<sup>1</sup>, Linda Levine<sup>1</sup>  
<sup>1</sup>Univ. of California, Irvine

EMOTION

## DEVELOPMENT OF A SELF-REPORT MEASURE OF EMOTION FUNCTIONALITY

W. Parrott<sup>1</sup>  
<sup>1</sup>Georgetown Univ.



EMOTION

**ON THE INNOCENCE OF MEASUREMENT: THE CASE OF SELF-REPORT OF EMOTIONS**

omesh johar<sup>1</sup>  
<sup>1</sup>Univ. of St. Thomas

EMOTION

**RELATIONS BETWEEN MINDFULNESS, EXPERIENTIAL AVOIDANCE AND EMOTIONAL DISTRESS: A CLUSTER ANALYTIC APPROACH**

D. Lee McCluskey<sup>1</sup>, Natalie Shook<sup>1</sup>  
<sup>1</sup>West Virginia Univ.

EMOTION

**DO CHILDREN ENJOY "JUST THINKING"?**

Jessica Taggart<sup>1</sup>, Angeline Lillard<sup>1</sup>, Timothy Wilson<sup>1</sup>  
<sup>1</sup>Univ. of Virginia

EMOTION

**WHEN "JUST THINKING" FEELS JUST RIGHT: THE EUDAEMONIC BENEFITS OF AUTONOMOUS SOLITUDE**

James Masciale<sup>1</sup>, Peter Caprariello<sup>2</sup>  
<sup>1</sup>Connected Psychology, LLC, <sup>2</sup>Stony Brook Univ.

EMOTION

**BEING ALONE AND UNOCCUPIED: CULTIVATING THE VALUE OF DAILY SOLITUDE THROUGH INTERNALIZATION**

Thuy-vy Nguyen<sup>1</sup>, Richard Ryan<sup>1</sup>, Edward Deci<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

EMOTION

**ENJOYABLE INTENTIONAL THOUGHT REQUIRES MENTAL CONTROL**

Erin Westgate<sup>1</sup>, Timothy Wilson<sup>1</sup>  
<sup>1</sup>Univ. of Virginia

EMOTION

**SOCIAL CATEGORIZATION ELIMINATES THE MODERATING INFLUENCE OF SOCIAL CATEGORY CUES ON EMOTION RECOGNITION**

Belinda Craig<sup>1</sup>, Ottmar Lipp<sup>1</sup>  
<sup>1</sup>Curtin Univ.

FIELD RESEARCH/INTERVENTIONS

**PAIR DYNAMICS IN A WEIGHT-LOSS INTERVENTION**

Talea Cornelius<sup>1</sup>, Amy Gorin<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

FIELD RESEARCH/INTERVENTIONS

**CREATING A CULTURE OF INNOVATION**

Alana Conner<sup>1</sup>, Kyla Haimovitz<sup>2</sup>, Hazel Markus<sup>2</sup>, Amrita Maitreyi<sup>1</sup>  
<sup>1</sup>Stanford SPARQ, <sup>2</sup>Stanford Univ.

FIELD RESEARCH/INTERVENTIONS

**INDIVIDUAL AND INSTITUTIONAL FACTORS THAT PREDICT DEHUMANIZATION AND ABUSE OF WORKERS BY SUPERVISORS**

Laura Babbitt<sup>1</sup>, Negin Toosi<sup>2</sup>, Elyse Voegeli<sup>1</sup>, Drusilla Brown<sup>1</sup>  
<sup>1</sup>Tufts Univ., <sup>2</sup>Technion - Israel Institute of Technology

FIELD RESEARCH/INTERVENTIONS

**PLANTING THE SEEDS OF A HEALTHY TRAJECTORY**

Dietlinde Heilmayr<sup>1</sup>, Howard Friedman<sup>1</sup>  
<sup>1</sup>Univ. of California, Riverside

FIELD RESEARCH/INTERVENTIONS

**INTEGRATING INTERVENTIONS: A COMBINED SELF-AFFIRMATION AND IMPLEMENTATION INTENTIONS INTERVENTION DECREASES DRINKING AMONG COLLEGE STUDENTS**

Phillip Ehret<sup>1</sup>, David Sherman<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Barbara

FIELD RESEARCH/INTERVENTIONS

**THE CHARLIE HEBDO TERROR ATTACK IN PARIS: FOLLOW-UP OF FRENCH CITIZEN'S TERRORIST THREAT PERCEPTION AND ITS CONSEQUENCES**

Petra Pelletier<sup>1</sup>, Ewa Drozda-Senkowska<sup>1</sup>  
<sup>1</sup>Paris Descartes Univ. (France)

FIELD RESEARCH/INTERVENTIONS

**GENERALIZING AND REFINING PSYCHOLOGICAL THEORIES THROUGH REAL-WORLD EXPERIMENTATION AND PERSONALIZATION IN TECHNOLOGY: THE MOOCLET FRAMEWORK**

Joseph Jay Williams<sup>1</sup>, Neil Heffernan<sup>2</sup>  
<sup>1</sup>Harvard Univ., <sup>2</sup>Worcester Polytechnic Institute

FIELD RESEARCH/INTERVENTIONS

**BACK TO THE BEGINNING: REDISCOVERING INEXPERIENCE HELPS EXPERTS GIVE ADVICE**

Ting Zhang<sup>1</sup>  
<sup>1</sup>Columbia Univ.

FIELD RESEARCH/INTERVENTIONS

**HOW WELL DO SELF-AFFIRMATION AND ROLE MODEL INTERVENTIONS COMBAT STEREOTYPE THREAT IN LAB AND FIELD SETTINGS?**

Bradley Weisz<sup>1</sup>, Elizabeth Lawner<sup>1</sup>, Diane Quinn<sup>1</sup>, Blair Johnson<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

FIELD RESEARCH/INTERVENTIONS

**BELIEVING THAT AN INSTITUTION HELPS YOU PURSUE PROSOCIAL GOALS INCREASES TRUST: EVIDENCE FROM A LONGITUDINAL EXPERIMENT IN AN URBAN MIDDLE SCHOOL**

Quinn Hirschi<sup>1</sup>, Stephanie Reeves<sup>2</sup>, Geoffrey Cohen<sup>3</sup>, David Yeager<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin, <sup>2</sup>Univ. of Waterloo, <sup>3</sup>Stanford Univ.

SESSION P. 6:15 - 7:45 PM

FIELD RESEARCH/INTERVENTIONS

**VALUES AFFIRMATION AS A TOOL FOR BOOSTING ACADEMIC PERFORMANCE DURING CRITICAL TRANSITIONS**

Kevin Binning<sup>1</sup>, Jonathan Cook<sup>2</sup>, Valerie Purdie-Vaughns<sup>3</sup>, Julio Garcia<sup>4</sup>, Nancy Apfel<sup>5</sup>, David Sherman<sup>6</sup>, Geoffrey Cohen<sup>7</sup>  
<sup>1</sup>Univ. of Pittsburgh, <sup>2</sup>Pennsylvania State Univ., <sup>3</sup>Columbia Univ., <sup>4</sup>Univ. of Colorado Boulder, <sup>5</sup>Yale Univ., <sup>6</sup>UC Santa Barbara, <sup>7</sup>Stanford Univ.

FIELD RESEARCH/INTERVENTIONS

**REAPPRAISING ADVERSITY IMPROVES STUDENTS' ACADEMIC ACHIEVEMENT, BEHAVIOR AND WELL-BEING**

Christopher Rozek<sup>1</sup>, Jaymes Pyne<sup>2</sup>, Paul Hanselman<sup>3</sup>, Rachel Feldman<sup>3</sup>, Geoffrey Borman  
<sup>1</sup>Univ. of Chicago, <sup>2</sup>Univ. of California, Irvine, <sup>3</sup>Univ. of Wisconsin - Madison

GROUPS/INTRAGROUP PROCESSES

**PHYSIOLOGICAL RESPONSES TO IMAGES OF PROTEST AND POLICE VIOLENCE IN BLACK AND WHITE**

Mora Reinka<sup>1</sup>, Charity Whitehead<sup>1</sup>, Colin Leach<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

GROUPS/INTRAGROUP PROCESSES

**GROUP MEMBER PROTOTYPICALITY AND INTRAGROUP HELP-SEEKING**

Tamara Butler<sup>1</sup>, Blake McKimmie<sup>1</sup>, Alex Haslam<sup>1</sup>  
<sup>1</sup>Univ. of Queensland

GROUPS/INTRAGROUP PROCESSES

**CAN I SAY THAT?: HOW SOCIAL CONTEXT INFLUENCES COLORBLIND STRATEGIES**

Chanel Meyers<sup>1</sup>, Amanda Williams<sup>2</sup>, Kristin Pauker<sup>1</sup>, Evan Apfelbaum<sup>2</sup>  
<sup>1</sup>Univ. of Hawaii at Manoa, <sup>2</sup>Sheffield Hallam Univ.

GROUPS/INTRAGROUP PROCESSES

**MULTIRACIAL DIVERSITY IN HAWAII: WHITE INDIVIDUALS' REDUCTION IN RACE ESSENTIALISM OVER TIME**

Colleen Carpinella<sup>1</sup>, Danielle Young<sup>2</sup>, Diana Sanchez<sup>3</sup>  
<sup>1</sup>Univ. of Hawaii at Manoa, <sup>2</sup>Manhattan College, <sup>3</sup>Rutgers Univ.

GROUPS/INTRAGROUP PROCESSES

**ESSENTIALIST BELIEFS MODERATE THE RELATIONSHIP BETWEEN CONTACT QUALITY AND ATTITUDES TOWARD GAY MEN AND LESBIAN WOMEN**

Ashley Lytle<sup>1</sup>, Christina Dyar<sup>1</sup>, Sheri Levy<sup>1</sup>  
<sup>1</sup>Stony Brook Univ.

GROUPS/INTRAGROUP PROCESSES

**SENSE OF COMMUNITY FOR FAN AND LOCAL COMMUNITIES IN FOUR FAN CATEGORIES**

Daniel Chadborn<sup>1</sup>, Patrick Edwards<sup>2</sup>, Stephen Reysen<sup>1</sup>  
<sup>1</sup>Texas A&M Univ. - Commerce, <sup>2</sup>USC Upstate

GROUPS/INTRAGROUP PROCESSES

**WHAT CAUSES IDENTITY FUSION?: EXPLORING THE IDENTITY-SHAPING POWER OF INTENSE COLLECTIVE EXPERIENCES**

Michael Buhmester<sup>1</sup>, Angel Gomez<sup>2</sup>, Alexandra Vasquez<sup>2</sup>, Jonathan Lanman<sup>3</sup>, Bill Swann<sup>4</sup>, Harvey Whitehouse<sup>1</sup>  
<sup>1</sup>Univ. of Oxford, <sup>2</sup>UNED, <sup>3</sup>Queen's Univ., Belfast, <sup>4</sup>Univ. of Texas at Austin

GROUPS/INTRAGROUP PROCESSES

**IDENTITY SAFETY OR ECONOMIC REWARD?: HOW STIGMATIZED AND NON-STIGMATIZED PEOPLE CHOOSE JOB OPPORTUNITIES**

Heidi Williams<sup>1</sup>, Mary Murphy<sup>1</sup>  
<sup>1</sup>Indiana Univ.

GROUPS/INTRAGROUP PROCESSES

**SINS OF THE FATHER: TOWARDS A GREATER UNDERSTANDING OF THE DYNAMICS OF WITHIN-FAMILY TAINTING**

Stephanie Peak<sup>1</sup>, Fade Eadeh<sup>1</sup>, Alan Lambert<sup>1</sup>  
<sup>1</sup>Washington Univ.- St. Louis

GROUPS/INTRAGROUP PROCESSES

**A GROUP-BASED MORAL COMPASS: THE IMPACT OF THE SPECIFIC GROUPS INVOLVED IN MORAL VIOLATIONS ON THE RELATIONSHIP BETWEEN POLITICAL ORIENTATION AND MORAL VALUES**

Jacob Brookfield<sup>1</sup>, David Sherman<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Barbara

GROUPS/INTRAGROUP PROCESSES

**IDENTITY UNCERTAINTY DYNAMICS IN DUAL NESTED IDENTITIES**

Jiin Jung<sup>1</sup>, Michael Hogg<sup>1</sup>, Hoon-Seok Choi<sup>2</sup>, Gary Lewis<sup>3</sup>  
<sup>1</sup>Claremont Graduate Univ., <sup>2</sup>Sungkyunkwan Univ., <sup>3</sup>Univ. of York

GROUPS/INTRAGROUP PROCESSES

**DENYING REALITY, DENYING RACISM**

Vinoadharen Nair Das<sup>1</sup>, Courtney Bonam<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Chicago

GROUPS/INTRAGROUP PROCESSES

**HOW POWER AND PERSONALITY BRING OUT THE BEST STRATEGIES FOR TEAM SUCCESS**

Konomi Tasaki<sup>1</sup>, Tasuku Igarashi<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

GROUPS/INTRAGROUP PROCESSES

**ETHICS IS ONLY GOOD WHEN USEFUL TO US: REASSESSING ETHICAL BEHAVIOR CONSIDERING THE LEADER'S GROUP MEMBERSHIP**

Catarina Morais<sup>1</sup>, Georgina Randsley de Moura<sup>1</sup>, Ana Leite<sup>1</sup>, Dominic Abrams<sup>1</sup>  
<sup>1</sup>Univ. of Kent

GROUPS/INTRAGROUP PROCESSES

**SOCIAL INFLUENCE IN FREELY INTERACTING GROUPS: BIASED INFORMATION ACQUISITION AFTER GROUP DISCUSSIONS**

Andreas Mojzisch<sup>1</sup>, Stefan Schulz-Hardt<sup>2</sup>  
<sup>1</sup>Univ. of Hildesheim, <sup>2</sup>Univ. of Goettingen

GROUPS/INTRAGROUP PROCESSES

**BLURRED LINES: THE INFLUENCE OF SOCIAL STATUS ON PUBLIC PERCEPTIONS OF POTENTIALLY CRIMINAL INCIDENTS**

Satia Marotta<sup>1</sup>, Samuel Sommers<sup>1</sup>  
<sup>1</sup>Tufts Univ.

GROUPS/INTRAGROUP PROCESSES

**MAKING US LOOK BAD: THREAT TO THE IMAGE OF AN INTIMACY GROUP PREDICTS THE NORMATIVITY OF WITNESSES' CONFRONTATION OF BIAS**

Susana Lavado<sup>1</sup>, Cicero Pereira<sup>2</sup>, John Dovidio<sup>3</sup>, Jorge Vala<sup>1</sup>  
<sup>1</sup>Univ. of Lisbon, <sup>2</sup>Federal Univ. of Paraiba, <sup>3</sup>Yale Univ.

GROUPS/INTRAGROUP PROCESSES

**"BEING EVERYONE'S FRIEND" IS SHUNNED BY EVERYONE: SOCIAL NETWORKING MOTIVATIONS AS ORIGINS OF SOCIAL SELECTION PROCESS**

Tasuku Igarashi<sup>1</sup>, Taro Hirashima<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

GROUPS/INTRAGROUP PROCESSES

**PLURALISTIC IGNORANCE IN THE CLASSROOM: HOW STUDENT ASSUMPTIONS INFLUENCE LEARNING**

Steven Buzinski<sup>1</sup>  
<sup>1</sup>Univ. of North Carolina

GROUPS/INTRAGROUP PROCESSES

**DOES SOCIAL MOBILITY MAKE US FORGET WHERE WE ARE FROM?: UPWARD MOBILITY AND ATTITUDES TOWARD THE INHERITED GROUP**

Marion Chipeaux<sup>1</sup>, Clara Kulich<sup>1</sup>, Vincenzo Iacoviello<sup>1</sup>, Fabio Lorenzi-Cioldi<sup>1</sup>  
<sup>1</sup>Univ. of Geneva

GROUPS/INTRAGROUP PROCESSES

**"ILLEGAL" BY ASSOCIATION: AN EXPERIENCE OF CATEGORIZATION THREAT AMONG LATINOS**

Jesus Serrano-Careaga<sup>1</sup>, Yuen Huo<sup>1</sup>  
<sup>1</sup>Univ. of California, Los Angeles

GROUPS/INTRAGROUP PROCESSES

**THE EFFECT OF GROUP GENDER COMPOSITION ON WOMEN STEM MAJORS' PERCEIVED MATH ABILITY AND SOCIAL COHESION**

Sarah Grover<sup>1</sup>, Tiffany Ito<sup>1</sup>, Bernadette Park<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

GROUPS/INTRAGROUP PROCESSES

**SOCIO-ECONOMIC STATUS AFFECTS SOCIAL IDENTIFICATION PATTERN**

Jenny Roth<sup>1</sup>, Markus Barth<sup>2</sup>, Agostino Mazziotta<sup>3</sup>  
<sup>1</sup>TU Dresden, <sup>2</sup>Univ. of Leipzig, <sup>3</sup>Univ. of Hagen

GROUPS/INTRAGROUP PROCESSES

**ATTENTION ALLOCATION TO MINIMAL GROUP MEMBERS NOT DETERMINED BY THREAT-ASSOCIATION**

Heidi Blocker<sup>1</sup>, Kateri McRae<sup>1</sup>  
<sup>1</sup>Univ. of Denver

GROUPS/INTRAGROUP PROCESSES

**EFFECTS OF RACE AND GAZE ON PROCESSING AND RECALL OF INGROUP AND OUTGROUP FACES**

Muhammad Mamsa<sup>1</sup>, Joshua Jones<sup>1</sup>, Melody Sadler<sup>1</sup>  
<sup>1</sup>San Diego State Univ.

GROUPS/INTRAGROUP PROCESSES

**OVERCOMPENSATION NATION: THREATS TO THE NATIONAL STATUS ARE MASCULINITY THREATS FOR PATRIOTIC WHITE MEN**

Rodolfo Barragan<sup>1</sup>, Michael Hahn<sup>1</sup>  
<sup>1</sup>Stanford Univ.

GROUPS/INTRAGROUP PROCESSES

**ANGLO-NAMES AND RECOGNITION AMONG ETHNIC MINORITIES**

Natalie Peppercorn<sup>1</sup>, Xian Zhao<sup>1</sup>, Monica Biernat<sup>1</sup>  
<sup>1</sup>Univ. of Kansas

GROUPS/INTRAGROUP PROCESSES

**HOW WILL YOU FEEL ABOUT YOUR ROBOTIC COWORKER?**

Benjamin Oistad<sup>1</sup>, Catherine Sembroski<sup>1</sup>, Kathryn Gates<sup>1</sup>, Margaret Krupp<sup>1</sup>, Marlena Fraune<sup>1</sup>  
<sup>1</sup>Indiana University

INDIVIDUAL DIFFERENCES

**CONCERN FOR OTHERS LEADS TO SUCCESSFUL CONFLICT RESOLUTION**

Kirsten Johnson<sup>1</sup>  
<sup>1</sup>Northeastern Univ.

INDIVIDUAL DIFFERENCES

## HOW DO DAILY ACTIVITIES AND PERSONALITY PREDICT CHANGES IN UNIVERSITY STUDENTS' ACADEMIC AND SOCIAL ENGAGEMENT?

Kristina Mouzakis<sup>1</sup>, Daniel Ozer<sup>1</sup>  
<sup>1</sup>UC Riverside

INDIVIDUAL DIFFERENCES

## SITUATIONAL AND INTERPERSONAL VARIATION IN PSYCHOLOGICAL NEED SATISFACTION AND ITS RELATION TO WELLBEING

Leyla Bagheri<sup>1</sup>, Marina Milyavskaya<sup>1</sup>  
<sup>1</sup>Carleton Univ.

INDIVIDUAL DIFFERENCES

## A SHORT VERSION OF THE PARENTAL CARE AND TENDERNESS SCALE

Marlise Hofer<sup>1</sup>, Erin Buckels<sup>2</sup>, Alec Beall<sup>1</sup>, Mark Schaller<sup>1</sup>  
<sup>1</sup>Univ. of British Columbia, <sup>2</sup>Univ. of Manitoba

INDIVIDUAL DIFFERENCES

## INFERENCE OR INTEGRATION?: SOCIAL COGNITIVE DEFICITS IN ADULTS WITH AUTISM SPECTRUM DISORDERS

Joanna Korman<sup>1</sup>, Tiziana Zalla<sup>2</sup>, Bertram Malle<sup>1</sup>  
<sup>1</sup>Brown Univ., <sup>2</sup>Institut Jean Nicod, CNRS, Ecole Normale Supérieure

INDIVIDUAL DIFFERENCES

## EARLY LANGUAGE EXPERIENCE HAS LONG-LASTING IMPACT ON THE NEURAL BASIS OF THEORY OF MIND

Jorie Koster-Hale<sup>1</sup>, Naomi Caselli<sup>2</sup>, Jennie Pyers<sup>3</sup>, Rebecca Saxe<sup>4</sup>  
<sup>1</sup>Harvard Univ., <sup>2</sup>Tufts Univ., <sup>3</sup>Wellesley College, <sup>4</sup>MIT

INDIVIDUAL DIFFERENCES

## BIASES IN MORAL UPDATING

Jordan Theriault<sup>1</sup>, Ezequiel Gleichgerrcht<sup>2</sup>, Liane Young<sup>1</sup>  
<sup>1</sup>Boston College, <sup>2</sup>Medical Univ. of South Carolina

INDIVIDUAL DIFFERENCES

## TASK VS. INTERPERSONAL FOCUS IN COMPETITION

Bryan Sim<sup>1</sup>, Gabriele Oettingen<sup>2</sup>, Peter Gollwitzer<sup>3</sup>  
<sup>1</sup>New York Univ., <sup>2</sup>Univ. of Hamburg, <sup>3</sup>Univ. of Konstanz

INDIVIDUAL DIFFERENCES

## HARD WORK PAYS OFF; DO I SAVE MORE?: BELIEF IN MERITOCRACY MODERATES THE ASSOCIATION BETWEEN SOCIOECONOMIC STATUS AND SAVINGS

Mindy Truong<sup>1</sup>, Sarah Townsend<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

INDIVIDUAL DIFFERENCES

## THE EFFECTS OF EXPLICIT-IMPLICIT DISCREPANCY OF SHYNESS ON OTHER PERSONALITY TRAITS: ANALYSES WITH THE SIZE AND DIRECTION OF THE DISCREPANCY

Takafumi Sawaumi<sup>1</sup>, Tsutomu Fujii<sup>2</sup>, Atsushi Aikawa<sup>1</sup>  
<sup>1</sup>Center for Research on Educational Testing, <sup>2</sup>Sungshin Women's Univ.

INDIVIDUAL DIFFERENCES

## EXPLORING VIRTUAL SPACES: A SURVEY AND WEB API STUDY OF STRESS, PERSONALITY, GAMEPLAY BEHAVIOR AND GENRE PREFERENCES OF VIDEO AND COMPUTER GAMERS

Jessica Schallock<sup>1</sup>, Richard Mills<sup>1</sup>, Jason Rentfrow<sup>1</sup>  
<sup>1</sup>Univ. of Cambridge

INDIVIDUAL DIFFERENCES

## EMOTIONAL INTELLIGENCE AS A MODERATOR OF THE RELATIONSHIP BETWEEN MACHIAVELLIANISM AND RECIPROCITY

Hyunjin Koo<sup>1</sup>, Yonghwan Shin<sup>1</sup>, Suran Lee<sup>1</sup>, Young Woo Sohn<sup>1</sup>  
<sup>1</sup>Yonsei Univ.

INDIVIDUAL DIFFERENCES

## DEPRESSION SENSITIVITY MODERATES THE EFFECTS OF ALCOHOL COPING MOTIVES ON ALCOHOL CONSUMPTION AND PROBLEMS

Aaron Wichman<sup>1</sup>  
<sup>1</sup>Western Kentucky Univ.

INDIVIDUAL DIFFERENCES

## THE EXTRAVERSION-POSITIVE AFFECT LINK: EXPLAINING INTROVERTS' POORER PERFORMANCE IN SOCIAL INTERACTIONS

Korrina Duffy<sup>1</sup>, Erik Helzer<sup>2</sup>, Jun Fukukura<sup>1</sup>, Tanya Chartrand<sup>1</sup>  
<sup>1</sup>Duke Univ., <sup>2</sup>Johns Hopkins Univ.

INDIVIDUAL DIFFERENCES

## INVESTIGATION OF THE RELATIONSHIP AMONG ETHICAL CONSUMPTION, CIVIC ENGAGEMENT AND PERSON/THING ORIENTATIONS

Hyemi Lee<sup>1</sup>, William Graziano<sup>1</sup>, Meghan Norris<sup>1</sup>  
<sup>1</sup>Purdue Univ.

INDIVIDUAL DIFFERENCES

## "COMING OUT" AS A SOURCE OF POSTTRAUMATIC GROWTH IN LGBT INDIVIDUALS

Erin Bonafede<sup>1</sup>, Jennifer Ratcliff<sup>1</sup>, Lauren Mutignani<sup>1</sup>  
<sup>1</sup>The College at Brockport, SUNY

INDIVIDUAL DIFFERENCES

## THE RELATIONSHIP BETWEEN PARENTAL INVOLVEMENT AND ACADEMIC ENTITLEMENT IN COLLEGE STUDENTS

Kathryn Cornell<sup>1</sup>  
<sup>1</sup>Murray State Univ.

INDIVIDUAL DIFFERENCES

## INTERNATIONAL AND DOMESTIC GRADUATE STUDENT ADVISING ALLIANCE AND ACADEMIC STRESS

Kenneth Rice<sup>1</sup>, Hanna Suh<sup>2</sup>, Xiaohui Yang<sup>1</sup>, Don Davis<sup>1</sup>  
<sup>1</sup>Georgia State Univ., <sup>2</sup>Univ. of Florida

INDIVIDUAL DIFFERENCES

## VALUE AND TRAIT AFFIRMATION AND COPING WITH REJECTION

Alexandra Lord<sup>1</sup>, Michael Strube<sup>1</sup>  
<sup>1</sup>Washington Univ.- St. Louis

INDIVIDUAL DIFFERENCES

## VISIBILITY AND ITS RELATION TO ASSUMED SIMILARITY OF PERSONAL VALUES

Jennifer McDonald<sup>1</sup>, Tera Letzring<sup>1</sup>, Douglas E. Colman<sup>2</sup>, S. L. Krzyniak<sup>3</sup>  
<sup>1</sup>Idaho State Univ., <sup>2</sup>Idaho State University, <sup>3</sup>Idaho State University

INDIVIDUAL DIFFERENCES

## WORKER WELLBEING: THE INFLUENCE OF PERSONALITY AND ENVIRONMENTAL CHOICES IN THE WORKPLACE

Lindsay Graham<sup>1</sup>, Upali Nanda<sup>1</sup>, Kate Davis<sup>1</sup>, Angela Raner<sup>1</sup>, Adeleh Nejati<sup>1</sup>, Lisa Adams<sup>1</sup>, Elise LaPaglia<sup>1</sup>  
<sup>1</sup>HKS, Inc.

INDIVIDUAL DIFFERENCES

## MOTIVATION MATTERS: INTRINSIC MOTIVATION MEDIATES ASSOCIATIONS BETWEEN THE BIG FIVE TRAITS AND FLOW PRONENESS

hui lu<sup>1</sup>, yili chen<sup>1</sup>  
<sup>1</sup>Beijing Normal Univ.

INDIVIDUAL DIFFERENCES

## EXPLORING THE DARK PERSONALITY: EMPATHY, EMOTIONAL INTELLIGENCE AND THE DARK TRIAD

Monica Munoz<sup>1</sup>  
<sup>1</sup>Texas A&M International Univ.

INDIVIDUAL DIFFERENCES

## EXAMINING THE INTERPERSONAL AND PERFORMANCE OUTCOMES OF INTERPERSONAL SPIN: SPIN AND PROFICIENCY AS A TEAMMATE

Kayleigh-Ann Clegg<sup>1</sup>, Debbie Moskowitz<sup>1</sup>, Christopher Miners<sup>2</sup>, Goce Andrevski<sup>2</sup>, Gentiana Sadikaj<sup>1</sup>  
<sup>1</sup>McGill Univ., <sup>2</sup>Queen's Univ.

INDIVIDUAL DIFFERENCES

## EVALUATING A NEW MEASURE OF INTROVERSION USING THE FOUR DOMAINS OF SOCIAL, THINKING, ANXIOUS AND RESTRAINED INTROVERSION

Jonathan Cheek<sup>1</sup>, Courtney Brown<sup>1</sup>  
<sup>1</sup>Wellesley College

INDIVIDUAL DIFFERENCES

## INDIVIDUAL DIFFERENCES MODERATE THE EFFECT OF SOCIAL MULTITASKING BEHAVIOR ON COURSE PERFORMANCE

Danielle Geerling<sup>1</sup>, Elissa Lauber<sup>1</sup>, Carol Sansone<sup>1</sup>  
<sup>1</sup>Univ. of Utah

INDIVIDUAL DIFFERENCES

## MERITOCRATIC BELIEFS MODERATE THE EXPERIENCE OF CONTROLLABLE PERFORMANCE SITUATIONS

Stephanie Smallets<sup>1</sup>, Sarah Townsend<sup>1</sup>  
<sup>1</sup>Univ. of Southern California

INDIVIDUAL DIFFERENCES

## IT'S NOT YOU, IT'S MY BELIEFS ABOUT HUMAN NATURE: BELIEF IN PURE GOOD, BELIEF IN PURE EVIL, AND ATTITUDES IN THE CONTEXT OF RELATIONSHIPS

Sydney Webb<sup>1</sup>, Brooke Bengel<sup>1</sup>, Krystall Ring<sup>1</sup>, Amanda Martens<sup>1</sup>, Stuart Miller<sup>1</sup>  
<sup>1</sup>Kansas State University

NONVERBAL BEHAVIOR

## TOUCH, TRUST AND PERFORMANCE IN A GROUP ACTIVITY

Michael Baker<sup>1</sup>, Kristin Beals<sup>1</sup>  
<sup>1</sup>California State Univ., Fullerton

NONVERBAL BEHAVIOR

## WHAT CONSTITUTES SEXUAL CONSENT AND ASSAULT?: THE EFFECTS OF VERBAL, PHYSICAL AND LINGUISTIC CUES

Crystle Agbayani<sup>1</sup>, Megi Herring<sup>1</sup>, David Frederick<sup>1</sup>  
<sup>1</sup>Chapman Univ.

SESSION P. 6:15 - 7:45 PM

NONVERBAL BEHAVIOR

## AGGRESSION AND THE PROTOTYPICAL PRIDE EXPRESSION

Zachary Witkower<sup>1</sup>, Christopher Barlett<sup>2</sup>  
<sup>1</sup>Univ. of British Columbia, <sup>2</sup>Gettysburg College

NONVERBAL BEHAVIOR

## LISTENER EFFECT ON PSYCHOLOGICAL SAFETY: THE MODERATING ROLE OF AVOIDANCE ATTACHMENT STYLE

Dotan Castro<sup>1</sup>, Guy Itzhakov<sup>1</sup>, Avraham Kluger<sup>1</sup>  
<sup>1</sup>The Hebrew Univ. of Jerusalem

NONVERBAL BEHAVIOR

## LAUGHING ABOUT TRANSGRESSIONS: HUMOR USE AS A DEVELOPING CAPACITY FOR COMPLEX ATTITUDES IN NARRATING

Jacob Billitteri<sup>1</sup>, Monisha Pasupathi<sup>1</sup>, Cecilia Wainryb<sup>1</sup>  
<sup>1</sup>Univ. of Utah

NONVERBAL BEHAVIOR

## SAME EVENT, DIFFERENT STORIES: COMPARING YOUNG ADULT NARRATIVES TO MOTHERS VERSUS FRIENDS ON LENGTH, TONE AND LEARNING

Trisha Weeks<sup>1</sup>, Monisha Pasupathi<sup>2</sup>, Kate McLean<sup>3</sup>  
<sup>1</sup>Brigham Young Univ., <sup>2</sup>Univ. of Utah, <sup>3</sup>Western Washington Univ.

NONVERBAL BEHAVIOR

## INFLUENCE OF POWER ON INTERPERSONAL BEHAVIOR AND TASK-RELATED EXPERIENCES

Deborah Danzis<sup>1</sup>, Lauren Zimmerman<sup>2</sup>, Jessica Coble<sup>1</sup>, Kathryn Forts<sup>1</sup>  
<sup>1</sup>High Point Univ., <sup>2</sup>Univ. of Georgia

NONVERBAL BEHAVIOR

## CONVERSATIONAL AND ACOUSTICAL PROPERTIES OF SOCIAL INTERACTIONS PREDICT ENJOYMENT

Gillian Sandstrom<sup>1</sup>, Elizabeth Dunn<sup>2</sup>  
<sup>1</sup>Univ. of Essex, <sup>2</sup>Univ. of British Columbia

NONVERBAL BEHAVIOR

## SOCIAL COGNITION, SOCIAL SKILL AND REAL-WORLD SOCIAL NETWORKS

Pippa Beston<sup>1</sup>, Erin Heerey<sup>2</sup>  
<sup>1</sup>Bangor Univ., <sup>2</sup>Univ. of Western Ontario

NONVERBAL BEHAVIOR

## EMOTION SIGNALING DURING STORYTELLING IN THE U.S. AND NAMIBIA

Galen McNeil<sup>1</sup>, Disa Sauter<sup>2</sup>, Paul Piff<sup>3</sup>, Dacher Keltner<sup>4</sup>  
<sup>1</sup>UCLA, <sup>2</sup>Univ. of Amsterdam, <sup>3</sup>UC Irvine, <sup>4</sup>UC Berkeley

NONVERBAL BEHAVIOR

## CAN AUTOMATED CONVERSATION SKILLS COACHING IMPROVE INTERPERSONAL ATTRACTIVENESS AND EFFECTIVENESS?

Dev Crasta<sup>1</sup>, Mohammad Ali<sup>1</sup>, Ronald Rogge<sup>1</sup>, Mohammed Hoque<sup>1</sup>  
<sup>1</sup>Univ. of Rochester

NONVERBAL BEHAVIOR

## WHERE ARE NONVERBAL ACCENTS: THE NATIONALITY JUDGMENT TASK IN A JAPANESE SAMPLE

Ken Fujiwara<sup>1</sup>  
<sup>1</sup>Osaka Univ. of Economics

NONVERBAL BEHAVIOR

## THE TRUTH BOOST: IMPLICIT PREFERENCE FOR HONEST ROMANTIC PARTNERS

Emily Reit<sup>1</sup>, Leanne Brinke<sup>1</sup>, Dana Carney<sup>1</sup>  
<sup>1</sup>UC Berkeley

NONVERBAL BEHAVIOR

## THE EFFECTS OF GAIT SYNCHRONY ON INTERPERSONAL INTERACTIONS

Catherine Norris<sup>1</sup>, Ray Lefco<sup>1</sup>, Greer Prettyman<sup>1</sup>, Christopher Thomson<sup>1</sup>, Frank Durgin<sup>1</sup>  
<sup>1</sup>Swarthmore College

NONVERBAL BEHAVIOR

## NONVERBAL REACTIONS TO SOCIAL OSTRACISM: WHEN DOES OSTRACISM PROMPT US TO RECONNECT OR TO DISCONNECT?

Sally Farley<sup>1</sup>, Deborah Carson<sup>1</sup>, Terrence Pope<sup>1</sup>  
<sup>1</sup>Univ. of Baltimore

NONVERBAL BEHAVIOR

## BODY ACCESSIBILITY TOWARD DIFFERENT TARGETS IN THE CURRENT SOCIETY

Yingyi Chang<sup>1</sup>, Steve Duck<sup>1</sup>  
<sup>1</sup>Univ. of Iowa

NONVERBAL BEHAVIOR

## FINGERS CROSSED!: ROLE OF SUPERSTITIOUS BELIEFS AND BODY GESTURES ON PERCEPTIONS OF HONESTY

Frankie Terrones<sup>1</sup>, Tammy Sonnentag<sup>1</sup>  
<sup>1</sup>Xavier University

PERSON PERCEPTION/IMPRESSION FORMATION

## THE GOOD JUDGE REVISITED: EXAMINING THE ROLE OF THE GOOD TARGET

Katherine Rogers<sup>1</sup>, Jeremy Biesanz<sup>2</sup>  
<sup>1</sup>Univ. of Tennessee - Chattanooga, <sup>2</sup>Univ. of British Columbia

PERSON PERCEPTION/IMPRESSION FORMATION

## THE "COMMON GOOD" IN PERSON PERCEPTION: AN AMPLIFICATION/ATTENUATION MODEL OF SOCIAL COMPARISON

Hans Alves<sup>1</sup>, Alex Koch<sup>1</sup>, Christian Unkelbach<sup>1</sup>  
<sup>1</sup>Univ. of Cologne

PERSON PERCEPTION/IMPRESSION FORMATION

## ILLUSORY CORRELATIONS: CLEVER JUDGMENTS BASED ON BIASED SAMPLES?

Tobias Vogel<sup>1</sup>, Florian Kutzner<sup>2</sup>, Klaus Fiedler<sup>2</sup>  
<sup>1</sup>Univ. of Mannheim, <sup>2</sup>Univ. of Heidelberg

PERSON PERCEPTION/IMPRESSION FORMATION

## MUSCLE AND BONE: STATIC VS. DYNAMIC FACIAL CUES IN THE CONSISTENCY OF SOCIAL EVALUATIONS

Eric Hehman<sup>1</sup>, Jonathan Freeman<sup>2</sup>  
<sup>1</sup>Ryerson Univ., <sup>2</sup>New York Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## PUTTING YOUR BEST FACE FORWARD: SELF-SELECTING PROFILE PICTURES ACROSS ONLINE CONTEXTS

Clare Sutherland<sup>1</sup>, David White<sup>2</sup>, Amy Burton<sup>2</sup>  
<sup>1</sup>Univ. of Western Australia, <sup>2</sup>Univ. of New South Wales

PERSON PERCEPTION/IMPRESSION FORMATION

## PERCEPTUAL FACTORS UNDERLYING DOMINANCE ASSOCIATED WITH THE BASIC EMOTIONS

Gaëtan Merlhiot<sup>1</sup>, Laurie Mondillon<sup>1</sup>, Marie Bayot<sup>2</sup>, Nicolas Vermeulen<sup>2</sup>, Martial Mermillod<sup>3</sup>  
<sup>1</sup>Université Clermont Auvergne, <sup>2</sup>Université catholique de Louvain, <sup>3</sup>Univ. Grenoble Alpes

PERSON PERCEPTION/IMPRESSION FORMATION

## PERCEIVED DOMINANCE IN FACES PREDICTS MOTOR RESONANCE AND BEHAVIOR

Nadya Greenberg<sup>1</sup>, Yanyi Jiang<sup>1</sup>, Sara Pedersen<sup>1</sup>, Simian Cai<sup>1</sup>, Jennifer Gutsell<sup>1</sup>  
<sup>1</sup>Brandeis Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## HIGH-CHROMA COLORS INCREASE PERCEIVED EXTRAVERSION AND OPENNESS FOR ZERO ACQUAINTANCE JUDGMENTS

Adam Pazda<sup>1</sup>, Chris Thorstenson<sup>2</sup>, Andrew Elliot<sup>2</sup>  
<sup>1</sup>Univ. of South Carolina Aiken, <sup>2</sup>Univ. of Rochester

PERSON PERCEPTION/IMPRESSION FORMATION

## GET OFF THE ROAD: BLAMING THE VICTIM IN A CYCLING ACCIDENT

April McGrath<sup>1</sup>  
<sup>1</sup>Mount Royal Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## INTERGROUP SELECTIONS: EFFECTS OF APPLICANT TRAITS AND EVALUATOR'S VIEWS ON EVALUATIONS

Gregory Davis<sup>1</sup>  
<sup>1</sup>Harvard Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## THE "FUNDAMENTAL ATTRIBUTION ERROR" IS RATIONAL IN AN UNCERTAIN WORLD

Drew Walker<sup>1</sup>, Kevin Smith<sup>2</sup>, Edward Vul<sup>1</sup>  
<sup>1</sup>Univ. of California, San Diego, <sup>2</sup>UCSD

PERSON PERCEPTION/IMPRESSION FORMATION

## THE REPUTATIONAL CONSEQUENCES OF REPLICATION

Charles Ebersole<sup>1</sup>, Jordan Axt<sup>1</sup>, Brian Nosek<sup>1</sup>  
<sup>1</sup>Univ. of Virginia

PERSON PERCEPTION/IMPRESSION FORMATION

## LOST IN A DAYDREAM: A DAILY DIARY STUDY OF PERSONALITY, EMOTION AND DAYDREAMING

Jana Spain<sup>1</sup>  
<sup>1</sup>High Point Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## YOU ARE WHAT YOU DO: SOCIAL ROLES DEHUMANIZE OCCUPANTS

Sean Malahy<sup>1</sup>, Benoît Monin<sup>1</sup>  
<sup>1</sup>Stanford Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## THE NONVERBAL COMMUNICATIVE POWER CONVEYED IN A MESSAGE INCREASES ITS ENCODING ACCURACY

Alexander Brunot<sup>1</sup>, Frank Bernieri<sup>1</sup>, Alyssa Raymond<sup>1</sup>  
<sup>1</sup>Oregon State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## INTRAPERSONAL VARIABILITY IN THE PERCEPTION OF A ROMANTIC PARTNER'S INTERPERSONAL BEHAVIOR: ANTECEDENTS, PERSONALITY CORRELATES AND INTERPERSONAL CONSEQUENCES

Gentiana Sadikaj<sup>1</sup>, D. S. Moskowitz<sup>1</sup>, David Zuroff<sup>1</sup>  
<sup>1</sup>McGill Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## ATHEISTS AND CHRISTIANS CAN BE DIFFERENTIATED FROM THEIR FACES

Shane Pitts<sup>1</sup>, John Paul Wilson<sup>2</sup>  
<sup>1</sup>Birmingham-Southern College, <sup>2</sup>Univ. of Toronto

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PERSON PERCEPTION/IMPRESSION FORMATION

## MITIGATION GOALS PRODUCE ABSTRACT LANGUAGE

Angelica Serrano<sup>1</sup>, Jamie Hughes Ph.D<sup>1</sup>, Andrew Monroe<sup>2</sup>  
<sup>1</sup>The Univ. of Texas of the Permian Basin, <sup>2</sup>Appalachian State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## PERCEIVED CAUSAL ATTRIBUTIONS OF BODY TEMPERATURE INCREASE AS A MODERATOR OF THE EFFECTS OF PHYSICAL WARMTH ON IMPLICIT ASSOCIATIONS OF SOCIAL WARMTH

Tomoko Oe<sup>1</sup>, Ryotaro Aoki<sup>1</sup>, Makoto Numazaki<sup>2</sup>  
<sup>1</sup>Teikyo Univ., <sup>2</sup>Tokyo Metropolitan Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## BACK TO THE MIDDLE: REVERSING THE ASYMMETRY IN WITHIN-CATEGORY FACE DISCRIMINATION

Ryan Best<sup>1</sup>, Robert Goldstone<sup>1</sup>  
<sup>1</sup>Indiana Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## CHANGING IMPLICIT EVALUATIONS VIA APPROACH-AVOID INSTRUCTIONS

Jan De Houwer<sup>1</sup>, Pieter Van Dessel<sup>1</sup>  
<sup>1</sup>Ghent Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## IMPLICITLY CREATIVE: THE RAPID FORMATION OF IMPLICIT TRAIT IMPRESSIONS BEYOND POSITIVITY AND NEGATIVITY

Thomas Mann<sup>1</sup>, Josh Katz<sup>1</sup>, Melissa Ferguson<sup>1</sup>, Jack Goncalo<sup>1</sup>  
<sup>1</sup>Cornell Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## PEOPLE'S PERCEPTIONS OF MEDICAL CANNABIS USAGE: THE ROLES OF MEDICAL CONDITION, TERMINOLOGY AND METHOD OF CONSUMPTION

Lindsay Ruckel<sup>1</sup>, Joshua Uhalt<sup>1</sup>, David Trafimow<sup>1</sup>  
<sup>1</sup>New Mexico State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## PROMOTING POWER: THE EFFECTS OF REGULATORY FOCUS ON PERCEPTIONS OF MALE AND FEMALE LEADERS

Ann Hoover<sup>1</sup>, David Fortson<sup>1</sup>  
<sup>1</sup>Univ. of South Carolina Upstate

PERSON PERCEPTION/IMPRESSION FORMATION

## THE EFFECT OF GENDER AND AGE ON THE PERCEPTION OF SEXUAL VIOLENCE IN DATING

Sunkyung Lee<sup>1</sup>, YongHoe Heo<sup>1</sup>, Sunwoong Park<sup>1</sup>  
<sup>1</sup>Korea Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## AT FACE VALUE: GENDERED EMOTIONS, SEXUAL ORIENTATION AND BIASES IN PERSON PERCEPTION

Carlos Garrido<sup>1</sup>, Reginald Adams, Jr.<sup>1</sup>  
<sup>1</sup>The Pennsylvania State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## DIFFERENTIAL INTERPERSONAL EFFECTS OF CLAIMED SELF-HANDICAPS: WHY CLAIMING STEREOTYPE THREAT BACKFIRES

Julie Eyink<sup>1</sup>, Edward Hirt<sup>1</sup>, Kathryn Boucher<sup>2</sup>  
<sup>1</sup>Indiana Univ., <sup>2</sup>Univ. of Indianapolis

PERSON PERCEPTION/IMPRESSION FORMATION

## EMOTION RESEMBLING FACIAL APPEARANCE AFFECTS THE WAY THE BRAIN PROCESSES FACIAL EXPRESSIONS

Troy Steiner<sup>1</sup>, Anthony Nelson<sup>1</sup>, Daniel Albohn<sup>1</sup>, Reginald Adams Jr.<sup>1</sup>  
<sup>1</sup>Pennsylvania State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## CONSTRUAL LEVEL, POWER AND PERSON PERCEPTION IN EVERYDAY LIFE: AN EXPERIENCE SAMPLING STUDY

Gen Ito<sup>1</sup>, Akihiko Era<sup>1</sup>, Yohtarō Takano<sup>1</sup>  
<sup>1</sup>The Univ. of Tokyo

PERSON PERCEPTION/IMPRESSION FORMATION

## NO MONEY, NO MIND: SCARCITY INCREASES THE THRESHOLD FOR MIND PERCEPTION

Nicholas Camp<sup>1</sup>, Brent Hughes<sup>1</sup>, Leor Hackel<sup>2</sup>, Jennifer Eberhardt<sup>1</sup>  
<sup>1</sup>Stanford Univ., <sup>2</sup>New York Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## IS "MR. RIGHT" AN INNOVATOR?: EFFECT OF IMPLICIT FOLLOWERSHIP THEORIES ON EMPLOYEE'S CREATIVITY

Ming Kong<sup>1</sup>, Haoying Xu<sup>2</sup>, Feng Yu<sup>1</sup>  
<sup>1</sup>Tsinghua Univ., <sup>2</sup>Central Univ. of Finance & Economics

PERSON PERCEPTION/IMPRESSION FORMATION

## HAPPINESS AND SELF-OTHER AGREEMENT

Deanna Day<sup>1</sup>, Ashely Bell Jones<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## HOW CHARACTERISTICS OF COMEDIANS AFFECT PERCEPTIONS OF SELF-DEPRECATING HUMOR

Madeleine Fahlbusch<sup>1</sup>, Tammy Sonnentag<sup>1</sup>  
<sup>1</sup>Xavier University



PERSON PERCEPTION/IMPRESSION FORMATION

## NARCISSISM AND SELF-OTHER AGREEMENT ON PERSONALITY

Michael Vitro<sup>1</sup>, Ashley Bell Jones<sup>1</sup>, Dylan Owsiany<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

## NARCISSISTS' PERCEPTION OF NARCISSISTIC BEHAVIOR

Jacqueline Kirshenbaum<sup>1</sup>, Anthony Hermann<sup>1</sup>  
<sup>1</sup>Bradley University

PERSONALITY PROCESSES/TRAITS

## WHY YOU SHOULD GIVE PEOPLE THE BENEFIT OF THE DOUBT: POSITIVE CHARACTERISTICS ASSOCIATED WITH EXPLICIT NORMATIVE KNOWLEDGE

Jennifer L. Hambleton<sup>1</sup>, Barbara Wood Roberts<sup>1</sup>, Douglas E. Colman<sup>1</sup>, Tera D. Letzring<sup>1</sup>  
<sup>1</sup>Idaho State Univ.

PERSONALITY PROCESSES/TRAITS

## UNPACKING CONSCIENTIOUSNESS: PERSONALITY, ATTRIBUTIONS AND ACADEMIC PERFORMANCE.

Alyson Burns-Glover<sup>1</sup>  
<sup>1</sup>Pacific Univ. Oregon

PERSONALITY PROCESSES/TRAITS

## AN ITEM RESPONSE THEORY ANALYSIS OF THE COMMUNAL NARCISSISM INVENTORY (CNI)

Jessica McCain<sup>1</sup>, W Campbell<sup>1</sup>, Josh Miller<sup>1</sup>  
<sup>1</sup>Univ. of Georgia

PERSONALITY PROCESSES/TRAITS

## PREDICTORS OF INTERPERSONAL ACCURACY: MSCEIT, EMPATHY, INTELLIGENCE AND SEX

Stacy Sim<sup>1</sup>, Jill Brown<sup>2</sup>, Frank Bernieri<sup>3</sup>  
<sup>1</sup>Bowling Green State Univ., <sup>2</sup>Univ. of Toledo, <sup>3</sup>Oregon State Univ.

PERSONALITY PROCESSES/TRAITS

## RELATIONSHIP BETWEEN LEVELS OF RESILIENCE AND PHYSIOLOGICAL AND PSYCHOLOGICAL STRESS RESPONSE

Michael Ng<sup>1</sup>, Ellie Shuo Jin<sup>1</sup>, Zaijia Liu<sup>2</sup>  
<sup>1</sup>The Univ. of Texas at Austin, <sup>2</sup>Columbia Univ.

PERSONALITY PROCESSES/TRAITS

## UNSUCCESSFUL EXPLOITATION LEADS TO AGGRESSION IN DARK TRIAD PERSONALITY

Yuri TASAKI<sup>1</sup>, Ken'itirou NAKASHIMA<sup>1</sup>, Yasuko Morinaga<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

PERSONALITY PROCESSES/TRAITS

## DISPOSITIONAL ENVY AND GRATITUDE PREDICT OPPOSITE REACTIONS TO AWE-PRODUCING NONSOCIAL STIMULI

Sung Hee Kim<sup>1</sup>, Charles Hoogland<sup>1</sup>, Richard Smith<sup>1</sup>, Taylor West<sup>1</sup>  
<sup>1</sup>Univ. of Kentucky

PERSONALITY PROCESSES/TRAITS

## COULD "HONEST ANSWERS" BE AFFECTED BY SELF-PRESENTATION PURPOSES?

Emanuele Meier<sup>1</sup>, Benoît Dompnier<sup>1</sup>, Anniq Smeding<sup>2</sup>, Fabrizio Butera<sup>1</sup>  
<sup>1</sup>Lausanne Univ., <sup>2</sup>Savoie Univ.

PERSONALITY PROCESSES/TRAITS

## PERSONALITY, PSYCHOPATHOLOGY AND THE EXPERIENCE OF EVERYDAY SITUATIONS

Cody Casey<sup>1</sup>, Nicolas Brown<sup>1</sup>, David Serfass<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

PERSONALITY PROCESSES/TRAITS

## PERSONALITY PREDICTS HEALTH CARE UTILIZATION AMONG UNHEALTHY ADULTS

Sara Weston<sup>1</sup>, Eileen Graham<sup>2</sup>, Daniel Mroczek<sup>2</sup>  
<sup>1</sup>Washington Univ.- St. Louis, <sup>2</sup>Northwestern Univ.

PERSONALITY PROCESSES/TRAITS

## SELF-SABOTAGING FROM THE START: AVOIDANTS' UNWILLINGNESS TO TRUST STRANGERS LIMITS THEIR SOCIAL NETWORK INTEGRATION

Joanna Anderson<sup>1</sup>, David Dunning<sup>2</sup>  
<sup>1</sup>Defence Research & Development Canada, <sup>2</sup>Cornell Univ.

PERSONALITY PROCESSES/TRAITS

## ASSOCIATIONS BETWEEN PERSONALITY TRAITS AND EXECUTIVE FUNCTIONS WITHIN A UNITY-DIVERSITY FRAMEWORK

Laura Michaelson<sup>1</sup>, John Lurquin<sup>1</sup>, Daniel Gustavson<sup>1</sup>, Nicholas Carruth<sup>1</sup>, Jane Barker<sup>1</sup>, Claudia von Bastian<sup>1</sup>, Akira Miyake<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

PERSONALITY PROCESSES/TRAITS

## IS FORCED CHOICE THE BEST METHODOLOGY FOR EXAMINING NARCISSISM?

Joseph Castro<sup>1</sup>, Richard Gramzow<sup>1</sup>  
<sup>1</sup>Syracuse Univ.

PERSONALITY PROCESSES/TRAITS

## TRAIT AFFILIATION AND ROMANTIC RELATIONSHIP OUTCOMES

Yanna Weisberg<sup>1</sup>  
<sup>1</sup>Linfield College

PERSONALITY PROCESSES/TRAITS

**RESOURCES, HARSHNESS AND UNPREDICTABILITY: THE SOCIOECONOMIC CONDITIONS ASSOCIATED WITH THE DARK TRIAD TRAITS**

Peter Jonason<sup>1</sup>, Adiba Icho<sup>1</sup>, Katie Ireland<sup>1</sup>  
<sup>1</sup>Univ. of Western Sydney

PERSONALITY PROCESSES/TRAITS

**PERSONAL AND IDEOLOGICAL FACTORS ASSOCIATED WITH INTERGROUP ANXIETY TOWARD MUSLIMS**

Patricia Hopkins<sup>1</sup>, Natalie Shook<sup>1</sup>  
<sup>1</sup>West Virginia Univ.

PERSONALITY PROCESSES/TRAITS

**THE EFFECTS OF ALCOHOL OUTCOME EXPECTANCIES AND SENSATION-SEEKING ON TAILGATING ALCOHOL CONSUMPTION AND SAFE-DRINKING PRACTICES**

Gereon Fredrickson<sup>1</sup>, Amber Anthenien<sup>2</sup>, John Jurica<sup>1</sup>, Kira Hutchinson<sup>1</sup>, Bradley Conner<sup>1</sup>  
<sup>1</sup>Colorado State Univ., <sup>2</sup>Univ. of Houston

PERSONALITY PROCESSES/TRAITS

**THE PERSONALITY OF POLITICAL CORRECTNESS**

Christine Brophy<sup>1</sup>  
<sup>1</sup>Univ. of Toronto

PERSONALITY PROCESSES/TRAITS

**CHECKLIST AND SCENARIO MEASURES OF DISPOSITIONAL GUILT AND SHAME ARE DIFFERENTIALLY ASSOCIATED WITH DAILY AFFECT**

Stefanie Tignor<sup>1</sup>, C. Randall Colvin<sup>1</sup>  
<sup>1</sup>Northeastern Univ.

PERSONALITY PROCESSES/TRAITS

**OPENNESS AND INDUSTRIOUSNESS INTERACT IN THE PREDICTION OF VIGOROUS PHYSICAL ACTIVITY: FINDINGS FROM A REPRESENTATIVE U.S. SAMPLE**

Phuong Vo<sup>1</sup>, Tim Bogg<sup>1</sup>  
<sup>1</sup>Wayne State Univ.

PERSONALITY PROCESSES/TRAITS

**INTELLECTUAL HUMILITY PREDICTS PEER EVALUATION**

Joseph Leman<sup>1</sup>, Ben Meagher<sup>1</sup>, Wade Rowatt<sup>1</sup>  
<sup>1</sup>Baylor Univ.

PERSONALITY PROCESSES/TRAITS

**DARK TRIAD TRAITS MAY BUFFER INDIVIDUALS FROM THE EFFECTS OF FAILURE ON WORK PERFORMANCE**

Serena Wee<sup>1</sup>, Amy Lim<sup>1</sup>  
<sup>1</sup>Singapore Management Univ.

PERSONALITY PROCESSES/TRAITS

**BIG FIVE PERSONALITY TRAITS AS PREDICTORS OF CREATIVE BEHAVIOR IN MAINTENANCE AND TRANSITIONAL JOB STAGES: EVIDENCE FROM CHINA**

Zhe Shang<sup>1</sup>, Xiang Yao<sup>1</sup>  
<sup>1</sup>Peking Univ.

PERSONALITY PROCESSES/TRAITS

**INDIVIDUAL DIFFERENCES IN MOBILITY PATTERNS AND PERSONALITY**

Randy Colvin<sup>1</sup>, Stefanie Tignor<sup>1</sup>, Rui Wang<sup>2</sup>, Andrew Campbell<sup>2</sup>  
<sup>1</sup>Northeastern Univ., <sup>2</sup>Dartmouth College

PERSONALITY PROCESSES/TRAITS

**WHO PREFERS HIERARCHY?: FACETS OF AGREEABLENESS, CONSCIENTIOUSNESS AND OPENNESS PREDICT SOCIAL DOMINANCE ORIENTATION**

Matthew Hackman<sup>1</sup>, Brandon Labbree<sup>2</sup>, Andres Martinez<sup>3</sup>, Wayne Chan<sup>2</sup>  
<sup>1</sup>Rutgers Univ. - Camden, <sup>2</sup>Rutgers Univ., <sup>3</sup>Univ. of California, Berkeley

PERSONALITY PROCESSES/TRAITS

**THE ABUSIVE WEB: INTERNET USE AS A NEXUS OF SADISM AND MEDIA CONSUMPTION**

Nitin Dhiman<sup>1</sup>, Michael Faber<sup>1</sup>  
<sup>1</sup>Woodbury Univ.

PERSONALITY PROCESSES/TRAITS

**EXPLAINING THE LINK BETWEEN PERSONALITY DISORDERS AND RELATIONSHIP QUALITY**

Michael Carnovale<sup>1</sup>, Erika Carlson<sup>1</sup>, Thomas Oltmanns<sup>2</sup>  
<sup>1</sup>Univ. of Toronto Mississauga, <sup>2</sup>Washington Univ. in St. Louis

PERSONALITY PROCESSES/TRAITS

**RIVALRY AND ADMIRATION FACETS OF NARCISSISM ARE DIFFERENTIALLY RELATED TO DIRECTLY OBSERVED BEHAVIOR**

Paul Brancaleone<sup>1</sup>, Nicolas Brown<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

PERSONALITY PROCESSES/TRAITS

**SHYNESS AND SEXUALITY IN THREE SAMPLES OF COLLEGE WOMEN**

Alyson Randall<sup>1</sup>, Jonathan Cheek<sup>1</sup>  
<sup>1</sup>Wellesley College

PERSONALITY PROCESSES/TRAITS

**THE RELATIONSHIP BETWEEN PSYCHOLOGICAL CHARACTERISTICS OF SITUATIONS AND THEIR GOAL AFFORDANCES**

Kasey Reichard<sup>1</sup>, Nicolas Brown<sup>1</sup>, Ryne Sherman<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ.

PHYSICAL HEALTH

## MONETARY INCENTIVES CAN CHANGE HEALTH BEHAVIOR WITHOUT UNDERMINING MOTIVATION

Casey Gardiner<sup>1</sup>, Angela Bryan<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

PHYSICAL HEALTH

## EFFECTS OF MINDLESSNESS AND RUMINATION IN PREDICTING CORTISOL RECOVERY TO AN ACUTE SOCIAL-EVALUATIVE STRESSOR

Andrew Manigault<sup>1</sup>, Peggy Zoccola<sup>1</sup>, Sally Dickerson<sup>2</sup>  
<sup>1</sup>Ohio Univ., <sup>2</sup>Univ. of California Irvine

PHYSICAL HEALTH

## COMPARING THE INFLUENCE OF SOCIAL NETWORKS AND SOCIAL MEDIA ON PERSONAL ATTITUDES TOWARD FLU VACCINES

Tiffany Berzins<sup>1</sup>, Robert Fuhrman<sup>1</sup>, Rida Haider<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at San Antonio

PHYSICAL HEALTH

## LIKING POSITIVE AFFECT TO LIPIDS: A CULTURAL PERSPECTIVE

Jiah Yoo<sup>1</sup>, Yuri Miyamoto<sup>1</sup>, Carol Ryff<sup>2</sup>  
<sup>1</sup>Univ. of Wisconsin, Madison, <sup>2</sup>Institute on Aging

PHYSICAL HEALTH

## THE IRONIC EFFECT OF FEARING FAT: EXAMINING WOMEN'S WEIGHT GAIN OVER A 10-WEEK PERIOD

Ashley Araiza<sup>1</sup>, Joseph Wellman<sup>1</sup>, Ellen Newell<sup>2</sup>, Shannon McCoy<sup>3</sup>  
<sup>1</sup>California State Univ. San Bernardino, <sup>2</sup>Wilkes Univ., <sup>3</sup>The Univ. of Maine

PHYSICAL HEALTH

## PREDICTORS AND CONSEQUENCES OF MOMENT TO MOMENT CHANGES IN TREATMENT SELF-EFFICACY IN MEN LIVING WITH HIV: AN EXPERIENCE SAMPLING STUDY

Pariya Fazeli<sup>1</sup>, James Raper<sup>1</sup>, Michael Mugavero<sup>1</sup>, James Willig<sup>1</sup>, Bulent Turan<sup>1</sup>  
<sup>1</sup>Univ. of Alabama at Birmingham

PHYSICAL HEALTH

## LOOKING FORWARD TO A HEALTHY LIFE: FUTURE-DIRECTED THINKING MEDIATES THE LINK BETWEEN SOCIAL CLASS AND HEALTH BEHAVIORS

Lindsay Roberts<sup>1</sup>, Jason Rose<sup>1</sup>, Erin Vogel<sup>1</sup>, Heather Wojton<sup>1</sup>  
<sup>1</sup>Univ. of Toledo

PHYSICAL HEALTH

## THE IMPACT OF SENSATION SEEKING ON WILLINGNESS AND INTENTIONS TO SMOKE IN ADOLESCENTS: COPING ATTRIBUTIONS AS A MEDIATOR

Michael Bernstein<sup>1</sup>, Megan Roberts<sup>2</sup>, Crystal Acevedo<sup>3</sup>, Ryan Joudeh<sup>3</sup>, Virginia Tiernan<sup>1</sup>, Suzanne Colby<sup>3</sup>  
<sup>1</sup>Univ. of Rhode Island, <sup>2</sup>The Ohio State Univ., <sup>3</sup>Brown Univ.

PHYSICAL HEALTH

## OBSERVING SOCIAL SUPPORT IN AN ONLINE DIABETES COMMUNITY

Robert Wright<sup>1</sup>, Moloud Shahbazi<sup>1</sup>, Vagelis Hristidis<sup>1</sup>, Keven Esterling<sup>1</sup>, Megan Robbins<sup>1</sup>  
<sup>1</sup>UC Riverside

PHYSICAL HEALTH

## A HEALTH ACTION PROCESS APPROACH PREDICTING PHYSICAL ACTIVITY-RELATED OUTCOMES WITHIN AN OVERWEIGHT AND OBESE ADULT SAMPLE

Anne Hattar<sup>1</sup>, Sebely Pal<sup>1</sup>, Martin Hagger<sup>1</sup>  
<sup>1</sup>Curtin Univ.

PHYSICAL HEALTH

## MALLEABLE BELIEFS ABOUT ENJOYMENT PREDICT EXERCISE ATTITUDES AND HEALTH OUTCOMES

Maritza Hernandez<sup>1</sup>, Amy Houlihan<sup>1</sup>  
<sup>1</sup>Texas A&M Univ. - Corpus Christi

PHYSICAL HEALTH

## SEEING THE BIGGER PICTURE AND EATING LESS BECAUSE OF IT: FINE-GRAINED PORTION SIZE LABELS DECREASE CONSUMPTION

Allison Earl<sup>1</sup>, Neil Lewis Jr<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

PHYSICAL HEALTH

## WHO CARES IF IT'S HEALTHY AS LONG AS IT TASTES GOOD?: APPETITIVE, NOT HEALTHINESS, RATINGS PREDICT FOOD CHOICE

Christina Nisson<sup>1</sup>, Ashley Gearhardt<sup>1</sup>, Neil Lewis Jr<sup>1</sup>, Allison Earl<sup>1</sup>  
<sup>1</sup>Univ. of Michigan

PHYSICAL HEALTH

## POLITICAL DISSONANCE: THE EFFECT OF POLITICAL IDEOLOGY ON PREMARITAL SEX

Destini Smith<sup>1</sup>, Lakin Douglas<sup>1</sup>, Damien Jones<sup>1</sup>, Alison Patev<sup>1</sup>, Kristina Hood<sup>1</sup>  
<sup>1</sup>Mississippi State Univ.

PHYSICAL HEALTH

## CLARIFYING THE DETERMINANTS OF HEALTHY AND UNHEALTHY BEHAVIORS IN URBAN, MINORITY TEENAGERS: DISTINCT ROLES OF POSITIVE AND NEGATIVE AFFECT

Ashley Murray<sup>1</sup>, Rachel Mahas<sup>1</sup>, Emily Vanwasshenova<sup>1</sup>, Amanda Stuck<sup>1</sup>, Michaela Simon<sup>1</sup>, Steuart Besly<sup>1</sup>, Danielle Spoerl<sup>1</sup>, Mariane Fahlman<sup>2</sup>, Debra Boardley<sup>1</sup>, Andrew Geers<sup>1</sup>  
<sup>1</sup>Univ. of Toledo, <sup>2</sup>Wayne State Univ.

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PHYSICAL HEALTH

## DO PROVIDERS AND CAREGIVERS ACCURATELY JUDGE PATIENT PAIN?: RESULTS FROM TWO META-ANALYSES

Mollie Ruben<sup>1</sup>, Danielle Blanch-Hartigan<sup>1</sup>  
<sup>1</sup>Center for Healthcare Organization and Implementation Research

PHYSICAL HEALTH

## FACIAL EXPRESSION AND SOCIAL WELLBEING IN PEOPLE WITH PARKINSON'S DISEASE AND THEIR CARE PARTNERS

Sarah Gunnery<sup>1</sup>, Linda Tickle-Degnen<sup>1</sup>  
<sup>1</sup>Tufts Univ.

PHYSICAL HEALTH

## PORTION CONTROL SELF-EFFICACY AND FEAR OF NEGATIVE EVALUATION: FEAR COULD BECOME FAT

Lindsey Fast<sup>1</sup>, Francesca Dreith<sup>2</sup>, Amy Davis<sup>1</sup>  
<sup>1</sup>Western State Colorado Univ., <sup>2</sup>Colorado State Univ.

PHYSICAL HEALTH

## DISCRIMINATION, STRESS AND REACTIVITY TO ALCOHOL CUES

Elena Stepanova<sup>1</sup>, David Drobos<sup>2</sup>, David Echevarria<sup>1</sup>, Adam Collier<sup>1</sup>, Christopher Cruz<sup>1</sup>  
<sup>1</sup>The Univ. of Southern Mississippi, <sup>2</sup>Univ. of South Florida

PHYSICAL HEALTH

## DECLINING HEALTH IN LATE LIFE: A PROTECTIVE SURVIVAL BENEFIT OF REALISTIC EXPECTATIONS

Judith Chipperfield<sup>1</sup>, Jeremy Hamm<sup>1</sup>, Raymond Perry<sup>1</sup>, Frieder Lang<sup>2</sup>  
<sup>1</sup>Univ. of Manitoba, <sup>2</sup>Univ. of Erlangen-Nuremberg

PHYSICAL HEALTH

## DOES A SMILE A DAY KEEP THE DOCTOR AWAY?: THE CONNECTIONS BETWEEN FACIAL EXPRESSIONS IN STUDENT IDENTIFICATION PHOTOGRAPHS AND HEALTH CARE CENTER VISITATION

Marie Cross<sup>1</sup>, Liana Gheorma<sup>1</sup>, Sarah Pressman<sup>1</sup>  
<sup>1</sup>UC Irvine

PHYSICAL HEALTH

## EFFECTS OF ALCOHOL CONSUMPTION AND SEX-RELATED ALCOHOL EXPECTANCIES ON WOMEN'S SELF-REPORTED ASSERTIVE CONDOM NEGOTIATION

Andrea Fernandez<sup>1</sup>, Emma Altgelt<sup>1</sup>, Alex Wang<sup>1</sup>, Tina Zawacki<sup>1</sup>  
<sup>1</sup>Univ. of Texas at San Antonio

PHYSICAL HEALTH

## THE IMPACT OF APPEARANCE CONCERNS ON BREAST HEALTH IN WOMEN

Erin Van Enkevort<sup>1</sup>, Cathy Cox<sup>1</sup>, Taryn Quinn<sup>1</sup>, Tierra Ledet<sup>1</sup>, Kaitlin Sutherlin<sup>1</sup>  
<sup>1</sup>Texas Christian Univ.

PHYSICAL HEALTH

## DOCTOR-PATIENT COMMUNICATION: CONVERSATIONAL GOALS AND PATIENT ADHERENCE

Sara Andrews<sup>1</sup>, Kate Sweeny<sup>1</sup>  
<sup>1</sup>UC Riverside

PHYSICAL HEALTH

## RELATIONS BETWEEN MATERNAL-FETAL ATTACHMENT AND REACTION TO PREGNANCY AND PRENATAL HEALTH INDICATORS AND BEHAVIORS

Jared Vineyard<sup>1</sup>, Nicki Aubuchon-Endsley<sup>1</sup>  
<sup>1</sup>Idaho State Univ.

PHYSICAL HEALTH

## INCREASING COMPREHENSION OF MEDICAL PROCEDURE FOR INFORMED CONSENT: THE INTERACTION OF TESTING CONDITION AND COPING STYLE

Rebecca Cipollina<sup>1</sup>, Tracey Revenson<sup>2</sup>, Katherine Roberts<sup>3</sup>, Sara Fleszar<sup>4</sup>, Mark Urken<sup>5</sup>, Stephen Lepore<sup>6</sup>  
<sup>1</sup>Hunter College, <sup>2</sup>Graduate Center of the City Univ. of New York, <sup>3</sup>Columbia Univ., <sup>4</sup>North Shore-Long Island Jewish Health System, <sup>5</sup>Mount Sinai Beth Israel, <sup>6</sup>Temple Univ.

PHYSICAL HEALTH

## "I AM A GYM-GOER" SELF-AS-DOER IDENTITY PREDICTS PHYSICAL ACTIVITY BEHAVIOR

Angela Miller<sup>1</sup>, Claire Arvidson<sup>1</sup>, Courtney Swanson<sup>1</sup>, Amanda Brouwer<sup>1</sup>  
<sup>1</sup>Winona State University

POLITICS

## A COMPONENT-BASED APPROACH TO OBEDIENCE TO AUTHORITIES

Stephanie Mallinas<sup>1</sup>, Jarret Crawford<sup>2</sup>, Jeremy Frimer<sup>3</sup>  
<sup>1</sup>Florida State Univ., <sup>2</sup>The College of New Jersey, <sup>3</sup>Univ. of Winnipeg

POLITICS

## ATTITUDES PREDICTING PATRIOTISM AND NATIONALISM

David Crittendon<sup>1</sup>, Maria Vazquez<sup>1</sup>, Jana Hackathorn<sup>1</sup>  
<sup>1</sup>Murray State Univ.

POLITICS

## AN INVESTIGATION OF COMPROMISE ACROSS POLITICAL PARTIES

Dr Jarryd Willis<sup>1</sup>  
<sup>1</sup>UC San Diego

POLITICS

**DEFENSIVE PARTISANSHIP: AN EXPLORATION OF HOW POLITICAL SCANDALS FUEL PARTISAN HOSTILITY**

Zachary Rothschild<sup>1</sup>  
<sup>1</sup>Bowdoin College

POLITICS

**SOCIAL NETWORKS, CAMPAIGNS AND INFORMED CANDIDATE PREFERENCES**

Pierce Ekstrom<sup>1</sup>, Brianna Smith<sup>1</sup>, Allison Williams<sup>1</sup>, Hannah Kim<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota

POLITICS

**WEARING GLASSES INCREASES ELECTION SUCCESS**

Alexandra Fleischmann<sup>1</sup>, Joris Lammers<sup>1</sup>, Janka Stoker<sup>2</sup>, Harry Garretsen<sup>2</sup>  
<sup>1</sup>Univ. of Cologne, <sup>2</sup>Univ. of Groningen

POLITICS

**READY FOR HILLARY?: EVALUATIONS OF POLITICAL CANDIDATES AS A FUNCTION OF SYSTEM STABILITY**

Ryan Lei<sup>1</sup>, Galen Bodenhausen<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

POLITICS

**INFLUENCE OF POLITICAL IDEOLOGY ON GENERAL BELIEFS IN SCIENCE**

Rafael Aguilera<sup>1</sup>, Christopher Federico<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota - Twin Cities

POLITICS

**THE COMPLEX ROLE OF RELIGIOUS BELIEFS IN SUPPORTING PEACEFUL OR VIOLENT POLICIES**

Maggie Campbell Obaid<sup>1</sup>  
<sup>1</sup>Framingham State Univ.

POLITICS

**"IS IT RACIST?": POLITICAL DIFFERENCES IN IMPLICIT AND EXPLICIT DEFINITIONS OF RACISM**

Rebecca Grady<sup>1</sup>, Eric Chen<sup>1</sup>, Peter Ditto<sup>1</sup>  
<sup>1</sup>UC Irvine

POLITICS

**ATTRIBUTING POLITICAL IDEOLOGY TO BIOLOGY VERSUS CHOICE INFLUENCES ATTITUDES ABOUT POLITICAL OUTGROUPS**

Melissa Baker<sup>1</sup>, Ingrid Haas  
<sup>1</sup>Univ. of California, Merced

POLITICS

**THE PURSUIT OF HAPPINESS: IDEOLOGICAL DIFFERENCES IN SUPPORT FOR GOVERNMENT INVOLVEMENT IN WELLBEING**

Emily Hanson<sup>1</sup>, Eranda Jayawickreme<sup>2</sup>  
<sup>1</sup>Washington Univ.- St. Louis, <sup>2</sup>Wake Forest Univ.

POLITICS

**INDIVIDUAL DIFFERENCES IN CONSERVATIVE IDEOLOGY: THE IMPACT OF SDO AND RWA ON LIBERTARIAN AND REPUBLICAN IDENTIFICATION**

Kathryn Herzog<sup>1</sup>, Kerry Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State Univ.

POLITICS

**IDEOLOGICAL SYMMETRY IN MOTIVATED COGNITION AND SCIENCE DENIAL**

Anthony Washburn<sup>1</sup>, Linda Skitka<sup>1</sup>  
<sup>1</sup>Univ. of Illinois at Chicago

POLITICS

**AUTOMATIC BIAS FAVORS EXISTING STATES**

John Blanchar<sup>1</sup>, Scott Eidelman<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

POLITICS

**CONTROL MOTIVATIONS, POLITICAL IDEOLOGY AND SUPPORT FOR DEMOCRATIC VALUES**

Andrew Pearlmutter<sup>1</sup>, Kristin Laurin<sup>1</sup>  
<sup>1</sup>Stanford Univ.

POLITICS

**BASIC WORLDVIEWS AND VALUES AS PREDICTORS OF CULTURAL AND ECONOMIC CONSERVATISM: AN IN-DEPTH STUDY OF REPRESENTATIVE SAMPLES FROM AN OLD AND A NEW DEMOCRACY**

Girts Dimdins<sup>1</sup>, Maria Sandgren<sup>2</sup>, Henry Montgomery<sup>3</sup>  
<sup>1</sup>Univ. of Latvia, <sup>2</sup>Södertörn Univ., <sup>3</sup>Uppsala Univ.

POLITICS

**DISGUST, IMMIGRATION AND SOCIAL WELFARE ATTITUDES**

Elliot Weiner<sup>1</sup>, Eugene Borgida<sup>1</sup>  
<sup>1</sup>Univ. of Minnesota

POLITICS

**IDEOLOGICAL DIFFERENCES IN LANGUAGE USE: A STUDY OF THE U.S. CONGRESS**

Joanna Sterling<sup>1</sup>, John Jost<sup>1</sup>, Richard Bonneau<sup>1</sup>, Jonathan Nagler<sup>1</sup>, Joshua Tucker<sup>1</sup>  
<sup>1</sup>New York Univ.

POLITICS

**POLITICAL AFFILIATION MODERATES ENVY IN REACTION TO INHERITED VS. EARNED WEALTH**

Charles Hoogland<sup>1</sup>, Richard Smith<sup>1</sup>, Alexandra Martin<sup>2</sup>, Edward Brown<sup>1</sup>  
<sup>1</sup>Univ. of Kentucky, <sup>2</sup>Indiana Univ.-Purdue Univ. Indianapolis

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POLITICS

**NOT MY KIND OF PARTY: NEGATIONAL SOCIAL IDENTITY AMONG AMERICAN PARTISANS**

Carlee Beth Hawkins<sup>1</sup>, Alex Theodoridis<sup>2</sup>  
<sup>1</sup>Univ. of Illinois Springfield, <sup>2</sup>Univ. of California Merced

POLITICS

**THE RELATIONSHIP BETWEEN BELIEFS ABOUT HUMAN NATURE AND SUPPORT FOR PERSONAL LIBERTY**

Brett Mercier<sup>1</sup>, Dylan Wiwad<sup>2</sup>, Azim Shariff<sup>1</sup>  
<sup>1</sup>Univ. of Oregon, <sup>2</sup>Simon Fraser Univ.

POLITICS

**(IDEO)LOGICAL REASONING: IDEOLOGY IMPAIRS SOUND REASONING**

Anup Gampa<sup>1</sup>, Sean Wojcik<sup>2</sup>, Matt Motyl<sup>3</sup>, Brian Nosek<sup>4</sup>, Peter Ditto<sup>2</sup>  
<sup>1</sup>Univ. of Virginia, <sup>2</sup>Univ. at California, Irvine, <sup>3</sup>Univ. of Illinois, Chicago, <sup>4</sup>Center For Open Science

POLITICS

**INDEPENDENT'S DAY: HOW DO THEY ARRIVE AT VOTING DECISIONS?**

Chris Miller<sup>1</sup>  
<sup>1</sup>Syracuse Univ.

POLITICS

**SYMBOLIC OPERATIONAL PARADOX**

Jason Miller<sup>1</sup>, Scott Eidelman<sup>1</sup>  
<sup>1</sup>Univ. of Arkansas

POLITICS

**THE INFLUENCE OF POSITIVE CONSERVATIVE AND LIBERAL MESSAGES ON ATTITUDES TOWARDS SAME-SEX MARRIAGE**

Matthew Christiansen<sup>1</sup>, Garrett Strosser<sup>1</sup>  
<sup>1</sup>Southern Utah University

PROSOCIAL BEHAVIOR

**MINDFULNESS INCREASES COOPERATIVE INTENTIONS AND OUTCOMES**

Jared Nai<sup>1</sup>, Jayanth Narayanan<sup>1</sup>, Noriko Tan<sup>1</sup>, Samantha Sim<sup>2</sup>, Jochen Reb<sup>2</sup>  
<sup>1</sup>National Univ. of Singapore, <sup>2</sup>Singapore Management Univ.

PROSOCIAL BEHAVIOR

**CHANGES IN ENVIRONMENTAL AWARENESS AS A RESULT OF STATE-DRIVEN CAMPAIGNS: A SOCIAL MEDIA ANALYSIS**

Sonya Sachdeva<sup>1</sup>, Morteza Dehghani<sup>2</sup>, Niki Parmar<sup>2</sup>  
<sup>1</sup>US Forest Service, <sup>2</sup>Univ. of Southern California

PROSOCIAL BEHAVIOR

**EXISTENTIAL ISOLATION, BASIC NEED SATISFACTION AND PREJUDICE**

Geneva Yawger<sup>1</sup>, Elizabeth Pinel<sup>1</sup>, Anson Long<sup>2</sup>  
<sup>1</sup>Univ. of Vermont, <sup>2</sup>Indiana Univ. of Pennsylvania

PROSOCIAL BEHAVIOR

**DIFFUSION OF RESPONSIBILITY ACROSS CULTURES AND CONTEXTS: THE ROLE OF INDIVIDUAL, CULTURAL AND CONTEXTUAL FACTORS IN THE VOLUNTEER'S DILEMMA GAME**

Yeonjeong Kim<sup>1</sup>, Christopher Olivola<sup>1</sup>, Avi Merzel<sup>2</sup>, Yaakov Kareev<sup>2</sup>, Judith Avrahami<sup>2</sup>, Ilana Ritov<sup>2</sup>  
<sup>1</sup>Carnegie Mellon Univ., <sup>2</sup>Hebrew Univ.

PROSOCIAL BEHAVIOR

**I WOULD LIKE TO HELP, BUT NOT EVERYBODY: GOAL RELATED DETERMINANTS OF PROSOCIAL BEHAVIOR**

Dominika Maison<sup>1</sup>  
<sup>1</sup>Univ. of Warsaw

PROSOCIAL BEHAVIOR

**KNOWING WHO YOU ARE AND SHARING OTHERS' EMOTIONS: LOW SELF-CONCEPT CLARITY PREDICTS LESS EMPATHY**

Sonia Krol<sup>1</sup>, Jean-Philippe Gagné<sup>1</sup>, Leah Hamovitch<sup>1</sup>, Jennifer Bartz<sup>1</sup>  
<sup>1</sup>McGill Univ.

PROSOCIAL BEHAVIOR

**SUBLIME PRIMES: INCREASING ALTRUISTIC BEHAVIOR IN COLLEGE STUDENTS**

Tamara Stimatze<sup>1</sup>  
<sup>1</sup>New Mexico State Univ.

PROSOCIAL BEHAVIOR

**DO YOU FEEL SOFTHEARTED OR ARE YOU DRIVEN TO HELP?: AFFECT AND VALUING AS SEPARABLE COMPONENTS OF COMPASSIONATE RESPONDING**

Lauren Ministero<sup>1</sup>, Michael Poulin<sup>1</sup>, Anneke Buffone<sup>2</sup>, Shane DeLury<sup>1</sup>  
<sup>1</sup>Univ. at Buffalo, <sup>2</sup>Univ. of Pennsylvania

PROSOCIAL BEHAVIOR

**EXPECTANCY VIOLATION EFFECT IN PROSOCIAL MODELING**

Haesung Jung<sup>1</sup>, Marlene Henderson<sup>1</sup>  
<sup>1</sup>Univ. of Texas at Austin

PROSOCIAL BEHAVIOR

**GRIT AND GRATITUDE, VERVE AND VIRTUE: HOW MANY FACTORS IN SOCIO-EMOTIONAL SKILLS?**

Susan Mauskopf<sup>1</sup>, Oliver John<sup>1</sup>  
<sup>1</sup>Univ. of California, Berkeley

PROSOCIAL BEHAVIOR

## SWEET TALKING THE ENEMY: PROSOCIAL STRATEGIES DURING COMPETITION

Kaylene McClanahan<sup>1</sup>, Jon Maner<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

PROSOCIAL BEHAVIOR

## THE DOVE EFFECT: PRIMING FOR PEACEFUL BEHAVIORS

Paul Story<sup>1</sup>, Mary Fortson-Harwell<sup>1</sup>  
<sup>1</sup>Kennesaw State Univ.

PROSOCIAL BEHAVIOR

## KINDNESS IS IN THE BLOOD: THE BIOLOGICAL HEALTH INDICATORS OF EXPERIMENTALLY INDUCED PROSOCIAL BEHAVIOR

Megan Fritz<sup>1</sup>, S. Katherine Nelson<sup>2</sup>, Sonja Lyubomirsky<sup>1</sup>, Steve Cole<sup>2</sup>  
<sup>1</sup>UC Riverside, <sup>2</sup>Sewanee, The Univ. of the South

PROSOCIAL BEHAVIOR

## MEMORIES OF GOOD DEEDS PAST: THE REINFORCING POWER OF PROSOCIAL BEHAVIOR

Arber Tasimi<sup>1</sup>, Liane Young<sup>2</sup>  
<sup>1</sup>Yale Univ., <sup>2</sup>Boston College

PROSOCIAL BEHAVIOR

## GENEROUS TEACHERS: PEDAGOGICAL REWARDS AS REINFORCEMENT VERSUS COMMUNICATION

Mark Ho<sup>1</sup>, Joseph Austerweil<sup>1</sup>, Michael Littman<sup>1</sup>, Fiery Cushman<sup>2</sup>  
<sup>1</sup>Brown Univ., <sup>2</sup>Harvard Univ.

PROSOCIAL BEHAVIOR

## PARENT AND INFANT INTERVENTIONS PROMOTE EARLY PROSOCIALITY

Jing Xu<sup>1</sup>, Jessica Sommerville<sup>1</sup>  
<sup>1</sup>Univ. of Washington

PROSOCIAL BEHAVIOR

## DO-GOODER DEROGATION IN CHILDREN: THE SOCIAL COSTS OF GENEROSITY

Amy Dominguez<sup>1</sup>, Arber Tasimi<sup>1</sup>, Karen Wynn<sup>1</sup>  
<sup>1</sup>Yale Univ.

PROSOCIAL BEHAVIOR

## DOES REPRODUCTIVE POTENTIAL OF KIN PREDICT HELPING JUDGMENTS OF GENETICALLY EQUAL KIN?: A REPLICATION STUDY

Jimmy Willing<sup>1</sup>, Xiaoyi Gu<sup>1</sup>, Samantha Miller<sup>1</sup>, David Lishner<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin Oshkosh

PROSOCIAL BEHAVIOR

## DIFFERENT LEVELS OF NEGATIVE EMOTIONS AND THEIR IMPACT ON PROSOCIAL BEHAVIOR

Tsamchoe Dolma<sup>1</sup>, Helen Harton<sup>1</sup>  
<sup>1</sup>Univ. of Northern Iowa

SOCIAL JUSTICE

## THE POWER OF NONVIOLENCE: EXPLAINING THE SUCCESS OF NONVIOLENT (RATHER THAN VIOLENT) POLITICAL MOVEMENTS THROUGH MORAL PATIENCY, MORALITY AND VICTIMHOOD

Seyed Nima Orazani<sup>1</sup>, Bernhard Leidner<sup>1</sup>  
<sup>1</sup>Univ. of Massachusetts Amherst

SOCIAL JUSTICE

## ON THE SYSTEM-JUSTIFYING FUNCTIONS OF SELF-HELP ADVICE

Jae Yun Kim<sup>1</sup>, Grainne Fitzsimons<sup>1</sup>, Aaron Kay<sup>1</sup>  
<sup>1</sup>Duke Univ.

SOCIAL JUSTICE

## ABSTRACT CONSTRUALS INCREASE PUBLIC SUPPORT FOR ADDRESSING LOCAL INJUSTICE

Katelin Neufeld<sup>1</sup>, Danielle Gaucher<sup>2</sup>, Katherine Starzyk<sup>1</sup>  
<sup>1</sup>Univ. of Manitoba, <sup>2</sup>Univ. of Winnipeg

SOCIAL JUSTICE

## PASSION FOR A CAUSE: THE ROLE OF MORAL DISENGAGEMENT IN POLITICAL ACTIVISM

Noémie Nociti Dubois<sup>1</sup>, Jocelyn Bélanger<sup>1</sup>  
<sup>1</sup>Université du Québec à Montréal

SOCIAL JUSTICE

## EFFECTS OF SALIENT MULTICULTURALISM ON RESPONSIVENESS TO ARGUMENTS IN FAVOR OF SUPPORTING AN OUTGROUP CAUSE

Matthew Quesnel<sup>1</sup>, Jacquie Vorauer<sup>1</sup>  
<sup>1</sup>Univ. of Manitoba

SOCIAL JUSTICE

## BEING GIVEN VOICE VERSUS TOLD THE TRUTH: THE DIFFERENTIAL EFFECTS OF TWO ELEMENTS OF PROCEDURAL FAIRNESS ON SELF- AND OTHER-PERCEIVED STATUS

McKenzie Rees<sup>1</sup>, Andrew Soderberg<sup>2</sup>, Kristina Diekmann<sup>2</sup>, Harris Sondak<sup>2</sup>  
<sup>1</sup>Univ. of Notre Dame, <sup>2</sup>Univ. of Utah

SOCIAL JUSTICE

## WHEN AND HOW DO POLITICAL CONSERVATIVES BECOME HARSH TOWARD THE DISADVANTAGED?: THE ROLE OF COMPLEMENTARY STEREOTYPES IN MERITOCRATIC SOCIETIES

Tomoko Ikegami<sup>1</sup>, Naoya Yada<sup>1</sup>  
<sup>1</sup>Osaka City Univ.

SOCIAL JUSTICE

## WINNING TRUST OR KEEPING FAITH: A CASE STUDY ON ESTABLISHING CHINESE ENTERPRISES' CREDIT

Xiaoye Huang<sup>1</sup>  
<sup>1</sup>HoHai Univ.

SOCIAL JUSTICE

## EFFECTS OF HIERARCHICAL STRUCTURE ON SYSTEM JUSTIFICATION AND CONFIDENCE IN THE AMERICAN GOVERNMENT

Sean Fath<sup>1</sup>, Aaron Kay<sup>1</sup>  
<sup>1</sup>Duke Univ.

SOCIAL JUSTICE

## SUPPORTING THE BLACK LIVES MATTER MOVEMENT: THE ROLE OF SOCIAL NETWORKING SITE USE AND AWARENESS OF OPPRESSION AND PRIVILEGE

Aurelia Alston<sup>1</sup>, Kimberly Kahn<sup>1</sup>  
<sup>1</sup>Portland State Univ.

SOCIAL JUSTICE

## HOW CONTEXT INFLUENCES PERCEPTIONS OF JUSTICE

Beatrice Capestany<sup>1</sup>, Aaron Kay<sup>1</sup>  
<sup>1</sup>Duke Univ.

SOCIAL JUSTICE

## SOLIDARITY AND SOCIAL JUSTICE: RACE AND SUPPORT FOR PROTEST EFFORTS AND THE BLACKLIVESMATTER MOVEMENT

Jaboa Lake<sup>1</sup>, Kimberly Kahn<sup>1</sup>  
<sup>1</sup>Portland State Univ.

SOCIAL JUSTICE

## DISCLAIMING AS A PURSUIT OF EQUALITY AND DISTRIBUTIVE JUSTICE OF INDIVISIBLE RESOURCES IN A REVISED DICTATOR GAME

Shinya Suzuki<sup>1</sup>, Tasuku Igarashi<sup>1</sup>  
<sup>1</sup>Nagoya Univ.

SOCIAL JUSTICE

## "HATRED" AGAINST THE RICH

Sherry Wu<sup>1</sup>, Susan Fiske<sup>1</sup>  
<sup>1</sup>Princeton Univ.

SOCIAL JUSTICE

## UNMASKING SOCIAL CLASS AND HYPOCRISY: LOWER-CLASS INDIVIDUALS ARE HYPOCRITICAL UNDER INJUSTICE

Xue Wang<sup>1</sup>, Zhansheng Chen<sup>1</sup>, Kai-Tak Poon<sup>2</sup>, Shenghua Jin<sup>3</sup>  
<sup>1</sup>The Univ. of Hong Kong, <sup>2</sup>Hong Kong Institue of Education, <sup>3</sup>Beijing Normal Univ.

SOCIAL JUSTICE

## GAY AND BISEXUAL MEN'S FEMINIST IDENTITY ACQUISITION AND ACTIVIST INVOLVEMENT

Brandon Balzer Carr<sup>1</sup>, Eileen Zurbruggen<sup>1</sup>  
<sup>1</sup>Univ. of California, Santa Cruz

SOCIAL JUSTICE

## WINNING THE BATTLE BUT LOSING THE WAR: HOW THE LEGALIZATION OF SAME-SEX MARRIAGE MAY DECREASE CONCERN FOR OTHER LGBT ISSUES

Eric Gomez<sup>1</sup>, Rebecca Hetey<sup>2</sup>, Cynthia Levine<sup>3</sup>  
<sup>1</sup>Univ. of Washington, <sup>2</sup>Stanford Univ., <sup>3</sup>Northwestern Univ.

SOCIAL JUSTICE

## OUT OF MY HANDS: LOW SOCIOECONOMIC STATUS DIMINISHES PERSONAL SENSE OF CONTROL

Jennifer Sheehy-Skeffington<sup>1</sup>, Jim Sidanius<sup>2</sup>  
<sup>1</sup>London School of Economics & Political Science, <sup>2</sup>Harvard Univ.

SOCIAL JUSTICE

## DEVALUING ME-AND-MINE?: IMPLICIT INGROUP FAVORITISM IN LOW-STATUS GROUPS

Iniobong Essien<sup>1</sup>, Juliane Degner<sup>1</sup>  
<sup>1</sup>Univ. of Hamburg

SOCIAL JUSTICE

## (DIS-)HONESTY, NARCISSISM, AND ENTITLEMENT: A CONSTRUCT VALIDITY STUDY

Brian Pennington<sup>1</sup>, Lauren Koff<sup>1</sup>, Rachel Pauletti<sup>2</sup>, Kevin Lanning<sup>1</sup>  
<sup>1</sup>Florida Atlantic Univ., <sup>2</sup>Lynn University

SOCIAL JUSTICE

## ADDRESSING WEALTH INEQUALITY: PERCEIVING PROCEDURAL INJUSTICE REDUCES SYSTEM-JUSTIFYING EFFECTS OF CONSERVATISM

Annette Schieffelin<sup>1</sup>, Crystal Hoyt<sup>1</sup>, Jeni Burnette<sup>2</sup>, Aaron Moss<sup>3</sup>  
<sup>1</sup>Univ. of Richmond, <sup>2</sup>North Carolina State University, <sup>3</sup>Tulane University

SOCIAL JUSTICE

## YPAR: EDUCATION AND YOUTH

Andrea Juarez Mendoza<sup>1</sup>, Lauren Mendoza<sup>1</sup>, Sabrina Zirke<sup>1</sup>  
<sup>1</sup>Mills College

SOCIAL NEUROSCIENCE

## SEEING FEAR IN THE PREFRONTAL CORTEX: TRACKING TEMPORAL DYNAMICS IN THE EVOKED HEMODYNAMIC RESPONSE WHEN VIEWING FEARFUL FACES

Achala Rodrigo<sup>1</sup>, Alexander Daros<sup>1</sup>, Bryanna Graves<sup>1</sup>, Hasan Ayaz<sup>2</sup>, Anthony Ruocco<sup>1</sup>  
<sup>1</sup>Univ. of Toronto Scarborough, <sup>2</sup>Drexel Univ.



STEREOTYPING/PREJUDICE

**ATTITUDES TOWARD GAY MEN IN VIETNAM: THE DEVELOPMENT OF A SCALE AND AN EXAMINATION OF ITS CORRELATES**

Nguyen Toan<sup>1</sup>, Morinaga Yasuko<sup>1</sup>, Nakashima Kenichiro<sup>1</sup>  
<sup>1</sup>Hiroshima Univ.

STEREOTYPING/PREJUDICE

**COGNITIVE COSTS OF EMOTION REGULATION WHEN CONTENDING WITH DISCRIMINATION**

Dorainne Levy<sup>1</sup>, Jennifer Richeson<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

STEREOTYPING/PREJUDICE

**STIGMA'S IMPACT ON CLOSE RELATIONSHIPS: AVOIDANT GOAL ACTIVATION AS AN UNDERLYING MECHANISM**

Micah Lattanner<sup>1</sup>, Laura Richman<sup>1</sup>  
<sup>1</sup>Duke Univ.

STEREOTYPING/PREJUDICE

**PSYCHOLOGICAL SEX ROLES AND GENDER SCHEMAS MODERATE THE EFFECTS OF STEREOTYPE THREAT ON MATH PERFORMANCE FOR WOMEN WITH LOW DOMAIN IDENTIFICATION**

Anna Bennet<sup>1</sup>, Catherine Good<sup>2</sup>  
<sup>1</sup>New York Univ., <sup>2</sup>Baruch College, CUNY

STEREOTYPING/PREJUDICE

**COUNTER-STEREOTYPICAL INTERVENTION REDUCES THE EXPRESSION OF IMPLICIT BIAS: AN FMRI STUDY**

Catherine Stevenson<sup>1</sup>, Jennifer Kubota<sup>1</sup>, Edward Vessel<sup>2</sup>, Eyal Bar-David<sup>2</sup>, Damien Stanelly<sup>3</sup>, Maddalena Marini<sup>4</sup>, Mahzarin Banaji<sup>5</sup>, Elizabeth Phelps  
<sup>1</sup>The Univ. of Chicago, <sup>2</sup>New York Univ., <sup>3</sup>California Institute of Technology, <sup>4</sup>Univ. of Modena & Reggio Emilia, <sup>5</sup>Harvard Univ.

STEREOTYPING/PREJUDICE

**THE INFLUENCE OF THINKING ABOUT DIFFERENT SOCIAL WOMAN ROLES ON FEMALE FINANCIAL AND CONSUMER CHOICES**

Katarzyna Sek?ci?ska<sup>1</sup>, Agata Trzci?ska<sup>1</sup>, Dominika Maison<sup>1</sup>  
<sup>1</sup>Univ. of Warsaw

STEREOTYPING/PREJUDICE

**BARRIERS TO CONFRONTING BULLYING: CONTAGION CONCERNS AND CONCEALABLE STIGMA**

Christopher Beck<sup>1</sup>, Jessica Cascio<sup>1</sup>, Aryn Eldridge<sup>1</sup>, E. Plant<sup>1</sup>  
<sup>1</sup>Florida State Univ.

STEREOTYPING/PREJUDICE

**THE RELATIONSHIP BETWEEN STEREOTYPING, PREJUDICE AND SELF-ESTEEM**

Sarika Griffin<sup>1</sup>, Curtis Phills<sup>1</sup>  
<sup>1</sup>Univ. of North Florida

STEREOTYPING/PREJUDICE

**TOO HEAVY TO BE POPULAR?: STATUS GOALS AND PERCEIVED WEIGHT NORMS PREDICT YOUNG INDIVIDUALS' WEIGHT BIASES**

Hae Yeon Lee<sup>1</sup>, Rebecca Bigler<sup>1</sup>, David Yeager<sup>1</sup>  
<sup>1</sup>The Univ. of Texas at Austin

STEREOTYPING/PREJUDICE

**PERCEPTIONS OF SEXISM IN VIDEO GAMES AS A FUNCTION OF GENDER**

Maxwell Davidson<sup>1</sup>, Lee Bedrouni<sup>1</sup>  
<sup>1</sup>Western Washington Univ.

STEREOTYPING/PREJUDICE

**UNPACKING THE PROCESSES TO BREAK THE PREJUDICE HABIT**

Patrick Forscher<sup>1</sup>, Patricia Devine<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Madison

STEREOTYPING/PREJUDICE

**THE EFFECT OF GENDER THREAT ON IMPLICIT SEXISM AND STEREOTYPING**

Shelby Speegle<sup>1</sup>, Paul Fuglestad<sup>1</sup>  
<sup>1</sup>Univ. of North Florida

STEREOTYPING/PREJUDICE

**THE LONG-TERM HEALTH CONSEQUENCES OF PERSONAL/GROUP DISCRIMINATION DISCREPANCY AMONG BLACK AMERICANS**

Nao Hagiwara<sup>1</sup>, Courtney Alderson<sup>1</sup>  
<sup>1</sup>Virginia Commonwealth Univ.

STEREOTYPING/PREJUDICE

**WHAT I LIKE ABOUT THEM AND WHAT THEY THINK ABOUT ME: THE CAUSAL RELATION BETWEEN PREJUDICE AND STEREOTYPES**

Curtis Phills<sup>1</sup>, Bertram Gawronski<sup>2</sup>, Adam Hahn<sup>3</sup>  
<sup>1</sup>Univ. of North Florida, <sup>2</sup>Univ. of Texas - Austin, <sup>3</sup>Univ. of Cologne

STEREOTYPING/PREJUDICE

**ERIC GARNER, MICHAEL BROWN AND POLICE ATTITUDES: RACISM TRUMPS OTHER INDIVIDUAL DIFFERENCES**

Manuel Salinas<sup>1</sup>, Tamara James<sup>1</sup>, Kaimi Mattila<sup>1</sup>, Helen Harton<sup>1</sup>  
<sup>1</sup>Univ. of Northern Iowa

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STEREOTYPING/PREJUDICE

**ARGUING AGAINST SELF-ENHANCEMENT VALUES LEADS TO LESS MENTAL ILLNESS STIGMA THAN ARGUING FOR SELF-TRANSCENDENCE VALUES**

Yixian Li<sup>1</sup>, Ross Norman<sup>1</sup>  
<sup>1</sup>The Univ. of Western Ontario

STEREOTYPING/PREJUDICE

**OBJECTIFYING EACH OTHER: WOMEN'S EXPERIENCE ON MOOD AND FEMINIST IDENTIFICATION**

Emmilie Baker<sup>1</sup>, Gwenith Nuss<sup>1</sup>, Christa Christ<sup>1</sup>, Grace Sullivan<sup>1</sup>, Scott Stoltenberg<sup>1</sup>, Sarah Gervais<sup>1</sup>  
<sup>1</sup>Univ. of Nebraska - Lincoln

STEREOTYPING/PREJUDICE

**AN INVESTIGATION OF THE CAUSAL LINK BETWEEN IMPLICIT GROUP ATTITUDES AND DISCRIMINATORY BEHAVIOR**

Katherine Wolsiefer<sup>1</sup>, Irene Blair<sup>1</sup>  
<sup>1</sup>Univ. of Colorado Boulder

STEREOTYPING/PREJUDICE

**EYEGASSES REDUCE IMPLICIT PREJUDICE TOWARD PEOPLE WITH A TATTOO**

Ariana Torrejon<sup>1</sup>, Colin Zestcott<sup>1</sup>, Jeff Stone<sup>1</sup>  
<sup>1</sup>Univ. of Arizona

STEREOTYPING/PREJUDICE

**INGROUP SHAME PRODUCES VICARIOUS STEREOTYPE THREAT**

Elliott Hammer<sup>1</sup>, Nia James<sup>1</sup>, Kyjeila Latimer<sup>1</sup>, Kimia Kaviani<sup>2</sup>, Brianna Johnson<sup>1</sup>, Asia Knowles<sup>1</sup>  
<sup>1</sup>Xavier Univ. of Louisiana, <sup>2</sup>Loyola Univ. New Orleans

STEREOTYPING/PREJUDICE

**UNCOVERING THE RELATIONSHIP BETWEEN GENDER STEREOTYPES AND STEREOTYPES OF SEXUAL MINORITIES**

Nadya Soto<sup>1</sup>, Colin Leach<sup>1</sup>  
<sup>1</sup>Univ. of Connecticut

STEREOTYPING/PREJUDICE

**PERCEPTIONS OF AGGRESSION OF BLACK WOMEN AS A FUNCTION OF PHENOTYPICALITY AND GENDER-TYPICAL BEHAVIOR**

Kristin Dukes<sup>1</sup>, Jordan Peterson<sup>1</sup>, Alissa Sullivan<sup>1</sup>, Samantha Flores<sup>1</sup>, Emeline Ferguson<sup>1</sup>  
<sup>1</sup>Simmons College

STEREOTYPING/PREJUDICE

**DO WEIGHT BIASES IMPACT PERCEPTIONS OF CRIMINAL GUILT?**

Rachel Gilroy<sup>1</sup>, Dr. Kelly Curtis<sup>1</sup>  
<sup>1</sup>High Point Univ.

STEREOTYPING/PREJUDICE

**ALIGNING IDENTITIES TO REDUCE STEREOTYPE THREAT**

Ivan Hernandez<sup>1</sup>, Charlene Andreason<sup>1</sup>, Stephen Quartucci<sup>1</sup>, TRUE Nare<sup>1</sup>, Athena Shepherd<sup>1</sup>, Anna Woodcock<sup>1</sup>, Paul Hernandez<sup>2</sup>, Mica Estrada, P. Schultz<sup>1</sup>  
<sup>1</sup>California State Univ. San Marcos, <sup>2</sup>West Virginia Univ., <sup>3</sup>Univ. of California San Francisco

STEREOTYPING/PREJUDICE

**STRENGTH IN NUMBERS: HOW GROUP CONFRONTATION OF SEXISM BOLSTERS WOMEN'S MATH PERFORMANCE AND DECREASES STEREOTYPE THREAT**

Brianna Goodale<sup>1</sup>, Margaret Shih<sup>1</sup>  
<sup>1</sup>Univ. of California, Los Angeles

STEREOTYPING/PREJUDICE

**"I AM NOT MY HAIR:" RACE AND HAIR TEXTURE ON PERCEPTIONS OF PROFESSIONALISM, APPEARANCE AND LIKEABILITY**

Lauren Brewer<sup>1</sup>, Deinisha Tryals<sup>1</sup>  
<sup>1</sup>Stephen F. Austin State Univ.

STEREOTYPING/PREJUDICE

**INDIVIDUAL OR STRUCTURAL?: HOW LAY BELIEFS ABOUT RACISM SHAPE REACTIONS TO RACIAL DISPARITIES IN INCARCERATION**

Julian Rucker<sup>1</sup>, Jennifer Richeson<sup>1</sup>  
<sup>1</sup>Northwestern Univ.

STEREOTYPING/PREJUDICE

**DIFFERENCES IN SENSITIVITY TO PREJUDICE TOWARD POLITICAL AND RACIAL OUTGROUPS**

Anne Hill<sup>1</sup>, David Amodio<sup>1</sup>  
<sup>1</sup>New York Univ.

STEREOTYPING/PREJUDICE

**SYSTEM JUSTIFICATION AND THE (IN)ABILITY TO SEE THE UNEXPECTED**

Shona Tritt<sup>1</sup>, Peter Mende-Siedlecki<sup>1</sup>, Jay Van Bavel<sup>1</sup>  
<sup>1</sup>New York Univ.

STEREOTYPING/PREJUDICE

**DECREMENTS IN PSYCHOLOGICAL WELLBEING IN RESPONSE TO SOCIETAL WEIGHT STIGMA ARE OFFSET BY GROUP IDENTIFICATION AND STIGMA RESISTANCE, BUT ONLY WHEN GROUP PERMEABILITY BELIEFS ARE LOW**

Angela Meadows<sup>1</sup>, Suzanne Higgs<sup>1</sup>  
<sup>1</sup>Univ. of Birmingham, UK

STEREOTYPING/PREJUDICE

**SHE'S NOT WHAT YOU EXPECT: THE IMPACT ON VICTIM-BLAMING OF VIOLATING RACE-BASED GENDER STEREOTYPES**

Andrea Haugen<sup>1</sup>, Stacey Rieck<sup>1</sup>, Tarrah Hubbell<sup>1</sup>, Phia Salter<sup>1</sup>  
<sup>1</sup>Texas A&M Univ.

STEREOTYPING/PREJUDICE

**CLOSE CONTACT WITH LATINOS/AS AND PREJUDICIAL ATTITUDES**

Jasmine Koech<sup>1</sup>, Cheryl Dickter<sup>1</sup>  
<sup>1</sup>The College of William & Mary

STEREOTYPING/PREJUDICE

**COMPARING COLORBLINDNESS VS. STEREOTYPE SUPPRESSION WITH THE DAY IN THE LIFE TASK**

Kathleen Burns<sup>1</sup>, Chad Osteen<sup>1</sup>  
<sup>1</sup>Univ. of Wisconsin-Green Bay

STEREOTYPING/PREJUDICE

**IMPLICIT AND EXPLICIT ANTI-FAT BIAS MODIFY FACIAL REACTIONS TO SUBLIMINALLY-PRESENTED IMAGES**

Larissa D'Abreu<sup>1</sup>, Heidi Blocker<sup>1</sup>, Daniel McIntosh<sup>1</sup>  
<sup>1</sup>Univ. of Denver

STEREOTYPING/PREJUDICE

**SCIENCE DISENGAGEMENT MEDIATES EFFECTS OF THREATENING ENVIRONMENTS ON WOMEN'S SCIENCE AND GENDER IDENTITY INTEGRATION**

Bettina Casad<sup>1</sup>, Breanna Wexler<sup>1</sup>  
<sup>1</sup>Univ. of Missouri-St. Louis

STEREOTYPING/PREJUDICE

**ARE THERE COMMON DIMENSIONS ACROSS THE SEPARATE RACIAL PREJUDICE SCALES?**

Dayana Aghaie<sup>1</sup>, Charlotte Tate<sup>1</sup>  
<sup>1</sup>San Francisco State Univ.

STEREOTYPING/PREJUDICE

**IT DOES MATTER IF YOU'RE BLACK OR WHITE: SEXUAL OBJECTIFICATION AS A FUNCTION OF TARGET ETHNICITY**

Elise Holland<sup>1</sup>, Courtney Heldreth<sup>2</sup>, Joel Anderson<sup>3</sup>  
<sup>1</sup>Univ. of Melbourne, <sup>2</sup>UCLA, <sup>3</sup>Univ. of Geneva

STEREOTYPING/PREJUDICE

**THE ROLES OF SELF-AFFIRMATION AND INTROSPECTION IN CORRECTION FOR AUTOMATIC PREJUDICE**

Kevin Zabel<sup>1</sup>, Michael Olson<sup>2</sup>  
<sup>1</sup>Western New England Univ., <sup>2</sup>Univ. of Tennessee

STEREOTYPING/PREJUDICE

**AMBIVALENT SEXISM AND LEVELS OF SEXUAL ASSERTIVENESS IN WOMEN**

Haley Thorsen<sup>1</sup>, Travis Clark<sup>2</sup>, Heather Terrell<sup>2</sup>  
<sup>1</sup>Univ. of North Dakota, <sup>2</sup>The Univ. of North Dakota

STEREOTYPING/PREJUDICE

**ARE YOU ALLOWED TO SAY THAT? AN ANALYSIS OF EVALUATIONS OF PROFESSORS TEACHING RACE RELATED COURSES**

Jericka Battle<sup>1</sup>, Laura Hildebrand<sup>1</sup>, Leslie Zorwick<sup>1</sup>  
<sup>1</sup>Hendrix College

STEREOTYPING/PREJUDICE

**BULLYING AND POSTTRAUMATIC GROWTH IN LGBT INDIVIDUALS**

Jamie Tombari<sup>1</sup>, Jennifer Ratcliff<sup>1</sup>, Nancy Armfield<sup>1</sup>, Emily Goldsmith<sup>1</sup>  
<sup>1</sup>The College at Brockport, SUNY

STEREOTYPING/PREJUDICE

**LEARNING TO UNDERSTAND: CAN A VIDEO-BASED INTERACTION REDUCE MENTAL ILLNESS STIGMA?**

Cheyenne Rohmann<sup>1</sup>, Michael Disch<sup>1</sup>  
<sup>1</sup>St. Edward's University

STEREOTYPING/PREJUDICE

**THE BAD SHADES: NEGATIVE IMPLICATIONS OF DARKER SKIN TONES**

Jeremy Horne<sup>1</sup>, Natarshia Corley<sup>2</sup>, Emily Balcetus<sup>3</sup>  
<sup>1</sup>Howard University, <sup>2</sup>Winston-Salem State University, <sup>3</sup>New York University

STEREOTYPING/PREJUDICE

**THE ROLE PERSPECTIVE-TAKING PLAYS IN REDUCING OVERWEIGHT BIASES**

Sandra Khalaf<sup>1</sup>, Curtis Phillips<sup>1</sup>  
<sup>1</sup>Univ. of North Florida

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<b>Ong, Desmond</b> - C10	<b>Skitka, Linda</b> - F3	<b>Wilton, Leigh</b> - F5
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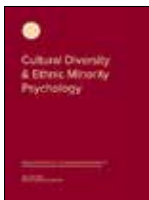
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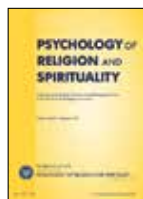
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