SYMPOSIA ABSTRACTS

Belongingness and Rejection

Chair: *Roy F. Baumeister, Case Western Reserve University*

Summary:
The need to belong is considered to be one of the most fundamental and pervasive human motivations, and indeed it may define an important part of the social nature of personality. These talks examine the need to belong in both personality traits and social situations. The goal is to elucidate this powerful motivation and its impact on social life, including the effects of thwarting it. The first talk, by Jean Twenge, describes experimental studies of the impact of rejection on prosocial and antisocial behavior. If people want to belong, then rejection or aloneness should have a powerful impact on them. Twenge's findings show that being excluded from social groups or relationships produce an increase in antisocial behavior and a decrease in prosocial behavior. The second talk, by Roy Baumeister, is a companion to the Twenge presentation in that it investigates the intrapsychic processes that may mediate between social exclusion and its behavioral consequences. Perhaps surprisingly, emotional distress does not seem to be a crucial mediator. Instead, the effects of being excluded are mediated by cognitive and self-regulatory deficits. The third talk, by Wendi Gardner, examines the motivational nature of the need to belong. Making an explicit comparison to the motivation of hunger, Gardner describes a series of findings that indicate how people seek out, conserve, and consume their contact with other people. The motivational theme is developed even more fully in the final talk, by Mark Leary. He has developed an instrument for assessing individual differences in the need to belong. Although no one is exempt from the need for social connection, some people seem to feel this need more extensively than others. His work places the need to belong in the context of personality strivings and the web of related motivations.

Abstracts:

IF YOU CAN'T JOIN THEM, BEAT THEM: SOCIAL EXCLUS-ION AND ANTISOCIAL BEHAVIOR
Jean M. Twenge, Case Western Reserve University

Five studies explore the idea that social exclusion causes people to lash out at others and generally behave in an antisocial way. People who feel excluded from groups may act impulsively and disregard normal rules for social behavior. This is actually contrary to the rational response, which would be to act more prosocially to facilitate an entrance back into the group. In Experiment 1, some undergraduate participants were told that they would likely end up alone later in life (versus the other two conditions, which predicted futures of either good relationships or of having frequent accidents). Participants in the Future Alone condition aggressed against someone who insulted them, while the other two groups behaved in a neutral manner. This increased aggression did not occur when participants were not provoked (Experiment 2). The Future Alone group was also more likely to cheat on a test (Experiment 3). In Experiment 4, participants met each other in groups, and were then told that no one wanted to work with them (vs. everyone wanted to work with them). The rejected participants were much less willing to help the experimenter, showing a decrease in prosocial behavior. Experiment 5 returned to the future prediction manipulation, showing that the Future Alone group competed more and cooperated less in a prisoner's dilemma game. These responses were specific to social exclusion; the "accident prone" groups, who were also told they would have an unpleasant (but not lonely) future, did not show increased antisocial behavior. In addition, the effect was not mediated by mood.

THE INNER WORLD OF SOCIAL EXCLUSION: COGNITION, EMOTION, AND REGULATION
Roy F. Baumeister, Case Western Reserve University

Rejection and social exclusion have powerful behavioral effects. The emotional consequences seem surprisingly minimal. In many studies, we have found that rejected people seem to express almost no emotion, scoring typically right in the middle of the scale on emotion items. Numbness appears to be a more apt description of the affective state of being rejected than does any form of emotional distress. Further, emotion does not appear to mediate the behavioral effects even when emotion is found. We have therefore begun to examine the cognitive and self-regulatory consequences of rejection. Several manipulations of rejection and social exclusion have been used. First, we have found impairments in cognitive functioning. Rejected people scored lower on the General Test of Mental Abilities (an IQ test). On a reading comprehension test taken from the GRE, they scored lower than accepted people. It appears further that encoding was less affected than recall. In one study, people were rejected, then read the passage, then were debriefed about the rejection being bogus, and then took a test on the reading passage - and they showed no impairment. If the test was given BEFORE the debriefing, however, performance was heavily impaired. Time perspective appears to become distorted by rejection and social exclusion. Rejected people were less able to accurately estimate a time interval than non-rejected people, thus showing a pattern similar to mentally ill and presuicidal individuals. In another study, rejected people advocated seeking immediate rewards rather than a delayed but larger reward, whereas controls and accepted people favored delay of gratification. Failure to delay gratification suggests self-regulatory problems. Sure enough, rejected people performed worse on a self-control task that has been used to measure ego depletion (making oneself drink healthy but bad-tasting fluids). In other studies, rejected people seem more impulsive, more passive, and more self-defeating, all of which also suggest impaired self regulation. Taken together, the pattern is one of affective numbness and cognitive impairment, as well as failures at self-regulation. Rejection produces a state that resembles physical shock, akin to a blow on the head. One explanation is that people devote their inner resources to preventing themselves from feeling the emotional distress that rejection would normally evoke. They succeed at preventing emotion, but the exertion creates a cognitive load and depletes self-regulatory resources. Another is that there is a phenomenon of "ego shock" that resembles the physical state of shock that the body experiences after trauma, producing disorientation, numbness, and impairments in cognitive functioning.

SOCIAL 'HUNGER': PARALLELS BETWEEN THE SEARCH FOR SOCIAL SUSTENANCE AND NUTRITIONAL NOURISHMENT
Wendi Gardner, Northwestern University

Conversational English often uses hunger as a metaphor for social desires. Individuals may be described as "hungry for acceptance" or "starved for affection," these phrases acknowledging the power of belongingness needs by equating them with the fundamental human

need for food. The current talk will explore the idea that 'hunger' may indeed be an apt metaphor - that humans desire and seek social sustenance in ways similar to nutritional nourishment. Studies will be described that demonstrate the ways in which situationally induced social deprivation is shown to direct attention and memory toward social information in ways similar to the way physical hunger directs attention and memory toward food cues. In a similar vein, lonely individuals (whose chronic social state may be likened to 'starving') appear to be chronically attuned to social information. Further parallels may be drawn between social hunger and physical hunger. For example, it is possible that individuals who maintain an interdependent sense of self may carry 'excess' social stores (similar to fat stores) that may protect them in times of deprivation. Indeed, a study will be reported demonstrating that individuals who possessed such social resources in their self representations recovered from a rejection experience more readily than those who did not. Finally, the idea of 'social snacking' will be explored - the notion that individuals spontaneously seek out small social contacts through email, short telephone calls, symbolic representations of loved ones (e.g. photographs), etc. to maintain them through periods of time when deeper social contact is unavailable.

INDIVIDUAL DIFFERENCES IN THE NEED TO BELONG
Mark R. Leary and Catherine A. Cottrell, Wake Forest University
Although everyone desires social acceptance, people differ in the strength of their motive to be socially included. Over the past five years, we have studied individual differences in the need to belong, using a self-report inventory that has been administered to thousands of participants in more than a dozen studies. Our data show that the need to belong differs from other sociotropic constructs such as affiliation motivation and sociability in that people high in the need to belong are motivated not simply to interact with other people, but rather to be accepted by them. Need to belong scores correlate highly with socially-relevant life values, such as the value that people place on friendship, love, equality, and social recognition. Scores also correlate with the tendency to experience negative emotions--such as anxiety, hostility, depression, and hurt feelings--when one is negatively evaluated or rejected by other people. Need to belong is negatively associated with the enjoyment of solitude, but not with how much time people spend alone. Experimental studies show that need to belong moderates people's reactions to interpersonal evaluations and social pressure. Overall, people with a high need to belong place greater importance on their interpersonal relationships than people with a low need to belong, and their emotions and behavior are affected more strongly by how others treat them.

Session A

Friday, 10:00-11:15 am

Rio Grande East & Center

Inhibitory Processes in Person Perception

Chairs: *C. Neil Macrae, University of Bristol and Barbara A. Spellman, University of Virginia*
Summary:
Recent years have witnessed an explosion of interest in the issue of how inhibitory mechanisms moderate important aspects of the person perception process (Bodenhausen & Macrae, 1998). An emerging literature now demonstrates that, in some form or another, inhibitory operations are implicated in stereotype activation, behavioral self-regulation, action control, memory retrieval, and thought suppression. Noting the important theoretical and empirical insights that can be gained from research of this kind, the present symposium brings together four researchers who are investigating the role of cognitive inhibition at different stages of the person perception process. Two of the presentations (Spellman & Macrae)

consider the role of inhibitory mechanisms in the retrieval of person-based material from memory. In these talks, Spellman and Macrae will detail the importance of inhibitory mechanisms in memory retrieval, with particular emphasis on the role of temporary forgetting in person perception. The other two presentations (Linville & Wyer) consider the related issue of how cognitive inhibition shapes the expression of stereotypical thinking. In particular, Linville and Wyer will detail how inhibitory processes regulate the activation and application of social stereotypes. The purpose of the proposed symposium is twofold. First, it will draw attention to recent empirical work on the role of inhibitory operations in different areas of person perception. Second, it will assert the theoretical importance of cognitive inhibition in our understanding of how the social mind works.

Abstracts:
INHIBITORY MECHANISMS IN SOCIAL (AND NON-SOCIAL) COGNITION: DEFINITIONS AND LIMITATIONS
Barbara A. Spellman, University of Virginia
Recent research theorizes that inhibitory mechanisms play an important role in many aspects of higher order cognition including: categorical memory, metaphor comprehension, eyewitness memory, person perception, and stereotype use. Various studies demonstrate that when people attempt to activate or use (i.e., "select") only some subset of their knowledge about a topic, making that knowledge more accessible results in other related knowledge becoming less accessible (i.e., "inhibited"). But when do such inhibitory effects count as evidence for inhibitory mechanisms per se? Anderson and Spellman (1995) distinguish two meanings for the terms "inhibited/inhibition": one describes information that has become less accessible (we prefer the non-theory-laden "impaired") and the other describes a mechanism that actively suppresses memory representations. The distinction is necessary because impairment may result from non inhibitory mechanisms. To demonstrate inhibitory mechanisms one needs: appropriate baseline conditions against which to measure impairment (to show that it is specific to competing representations rather than general to all non-selected information) and an independent probe method (to show that representations are actually suppressed and not just less accessible to particular cues). I will illustrate the use and misuse of these methods with examples from social and cognitive psychology. Then I will present a new study using compound categories (e.g., Asian-American Artists) that demonstrates how selectively using information relevant to one aspect of identity (e.g., profession) may inhibit memory for information related to another aspect of identity (e.g., race).

INHIBITORY CONTROL OF STEREOTYPES: AN IMPLICIT MEASURE OF STEREOTYPING
Patricia Linville, Duke University
This research develops a new, unobtrusive measure of stereotyping based on ability to inhibit racial stereotypes. Weak ability to inhibit stereotypes predicts prejudiced behavior. A "reading with distraction" task was adapted as an unobtrusive measure of stereotyping. Participants read aloud passages in a given font, ignoring distractor words in a different font. Distractors appear randomly and are irrelevant to the passage. Greater slowdown in reading time for passages with distractors, relative to passages without distractors, reflects an inability to ignore or inhibit irrelevant, distracting information. In different passages, distractor words are either Black stereotypic, White stereotypic, non-stereotypic negative, or neutral, and the face accompanying the passage is either Black or White. (1) Which type of distractor is most difficult to inhibit? White participants found it hardest to inhibit Black stereotypic distractors in the presence of a Black face. (2) Do individual differences in weak stereotype inhibition predict prejudiced behavior? Yes, those with weaker stereotype inhibition (longer reading times for passages with Black distractors and a Black face) showed greater prejudiced behavior in subsequent tasks. Stereotype inhibition was related to IAT scores, and both implicit measures predicted prejudice better than general inhibitory ability or explicit racism measures. (3) Can those motivated to control prejudice control stereotype inhibition? Stereotype inhibition was not related to motivation to control

prejudice. In sum, weak stereotype inhibition is an implicit, unobtrusive measure of racial attitudes and predicts prejudiced behavior.

STRATEGIES FOR STEREOTYPE INHIBITION
Natalie A. Wyer, University of Bristol, UK
Many individuals are motivated to seek out ways to inhibit the influence of negative social stereotypes on their thoughts and behavior. However, recent research has made it clear that these strategies are often ineffective or worse, counter-productive. In the research to be discussed here, the strategic use of causal attributions was investigated as a potential strategy for discrediting racial stereotypes. In an initial study, participants generated attributions for a series of stereotypic, counter-stereotypic, and stereotype-irrelevant behaviors that were performed by Black and White targets. Participants who expressed low levels of prejudice displayed a stereotype-disconfirming bias in their pattern of attributions. Specifically, they were more likely to generate external attributions for stereotypic behaviors and internal attributions for counter-stereotypic behaviors when the actor was Black than when he was White. Participants who expressed moderate to high levels of prejudice showed neither stereotype-disconfirming nor stereotype-confirming biases in their attributions. A different outcome was obtained in a second study that included a time pressure manipulation. Under time pressure, individuals identified as low in prejudice again generated a pattern of stereotype-disconfirming attributions, but those higher in prejudice showed evidence of a stereotype-confirming bias. This pattern of results suggests that a strategic use of causal attributions is yet another method that may be used by individuals striving to inhibit the influence of stereotypes.

REMEMBERANCE OF THINGS FORGOTTEN:INHIBITING PERSON MEMORIES
C. Neil Macrae, University of Bristol, UK and Malcolm D. MacLeod, University of St. Andrews, UK
Paradoxical though it may appear, it is only by forgetting that perceivers can remember the past in an orderly and purposive manner. Like so many other aspects of mental functioning, the act of remembering relies upon a process of selection. Specifically, the mind must be able to tease apart the relevant from the irrelevant and to retrieve just the right memory to satisfy the prevailing requirements of the task at hand. Otherwise confusion would prevail. Recent research has demonstrated that the act of remembering can prompt temporary forgetting or, more specifically, the inhibition of particular items in memory. But for just how long does this forgetting effect persist? Just how temporary is temporary forgetting? This important theoretical issue is considered in the present talk. Using the person perception variant of the retrieval-induced forgetting paradigm (Macrae & MacLeod, 1999), two experiments explored the temporal parameters of temporary forgetting. As expected, the critical determinant of temporary forgetting was the interval between guided retrieval practice (i.e., remembering) and the final recall test. When these two phases were separated by 24 hours, retrieval-induced forgetting failed to emerge. When, however, they occurred in the same testing session, remembering prompted the suppression of related person-based items in memory. These findings are considered in the wider context of adaptive forgetting and inhibitory mechanisms in social cognition.

Session A

Friday, 10:00-11:15 am

Rio Grande West

Cognitive Aspects of Interpersonal Closeness: Forming, Maintaining, And Ending Close

Relationships

Chair: *Debra Mashek, State University of New York at Stony Brook*
Summary:
This symposium brings together prominent close-relationship researchers from personality and social psychology to consider the role interpersonal closeness plays in forming, maintaining, and ending close relationships. The purpose of this symposium is to articulate and stimulate new theory and research on the cognitive aspects of interpersonal closeness. Cross's paper examines the role of the relational-interdependent self-construal on the early stages of roommate relationships. She notes that relationships with interdependent individuals are characterized by feelings of closeness, commitment, and depth. Mashek and Aron propose that it may be possible to be "too close" or "not close enough" to a relationship partner, situations which appear to be associated with less than optimal relationship quality. Ickes, Dugosh, and Simpson present a new scale (MARTI), which is designed to assess the strength of the motive to avoid relationship-threatening information. Their findings suggest that the avoidance of relationship-threatening information can serve as a buffer against influences, such as a low level of closeness, that might otherwise undermine the relationship. Agnew and Arriaga present results of a longitudinal study exploring the cognitive underpinnings of relationship loss. Their results suggest that, from a cognitive perspective, people who are "abandoned" continue to think in terms of an intact relationship, seeing themselves still "as one" with the partner. All four papers present theoretically interesting insights and questions about the cognitive aspects of interpersonal closeness.

Abstracts:
GETTING TO KNOW YOU: THE RELATIONAL-INTERDEPENDENT SELF-CONSTRUAL IN A ROOMMATE RELATIONSHIP
Susan E. Cross, Iowa State University
A basic dimension that differentiates how people think about themselves is the extent to which close relationships tend to be included in the self-concept. This way of defining oneself, termed the "relational- interdependent self-construal," is expected to influence many interpersonal processes. This presentation will describe two recent studies in which the role of the relational-interdependent self-construal on the early stages of roommate relationships was examined. The results showed that individuals who had developed a very interdependent self-construal (as measured by the Relational-Interdependent Self-construal scale [RISC]; Cross, Bacon, & Morris, 2000), were perceived by their roommates as more self-disclosing and as providing more social support than were individuals who did not think of themselves as interdependent or relational. In addition, the roommates of the interdependent individuals viewed their relationships as having more depth, as more committed, and as more satisfying than did roommates of other participants. Individuals with a very interdependent self-construal were also more accurate in predicting their roommate's values and beliefs than were others, indicating that they had paid attention to their roommates' disclosures. Additional analyses revealed that the well-being of individuals with a very interdependent self-construal was related to the quality of their relationship with their roommate. These results are discussed in terms of the role of the self in developing and maintaining relationships.

TOO MUCH OR NOT ENOUGH: WHEN PERCEPTIONS OF EXPERIENCED AND DESIRED CLOSENESS DIFFER
Debra Mashek & Arthur Aron, State University of New York at Stony Brook
While the desire to seek out and maintain closeness with others is acknowledged by researchers and lay people alike, the desire for less closeness has not been so readily acknowledged. Social lore and clinical writings suggest that it is possible to feel overwhelmed, smothered, and enmeshed in close relationships. We propose that these feelings, in part, stem from a discrepancy between a person's perceptions of their experienced and desired levels of closeness, and

that these discrepancies are associated with a particular constellation of feelings about the relationship. This paper explores the self-reported relationship quality of 131 people who were involved in close relationships at the time of testing (60 who wanted more closeness, 25 who wanted less closeness, and 46 who were satisfied with their current level of closeness). Results suggest that, regardless of gender, people who are as close as they want to be have a higher overall relationship quality than people who are either too close or not close enough. For females, being "too close" is associated with lower overall relationship quality than being "not close enough." However, for males, being "not close enough" is associated with lower overall relationship quality than being "too close." Possible psychological and social contributors to, and ramifications of, the observed effects are discussed.

BREAKING UP IS EASY TO DO FOR COUPLES WHO AREN'T CLOSE AND WHO DON'T AVOID RELATIONSHIP-THREATENING INFORMATION
William Ickes*, Jeremy Dugosh*, and Jeffry A. Simpson~, *University of Texas at Arlington, ~Texas A & M University
A study of 81 dating couples was conducted to help validate our newly developed 21-item MARTI scale--a measure designed to assess the strength of the motive to avoid relationship-threatening information. The couples' dyad-level MARTI scores were used in conjunction with their dyad-level scores on the closeness measure developed by Aron et al. (1992) to predict their relationship status (broken up vs. still together) at a 5-month follow-up. Consistent with our expectations, low-MARTI couples (i.e., those with a weak motive to avoid relationship-threatening information) were more likely to have broken up than the high-MARTI couples, with respective breakup rates of 78% and 54%, p < .06. A moderated multiple regression analysis revealed that this main effect was qualified by a significant MARTI X perceived closeness interaction. The results indicate that for couples with a strong motive to avoid relationship-threatening information, those whose self-reported closeness was low were no more likely to break up (22%) than those whose self-reported closeness was high (24%). However, for couples with a weak motive to avoid relationship-threatening information, those whose self-reported closeness was low were more likely to break up (53%) than those whose self-reported closeness was high (33%). These findings suggest that the avoidance of relationship-threatening information can serve as a buffer against influences, such as a low level of closeness, that might otherwise undermine the relationship.

COGNITIVE INTERDEPENDENCE AND RELATIONSHIP LOSS: COMPARING LEAVERS, STAYERS, AND THE ABANDONED
Christopher R. Agnew and Ximena B. Arriaga, Purdue University
The end of a romance can be a devastating emotional experience. Individuals invest considerable time and energy into their intimate relationships and coming to grips with the finality of dissolution can be enormously difficult. Although the affective consequences of relationship dissolution have been well documented, little attention has been paid to the cognitive underpinnings of relationship loss. In this presentation, the concept of cognitive interdependence is used to help explain the commitment mindset that characterizes different relationship participants. We compare the cognitive experiences of (1) those who unilaterally choose to leave their relationship ("leavers"), (2) those who were left by their partner (the "abandoned"), and (3) those whose relationship endured ("stayers"). In an 11-wave longitudinal study of college students involved in newly-formed dating relationships, we traced levels of cognitive interdependence and eventual breakup status. Over time, stayers exhibited increasingly more cognitive interdependence than did leavers. More interestingly, abandoned individuals did not differ from stayers at any point in time. From a cognitive perspective, their relationships appear to have never ended. These results suggest that abandoned individuals think in terms of an intact relationship, seeing themselves still "as one" with the partner. By understanding how commitment literally changes the way an individual comes to think about the self, it becomes possible to better understand why relationship loss can be such a powerful experience.

Exclusion and Exit: Integrative and Disintegrative Forces in Groups

Chairs: *Mark Van Vugt, University of Southampton & Norbert Kerr, Michigan State University*

Summary:
Groups are dynamic entities. Regular conflicts between members over opinions or scarce resources cause group disruption and disintegration, because members start to look after their own interests rather than those of their group. When group relations deteriorate, a common individual strategy is to lower dependence on the group or leave the group entirely (exit), whereas a common group strategy is to force non-cooperative members out of the group (exclusion) These two strategies, exit and exclusion, have important implications for the sustainability and viability of groups. Whereas exiting promotes further group disintegration, exclusion will lead to group integration. When will exit and exclusion-strategies be used by members to overcome group conflicts? What are the implications of exit and exclusion-opportunities within groups for individual and group performance? These questions have received relatively attention in social psychological research on groups. In this symposium we will try to answer these questions by presenting recent work from group researchers in various traditions that have developed quite independently from each other, the fields of group dynamics, social dilemmas, and minority/majority influence. In total, there will be five presentations, three from researchers in North America (Kerr, Levine, Prislin), and two from researchers in Europe (Van Lange, Van Vugt). In combination, these presentations demonstrate that the emphasis in group research is shifting toward the study of temporal changes in the relation between individuals and groups.

Abstracts:
SOCIAL EXCLUSION AND COOPERATION IN SOCIAL DILEMMAS
Norbert L. Kerr, Michigan State University
How do groups encourage their members to act cooperatively in social dilemma settings, where non-cooperative behavior is always more personally rewarding? One means, largely unexplored in social dilemma research, is for groups to threaten social exclusion of non-cooperative members. We have developed an experimental paradigm within which to examine when and why the threat of exclusion is effective in prompting cooperative behavior. In it, five-person groups first play a step-level public goods game with the expectation that one of their number will be excluded via a group vote in a later, 4-person version of the game. In the present research, we examined the relative effectiveness of alternative forms of exclusion--one severe (public identification and an inability to escape) and one less so (private identification and escape from the excluding group). It was found that when one's impact on the collective welfare was equal to that of other group members, the severe threat was more efficacious in prompting cooperative behavior. Furthermore, this threat was no less effective when there was actually an economic incentive to be the person excluded. However, when one's impact was greater than the average of other group members, the severe threat was counterproductive, actually resulting in less cooperation than the non-severe threat. Several explanations for this pattern of results will be offered and follow-up research will be outlined.

GROUP LOYALTY: IMPACT OF MEMBERS' SOCIAL IDENTITY AND CONTRIBUTION
John M. Levine and Bozena Zdaniuk, University of Pittsburgh

Most people would agree that a group's success in achieving its goals depends on the loyalty of its members. It is interesting, therefore, that social psychologists have devoted little explicit attention to the antecedents and consequences of loyalty. This experiment investigated how members' identification with a group and value (contribution) to it affected their loyalty. For both high and low contributors, loyalty involved helping the group while harming oneself, and disloyalty involved harming the group while helping oneself. High contributors exhibited loyalty by staying in the group and disloyalty by leaving, whereas low contributors exhibited loyalty by leaving and disloyalty by staying. Results indicated that high social identity increased the likelihood that both high and low contributors would stay in the group, even though this harmed the group in the case of low contributors. Moreover, as predicted, those who were disloyal rated their decision as more difficult and themselves as less moral than did those who were loyal, and these differences were stronger for high than for low contributors. Discussion focuses on the psychological mechanisms underlying group loyalty and the factors influencing its behavioral manifestations.

REACTIONS TOWARD GROUPS FOLLOWING A CHANGE IN MAJORITY POSITION
Radmila Prislin, San Diego State University
How do members react to groups within which their position changes from majority (minority) to minority (majority)? Previous research suggests that disintegrative forces created by the loss of majority position are stronger than integrative forces created by the gain of majority position (Prislin et al., 2000). In the present study, we examined the effects of change on members' group-specific collective self-esteem and their preferences for staying in the group versus exiting it. Individuals in 4-person groups received support from 2 out of 3 confederates to be placed in an initial majority position, or were opposed by all confederates to be placed in an initial minority position. These initial positions either remained constant or they changed partially or completely by virtue of change in the confederates' support (opposition) for participants' opinions. Loss of majority position dramatically increased preferences to exit the group whereas gain of majority position did not significantly increase preferences to remain a group member. This asymmetrical effect was mediated by group-specific collective self-esteem. It therefore appears that loss of majority position promptly decreases the value and emotional significance of the group, motivating members to seek exit. In contrast, gain of majority position does not immediately increase the value and emotional significance of the group and its membership. Implications for the survival of groups whose members undergo changes in majority (minority) position are discussed.

LOCOMOTION IN SOCIAL DILEMMAS: MOVING AWAY FROM RETALIATING PARTNERS
Paul A.M. Van Lange, Free University, Amsterdam
How should one behave in social dilemmas to enhance personal and collective outcomes? What strategies seem to be most functional in dyadic groups? The widely accepted view is that one should pursue the so-called Tit-For-Tat (TFT) strategy, beginning with cooperative behavior and subsequently imitating previous behavior of the other. In the present research we examined how individuals respond to others pursuing Forgiving, "Normal," or Tough or Retaliatory versions of TFT, and their effects on (a) degree of cooperative behavior, and (b) locomotions to interdependence situations varying in level of importance (i.e., opportunity versus risk). Locomotion varied from situations in which the stakes were low (low importance) to situations in which the stakes were high (high importance). Such locomotions are assumed to be fairly common in everyday life interactions with neighbors, colleagues, and so on, hence potentially contributing to the ecological validity of paradigms to study interactions in groups. Findings revealed that Tough TFT elicited relatively low levels of cooperation as well as locomotions to interdependence structures characterized by low levels of importance (i.e., people tend to move away from Tough TFT). On the basis of these findings, we conclude that Tough TFT is less effective at enhancing personal outcomes and collective outcomes than are Normal TFT or Forgiving TFT, especially when individuals are able to move toward or away from others.

LISTEN OR LOSE? EXIT AND VOICE-STRATEGIES IN SOCIAL DILEMMAS
Mark Van Vugt, University of Southampton
Research on the free-rider problem in social dilemmas has focused almost exclusively on one question: How can group members be encouraged to cooperate when they are locked together within this dilemma? Yet, in many situations, group members have an alternative, they can exit the group. The exit-solution harms the group welfare, because it refrains groups from potential contributors. When will group members choose to exit groups, and how can exiting be undermined? One potential solution to the exit-problem in social dilemmas is the provision of voice. The primary hypothesis of our research is that having voice -- opportunity to express one's views -- prevents exiting from groups. A standard experimental public goods dilemma was used to test this hypothesis. Participants in six-person groups with a group leader made investments in a public good for a number of sessions. In each session the least contributing group member received a penalty from the leader. Half of the participants had an opportunity afterwards to discuss their penalties with the leader (voice-condition), for the other half there was no such opportunity (no voice-condition). The experiment was interrupted halfway, and participants were given a choice either to stay or leave the group. In two studies our hypothesis was supported. Yet, the predicted exit-voice pattern was only obtained for members who initially weakly identified with their group, whereas strong group identifiers stayed regardless of voice.

Session A

Friday, 10:00-11:15 am

Medina

Why Contexts Count in Prejudicial Responses

Chairs: *Cheryl R. Kaiser and Carol T. Miller, University of Vermont*
Discussant: *Patricia G. Devine, University of Wisconsin, Madison*
Summary:
Much recent theorizing and research suggest that controlling prejudiced responses requires motivation and/or cognitive capacity (Devine, 1989; Wilson et al., 2000). One variable that is not so well explored is the effects of the context or situation on prejudiced responses. This symposium explores the effects of contextual cues on inhibition of prejudiced responses. Crandall, Eshleman, and O'Brien examine the effects of social norms on expressions of prejudice. Monteith and Czopp show how contextual cues become associated with negative affect following prejudiced responses, thereby becoming important in controlling those responses. Kaiser, Miller, and Bouton take a learning theory perspective to predict that inhibition of stereotyped responses will be extremely sensitive to context. Blanchard describes a social context theory that illustrates how social contexts shape the expression and experience of prejudice. Together these papers suggest that the expression and control of prejudiced responses depend in important ways on situational or contextual factors.

Abstracts:
THE SOCIAL CONTEXT OF PREJUDICE: SHERIF AND SOCIAL NORMS
Chris Crandall, Amy Eshleman, and Laurie O'Brien, University of Kansas
Our paper begins with a review of Sherif's Group Norm Theory of Attitudes, and uses it to show how much conformity to group norms is at the heart of prejudice (and at the heart of attempts to suppress prejudice). We will report from a series of studies that start by

showing the high levels of conformity in prejudicial attitudes (which to have and which to eschew), and show how remarkably closely people do follow them. We will then turn to the question of suppression of prejudice, and show how the suppression of racial prejudice coincides with joining a group with norms that tolerate prejudice less than one's previous group. Those reporting high levels of suppression turn out to be people highly aware of the changing normative context, and when norms suggest that prejudice is acceptable, high suppressors tolerate prejudice even more than low suppressors.

CUES FOR CONTROL: ESSENTIAL ENVIRONMENTAL HARDWARE FOR COMBATING PREJUDICE
Margo J. Monteith and Alexander M. Czopp, University of Kentucky

A case will be made for the necessity of developing intrapersonal strategies for controlling prejudiced responses. Then, the self-regulation model for controlling prejudiced responses (Monteith, 1993) will be described, emphasizing the role that context-specific cues play in the development of stereotype control capabilities. According to this model, realizing that one has engaged in a prejudiced response that conflicts with standards of appropriateness produces negative self-directed affect and activates the behavioral inhibition system (BIS; Gray, 1987). Through BIS activity, stimuli that predict the occurrence of prejudiced responses can be identified (e.g., environmental surroundings). The pairing of these stimuli with negative self-directed affect serves to establish cues for control-i.e., stimuli that predict prejudiced responses in subsequent situations. Thus, the future presence of these cues signals the need for careful processing and the inhibition of prejudiced responses. In this way, the control of prejudiced responses is critically dependent on context-specific cues that one establishes through one's experiences. Several relevant studies based on experimental and interview techniques will be described that address (1) the process of establishing cues for control, (2) the power of established cues for controlling prejudiced responses, and (3) the nature of cues that people establish and how these cues vary with individual differences (e.g., motivation to control prejudice). The findings suggest that cues for control constitute environmental hardware that is essential for being able to combat prejudice.

WHEN THE SETTING MATTERS: THE CONTEXTUAL CONTROL OF STEREOTYPING
Cheryl J. Kaiser, Carol T. Miller, & Mark E. Bouton, University of Vermont

Modern learning theorists have discovered that the inhibition of associations that results from extinction is extremely dependent upon context. Associations are not unlearned, but rather can resurface in the context in which they originally were formed or in novel contexts. We hypothesized that these effects, known as renewal effects, can help explain why stereotyped beliefs are notoriously resilient to efforts aimed at eliminating them. We examined the renewal of stereotypes in three experiments in which participants learned stereotypes about different fictitious groups in one context and then learned that some of these stereotypes were no longer accurate in a second context. Subsequent measures of the extent to which participants associated the groups with the stereotypes showed renewal effects when associations were tested in the original context in which the stereotypes were learned or in a novel context that had not previously been encountered. Stereotypes continued to be inhibited only when rated in the context in which they were extinguished. These results occurred when the groups were described as fictitious alien races and the contexts were different fictitious planets as well as when the groups were college fraternity members and the contexts were different universities. Our findings suggest that renewal effects may hinder the success of stereotype reduction interventions. Once participants leave the intervention context, stereotypes may easily resurface in contexts not associated with their inhibition.

Bulimia: A Social-Personality Perspective on a Clinical Phenomenon

Chair: *Lyn Abramson, University of Wisconsin-Madison*

Summary:
Work by social and personality psychologists has great potential for illuminating clinical phenomena. Bulimia, an eating disorder characterized by binge eating and purging, may be especially amenable to a social-personality analysis because descriptive work underscores the importance of psychosocial factors in the demographics and underlying processes associated with this disorder. For example, the most vulnerable population for bulimia typically has been white, single women in their twenties who come from middle or upper class backgrounds. This symposium brings together four active researchers who present a social-personality perspective on the development, underlying processes, modification, and prevention of bulimic symptoms. Vohs and Heatherton show that disordered eating symptoms and attitudes are well established before college and persist during the college years. Joiner and colleagues present a compelling resolution of the paradoxical role of perfectionism in bulimic symptom development. College women who are perfectionistic and consider themselves overweight exhibit bulimic symptoms (and depression but not anxiety) if they have low self-esteem, but not if they have high self-esteem. Relying on basic work in social psychology, Abramson, Bardone, and colleagues refine this interactive model by highlighting self-efficacy rather than self-esteem. Finally, Stice reports exciting results demonstrating that a prevention program based on cognitive dissonance theory is effective in reducing bulimic pathology and known risk factors for eating disturbances.

Abstracts:
THE TRANSITION TO COLLEGE AND DISORDERED EATING PATTERNS: A LONGITUDINAL STUDY
Kathleen Vohs and Todd Heatherton, Dartmouth College
To assess change in eating and dieting patterns and eating-related attitudes, we tracked over 600 participants from high school to college. Work on disordered eating suggests competing hypotheses on change in disordered eating. Research on young children and adolescents indicates that disordered eating attitudes and behaviors develop early, thereby suggesting little or no change from high school to college. Conversely, prevalence of eating disorders is higher in college students than in other samples, suggesting that college creates or exacerbates disordered eating. We asked 342 women and 265 men to complete an in-depth survey in the spring of their senior year of high school and again during their first year of college. At both times, we assessed changes in body self-perception, eating-related attitudes, and eating disorder status (nondieter, dieter, problem dieter, subclinical eating disordered, or eating disordered using DSM-IV criteria for bulimia nervosa). The results showed that although women and men viewed themselves as significantly heavier in their first year of college than they did in high school, dieting frequency and disordered eating classification in college did not differ from high school assessment. Thus, these results indicate that disordered eating symptoms and attitudes are well-established before college. However, our findings reveal that poor self-image, dieting behaviors, and eating disorder symptoms plague many young women and men, both before and during college.

PERFECTIONISM, BODY DISSATISFACTION, AND SELF-ESTEEM: AN INTERACTIVE MODEL OF BULIMIC SYMPTOM DEVELOPMENT

Thomas Joiner*, Marisol Perez*, Kathleen Vohs-, Zachary Voelz*, Jeremy Pettit*, Anna Bardone+, Jennifer Katz#, Lyn Abramson+, Todd Heatherton-; *Florida State University, -Dartmouth College, +University of Wisconsin-Madison, #Washington State University

Vohs, Bardone, Joiner, Abramson, and Heatherton (1999) found that women who consider themselves overweight and who are perfectionistic, exhibit bulimic symptoms, but only if they have low self-esteem. Women with the same vulnerability-stress conditions are less likely to exhibit bulimic symptoms if they have high self-esteem. This study replicates and extends these previous findings demonstrating that the joint operation of perfectionism, perceived weight status, and low self-esteem accounts, at least in part, for bulimic symptom development. Within the context of a longitudinal design, the current study, which used different measurement approaches and operationalization than Vohs et al., provided strong support for the model's ability to predict bulimic symptom development. Moreover, we tested whether the model displayed symptom specificity to bulimic symptoms, as opposed to anxiety and depressive symptoms. Although we found support for the model's specificity with regard to anxiety symptoms, development of depressive symptoms also was predicted by the model. Data from a replication study on approximately 2,000 women in their 40's and 50's also will be presented. Our findings refine the role of social psychological variables, such as perfectionism and self-esteem, in predicting bulimic symptoms and concomitant conditions.

AN INTERACTIVE MODEL OF PERFECTIONISM, PERCEIVED WEIGHT STATUS, AND SELF-EFFICACY IN THE PREDICTION OF BULIMIC SYMPTOMS

Lyn Abramson*, Anna Bardone*, Kathleen Vohs-, Thomas Joiner+, Todd Heatherton-; *University of Wisconsin-Madison, -Dartmouth College, +Florida State University

Prior work demonstrates that low self-esteem moderates the interaction of perfectionism (vulnerability) and perceptions of being overweight (stressor) in predicting bulimic symptoms. Low self-esteem women who are high in perfectionism and consider themselves overweight exhibit bulimic symptoms. However, high self-esteem women with the same vulnerability-stress combination do not. Two lines of work in social psychology suggest the importance of refining this interactive model by highlighting self-efficacy rather than self-esteem. First, social psychologists (Swann, Tafarodi) have demonstrated that self-esteem is a global construct including self-efficacy. Second, work by social psychologists (Bandura, Carver, Scheier) suggests that a discrepancy between standards and attainments (e.g., perception of being overweight) will have maladaptive consequences (e.g., bulimic symptoms) only when people believe they are incapable of reducing the discrepancy (i.e., low self-efficacy). Thus, we conducted a longitudinal study to test an interactive model of perfectionism, perceived weight status, and self-efficacy in predicting bulimic symptoms. Results supported this interactive model. Future work should examine other components of self-esteem identified by social psychologists, such as self-liking, as moderators of the vulnerability-stress combination. Our findings illustrate the benefits of applying a social psychological analysis to the clinical phenomenon of bulimia.

A DISSONANCE-BASED EATING DISORDER PREVENTION PROGRAM

Eric Stice, University of Texas at Austin

Eating disorder prevention programs, largely psychoeducational and universally focussed, have been unsuccessful. Hypothesizing that internalization of the thin-ideal is a key factor promoting eating pathology, we created an intervention targeting it. Because a dissonance paradigm appeared promising as a non-psychoeducational intervention for altering this attitudinal risk factor, we developed and evaluated a dissonance-based prevention program. Study 1 assigned young women (N=30) with body image concerns to a three-session intervention involving verbal, written, and behavioral exercises requiring them to voluntarily critique the thin-ideal or a delayed-intervention control condition. Dissonance intervention participants reported decreased thin-ideal internalization, body dissatisfaction, dieting, negative affect, and bulimic symptoms relative to controls at termination, with most effects remaining at 4-week follow-up. Study 2 addressed some methodological shortcomings of Study 1 and randomly assigned similar participants (N=87) to the dissonance intervention or a healthy weight management placebo control group. Dissonance intervention participants again reported decreased thin-ideal internalization, body dissatisfaction, dieting, negaive affect, and bulimic symptoms at termination and 4-week follow-up. Unexpectedly, healthy weight management control participants also reported some benefits. This dissonance intervention holds promise for reducing bulimic pathology and known risk factors for eating disturbances. However, it should be evaluated in a larger-scale trial using an inactive placebo control condition to rule out expectancy and demand characteristic contributions.

Session B
Friday, 11:30 am -12:45 pm
Rio Grande East & Center

Social Psychology and Law: Current Trends, Research, and Influences on Litigation

Chair: *Richard L. Wiener, Baruch College, City University of New York*

Summary:
Studying the intersection of social psychology and law is not a new enterprise. In fact, some of the earliest advances in discrimination law, such as the holding in the famous case Brown v. Board of Education (1954) made heavy use of social psychological research. However, the worlds of both law and social psychology have changed dramatically since these early beginnings of what has become a not always harmonious marriage of two related but very different ways of thinking about social behavior. This symposium traces some of the current efforts at applying social psychological theory, research, and analysis to law and legal process. The first paper presents a model of jurisprudence that makes use of social psychological analysis, the second examines the role of intention in the law, the third is concerned with social coercion, and the last with gender stereotyping. All four papers discuss the sometimes- stormy relationship between social psychology and legal theory but each concludes that the relationship has produced some important and interesting intellectual offspring. Each paper presents some examples of how social psychology has added to the law and how the law has made social psychology face some difficult issues. In the end, each paper becomes an invitation to join the study of the fascinating intersection of law and social psychology.

Abstracts:
SOCIAL ANALYTIC JURISPRUDENCE: A SOCIAL PSYCH-OLGICAL APPROACH TO CIVIL AND CRIMINAL LAW
Richard L. Wiener, Baruch College, City University of New York
Unfortunately, the civil and criminal law has been indifferent to many of the central findings of social psychology. Too often policy research in social psychology proceeds without even a rudimentarily understanding of law and legal process. Without a basic understanding of the legal issues involved, policy research is not likely to be effective. This paper offers an organizing system for the social psychological study of civil and criminal law. The model shows how researchers can incorporate legal theories into their work and thereby, make psychological research more relevant to the law. Our approach called social analytic jurisprudence uses social science research to address empirical behavioral issues raised in the law. We advocate that psycholegal scholars begin with an analysis of legal doctrine carefully looking for assumptions that the law makes about human behavior (Wiener, 1995; Wiener & Hurt, 2000) proceed to answer these empirical questions with psychological theories and

accumulated knowledge and finally test the psychological theories and models that provide answers to the empirical issues. The paper provides examples of how we used the theory of ambivalent sexism to study the judgments of culpability and liability for alleged victims and perpetrators of sexual harassment. It concludes with an investigation of the cognitive factors that shape punishment decisions of jurors in capital murder cases.

TOWARDS A PSYCHOLOGY OF RETRIBUTION
John Darley, Princeton University
What discoveries made by law-psychology researchers tell us something fundamental about human psychology? I suggest two that come from investigations of punishments assigned to actors who intentionally commit morally wrong actions. First, what is the essence of the wrong that these actors do? Two quite conflicting answers are possible: first, the "subjectivist" view that is thought to be psychologically correct. The essence of the offense lies in forming intention to act. An older tradition, the objectivist stance, thought psychologically incorrect, identifies the occurrence of harm as the essential element. Respondents studying scenarios of transgressions and assigning punishments agree with the subjectivist view in that forming the settled intent requires punishment, but are then thoroughly objectivist-- they increase punishments the nearer the actor gets to commission of the action. Second, why do we punish wrongdoers? Do try to deter people from committing future wrongs? Do we lock away dangerous individuals so they can do no further harms? These are utilitarian reasons for punishment, but there is a non-utilitarian motive as well, that of just deserts. We assign a punishment that the wrongdoer deserves for his actions. We researched this question using a "policy-capturing" methodology. Respondents read scenarios that contained variations relevant to different rationales for punishment, and we observed which variations made a difference in their punishment assignments. Results showed that respondents were "just desertist" in their punishment assignments. Psychological implications of these findings are discussed.

SOCIAL INFLUENCE EFFECTS IN MISCARRIAGES OF JUSTICE
Dr. Saul Kassin, Williams College
In recent years, DNA evidence has exonerated innocent persons previously convicted of serious crimes. A large number of these DNA exoneration cases contained false confessions now known to have been coerced (Kassin, 1997). Based on a combination of laboratory experiments and case studies, this paper will describe the decision to confess-- and even, at times, to internalize guilt for the crime charged. Specifically, it will describe the techniques of social influence that investigators use to elicit confessions--such as physical and social isolation, stress induction, the presentation of false evidence, and methods of minimization. For example, it is common for police to conduct a non-accusatorial interview to determine if a suspect is guilty--and should be interrogated. The assumption is that the interview process is objective. Yet experiments will be described that raise questions about the objectivity of this process and the accuracy of its results. Finally, a suspect's waiver of his or her Miranda rights enables the entire process. It has been estimated that 75%-80% of all suspects waive--in part because the police use certain techniques to elicit a waiver. In fact, Kassin and Norwick (2000) found that innocent people are more likely than those who are guilty to waive their rights and subject themselves to interrogation. The reason: people believe-to their own detriment--in the power of their innocence to set them free.

GENDER STEREOTYPING: IMPLICATIONS FOR THEORY DEVELOPMENT AND DISCRIMINATION LAW
Eugene Borgida, University of Minnesota
It is suggested that the distinction between the descriptive and prescriptive or injunctive components of gender stereotypes provides an important context for thinking about the role of gender stereotyping in sex discrimination and sexual harassment litigation. Specifically, research to date suggests that incidents of sex discrimination that involve disparate treatment are more likely to reflect the prescriptive component of gender stereotypes, and

incidents of sex discrimination that result in disparate impact are more likely to reflect the descriptive component. To the extent that this distinction has scientific merit, examining more precisely the link between prescriptive gender stereotypic beliefs about women and men and various forms of sex discrimination and sexual harassment, and identifying the organizational conditions under which such beliefs are activated and manifested in the workplace, emerge as significant research directions for social psychologists who inhabit the intersection between social psychology and the law. This paper will discuss recent research that has drawn an empirical distinction between the processes involved in disparate impact and disparate treatment theories of law. In particular, the distinction drawn in law is symmetric to similar processing differences in how men and women evaluate problematic behavior. The paper will trace the underlying cognitive and motivational components that produce prescriptive and descriptive thinking in organizational settings and discuss the implications of gender stereotypes for discrimination complaints and dispute resolution in civil law.

Session B

Friday, 11:30 am -12:45 pm

Live Oak

Aggression in the New Millenium

Chair: *Kristina M. DeNeve, Baylor University*
Summary:
Despite extensive social psychological research on the antecedents of aggression, violence still abounds in society. A casual glance at popular media provide ample directions for aggression research in the new millennium. First, frustration abounds in modern life: traffic jams, computer crashes, sales calls during dinner, and the ever escalating sense there is not enough time in the day to accomplish all that life requires. Second, exposure to aggression in the form of television and pornography have long been the target of debate on how we teach children and males to behave violently. Now, a new medium exists to transmit aggressive tendencies, namely, video games that are realistic, interactive, and extremely violent. Third, pornography has a long history of research as a potential antecedent of aggression towards women. However, other factors, including an individual propensity for hostility towards women, may play a pivotal role. Fourth, why do some people seem to enjoy behaving aggressively? Putting aside debates on the aggressive nature of humans, aggressive behavior can help individuals obtain other objectives, even a reason as simple as regulating one's mood. Finally, as children are increasingly killing other children, society is desperately trying to understand how aggressive tendencies develop. To this end, sophisticated longitudinal models of the development of aggressive behavior are sorely needed. Taking their cues from today's headlines, symposium presenters will focus on affect regulation and aggression, male violence enacted on females, childhood factors predicting later criminal behavior, the frustration-aggression hypothesis, and the impact of exposure to violent video games.

Abstracts:
DO PEOPLE AGGRESS TO IMPROVE THEIR MOOD? CATHARSIS BELIEFS, AFFECT REGULATION OPPORTUNITY, AND AGGRESSIVE RESPONDING
Brad J. Bushman, Iowa State University; Roy F. Baumeister, Case Western Reserve University; Colleen M. Phillips, Iowa State University
Do people aggress to make themselves feel better? We adapted a procedure used by Manucia, Baumann, and Cialdini (1984), in which some participants are given a bogus mood-freezing pill that will make affect regulation efforts ineffective. In Study 1, people who had been induced to believe in the value of catharsis and venting anger responded more aggressively than controls to insulting criticism, but this aggression was eliminated by the mood-freezing pill. Study 2

showed similar results among people with high anger-out (i.e., expressing and venting anger) tendencies. Studies 3 and 4 provided questionnaire data consistent with these interpretations, and Study 5 replicated the findings of Studies 1 and 2 using measures more directly concerned with affect regulation. Taken together, these results suggest that many people may engage in aggression in order to regulate (improve) their own affective states.

MEN WHO TARGET WOMEN: SPECIFICITY OF TARGET AND GENERALITY OF AGGRESSIVE BEHAVIOR

Kathryn B. Anderson, Our Lady of the Lake University, San Antonio
This experiment tested the effects of individual differences identified by the Confluence Model of aggression against women (Malamuth, Linz, Heavey, Barnes, & Acker, 1995) as predictors of male aggression against female and male targets. After individual difference questionnaires were administered, 202 male participants competed with a male or a female confederate in a modified Taylor (1967) Competitive Reaction Time Task. In the first phase of the task, participants received either high noise levels (the high provocation condition) or low noise levels (low provocation condition) from their opponent. In the second phase, participants delivered noise to the opponent (the measure of aggression). Results indicated that in the high provocation condition, hostility toward women (HTW) and emotionality were each positively related to male aggression against women and negatively related to male aggression against men. The HTW effect remained even after general hostility was statistically controlled, suggesting that HTW is a unique factor in male-on-female aggression. Masculine gender role stress predicted male aggression against men more than against women, although it increased hostile feelings toward both sexes. Finally, high levels of impersonal sexual behavior predicted male aggression against both men and women, and both sexual and nonsexual aggression against women. Findings are integrated with the Confluence Model and the General Affective Aggression Model (Anderson, Anderson, & Deuser, 1996; Anderson & Dill, 2000).

CHILDHOOD AGGRESSIVENESS AND ADULT ANTISOCIAL BEHAVIOR: WHAT PARENTAL PERSONALITY FACTORS MODERATE THE RELATION?

L. Rowell Huesmann and Leonard D. Eron, The University of Michigan and Eric F. Dubow, Bowling Green State University
Longitudinal studies find early aggressive behavior is one of the best predictors of adult antisocial behavior. However, what additional factors increase the risk for adult antisocial behavior beyond the young boy's aggressive behavior? Data on 332 boys from a prospective longitudinal study, the Columbia County Longitudinal Study, are given. The analysis specifically examined what factors in an 8-year-old boy's life predict arrests and convictions for criminal behavior 22 years later when the boy is a 30-year-old man. Results revealed that in addition to early aggression, adult antisocial behavior is also predicted by low child IQ, demographic factors, the child's lack of guilt, and the parents' authoritarianism, lack of religiosity, and strong belief in punishment for transgressions. When early aggression is partialled out, many of these effects disappear. However, the parental personality influences remain. Specifically, the parents' authoritarianism, their strong belief in punishment, and their having more children adds to the boy's risk of arrest by age 30 beyond what is predicted by the boy's early aggression. The only factor that seems to reduce the risk of an aggressive boy being arrested is having parents who attend church more often. We conclude that early aggression acts as a mediator for the effects of many early childhood influences on risk for adult antisocial behavior.

THE FRUSTRATION-AGGRESSION HYPOTHESIS: A META-ANALYTIC REVIEW

Kristina M. DeNeve, Baylor University and Hiroaki Morio, Florida Atlantic University
One of the earliest theories of aggression, the frustration-aggression hypothesis (FAH, Dollard et al, 1939), suggested that aggression is always the consequence of frustration and that frustration always leads to aggression. However, the passage of time has not supported these strong statements, as research has revealed that frustration sometimes increases aggression, while at other times it has no effect, or even inhibits aggressive behavior. Theories of the FAH generally posit that frustration either increases negative emotions (Berkowitz, 1989), increases physiological arousal (Geen, 1990), or leads to aggression when the frustration is perceived as illegitimate (Baron and Richardson, 1994; Berkowitz, 1989). This review used meta-analytic techniques to synthesize 212 tests of the FAH that included over 6500 participants. Results indicated that frustration is indeed one of the most powerful antecedents to aggression. Examinations of the conceptualization of frustration revealed that simple goal-blocking was associated with less aggression than other forms of frustration that are interpersonal in nature. Analyses of additional moderators suggest that after being frustrated, individuals who become aggressive are relatively insensitive to the long-term consequences of their actions; they do not inhibit aggression when dealing with innocent victims, nor do they inhibit aggression for fear of retaliation or in hopes of better future interactions. Tests of theoretical models supported an arousal approach as the most viable mediator of frustration and aggression.

EFFECTS OF EXPOSURE TO VIOLENT VIDEO GAMES

Craig A. Anderson. Iowa State University
In the 1990s, video games became more affordable, available, popular, realistic, and violent. Parents, educators, child advocates, and the U.S. Senate have become increasingly concerned about possible negative effects of playing such violent games. Violent video games have the potential to create even more damage than violent TV and films because of characteristics inherent in such games. Specifically, violent video games (compared to violent TV/films) require more active participation, inspire greater identification with an aggressive model, and reward violent behavior at a greater frequency and in more direct ways. The scope of the violent video game problem will be discussed. Examples of recent games will be displayed. A theoretical framework for understanding possible short-term and long-term effects of exposure to violent video games will be presented. Recent video game research will be presented, research demonstrating that playing violent video games can cause increases in aggressive thoughts, aggressive affect, and aggressive behavior. Suggestions for parents and policy makers will be offered.

Session B

Friday, 11:30 am -12:45 pm

Medina

Social Cognition Within Relationships: Combining Social and Personality Processes

Chair: *Eva C. Klohnen, University of Iowa*
Summary:
Our symposium is of particular relevance to this organization in that it brings together psychologists whose work bridges the social and personality disciplines, and, by doing so, their research highlights the benefits of combining the methods and innovations championed by each of the areas. Each presenter experimentally manipulates key variables while also incorporating individual differences as equally important explanatory variables. Of particular interest to all presenters is the interaction between situational influences and individual differences that sets into motion social-cognitive processes that, in turn, determine our emotion-physiological responses, reactions to others, goal-directed responses, and interpersonal construals--all within variety of different relationship contexts. More specifically, Downey and Mougios provide evidence that high rejection-sensitive individuals who are viewing paintings with rejection themes show a heightened physiological threat response;

Zayas and Shoda find that we have less positive automatic associations towards our romantic partners if we have experienced psychological abuse in the past and this, in turn, influences future reactions to abusive behavior and romantic partner choices; Chen, Lee-Chai, and Bargh show that power-primed individuals with a communal relationship orientation exhibit behavior in line with social-responsibility goals, whereas exchange-oriented individuals tend to act in accord with self-interested goals; and, finally, Klohnen shows that how we perceive, interpret, and react to an ambiguous, relationship-relevant situation depends on our primary attachment orientation and whether our attachment system has been aroused through negative relational priming.

Abstracts:

REJECTION SENSITIVITY AND HEIGHTENED PHYS-IOLOGICAL REACTIVITY TO REJECTION

Geraldine Downey, Columbia University and Vivian Mougios, Long Island University

Rejection sensitivity (RS) is the disposition to anxiously expect, readily perceive, and overreact to rejection (Downey & Feldman, 1996). Situations where rejection is possible activate the rejection expectations of high RS (HRS) people, prompting a readiness to perceive rejection and to maladaptive overreactions. This study tests whether HRS people also show physiological evidence of heightened emotional reactions to rejection. Specifically, we examined whether HRS people showed an exaggerated startle response specifically in the presence of rejection cues. Lang and colleagues (Lang, 1995)) have demonstrated that people's startle reflex intensity systematically varies with their emotional state. That is, when an unpleasant stimulus is presented together with a loud noise, people's naturally occurring startle response, indexed by eye-blink magnitude, is exaggerated. Post-noise eye-blink magnitude is used to index physiological emotional reactivity. Using this paradigm, we tested whether RS predicted an exaggerated eye-blink response to a loud noise when presented together with rejection cues but not other cues. Participants heard a sudden, loud noise while viewing slides of paintings depicting rejection (Edward Hopper), acceptance (Renoir), impersonal negative content (Rothko), and impersonal positive content (Miro). RS predicted an exaggerated startle response to the sudden noise while viewing the Hopper (rejection) slides but not while viewing the other slides. Thus, for HRS individuals, rejection-related cues appear to automatically elicit a physiological state of threat.

SOCIAL COGNITIVE PROCESSES UNDERLYING PSYCH-OLOGICAL ABUSE IN CLOSE RELATIONSHIPS: AUTOMATIC ASSOCIATIONS, AFFECTIVE REACTIONS, AND PREFERENCES FOR ROMANTIC PARTNERS

Zayas, V. and Shoda, Y., University of Washington, Seattle

A central assumption in the social cognitive view of personality is that individuals differ in the thoughts and feelings activated automatically by a given situation. Applying this framework, we investigated the cognitions and affects automatically activated when thinking about romantic partners, and the relevance of such cognitions and affects for the genesis and maintenance of psychologically abusive relationship dynamics. We found that individuals who reported receiving more psychologically abusive behaviors from romantic partners were less likely to experience (1) strong automatic associations of partner as pleasant (versus unpleasant) assessed by the Implicit Association Test, and (2) a decrease in negative emotion after simply thinking about partner. We then examined whether these findings were due to individual differences in (a) preferences in dating partners using a mock Internet dating service, and/or (b) construal of the affective consequences of being the target of abusive behaviors. We found that self-reported receipt of psychological abuse in past romantic relationships was related to selection of personal ads judged as potentially abusive by an independent sample, and to construing the affective consequences of being the target of abusive behaviors as less negative. Overall, these findings suggest that cognitive, affective, and social processes may influence the formation and maintenance of distinctive dynamics within close relationships.

RELATIONSHIP ORIENTATION AND POWER-GOAL EFFECTS

Serena Chen, University of Michigan; Annette Y. Lee-Chai, and John A. Bargh, New York University

This research examined the hypothesis that the concept of power is mentally associated with different goals for individuals with a communal versus an exchange relationship orientation (e.g., Clark & Mills, 1979). Given the distinct rules governing the giving and receiving of benefits in communal and exchange relationships, it was predicted that communals mentally associate power with social-responsibility goals, whereas exchangers link power with self-interest goals. Thus, when power is activated, distinct goals are accordingly ignited among communals and exchangers, eliciting divergent, goal-consistent responses as a result. Power was primed unobtrusively using power-related, semantic cues in Study 1, and naturally-occurring cues in the environment in Studies 2 and 3. Subsequently, the degree to which communal and exchange participants behaved in a socially-responsible or self-interested manner was assessed. Across studies, power-primed communals responded in socially-responsible ways, while power-primed exchangers tended to act more in line with their self-interests. These power-goal effects occurred nonconsciously. Overall, the data demonstrate that relationship orientation moderates the effects of power, presumably because of the distinct power-goal associations communals versus exchangers possess. More broadly, this research supports taking a person X situation approach - one that allows for moderators such as relationship orientation - to understanding power's positive and negative effects.

ATTACHMENT AND CONSTRUAL: WHAT WE SEE IS WHO WE ARE

Eva C. Klohnen, University of Iowa

Attachment theory holds that if an individual's attachment security is threatened, the attachment system will be activated and, with it, a pattern of cognitive-affective responses in line with the individual's primary attachment orientation that will then influence how relationship-relevant situations are perceived and interpreted. To test this proposition, we randomly assigned participants to either a relational or a non-relational priming condition in which participants either thought about a recent negative experience involving an important activity or an important person. Participants wrote a story about an ambiguous picture that showed two individuals on a bench by a river and used adjectives from Klohnen and John's (1998) circumplex measure of working models of attachment to describe their story characters. Judges reliably content-coded the stories and internally consistent scale scores were computed from character descriptions. Results showed that priming condition and attachment orientation interact to predict systematic biases in the kinds of stories participants told and in the way in which they viewed their characters. Preoccupieds and fearfuls in the relational condition only told stories tinted with negative emotions, relationship conflict, and distant and distrustful characters; secures showed the opposite pattern, whereas dismissings showed no differences across conditions. Response times for me/not me judgements suggest that differential activation of individuals' underlying working models contributes to the observed differences in construal.

Session C

Friday, 2:15 -3:30 pm

Regency East

Structure of Social Goals and Motives

Chair: *Susan Fiske, Princeton University*

Summary:
Recent work takes seriously the oft-repeated but long-ignored admonition to study the structure of social goals and motives. Four

papers tackle the theoretical and empirical bases for unpacking social goals. Three papers examine the internal properties of social goals and motives. Kruglanski and colleagues address goal systems theory, which posits that goals are associatively linked to means. Goals, empirically verified features include interconnectedness, transfer of properties among units, unconscious activation, and contextual framing. Bargh and McCulloch examine the structure of nonconscious goals, demonstrating in their structure the procedures for carrying out those goals. In this research, the impression formation goal activates the procedures for encoding behaviors into traits. Baldwin investigates a compatible structure of social goals and motives as including specific if-then associations between actions and outcomes. These structures operate according to some principles of associative learning theory. Finally, Fiske shifts focus from the internal properties of goals as providing specific action plans, to the more general issue of goal contents as facilitating behavior relevant to social survival. Some core social motives include belonging with other people, understanding a shared social environment, controlling one‚s interaction outcomes, enhancing the self, and trusting close ingroup others. Together, the four papers emphasize the social-interaction importance of goals, which facilitate navigating group life.

Abstracts:
MOTIVATION AS COGNITION: GOAL SYSTEMS THEORY AND ITS IMPLICATIONS FOR SOCIAL BEHAVIOR
Arie W. Kruglanski, Ron Friedman, David Keppler, University of Maryland, College Park and James Shah, University of Wisconsin, Madison
The present paper presents a new theory of goal systems that explores the cognitive aspect of motivation. Goals are conceptualized as mental representations, associatively connected to their means of attainment and other goals. Thus, substantive knowledge and research methods applicable in regard to cognitive systems are assumed to be applicable to goal systems as well. Major cognitive properties of goal systems are those of interconnectedness, transfer of properties among units, unconscious activation and contextual framing. Beyond their cognitive properties goal systems are assumed to possess unique motivational properties associated with their uniquely motivational contents, e.g. the properties of commitment, involvement and affect related to success or failure of goal attainment. Goal systems are also assumed to be governed by the functional principles of outcome maximization and resource conservation. In addition, specific goal types (e.g. goals associated with promotion and prevention, mastery and performance, etc.) are endowed with unique properties such as specific affect varieties and specific strategies of goal pursuit. Research conducted within the goal systems framework attests to the phenomena of (1) transfer of properties from goals to their attainment means as a function of their strength of association, (2) the principle of multifinality in the choice of equifinal means, and (3) the problem of means substitution and its contextual dependence. This research is applicable to major social psychological phenomena such as dissonance reduction, self affirmation, friendship formation, and falling in love.

I KNOW YOU BETTER THAN I THINK: PRIMING THE IMPRESSION FORMATION GOAL PUTS TRAIT INFERENCE PROCEDURES INTO GEAR
John A. Bargh & K. C. McCulloch, New York University
How social information is processed depends on the perceiver's current goal. Recent research has shown that these various information processing goals can become active and produce their outputs nonconsciously. We report a new program of research investigating the structure of these nonconscious goals -- specifically the impression formation goal. As predicted, nonconscious activation of the goal is found to cause the procedures used to carry out the goal -- in this case, those that encode social behaviors in terms of trait concepts -- to also become active and operate nonconsciously, without the perceiver's awareness or intent. It appears that nonconscious activation of social information processing goals puts the various plans and procedures associated with carrying out that goal into operation as well.

SELF-ESTEEM, INTERPERSONAL KNOWLEDGE STRUC-TURES,

AND POSSIBILITIES FOR CHANGE VIA BASIC LEARNING PRINCIPLES
Mark W. Baldwin, McGill University
Building on recent models of the social bases of self-esteem, I propose that thoughts about self are experienced as positive versus negative to the extent that they facilitate versus interfere with valued social goals. Failure, for example, may be experienced as aversive not for some inherent reason, but because of the negative implication it has for the expectancy of being accepted by others. I theorize that such interpersonal expectancies arise from if-then associations between actions and social outcomes. Recent research is reported in which people's if-then interpersonal knowledge structures were assessed and modified. A lexical decision task revealed that, for low self-esteem individuals, activation of thoughts of "failure" spread, within a quarter of a second, to thoughts of "rejection." Associative learning paradigms were successful in modifying this automatic spread of activation. In one study, for example, a tone that had been conditioned as a signal for social acceptance later facilitated the identification of acceptance-related words. These results support the application of learning theory to an examination of the representation and modification of social goal structures.
CORE SOCIAL MOTIVES IN SOCIAL AND PERSONALITY PSYCHOLOGY, ILLUSTRATED WITH APPLICATION TO STEREOTYPING AND INDIVIDUATING PROCESSES
Susan T. Fiske, Princeton University
People's most relevant adaptive environment is the social group. With this assumption, one can account for the social motives most frequently described by social and personality psychologists over the past century, each motive supported by considerable evidence in the classic and current literature. Belonging, a fundamental social motive, orients people toward getting along with the in group. Two relatively cognitive motives follow: understanding shared social knowledge and controlling interaction outcomes. Two relatively affective motives also follow: enhancing (or at least improving) the self and trusting ingroup others. My own research on motives related to stereotyping illustrates experimentally each of these broader themes in the overall literature. Belonging to the ingroup, in the face of a powerful and cohesive outgroup, strengthens ingroup loyalty. Understanding powerful individuals, in the face of their unilateral control, results in efforts to predict outcomes. Controlling one's outcomes, under mutual interdependence, results in information seeking to facilitate interaction. Enhancing the self, under threat from evaluators, results in wishful thinking. And trusting others, in the hope of attachment, likewise results in a positivity bias. All five motives facilitate the social functions of stereotyping and individuating processes, reflecting the larger literature's themes of the structure of social motives as facilitating social interaction.

Session C

Friday, 2:15 -3:30 pm

Rio Grande East & Center

Cultural Dynamics: The Role of Collective Representations in the Microlevel Construction of Reality

Chairs: *Hazel Rose Markus and Glenn Adams, Stanford University*
Discussant: *Brenda Major, University of California-Santa Barbara*
Summary:
Though attention to the concept of culture has increased in social psychology, the first wave of "cultural" research has mostly been concerned with issues of diversity rather than understanding the sociocultural processes that underlie this diversity. Investigators typically equate culture with ethnic or national group membership and compare people from such groups to demonstrate psychological

variation. The unfortunate consequence has been to perpetuate both a static conception of culture as a monolithic entity and an essentializing style of explanation: People from culture X behave the way they do because that's the way they are. In contrast, the purpose of this symposium is to herald a second wave of "cultural" research in social psychology, one that treats culture as a dynamic, microlevel process. Culture is dynamic in a first sense of "in motion" because any given set of cultural representations varies in influence across situations. This is in part because culture is dynamic in a second sense of plural vs. monolithic. Most people are not monocultural, as implied by the equation of culture with ethnicity, but participate in multiple, overlapping communities of meaning. Finally, culture is dynamic in a third sense of powerful or creative. Rather than a distant, macrolevel influence, cultural representations are the proximal blueprint for the moment-to-moment, collective construction of microlevel realities. For this reason, the study of culture belongs at the center of social psychology.

Abstracts:

AMERICAN WELL-BEING: THEMES AND VARIATIONS
Hazel R. Markus and Victoria C. Plaut, Stanford University

What does it mean to be well? The answer to this question takes a number of forms, even within the United States. Each person lives within a variety of sociocultural contexts that are associated with a set of collective representations about how to be and how to be well. Well-being requires the engagement of these culture-specific ideas and practices. To examine this hypothesis, we analyzed survey responses of a nationally representative sample of midlife Americans on a wide variety of well-being measures for both core consensual and regionally distinctive features of well-being. We found that a majority of Americans believe that they can do what they set their minds to, that they are purposeful, that they are satisfied with their lives, that they are obligated to their families, and that their partners and families support them. These foundational features of well-being are supplemented by some regionally distinct understandings of well-being. For example, the New England well-being profile reflects a concern with autonomy, particularly not being constrained by others; Mountain with environmental mastery; West South Central with personal growth and feeling cheerful and happy; West North Central with feeling calm, peaceful, and satisfied; and East South Central with contributing to others' welfare. These findings suggest that a comprehensive analysis of well-being requires attention to the multiple systems of meaning and practices that dynamically constitute individual well-being.

CULTURAL PERPETUATION THROUGH MUTUAL MIS-PERCEPTION
Joseph A. Vandello, Princeton University and Dov Cohen, University of Waterloo

It is often assumed that "culture" has its influence on individual behavior by shaping the values of citizens, through a process of internalization. That is, Value A is assumed to be held in esteem by members of Culture B who in turn pass on these values to others (through socialization of children and peer influence); these values in turn provide an implicit blueprint for individual behavior. However, internalization of cultural norms may be only one process at one stage of cultural evolution. Indirect influence, in the form of shaping perceptions of perceived descriptive norms, may also be an important part of the equation leading from individual behavior to public culture back to individual behavior. The authors briefly describe how micro-level processes involving individual perception and interpersonal interaction can help sustain public cultural norms, even in the absence of internalization. Examples are provided largely from the authors' research on male-on-male aggression and cultures of honor.

DEVIANCE OR UNIQUENESS, HARMONY OR CON-FORMITY? A CULTURAL ANALYSIS
Heejung S. Kim, Stanford University

Uniqueness has positive connotations of freedom and independence in European American cultural contexts while conformity has positive connotations of connectedness and harmony in East Asian

cultural contexts. Three studies examined the mutual influence of these divergent collective representations and individual preferences for uniqueness and conformity. Study 1 measured East Asian and European American preferences for uniqueness using abstract figures. Study 2 examined the choice of pens by East Asians and European Americans as a function of whether or not the pen appeared unique. Study 3 analyzed Korean and American magazine ads, specifically focusing on themes of conformity and uniqueness. In all studies, East Asians preferred targets that represent conformity while European Americans preferred targets that represent uniqueness. Follow-up studies with recent international visitors suggest that individual preferences and choices change when a person is introduced to a new cultural context. These results demonstrate cultural divergence in values expressed through public images and individuals* affective experience; whereas Americans preferred uniqueness, East Asians preferred conformity, and these preferences were associated with divergent individual actions. Moreover, the results reveal cultural convergence in the mutual constitution of culture and psyche*in both cultural contexts, individual preferences were largely in accord with collectively represented values and beliefs. This research empirically supports the idea that individual realities are collectively constructed by people who share the same collective representations, and that these realities are experienced as "real" and "genuine" to the actors.

CULTURE AS SALIENCE MANIPULATION: THE WAY YOU THINK ABOUT YOURSELF INFLUENCES THE WAY YOU THINK
Daphna Oyserman , University of Michigan

A recent meta-analysis of within U.S. and cross-cultural differences in IND and COL (Oyserman, Coon, & Kemmelmeier, 2000) shows that European Americans, while high in individualism, are also quite relational; that stable differences between European Americans and East Asians are not necessarily as straightforward or as large as previously assumed; that African Americans are higher in IND than European Americans; and that there is little research on the processes by which culture influences self-concepts, well-being, intergroup relations, relationality and cognition. This comprehensive review serves as a guiding frame within which to present both a theoretical perspective and supportive experimental evidence for culture as a dynamic process. Cross-culturally, self-concept includes both the ways one is separate from and the ways one is connected to others. Not only do cultures differ in which way of thinking is made more chronically or habitually turned on or accessible. In addition, either independent or interdependent self-knowledge can be ion-ine for a particular person at a given moment. I proposethat thinking about one's self as related to vs. separate from others is part of a more general cognitive or information-processing frame that influences how information, social or otherwise, is automatically processed. In support of this proposal, I present a series of studies that show effects of self-focus on conversational norms, memory, social information processing and sensitivity to social comparisons.

THE MUTUAL CONSTITUTION OF RELATIONSHIP AND REALITY: FRIENDS AND ENEMIES IN GHANA AND THE USA
Glenn Adams, University of California, Irvine

Accounts of the connection between psychological tendencies and sociocultural realities generally employ a retrospective approach: start from observed differences in psychological tendencies and look backward to the distant, macrolevel realities that foster these tendencies. The present research applies a dynamic, prospective approach to this connection: start from observed differences in psychological tendencies and look forward to their consequences for the (re)construction of proximal, microlevel realities. In Study 1, students in the USA and Ghana produced stories about typical friends and enemies that mirrored different beliefs about personal relationship in these two national settings. In Study 2, students in the same settings rated a random selection of these psychological products from Study 1. Results of this rating task revealed two complementary sources of cultural difference: (a) a story-nationality effect that suggested systematic, cultural differences in the content of these psychological products; and (b) a rater-nationality effect that

suggested systematic, cultural differences in tendencies of social perception. To complete the theoretical cycle, I used the products of Study 1 as stimuli in Study 3. An experiment primed Stanford University (USA) students with either Ghanaian vs. American stories and produced differences in social perception that mirrored larger patterns of differences in Ghanaian vs. American cultural settings. Together these studies illuminate the dynamic, dialectical process by which psyche and reality make each other up.

Session C

Friday, 2:15 -3:30 pm

Rio Grande West

New Directions in Attachment Research

Chair: *Jeff Simpson, Texas A&M University*
Summary:
In the past decade, attachment theory (Bowlby, 1969, 1973, 1980) has become one of the most widely studied theories in social/personality psychology. This symposium highlights three important new directions in the field: examining the contextual activation of secure base schemas, exploring memory processes associated with defensiveness, and elucidating how different levels of attachment representations (i.e., attachment toward parents vs. romantic partners) affect support-giving in stressful situations. Mikulincer and Shaver report a series of studies demonstrating how the contextual activation of secure base working models (e.g., supraliminal and subliminal priming of the secure base schema) affect both intrapersonal and interpersonal processes relevant to affect regulation, self-appraisals, and cognitive openness. They also show how contextual priming can reduce intergroup threat and hostility toward outgroup members. Fraley and Shaver present two studies revealing that, when exposed to stimuli containing attachment-related experiences and emotions, avoidant adults encode less information initially, but forget information at the same rate as other (nonavoidant) individuals. Rholes and Simpson discuss a social interaction study which indicates that female dating partners who are securely attached to their parents (assessed by the Adult Attachment Interview) display situationally-contingent care toward their romantic partners, providing significantly more care and support when their partners need/request it and significantly less when they do not.

Abstracts:
CONTEXTUAL ACTIVATION OF THE SECURE BASE SCHEMA: CONCEPTUALIZATION, OPERATION-ALLIZATION, AND INTRAPERSONAL AND INTER-PERSONAL EFFECTS
Mario Mikulincer, Bar-Ilan University, Israel and Phillip R. Shaver, University of California, Davis
According to Bowlby and Ainsworth,s attachment theory, the sense of having a secure base ` i.e., believing that attachment figures will be available in times of need ` facilitates the regulation of distress, the formation of positive beliefs about self and world, the construction of satisfactory close relationships, and the exploration of new stimuli and environments. Extensive correlational research has documented consistent associations between a person's chronic sense of having a secure base (i.e., a secure attachment style), on the one hand, and distress regulation, self-views, appraisals of significant others, relationship quality, and cognitive exploration, on the other. In contrast, few studies have examined the effects of contextual activation of the sense of a secure base (i.e., the secure base schema) on these same intrapersonal and interpersonal processes. In our contribution to the symposium, we will conceptualize the sense of having a secure base as a cognitive- affective schema that can be contextually (including experimentally) activated in specific interpersonal interactions and can momentarily affect a person's emotions, cognitions, and behaviors. We will review studies that

have documented the effects of contextual activation of the secure base schema on affect regulation, self-appraisals, and cognitive openness. In addition, we will present new data showing that contextual priming of the secure base schema, either subliminally or supraliminally, reduces intergroup threat and hostility and fosters more positive reactions to outgroup members. Findings from experimental studies of secure-base activation suggest ways in which attachment-related schemas may affect a person,s emotions, cognitions, and behaviors in everyday situations.

NEW DIRECTIONS IN THE STUDY OF DEFENSIVE PRO-CESSES IN AVOIDANT ADULTS
R. Chris Fraley, University of Illinois, Chicago and Phillip R. Shaver, University of California, Davis
Previous research has found that avoidant adults are less comfortable than other adults with self-disclosure and affectionate intimacy, better able to deactivate attachment-related emotions at will, and less likely to use a relationship partner as a safe haven and secure base. They also have more difficulty recalling emotional experiences. It is unclear, however, whether such findings reflect differences in the degree to which avoidant adults attend to and encode emotional information; differences in the degree to which they elaborate, rehearse, or process emotional information they have encoded; or both. Two studies were conducted to distinguish between the effects of these processes. Participants listened to a self-disclosing interview about attachment-related experiences and emotions and were later asked to recall details from the interview either immediately (Study 1) or at variable delays (Study 2). An analysis of forgetting functions revealed that avoidant adults initially encoded less information about the interview than nonavoidant adults, but avoidant and nonavoidant individuals forgot the information they did encode at the same rate. The implications of these and other findings for current views on the nature and efficacy of avoidant defenses are discussed. In particular, we will argue, that avoidant adults are not harboring latent insecurities because their defenses operate to prevent attachment-related concerns from becoming incorporated into their goals, memories, or identities.

WORKING MODELS OF ATTACHMENT, SUPPORT GIVING, AND SUPPORT SEEKING IN A STRESSFUL SITUATION
W. Steven Rholes and Jeffry A. Simpson, Texas A&M University,
This study examined how working models of attachment to parents (assessed by the Adult Attachment Interview: AAI) and romantic partners (assessed by the Adult Attachment Questionnaire: AAQ) were associated with spontaneous caregiving and care seeking. Dating couples were unobtrusively videotaped for 5 minutes while one partner (the male) waited to do a stressful activity. Observers then rated each woman,s level of support giving and each man,s level of comfort seeking. The AAI and the AAQ independently predicted behavioral outcomes. Women who had more secure relationships with their parents (assessed by the AAI) and whose dating partners sought more support from them provided more support, whereas women who had more secure relationships with their parents and whose partners sought less support gave less. Women who were more avoidantly attached to romantic partners (assessed by the AAQ) provided less support to their partners than did less avoidant women, regardless of how much support their partners sought. No significant results emerged for men,s support seeking. These findings are discussed in terms of the basic tenets of attachment theory and new theoretical issues they raise.

Session C

Friday, 2:15 -3:30 pm

Live Oak

Personality Development over the Lifespan

Chairs: *Daniel K. Mroczek, Fordham University, and Dan P. McAdams, Northwestern University*
Discussant: *Dan P. McAdams, Northwestern University*

Summary:
There is renewed interest in personality development, especially questions of personality stability and change. Recent theory and research on the topic has been characterized by much more sophisticated theoretical and empirical approaches than had been used in the past. Additionally, questions of personality stability and change are now regularly informed by lifespan developmental theory. The presentations of this symposium will present such recent research and theory. Further, the symposium will have a strong lifespan flavor, as the presentations use data from childhood through older age. Mroczek and Spiro will present data demonstrating individual differences in personality change over an 11-year period in older adults. They also show that these individual differences can be predicted using birth cohort and life events. Lewis will present a conceptual model of personality change, providing attachment and trait data from children and adolescents to show that contextual factors influence personality development. Kwan and Klohnen will also document individual differences in personality change through 25 years of adulthood, demonstrating the reliability of such change, and demonstrating that self-concept predicts this change. Hooker and Edwards will discuss differences in the meaning of stability and change over McAdams? 3-level model of personality. They will then present data on possible selves from midlife and older age to demonstrate linkages across McAdams? 3 levels. Finally, Co-Organizer McAdams will serve as discussant, tying together the presentations and suggesting future directions for research.

Abstracts:

COHORT AND LIFE EVENT PREDICTORS OF PERSONALITY TRAIT CHANGE AMONG OLDER ADULTS
Daniel K. Mroczek, Fordham University and Avron Spiro III, Boston VA Medical Center, Normative Aging Study
We took an intraindividual approach to the question of longitudinal personality stability and change, studying personality trait trajectories in a large sample of older men (mostly WWII veterans) over 11 years. Linear and nonlinear growth curves for extraversion and neuroticism were estimated for over 1,600 participants in the Normative Aging Study, a longitudinal study of aging processes in men. We found that significant variability in both the intercepts and slopes of both trait trajectories, indicating that while many men remained stable over the follow-up period, many also changed. The overall extraversion trajectory was best defined by a purely linear model but neuroticism was characterized by a quadratic model indicating decline in the trait as men aged. Finally, individual trajectories were treated as dependent variables in a multilevel model, in which predictors were included to explain the individual differences in trait change. Memory deterioration, health declines, marriage, death of spouse, and birth cohort were all significant predictors of trajectories, although only the latter three predicted variability in slopes. Men who remarried showed declining neuroticism over the multi-year period. Those who experienced death of spouse showed initially high neuroticism (intercept) but declining neuroticism over the multi-year period, perhaps indicating a recovery period. Finally, older cohorts showed declining extraversion and rising neuroticism over the 11-year longitudinal period.

PERSONALITY DEVELOPMENT OVER EARLY LIFE
Michael Lewis, Robert Wood Johnson Medical School
The focus of this paper is to examine the development of personality over infancy, early childhood, and adolescence. Two theories of development predominate work in this area; the organismic approach and the contextual approach. The former takes as its main feature the idea that individual characteristics--which are the consequences of genes, parenting or both--formed in infancy and early childhood, determine adult characteristics. The contextual approach takes as its main feature the idea that individual?s characteristics are less well formed and are always open to contextual modification. It has as its model evolutionary biology, namely that adaptation to concurrent context is the fundamental process underlying development. In the organismic model, characteristics established early are less influenced by contextual factors and adaptation. Using longitudinal data on attachment and the Big 5, we will show that a contextual model best fits most of the developmental data, at least into adulthood. Thus, in order to understand individual differences in personality characteristics, it is important not only to obtain data on earlier contexts such as parenting, but to obtain data on the child/adolescent concurrent context. This model allows for the idea of change and suggests that context alterations may be a vital source of individual differences in the first part of the life span. Since contexts are more apt to change in this part of the life span, the first half of life is likely more fluid than the second half.

INDIVIDUAL DIFFERENCES IN PERSONALITY CHANGE ACROSS 25 YEARS OF ADULTHOOD
Virginia S. Kwan, University of California and Eva C. Klohnen, University of Iowa
Going beyond the typical focus on issues of consistency or questions about normative change, the present study examined individual differences in personality development. That is, differences in the degree to which individuals change over time. Using data from a longitudinal study of women, individual differences in personality change were examined across 25 years of adulthood. Standard deviations of personality scale scores obtained at three assessments (ages 27, 43, 52) served as an index of individual differences in personality change. This index was computed separately for each CPI and ACL inventory scales, thus providing multiple indicators of temporal variability for each individual. Alpha reliability analyses showed that these individual differences in change form an internally consistent index. Temporal variability indices derived from the CPI and ACL showed good convergent validity. HLM analyses showed distinct trajectories of development for little, moderate, and high change groups. Individuals who changed more over the 25 year period had highly differentiated self-concepts across multiple roles at midlife. Changeable individuals also showed greater change in terms of observer-based personality descriptions over time. Ego-resiliency predicted changeability, with more ego-resilient individuals showing less change over time. Findings suggest that differences in intra-individual change?the degree to which individuals' personality changes over time--is a meaningful individual difference variable.

LINKING PERSONALITY TRAITS, PROCESSES, AND STRUCTURES
Karen Hooker and John Edwards, Oregon State University
In this conceptual paper a model is put forth that builds on McAdams? articulation of triarchic levels of personality (traits; personal concerns; life story). We argue that an all-encompassing theory of personality must include process constructs, as well as structural constructs, at each of the three levels. Ideas about personality change and stability have different meaning at each of these levels and the model helps disentangle some conundrums of past work. The classic challenge of synthesizing idiographic and nomothetic approaches to personality dissolve using the proposed framework. While idiothetic quantitative approaches are receiving increased attention in the behavioral science literature, the model proposed would also allow for integration of contributions from qualitative researchers in understanding personality. An illustrative model for how to begin making these important linkages across levels as well as across process and structure is presented using possible selves--a construct that is construed as one of the ?middle-level? units of personality. Using data from late middle-aged and older adults, linkages between possible selves, self-regulatory processes, and role ratings within a specific volunteer domain are examined.

Attitude Maintenance and Change: An Analysis of Time Issues

Chair: *Dolores Albarracín, University of Florida*
Discussant: *Joseph McGrath, University of Illinois, Urbana-Champaign*

Summary:
Time is an important dimension anytime we think about attitudes. For example, Ellsworth,s findings illustrate how from a minority of citizens favoring the death penalty in 1966, attitudes shifted toward the death penalty in the ,80s, to a decline again during 1999. Historic events probably produced changes in the criteria Americans use to judge the death penalty, including both rational and emotional factors. Diekman and Eagly provide insights into how social actors perceive such social changes. Presumably individuals construct representations that are not fixed, but rather model the dynamic of change over time. Consistent with this possibility, a series of studies they conducted indicated that the female stereotype includes change to a greater extent than the male stereotype. Political propaganda probably influenced real and perceived changes concerning the death penalty and gender attitudes, as the findings of Krosnick, Visser and Holbrook imply. In a study of the impact of a national debate on global warming in 1997, Krosnick and his colleagues found that the overall distribution of attitudes in the population did not change after exposure to the debate. However, there was considerable attitude polarization, accompanied by structural attitude change. Albarracín, Mitchell, McNatt and Kumkale also maintain that change might flow at a deeper level. They analyze how initial responses to persuasive communications may appear similar, but over time, different types of persuasive interventions produce differential change maintenance and decay. For example, behavioral facilitation interventions can induce action-perpetuation processes, whereas informational approaches may be subject to rapid memory decay.

Abstracts:
EMOTIONS, POLITICS, AND ATTITUDES ABOUT THE DEATH PENALTY IN AMERICA: STABILITY AND CHANGE
Phoebe C. Ellsworth, University of Michigan
Very little attitude theory or research has examined major shifts in public opinion over long periods of time. Attitudes toward capital punishment provide a well-documented example. Since mid-century, American support for the death penalty dwindled until in 1966 only a minority of citizens favored it. Since then, public support increased until it reached about 75% in 1982 and remained steady until very recently. Over the past 30 years, it also became a much more emotionally charged attitude, a classic example of a "symbolic attitude". Utilitarian justifications (such as deterrence) became uncommon, and moral justifications (e.g., "an eye for an eye") came to dominate the discourse. Politicians and the media may have been instrumental in bringing about these changes, and certainly exploited them. Over the last year, however, there have been indications that support for capital punishment is eroding. I will explore the intricate relations among rationality, emotions, politics, and historical trends (e.g. in crime and in the victims' rights movement) in the solidification of pro-death penalty attitudes, and the factors that may play a role in the current waning of support. These factors include (a) accumulating evidence of convictions of the innocent in capital cases, (b) recognition of racial and economic injustice in the administration of the death penalty, (c) the falling crime rate, (d) international human rights pressures, and (e) the possibility that emotionally-based attitudes eventually become boring and lose their emotional force.

THE SOCIAL WORLD IN MOTION: CHANGE AND STABILITY IN THE ATTRIBUTES OF WOMEN AND MEN

Amanda Diekman, Purdue University and Alice Eagly, Northwestern University
Over the past 50 years, the roles of women and men have become more similar, mainly because of women,s increased participation in the paid labor force. This role shift affords a unique opportunity to investigate how the changing social structure influences groups, actual and perceived characteristics. We will examine naive theories of how men and women have changed across time and the scientific evidence for convergence in the attributes of the sexes. First, we will present evidence that stereotypes can include a temporal dimension, which summarizes beliefs about the group,s past and future characteristics as well as its present characteristics. According to social role theory,s assumption that the role behavior of group members shapes their stereotype, groups should have dynamic stereotypes to the extent that their typical social roles are perceived to change over time. A number of experiments confirmed the theory,s predictions that sex differences should be perceived to be eroding and that the female stereotype should be particularly dynamic. Next, we will review the existing evidence for change and stability in men,s and women,s attributes across time. We will consider findings from longitudinal studies and meta-analyses of sex differences on several dimensions, including men,s and women,s personality traits, behavior, and attitudes. We will evaluate this evidence in light of the limitations of the research methodologies employed by psychologists. Finally, we will close by considering how perceived and actual temporal change and stability in group characteristics might inform psychological theories concerning the malleability of human behavior.

REAL-TIME ATTITUDE CHANGE OUTSIDE THE LAB-ORATORY: THE CASE OF THE 1997 NATIONAL DEBATE ON GLOBAL WARMING
Jon A. Krosnick, Ohio State University; Penny S. Visser, Princeton University; Allyson L. Holbrook, Ohio State University
As theories of attitude change have become increasingly elaborate and extensively supported by evidence from laboratory experiments, evidence continues to accumulate that attitude features related to strength play important regulatory roles in the process. However, relatively little evidence has documented the roles of strength-related attitude features in naturally-occurring attitude change processes outside the laboratory. This study explored the impact of an unprecedentedly extensive national debate on global warming that took place in the American news media between October and December, 1997. Via repeated national surveys conducted before and after the debate, we found that it had no impact at all on the distributions of Americans' opinions on the issue. But beneath this calm surface, we uncovered cross-cutting attitude change, with Democrats moving toward the Clinton Administration's positions on the issue while Republicans moved in the opposite direction. Because our surveys measured many strength-related attitude features, we were able to find that some regulated susceptibility to this cue-based political polarization while others did not.

CHANGE MAINTENANCE AND DECAY IN RESPONSE TO PERSUASIVE COMMUNICATIONS
Dolores Albarracín, Amy Mitchell, Penny McNatt and Tarcan Kumkale: University of Florida
In contrast to traditional informational communications, health-related interventions often include a component that induces actual experience with the behavior. Practice is achieved by modeling the behavior (e.g., condom use) and allowing recipients to experience success at it. The effects of this type of intervention include (a) habit formation, (b) increases in the perceived controllability of the behavior, and (c) cognitive changes that are triggered by behavioral performance. Habit formation (see Ouellette & Wood, 1998) is achieved when certain cues in the situation become associated with condom use and the activity becomes proceduralized (Smith, 1994). The more one practices a behavior, the more external cues elicit the behavior. In addition, the steps involved in performing the behavior become well rehearsed, and the behavior can be performed rapidly and error-free with little or no attention on the part of the performer (Smith, 1994). Other cognitive influences of past behavior involve

changes in beliefs, attitudes and intentions, and, once formed, these cognitions have a strong influence on subsequent actions (Bem, 1965, Albarracín & Wyer, 2000). Presumably because behavior self-perpetuates through the aforementioned habitual and cognitive mechanisms, the decay induced by behavioral communications is often stronger than the decay induced by informational messages. Other effects of time on behaviors are discussed in light of results from a longitudinal meta-analysis of the outcomes of HIV-preventive communications.

Session D
Saturday, 11:30 am–12:45 pm
Regency East

How Do Close Relationships Influence the Self? How Does the Self Influence Close Relationships?

Chair: Eli J. Finkel, University of North Carolina, Chapel Hill

Summary:
Involvement in close relationships is a fundamental aspect of the human experience. Along with the myriad benefits of such involvements comes the problem of navigating one's self through the interpersonal space. Effective navigation requires the successful resolution of two important questions: (a) what happens to the self in the context of the relationship? and (b) how is the relationship affected by the self? Regard the first question, it is important to understand the intrapersonal transformations that take place as a consequence of intimate involvement with another person. Does the individual "become one" with the partner, losing individuality but achieving a wonderful unity through which the self grows at an accelerated rate? Or does the self remain influential throughout the course of the relationship, always cognizant that maintaining a healthy relationship sometimes requires holding "itself" in check? Regarding the second question, one might wonder how aspects of each partner's self influence such relationship processes as avoiding conflict and feeling confident in the partner's feelings toward the self. Specifically, we examine (a) how self-control affects the self's ability to engage in accommodative behavior in response to potentially destructive partner behavior and (a) how self-esteem influences perceptions of the partner's regard, closeness, and perceptions of the partner in general. Together, the four talks help elucidate the processes by which individuals reconcile their selves with their relationships.

Abstracts:
RELATIONSHIP CLOSENESS AS AN OVERLAP OF COGNITIVE REPRESENTATIONS OF SELF AND PARTNER
Arthur Aron, Debra Mashek, Gary Lewandowski, Elaine N. Aron, State University of New York at Stony Brook
Previous research by ourselves and others shows that in a close relationship, one treats one's partner's resources, perspectives, and identities to some extent as if they were one's own, consistent with our model that a central feature of close relationships is "including the other in the self." We then argue that this inclusion is due, specifically, to an overlap of cognitive elements (or activation potentials) of representations of self and the close other, supporting these arguments with previous and new data showing interference and confusion in memory and processing of self- and close-other-related information, with the extent of such interference and confusions associated with degree of subjectively experienced closeness. We then argue, further, that the above findings can not be accounted for by close others being especially familiar, focusing on patterns of findings in the above studies showing (a) the extent of inclusion effects (self-other interference and confusion) for a particular close other strongly correlate with subjectively reported degree of closeness but only minimally with amount of previous and current exposure and interaction and (b) that when comparing two close others, inclusion effects are greater for the one to whom we are subjectively closest even when that one is less familiar overall.

WHAT HAPPENS TO SELF-INTEREST IN ONGOING CLOSE RELATIONSHIPS?
Caryl E. Rusbult, Jody L. Davis, Eli J. Finkel, Peggy A. Hannon, Nils Olsen, University of North Carolina, Chapel Hill
Many theories emphasize the "disappearance" of self-interest in close involvements, suggesting that with increasing closeness the self and partner become increasingly merged and we no longer distinguish between self-interest and partner-interests, or suggesting that with increasing closeness we become communally oriented and enact positive behaviors simply because the partner needs us to do so. In contrast, interdependence theory suggests that self-interest continues to "make itself known," proposing that although we often enact positive behaviors in close relationships, such behavior is discernibly antithetical to self-interest. We present research regarding accommodative behavior and forgiveness of betrayal, behaviors that are personally costly yet beneficial to ongoing relationships. Four experiments provide an empirical "window" through which self-interest can be discerned, revealing that accommodation and forgiveness rest on transformation of motivation, or a shift from preferences based on immediate self-interest to preferences based on broader concerns, such as the well-being of the partner and relationship. Two experiments examine discrepancies between the behaviors partners consider enacting (self-interested preferences) versus those they actually enact (transformed preferences), and two experiments examine discrepancies between behavior given limited reaction time (self-interested preferences) versus plentiful reaction time (transformed preferences). We discuss the implications of these findings for our understanding of the nature of self-interest in ongoing relationships, suggesting that the continued existence of self-interest is precisely what makes positive behavior interesting and meaningful.

SELF-CONTROL AND ACCOMMODATION IN CLOSE RELATIONSHIPS: AN INTERDEPENDENCE ANALYSIS
Eli J. Finkel, University of North Carolina, Chapel Hill and W. Keith Campbell, University of Georgia
Accommodation refers to the willingness, when a partner has engaged in a potentially destructive behavior, to (a) inhibit impulses toward destructive responding and (b) instead respond constructively. Three studies examined the hypothesis that self-control enhances individuals' ability to accommodate in response to a romantic partner's potentially destructive behavior. Trait-level, dispositional self-control was positively associated with accommodative tendencies across all three studies. In addition, Studies 2 and 3 investigated whether moment-to-moment fluctuations in self-control affect accommodation as well. In Study 2, participants recalled two incidents from their current romantic relationships: (a) one in which they engaged in accommodative behavior, and (b) one in which they failed to engage in accommodative behavior. Results revealed that participants were less likely to accommodate when their self-regulatory strength was momentarily depleted. Finally, in Study 3, participants' self-regulatory strength was manipulated experimentally by having them either suppress (depleting condition) or express (non-depleting condition) their natural affective reactions to emotionally evocative film clips. Following this manipulation, they reported how they would respond to 12 hypothetical íaccommodative dilemmasî in which their partner behaved in a potentially destructive manner. Results demonstrated that, relative to participants who had experienced the non-depleting manipulation, those who had experienced the depleting manipulation exhibited weaker accommodative tendencies toward their partners. Implications for couple well-being and effective self-regulatory strategies are discussed.

MISMEASURING LOVE: WHY SELF-DOUBT CREATES RELATIONSHIP DIFFICULTIES

Sandra L. Murray, Gina Bellavia, Paul Rose, State University of New York at Buffalo and John G. Holmes, University of Waterloo
Close, romantic relationships offer one context where individuals can satisfy a basic human motive ñ to be loved and accepted regardless of their faults. Although high self-esteem individuals (HSE's) readily perceive a partner's love, low self-esteem individuals (LSE's) underestimate a partner's love, leaving them unnecessarily dissatisfied with their relationships. Why does this dynamic occur? We hypothesized that LSE's interpret problems in the relationship as a sign that a partner's affection is waning and then distance themselves from their relationships to protect against the rejection they anticipate. In contrast, HSE's may possess sufficient confidence in a partner's acceptance to defend against such threats. In Study 1, experimental participants received feedback that suggested their dating partners might be annoyed with some aspect of their behavior. In Study 2, experimental participants learned that conflicts were likely to develop when their partners discovered their darker sides. Control participants were not threatened. In both studies, participants completed dependent measures tapping perceptions of the partner's regard, closeness, and perceptions of the partner. LSE's reacted to the threats by expressing greater doubt about the partner's acceptance and by defensively valuing the partner less. In contrast, HSE's reacted to the threats by expressing greater confidence in the partner's continued acceptance and by valuing the partner more. Implications for the link between self-protection and relationship-enhancement motives are discussed.

Session D

Saturday, 11:30 am–12:45 pm

Rio Grande East & Center

Social Cognitive Neuroscience in Person Perception: Examining Automatic and Controlled Processes

Chair: *Bruce D. Bartholow, Ph.D., University of Missouri*

Summary:
Theoretical models of person perception have long posited specific cognitive and affective processes that underlie important social phenomena such as prejudice, stigma, stereotyping, expectancy violation, and the like. Extant knowledge concerning these processes has come largely from paradigms that rely on self-reported responses of research participants. By themselves, such paradigms are limited with respect to specifying neural and peripheral responses that may mediate social perceivers' responses to target persons. The research presented in this symposium explores these issues by examining cognitive processes and affective responses in person perception using both self-report and psychophysiological techniques including event-related brain potentials (ERPs), facial electromyogram (EMG), neuroimaging (fMRI) and cardiovascular reactivity. The use of these tools, particularly when combined with self-report measures provides a vital link from initial categorization and processing stages to later outcome stages in person perception. Identifying psychophysiological and neural processes that underlie outcomes such as recall, attributions and evaluations provides a more proximal measure of theoretically important constructs and has the potential to resolve such issues as the extent to which cognitive and affective processes are engaged automatically upon viewing a target person. By combining approaches from social, cognitive, and neuroscience areas, the work presented here (along with other work of this kind) represents an important bridge across traditionally autonomous areas of inquiry that will ultimately increase our understanding of person perception processes more than any one area alone can.

Abstracts:
ELECTROCORTICOL MEASURES OF EARLY EVALUATIVE

REACTIONS TO INGROUP AND OUTGROUP MEMBERS
Tiffany A. Ito, University of Colorado
Event-related brain potentials (ERPs) were used to study perceptions of racial ingroup and outgroup members. Prior research indicates that the late positive potential (LPP) is sensitive to early evaluative categorization processes; stimuli that are evaluatively inconsistent with their surrounding context elicit enhanced LPPs. In this experiment, pictures of Whites, African Americans, and negative, non-people pictures were embedded within sequences of positive, non-people pictures. We replicated prior research, obtaining larger LPPs to evaluatively inconsistent negative (non-people) pictures compared to the positive (non-people) context pictures. To the extent that African Americans elicit negative evaluative reactions from Whites, LPPs should be enhanced for these pictures as well. Consistent with this prediction, LPPs were larger to African Americans than to Whites, suggesting greater relative negativity toward African Americans. This effect emerged approximately 400 ms after stimulus onset. It was also moderated by participants' level of prejudice, with higher levels of prejudice associated with greater relative negativity toward African Americans. Self-reported liking of Whites and African Americans, however, did not vary as a function of prejudice. The LPP may therefore be a more sensitive measure of early evaluative reactions than self-reported liking.

COGNITION AND AFFECT FOLLOWING EXPECTANCY VIOLATION: A PSYCHOPHYSIOLOGICAL APPROACH
Bruce D. Bartholow, University of Missouri
Event-related brain potentials (ERPs), facial electromyogram (EMG), and recall were used to examine cognitive elaboration and affective responses thought to follow from expectancy violation. Several theoretical models posit (and extant research suggests) that expectancy-violating information triggers more extensive cognitive processing and enhanced (or different) affective responses as compared to expectancy-consistent information. However, theoretical models differ regarding whether affective responses will always be negative, or can be positive depending on the valence of violating information. Given that affective responses are often fleeting, this issue has been difficult to resolve with self-report measures alone. In this experiment, ERPs and EMG were recorded while participants read positive and negative expectancy-consistent, expectancy-violating, and expectancy-irrelevant behavioral sentences about fictitious target persons. EMG results indicated that negative, expectancy-violating behaviors (but not positive expectancy violations) elicited enhanced negative affect (i.e., brow muscle activity) within 100-300 ms post-stimulus. ERP results showed enlarged positive potentials with latency exceeding 300 ms to expectancy violations and negative behaviors. A recall advantage was evident for expectancy violations, but not for negative behaviors, suggesting that ERPs are more sensitive to positive/negative asymmetries than recall. These findings support models positing differential affect for positive and negative expectancy violations, and indicate that ERP amplitude may be functionally significant in determining outcomes such as recall and possibly social judgment.

CONTROLLING AUTOMATIC STEREOTYPING: A SOCIAL COGNITIVE NEUROSCIENCE APPROACH
Matthew D. Lieberman, Ahmad R. Hariri & Susan Y. Bookheimer, University of California, Los Angeles
Functional neuroimaging (fMRI) was used to examine whether processing goals could attenuate automatic stereotype activation. A number of labs (Chiao et al., 1999; Hart et al., 1999; Phelps et al., in press) have shown that amygdala activations are tightly coupled with automatic stereotyping towards members of racial outgroups. The amygdala, more generally, is a subcortical structure that automatically codes for the presence of fearful stimuli. Though the amygdala receives information about external stimuli very early in the sensory processing stream, it is also reciprocally linked with the cortex. As a result of the bi-directional flow of information, the amygdala's computations may be conditionally automatic and thus dependent on cortically represented goals that modulate the amygdala's signal detection sensitivity for fearful stimuli. In our study, four white and four black males were scanned while (1)

matching face pictures based on race; (2) labeling face pictures based on race; and (3) matching neutral shapes as a control. Preliminary data analyses indicate that while outgroup-amygdala activations were strong in the matching condition, they were significantly attenuated in the labeling condition. In the labeling condition, with its more cognitive processing goal, additional activations in prefrontal cortex (BA 47) were present and these negatively correlated with amygdala activity suggesting a possible neural pathway for reducing automatic stereotype activation.

CARDIOVASCULAR REACTIVITY DURING INTERACTIONS BETWEEN STIGMATIZED AND NON-STIGMATIZED PERSONS
Wendy Berry Mendes & Jim Blascovich, University of California, Santa Barbara
The paucity of research examining stigma effects during social interactions is not surprising given the methodological obstacles confronting such research. Because of a prevailing cultural zeitgeist for tolerance, self-reported attitudes may differ from actual attitudes. We obtained cardiovascular reactivity, performance measures, and self-reports during interactions between stigmatized and non-stigmatized persons. The paradigm consists of two strangers who engage in a series of motivated performance tasks (e.g., speech giving). Dyads consist of either one stigmatized and one non-stigmatized member or two non-stigmatized members. Results demonstrate that perceivers interacting with stigmatized partners and "stigmatized" participants exhibit cardiovascular threat reactivity (increased ventricle contractility and vasoconstriction), whereas participants interacting with non-stigmatized participants and "non-stigmatized" participants exhibit cardiovascular challenge reactivity (increased contractility and cardiac output, and vasodilation). In addition, participants in non-stigmatized dyads perform better than do participants in stigmatized dyads. However, self-reports are inconsistent with physiological and performance data. Cardiovascular data from stigmatized dyads suggest impaired motivation and greater stress. However, participants interacting with stigmatized partners rate the task as less stressful and their partner more positive than do participants interacting with non-stigmatized partners. The fractionation of automatic responses (i.e., cardiovascular reactivity) and controlled processes (i.e., self-reports) underscores the difficulty in obtaining veridical responses that are not vulnerable to deliberate (and potentially distorted) reactions. Thus, physiological markers may provide a means to circumvent distortions in reactions to stigmatized persons.

RESPONSES TO ANOTHER FACE: FACIAL MUSCLE MOVEMENTS AND THEIR RELATIONSHIPS TO IMPLICIT ATTITUDES
Eric J. Vanman, Georgia State University
Attitudes often influence behavior without one's knowledge. Despite this lack of awareness, such "implicit" attitudes can be measured using indirect methods. For example, versions of the Implicit Association Test (IAT) have been developed to measure implicit attitudes about race that are purportedly related to racial discrimination. In the IAT, participants are instructed to make categorizations of stimuli (e.g., "White" vs. "Black" or "Pleasant" vs. "Unpleasant"). Longer latencies during a key phase of the IAT are thought to indicate more negative attitudes towards one of the groups. In contrast, rather than requiring the participant to make explicit categorizations, we have used facial muscle activity (as recorded by EMG) while participants simply view faces that differ in race. When viewing these pictures, small movements in the muscles used for smiling and frowning occur that are related both to verbal measures of prejudice and behaviors based on racial preferences. In the studies reported here, participants completed an IAT, viewed pictures while facial EMG was recorded, rated fictional applicants for a job, and completed verbal measures of prejudice. Analyses revealed that IAT scores were correlated with racial biases indicated by facial EMG. However, only facial EMG bias predicted discriminatory behavior and was related to verbal measures of prejudice. I discuss the implications of these findings for the concept of implicit attitudes, while emphasizing the importance of psychophysiological measurements in studies of automaticity.

When Good is Bad: The Perils of "Positive" Gender-Related Ideology, Stereotyping, and Behavior

Chair: *Peter Glick, Lawrence University*
Summary:
This symposium questions Allport's (1954) definition of prejudice as "an antipathy" by showing that subjectively positive ideologies, stereotypes, and behavior insidiously reinforce gender inequality. Jackman argues that dominants use an "iron hand in a velvet glove" to control subordinates, obfuscating exploitation and justifying violence through paternalistic ideologies of proprietary affection. Glick et al. provide strong cross-cultural evidence for this notion, showing that benevolent sexism, a subjectively positive (protective and paternalistic) orientation toward women covaries cross-culturally with both sexist antipathy and objective measures of gender inequality. The consequences of women's exposure to such chivalrous ideologies is demonstrated by Rudman and Heppen who find that women who possess implicit fantasies of male romantic partners as protective Prince Charmings are less likely to aspire to high-status, high-paying careers, suggesting that gender inequality is partly due to a self-imposed "glass slipper ceiling." Even women who escape these self-imposed limits and aspire to be leaders, according to Eagly's research, are victimized by positive stereotypes of women as communal, rather than agentic, making them seem less suited to leadership and serving, once again, to keep women from elite roles. The communal traits expected of women are positively-valued, but result in deferent behavior. Woodzicka and LaFrance find that women who are confronted by unambiguously harassing questions during a job interview grin and bear it; rather than acting agentically and challenging the sexist male interviewer, they exhibit distressed and deferent smiling. These presentations provide powerful evidence of the pernicious effects of subjectively positive ideologies, stereotypes, and behaviors.

Abstracts:
VELVET AND IRON: THE COMPATIBILITY OF POSITIVE AFFECT AND VIOLENCE
Mary R. Jackman, University of California at Davis
In a comparative study of intergroup ideology in class, race, and gender relations in the United States (1994), I showed that positive intergroup feelings coexist comfortably with categorical stereotypes and discriminatory policy dispositions toward subordinates, especially in gender relations. This ideological mold of paternalism defines the needs and attributes of subordinates through a system of restrictive stereotypes and is thus able to cloak discrimination as being "for their own good." Subordinates are then offered love, affection, friendship, and praise for behaviors that comply with the stipulations of categorical stereotypes and discriminatory social arrangements, while non-compliance is ridiculed and stigmatized. Because humans are both self-interested and sociable, paternalism is a highly coercive system that also adroitly avoids the injection of inflammatory animosity into unequal intergroup relations. At first glance, one might presume that violence is incompatible with such an ideological system, but closer investigation suggests that, instead, paternalism facilitates the practice of dominant-to-subordinate violence. It provides an ideal framework for the symbolic repackaging or obfuscation of violent acts, and it offers subordinates potent incentives to tolerate their victimization, to act as the henchmen themselves, or even to self-inflict the violence. Violence against women (such as intimate partner violence, sexual assault, selective infanticide and neglect, female genital mutilation, and

physically hazardous beauty practices), far from being the product of misogyny, may be explained instead as the product of a socially ingrained system of proprietary affection.

CRUSHED BY THE PEDESTAL: BENEVOLENT SEXISM AND GENDER INEQUALITY ACROSS CULTURES
Peter Glick (et al.), Lawrence University
We present data from over 15,000 male and female respondents in 19 nations supporting Glick and Fiske's (1996) argument that male dominance creates hostile sexism (HS), but men's dependence on women fosters benevolent sexism (BS) - subjectively positive attitudes that put women on a pedestal, but reinforce their subordination. Specifically, we show that: a) HS and BS correlate positively both within and across nations, b) HS predicts the ascription of negative and BS the ascription of positive traits to women, c) relative to men, women reject HS, but are often as or even more accepting of BS, especially when overall levels of sexism in a culture are high, d) national averages on BS and HS predict gender inequality across nations. These results challenge prevailing notions of prejudice as an antipathy in that BS (an affectionate, patronizing ideology) reflects inequality and is a cross-culturally pervasive complement to HS. We suggest that sexist benevolence is crucial to the justification and perpetuation of gender inequality because it offers rewards for women who accept conventional roles. Women appear to adopt BS in self-defense in cultures where men exhibit the most sexist hostility, ironically looking for protection and provision from members of the very group who oppress them.

SOMEDAY MY PRINCE WILL COME: IMPLICIT ROMANTIC FANTASIES AND THE "GLASS SLIPPER" CEILING
Laurie A. Rudman and Jessica Heppen, Rutgers University
Women are socialized to believe in romantic fairy tales (e.g., that men will defend and protect them), and encouraged to rely on men for financial and social power. As a result, even women who consciously disavow romantic beliefs may be prone to possessing these beliefs unconsciously, in the form of implicit romantic fantasies (associating partners with romantic heroes and the trappings of fairy tales). Romantic fantasies were assessed using The Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) and self-reports. As anticipated, college women showed stronger possession of implicit (versus explicit) romantic fantasies. Further, implicit romantic fantasies negatively predicted women's interest in high status occupations, and their choice of vocations associated with high projected salaries and education requirements. In sum, women who implicitly romanticized men showed less interest in high status occupations, the economic rewards that accompany them, and the educational commitment they require. Taken together, the findings suggest that instead of having the ambition to gain personal status and financial independence, women who associate men with romantic heroes and the trappings of fairy tales may (unconsciously) be waiting for their prince to come. As a result, internalized romantic beliefs may represent a barrier to gender equity in the form of a "glass slipper ceiling."

IF WOMEN ARE WONDERFUL, WHY DON'T WE PUT THEM IN CHARGE?
Alice H. Eagly, Northwestern University
Social psychologists have traditionally interpreted negative stereotypes as problematic and positive stereotypes as non-problematic. However, another approach to understanding the impact of stereotypes is to analyze their relation to a society's opportunity structure. To what extent are stereotypic attributes aligned with valued opportunities and thus able to qualify group members for them? Contrary to the view that positive attributes are necessarily enabling and negative attributes disabling in relation to valued opportunities, some positive attributes are relatively disabling in relation to some valued opportunities and some negative attributes may even be enabling. In this talk, I illustrate this analysis by discussing the relation of gender stereotypes to leadership roles,which are thought to require mainly agentic qualities (e.g., assertiveness, action-orientation, competitiveness, decisiveness),

especially at higher levels in organizations. Because these qualities are ascribed more to men than women, men are more likely to be seen as possessing the qualities thought to be desirable in leaders. Although the female stereotype tends to be positive, in fact slightly more positive than the male stereotype, its favorableness derives, not from agentic attributes, but primarily from communal attributes (e.g., nice, sympathetic, kind, friendly), which are viewed as especially relevant to the domestic role and many female-dominated occupational roles. Therefore, women, if thought to be especially communal but not especially agentic, tend to be disqualified from many leadership roles.

GRIN AND BEAR IT: WOMEN'S NONVERBAL REACTIONS TO SEXUAL HARASSMENT
Julie A. Woodzicka, Washington and Lee University and Marianne LaFrance, Yale University
Paradoxically, people sometimes respond to provocation with benevolent behavior. Our goal in the present research was to explore whether this might be the case for women who are sexually harassed. Specifically, we compared women's facial expressions during a realistic job interview during which a male interviewer either asked several sexually harassing or non-harassing questions. Results indicate that harassed women smiled significantly more than non-harassed women. At first glance, such positive facial expressions may seem puzzling. Why would women apparently show pleasure in a context marked by discomfort? The explanation entails recognizing several unique aspects of apparently positive facial behavior. First, harassed women were found to show more of a particular type of smile, namely non-Duchenne smiling. In contrast to Duchenne smiles, non-Duchenne smiles are those that are unrelated to positive affect and are more likely to occur in contexts marked by uneasiness or anxiety. In the current study, non-Duchenne smiling was associated with increased self-reports of feeling upset and decreased likelihood of confronting the harasser. Secondly, smiling is a means by which threatened participants can signal accommodation or appeasement. Non-Duchenne smiling by harassed women may indicate not pleasure at the unwelcome intrusion, but a non-aggravating means of getting through an untenable situation. Although this strategy may be functional, it may nonetheless unwittingly support harassers' beliefs that the harassing behavior is innocuous or worse, namely that on some level women enjoy receiving this kind of attention. Implications of this research for understanding the mixed messages of positive nonverbal behavior are discussed.

Session D

Saturday, 11:30 am-12:45 pm

Live Oak

The Embodiment of Emotional Experiences

Chair: *Simone Schnall, Clark University*

Summary:
One of the central features of emotional experiences is their fundamentally embodied nature. Emotions typically include a physiological component, such as increased heart rate in the case of anger, an expressive component, such as clenching the teeth, and a behavioral or action tendency, such as pounding the table. All those embodied components of emotion are not arbitrary, but rather, they provide us with important information on how we feel. Moreover, they inform the conceptual structure of emotional experiences, by giving us a starting point for talking about, as well as understanding emotions. For instance, we metaphorically talk about anger in terms of heat such as in "He was breathing fire." and most emotion metaphors show a high correspondence with the actual bodily changes experienced during emotional episodes. This multi-specialty

symposium will bring together various approaches, ranging from linguistics, psychophysiology, social psychology to health psychology that contribute from different perspectives to an embodied view of human emotion. In the first presentation, Daniel Shanahan will talk about language, embodiment and the neuropsychology of emotions. James Gross will then present on the psychophysiology of different emotions. Simone Schnall will focus on the self-perception approach to emotional experiences. Last, Lori Galloway will discuss health-related aspects, such as verbal reports of somatic symptoms, and disclosure of emotional experiences. Together, these presentations demonstrate the centrality of embodied aspects for the subjective experience, as well as for the conceptualization of emotions.

Abstracts:

LANGUAGE, EMBODIMENT AND THE NEURO-PSYCHOLOGY OF EMOTIONS
Daniel Shanahan, Ecole Hautes Etudes Commerciales, Paris
Work done on metaphor and cognition during the last twenty years has opened new vistas on cognition, challenging basic Aristotelian assumptions and demonstrating the ways in which we rely on the body as a primary vehicle for conceiving of ourselves and our world. Lakoff and Johnson built their work on embodiment, metaphor and conception; Turner and others have taken that work a step further in examining the very essence of linguistic conception. However, while this work has told us a great deal about cognition and language, most linguistic research has remained locked in the mold established by the cognitive revolution, which made, as Gardner puts it, „the deliberate decision to de-emphasize (∑) affective factors. Work done by Pribram, Damasio and LeDoux, has demonstrated that that decision, while it simplified the early work of cognitive scientists, has given us a one-sided view of cognition, and thus of language. Emotion is the key to understanding language, both in terms of its origins and its role in human cognition. Working on the assumption that the affective dimensions of cognition have a direct input into the essence of language ˜ what it is, not simply what can be done with it ˜ a theoretical neuropsychological framework is presented whereby the symbolic mode of perception can be seen to have its roots in the fact that language is embodied by emotion and the limbic system. Emotion/affect emerges as the missing link between language, metaphor and meaning.

EMOTIONS AND THE AUTONOMIC NERVOUS SYSTEM
James J. Gross, Stanford University
Common sense suggests that many of our emotions involve bodily responses such as a racing heart, sweaty palms, and a churning stomach. However, the precise role of such autonomic changes has been hotly debated by emotion researchers. For some, differentiated autonomic nervous system responding is seen as the foundation of our experience of different emotions. For others, our autonomic responses merely signal the intensity of our emotions, and it is the situations in which we find ourselves that give rise to the differences among our emotions. In this talk, I review the debate about the role of autonomic nervous system responding in emotion, and describe some of the impediments to clearer tests of the role of the autonomic nervous system in emotion. To highlight the complexities of discerning the role of autonomic responding in emotion, I present results from a recent study of the psychophysiology of anxiety. Participants high and low in social anxiety came to the laboratory and gave speeches in a highly evaluative context. As expected, participants high in social anxiety reported feeling greater levels of anxiety than participants low in anxiety. Participants high in anxiety also reported feeling greater autonomic nervous system changes (e.g., racing heart, sweaty palms) than participants low in anxiety. Interestingly, there were no differences between the two groups in objectively measured autonomic nervous system responding. I use these findings to make several more general points about the role of autonomic nervous system responses, cognitive processes, and situational cues in determining subjective emotional experience.

SELF-PERCEPTION PROCESSES: MORE THAN A FEELING
Simone Schnall and James D. Laird, Clark University

Bodily symptoms of emotions are not only central to our phenomenological experience of emotion, but in fact, they can be viewed as the causal factors of emotional feelings. According to self-perception theory (Laird, 1974), we identify an emotional feeling state by interpreting and integrating various sources of emotional cues derived from our own bodily experience of facial expressions, postures, levels of arousal, etc. Following William James notion that the experience of states of arousal or of expressive behavior constitute the emotion, many experiments conducted within the framework of self-perception theory provide evidence that manipulating a persons emotion-specific bodily states can lead to the experience of the corresponding emotion. This talk will present some of the most recent studies, in which we found evidence that expressive behaviors not only influence emotional processes, but in addition, they also have an impact on cognitive processes. For instance, effects on autobiographical memory have been found, as well as effects on attentional processes. These studies suggests that self-perception effects obtained in the laboratory are not artifacts produced by experimenter bias or demand characteristics, but can be observed even if participants are completely unaware of the processes under investigation. Thus, new methodologies support the self-perception view of emotional feelings, as well as extend its scope beyond the realm of emotion.

TALKING ABOUT FEELINGS: THE ROLE OF LANGUAGE IN THE EXPERIENCE OF EMOTION
Lori D. Galloway and James W. Pennebaker, University of Texas
Since William James, psychologists have argued that there is a close link between biological sensations and emotional experience. Multiple approaches explicitly or implicitly argue that acknowledged emotional feelings are inversely related to symptom awareness and health. That is, individuals who are unable to talk about their feelings may be more prone to illness. Several studies will be discussed that explore the nature of invoking emotional feelings when talking about traumatic experience. Both controlled laboratory studies as well as analyses of internet conversations about the death of Princess Diana or the Texas A&M bonfire tragedy indicate that the ways people label and describe emotional experience affects their own feelings, their health, and ultimately, their social interactions. Talking or not talking about one's emotions may be less important from a health perspective than how people translate the emotions into words. The embodiment of the emotion takes place at the physical level, as James Gross describes, but it also takes place in the corpus of words chosen to represent or communicate the subjective experience of emotion.

Session D

Saturday, 11:30 am-12:45 pm

Medina

Egocentrism in Everyday Judgment

Chair: *Kenneth Savitsky, Williams College*

Summary:
"There is...one thing and only one in the whole universe which we know more about than we could learn from external observation," wrote C. S. Lewis. "That one thing is [ourselves]. We have, so to speak, inside information; we are in the know." In this symposium, we present four lines of research that explore some of the implications of Lewis's truism for everyday judgment. In doing so, we bridge classic research on egocentrism with new insights and new empirical findings. In particular, we show that egocentrism leads to a host of judgmental biases which stem from people's failure to grasp the fact that others' perspectives do not necessarily match their own.

Abstracts:
PERCEPTIONS OF BIAS IN SELF VERSUS OTHER
Emily Pronin, Daniel Lin, & Lee Ross, Stanford University

Over the past several decades, psychologists have identified a variety of cognitive and motivational biases that systematically distort human inference and judgment. We hypothesized that individuals would be more apt to perceive these various biases in others than in themselves. In three surveys with different populations and also different comparison "others," people reported that they sometimes were susceptible to various biases (e.g., the self-serving bias, the fundamental attribution error, dissonance reduction), but they consistently believed they were less susceptible than others. In another study, participants and their experimental partners both committed the self-serving bias in the laboratory (they evaluated a test as valid if they received a high score on it, and as invalid if they received a low score). When confronted with the possibility that this bias had influenced them and their partner, participants showed a significant tendency to fail to recognize their own response as biased--but to recognize the same response as biased in their partner. We present evidence that this bias in perceptions of bias is not solely motivated by self-protective needs, but can be attributed to the differing sources of information available to actors versus those who observe them. For example, actors are aware of their efforts to be unbiased and their feelings of objectivity, while observers lack such information and instead are likely to rely solely on their perception of the actions the actor has chosen to take.

DO OTHERS JUDGE US AS HARSHLY AS WE THINK? OVERESTIMATING THE IMPACT OF OUR FAILURES, SHORTCOMINGS, AND MISHAPS

Kenneth Savitsky*, Nicolas Epley~, & Thomas Gilovich~; *Williams College; ~Cornell University
When people suffer an embarrassing blunder, social mishap, or public failure, they often feel that their image has been severely tarnished in the eyes of others. We demonstrate that these fears are commonly exaggerated. Actors who imagine committing a social faux pas, who experience a public intellectual failure, or who are described in an embarrassing way to another participant anticipate being judged more harshly by others than they actually are. We show that these exaggerated fears are produced, in part, by an egocentric "focusing illusion" -- actors' tendency to be inordinately focused on their own misfortunes, and their resulting failure to consider the wider range of situational factors that tend to moderate onlookers' impressions. Although a blunder can seem to occupy center stage, it often shares the limelight with an ensemble of other cues. To the extent that a blunderer focuses excessively on the blunder itself, however, and neglects to consider these other cues, the blunder's impact will be exaggerated.

RELATION OF SOCIAL INHIBITION TO PERCEIVED VERSUS ACTUAL COMMUNICATION OF POSITIVE INTERPERSONAL REGARD

Jacquie D. Vorauer*, Jessica J. Cameron~, & John G. Holmes~ *University of Manitoba, Winnipeg, Manitoba, Canada; ~University of Waterloo
Considerable theoretical and empirical work highlights individuals' need for acceptance and their sensitivity to cues about how they are regarded by others. Less attention has been paid to individuals as "cue-providers," however. Our research examines how attuned people are to the degree of liking they convey to their interaction partners. We hypothesize that social inhibitions enhance people's sense of the interest that they have communicated, but not the amount of interest that they actually communicate. When people are concerned about being rejected, any efforts that they do make to forge social bonds should seem significant in their own mind, and they may wrongly assume that their actions will seem equally significant to their interaction partner. Such dynamics might pose an obstacle to relationship formation, and seem especially likely in risky social situations such as those involving potential romantic partners or members of different groups. In a scenario study, participants indicated the extent to which behaviors they might exhibit would suggest to a potential partner that they were interested in him or her. They also indicated the conclusion they would reach if the person exhibited the same behavior toward them. In a second study, participants videotaped a message to an opposite-sex confederate

and estimated the level of interest they had communicated. Judges rated the interest actually conveyed. The results support our hypothesis.

INTENTIONS IN SELF AND SOCIAL JUDGMENT: THE ROAD TO SELF-ENHANCEMENT IS PAVED WITH GOOD INTENTIONS

Justin Kruger & Cameron Gordon, University of Illinois at Urbana-Champaign
Actions and intentions do not always align. Most of us have good intentions that we sometimes fail to translate into effective action. The research presented here suggest that when actions and intentions diverge, actors and observers differ. in the weight they place on intentions when deciding whether an individual possesses a given trait. Whereas others are considerate, for instance, if (and only if) they display considerate behavior--giving an undergraduate a supervisory role in one's research, throwing a birthday party, or tutoring a student in statistics--judgments of the self are less stringent. People give themselves credit for their intentions--intending to offer a young colleague a role in one's research, planning a birthday party, or making oneself available for a student befuddled by statistics. This difference in judgmental standards reflects a fundamental difference in the knowledge people have about their own intentions versus the intentions of others, and causes individuals to evaluate themselves more favorably than they are evaluated by others.

Session E

Saturday, 2:15-3:30 pm

Regency East

Emotion Regulation in Everyday Life

Chair: *Jane Richards, University Of Washington*
Discussant: *Diane Tice, Case Western Reserve University*

Summary:
Emotion regulation has emerged as a promising new theoretical construct and substantive research area. In this symposium, our focus will be on demonstrating the importance of emotion regulation in everyday life. Specifically, we will discuss recent theoretical and empirical advances in the study of individual differences in emotion regulation, as well as the consequences of these efforts for cognitive and social functioning. In the first talk, Richards will examine two forms of emotion regulation, namely, expressive suppression and reappraisal, and present laboratory- and field-based evidence that expressive suppression (but not reappraisal) impairs memory. In the second talk, Lyubomirsky will distinguish between happy and unhappy individuals, and suggest that their divergent emotion regulatory styles may explain differences in their cognitive and emotional functioning. In the third talk, Erber and Poe will consider the social functions of emotion regulation, emphasizing that emotion regulatory efforts vary according to social context and individual differences in attachment style. In the fourth talk, Pennebaker will discuss the emotion regulatory functions of writing, arguing that there are particular linguistic indicators of successful efforts to function in the wake of upsetting events. Through a consideration of the latest research on these diverse topics, we will show how emotion regulation plays a key role in personality organization and daily functioning. In addition, we hope to emphasize the importance of conceptual clarity in theorizing and researching emotion regulation by suggesting a number of directions for theoretical development and future research.

Abstracts:
EMOTION REGULATION AND MEMORY
Jane M. Richards, University of Washington
When confronted with an upsetting situation, we often wish to remain calm and collected. But keeping our cool is only part of the battle. We also wish to pay attention to ongoing events so that we can

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25

remember them. To assess the relationship between emotion regulation and memory, a process model of emotion was used. This model makes a distinction between emotion regulatory efforts that are evoked before a potentially emotion-eliciting event so as to preempt a full-blown emotional response (e.g., reappraisal) and emotion regulatory efforts that are evoked during an emotion-eliciting event and thus after emotions already have arisen (e.g., expressive suppression). Based on an analysis of the differing self-regulatory demands of reappraisal and expressive suppression, it was predicted that only the latter should be cognitively costly. Three studies that tested this prediction will be presented. In Study 1, suppression was manipulated during film viewing, showing that suppression led to poorer memory for the film. In Study 2, suppression and reappraisal were manipulated during an emotionally-charged conversation between heterosexual dating partners, showing that suppression led to poorer memory for the conversation but that reappraisal did not. In Study 3, individual differences in expressive suppression and reappraisal were examined, revealing that suppression was associated with poorer memory but that reappraisal was not. Together, these findings suggest that the cognitive costs of keeping one's cool may vary according to how this is done.

THE HEDONIC COSTS OF SELF-REFLECTION: COMPARING HAPPY AND UNHAPPY INDIVIDUALS
Sonja Lyubomirsky, University of California, Riverside
Increasing evidence suggests that multiple cognitive, motivational, and emotion-regulatory processes underlie individual differences in happiness. Thus, to understand why some people are happier than others, we must understand the emotion regulation strategies that serve to maintain, or even enhance, enduring happiness or unhappiness. For example, recent studies have documented that self-rated unhappy individuals are more likely than happy ones to dwell on negative or ambiguous events, such as difficult decisions or unfavorable social comparisons. Unfortunately, such extensive "dwelling" or self-reflection may drain cognitive resources and thus bring to bear a variety of negative consequences, which could further reinforce unhappiness. For example, four experiments revealed that, after being outperformed by a peer or after trying to solve impossible anagrams, unhappy students showed impaired concentration and depressed performance on important academic tasks. Specifically, they spent significantly longer than happy students reading a passage from the Graduate Record Examination and completing a memory test, and showed poorer reading comprehension. These findings demonstrate some of the maladaptive by-products of people's attempts to regulate their negative emotional responses to stressful or negative outcomes through excessive self-reflection. That is, in addition to thwarting successful coping with life's problems, this emotion regulation strategy may actually compound those very problems, qualifying it as a poor recipe for happiness.

MOOD REGULATION IN ROMANTIC COUPLES: THE ROLE OF ATTACHMENT
Ralph Erber and Jennifer Poe, DePaul University
People strive to attain affective states that optimize their functioning in a social context. In many cases, this involves attenuating previously induced moods in light of perceived social constraints. Thus, individuals in both happy or sad moods attempt to neutralize their mood in anticipation of interacting with a stranger. Presumably, individuals do this to enter into the anticipated interaction cool and collected (Erber, Wegner, & Therriault, 1996). There is reason to believe that this general tendency toward neutralization may be reversed when individuals expect to interact with an intimate other. Unlike relationships with strangers, intimate relationships are guided by norms directed at sharing rather than suppressing affect. This idea was tested in two studies. In the first experiment, participants in happy or sad moods expected to interact with either their romantic partner or a stranger (i.e. the opposite-sex member of another couple ostensibly recruited for the same experiment). As expected, participants attempted to neutralize their moods when they anticipated interaction with the stranger but not when they anticipated interaction with their romantic partner. The second study using a similar paradigm found that this effect was moderated by individuals' attachment style. Positive and negative mood maintenance was observed among individuals who were securely attached. Those who were anxiously attached attempted to neutralize their moods. These findings can be explained in terms of the different working models of relationships that underlie secure and anxious attachment.

EMOTIONAL EXPERIENCES AND CHANGES IN NATURAL LANGUAGE
James W. Pennebaker, The University of Texas, Austin
Traumatic experiences affect the ways people think, feel, and behave. By analyzing individuals' natural language use (by way of LIWC, a computerized text analysis program), certain predictable patterns are found to occur during an emotion-eliciting event, immediately afterwards, and in the days and weeks following its end. Similarly, having people write about emotional topics – a form of therapy -- brings about changes in people's natural language. In this presentation, a number of studies will be summarized that have relied on internet interactions, real-world interactions, and laboratory conversations. The findings hint that there are particular linguistic fingerprints to emotional interactions and both successful and unsuccessful emotion regulation. Indeed, these linguistic patterns predict health behaviors, illness, and a variety of social behaviors.

Session E

Saturday, 2:15-3:30 pm

Rio Grande East & Center

Is It Real? Interpersonal Behavior and Interpersonal Perception

Chair: *Nancy L. Collins, University of California, Santa Barbara*
Summary:
To what extent are interpersonal perceptions rooted in objective social experience and to what extent are they shaped by subjective social construal processes? What are the implications of accurate versus inaccurate perception in close relationships? This symposium will include four provocative talks that address these questions using a variety of theoretical perspectives and rigorous research methodologies. Harry Reis and Margaret Clark use daily diary methods to explore the degree to which romantic partners agree and disagree about behaviors that occur in their relationship on a daily basis. These studies show that partners do not always agree about their shared experiences and they reveal that, under some circumstances, inaccurate (non-shared) perceptions may be beneficial for relationship satisfaction. Each speaker will also provide evidence for a variety of factors that explain systematic differences in patterns of perception. Nancy Collins and David Amarel will examine perceptions of social support in the laboratory. Using experimental and observational methods, Nancy Collins will demonstrate that perceptions of support from one's romantic partner are rooted in objective features of the partner's behavior, but are also biased by the perceiver's working models of attachment. David Amarel will present two exciting experiments which reveal that invisible (unnoticed, indirect) social support may be more beneficial than visible (noticed) support. Taken together, these talks integrate research on interpersonal relationships, social cognition, and personality, and they pose interesting questions for future research.

Abstracts:
ARE WE ON THE SAME WAVELENGTH? UNIQUE AND SHARED PERCEPTIONS OF EVERYDAY INTERPERSONAL BEHAVIOR
Harry T. Reis, University of Rochester and Shelly L. Gable, University of California, Los Angeles
Close relationships research has been plagued by competing task-

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masters. On the one hand, objective properties of interactions are critical to understanding social behavior and its consequences. On the other hand, social psychologists recognize that although behavior matters, the meaning of behavior to the individual may be more important. Moreover, relationships depend on two people's perceptions of the same events, and these perceptions may or may not agree. Our research adopted a quasi-signal detection methodology to investigate partners' matching or contrasting perceptions of the same events in everyday marital interaction. Specifically, we examined whether or not one partner reported producing a given behavior (e.g., complimenting the other) and whether or not their partner recognized that behavior. We then examined the impact of hits, misses, and false positives on affect and relationship well-being. Findings from two studies demonstrate that hits (behaviors both partner! ! s agree on) tend to have the most impact, whereas false positives (behaviors recognized by the recipient but not reported by the provider) have smaller but still substantial impact. Misses (behavior reported by the provider but not recognized) are also influential, but less strongly. Central to our presentation will be differences in the relative impact of these patterns for different types of behavior (e.g., hostile vs. affectionate) and for sex differences. Methodological and conceptual implications of this paradigm will be discussed.

FACT OR FICTION: PERCEPTIONS OF SOCIAL SUPPORT IN INTIMATE RELATIONSHIPS
Nancy L. Collins, University of California, Santa Barbara and Brooke C. Feeney, University of Maryland
When individuals are faced with stressful experiences, they often turn to others for comfort, assistance, and support. However, research indicates that "perceived" social support (the subjective sense that one is cared for) is a stronger correlate of health and well-being than is "received" support (the actual social exchanges that one experiences). To what extent are perceptions of social support rooted in objective social experience and to what extent are they shaped by existing expectations? In two studies, we investigated these questions from an attachment theory perspective. In each study, we brought couples into the lab and created a stressful event for one partner by asking him or her to give a speech. In Study 1, we experimentally manipulated the support they received from their partner by asking partners to copy one of two pre-written notes. Results indicated that secure perceivers construed the (same) notes more favorably than did insecure perceivers. In Study 2, we used the same paradigm but allowed partners to write authentic notes, which were then rated by independent coders. Results indicated that, after controlling for objective features of the notes, secure perceivers construed the notes more favorably. These studies offer compelling evidence that working models of attachment shape perceptions of social support. At the same time, both studies found evidence that perceptions of social support were also, to some extent, rooted in reality.

GIVING AND RECEIVING OF BENEFITS IN MARRIAGE
Margaret S. Clark, Carnegie Mellon University
A five-day diary study in which over one hundred husbands and their wives independently reported each benefit they gave to their spouse and each benefit they received from their spouse was conducted. Spouses also independently reported why they gave each benefit and how it made them feel as well as why they thought each benefit given had been given and how receiving each benefit made them feel. At two separate points in time all participants also filled out measures of social support and, in a laboratory session, behavioral measures of giving benefits were collected. How the types of benefits given (and the reasons for giving them) relate to: perceived social support, noticing a benefit was given, general marital satisfaction, and individual well-being will be reported. Whether benefits reported to have been given must be noticed by the recipient in order for them to relate to general marital satisfaction and individual well being also will be discussed. How our behavioral index of giving benefits relates to perceived social support, marital satisfaction, and individual well-being will also be reported.

INVISIBLE SUPPORT AS A STRESS BUFFER: EXPERIMENTAL

EVIDENCE
David Amarel and Niall Bolger, New York University
Although there is abundant evidence that perceived availability of support buffers the effects of stressors on mental health, research on support transactions has failed to show an association between the actual receipt of support and adjustment to stressors. Several explanations have been proposed for this seeming inconsistency. In previous work using daily diaries, we found evidence for one of them, that awareness of receiving support entails an emotional cost and that the most effective support is unnoticed by the recipient. To examine this issue more rigorously, we conducted two experiments to compare the effects of visible versus invisible support. An anticipated speech task was used to evoke stress, and a female confederate delivered support such that it was either visible or invisible to the recipient. Study 1 (n = 31 females) employed a two-group design, and showed that invisible instrumental support was superior to visible support in reducing distress. Study 2 (n = 86 females) compared visible and invisible emotional support and replicated these results. Further, Study 2 included a no-support control group, and showed that invisible support was also more effective than no support. In our current experimental work, we are extending this research by examining mediating factors that may account for the benefits of invisible versus visible support on well-being. Finally, our current work examines several moderators of visible and invisible support effects, such as prior distress, coping styles and exchange orientation.

Session E

Saturday, 2:15-3:30 pm

Rio Grande West

How Cultural Ideologies Shape Cognition, Emotion, and Social Judgments

Chairs: *Diane Quinn, University of Connecticut and Jeffrey Sanchez-Burks, Marshall School of Business-USC*
Summary:
Although a great deal of research in social psychology has examined group differences both within and between cultures, comparatively little attention has been given to the underlying cognitions or beliefs that drive those differences. The research in this symposium explores the effects of particular cultural ideologies on people's cognitions, emotions, and judgment-both of self and of other. Crandall's cross cultural research shows that attributions of responsibility, which are highly implicated in interpersonal affect and prejudice, are far more important in countries with individualistic ideologies than those without. Sanchez-Burks' research examines the extent to which individuals notice and encode socioemotional cues depending on both the context they are in (work or social contexts) and the predominant ideological beliefs with which they were raised. Quinn's research explores how different ideologies within the same culture can change the way that those who feel overweight judge both their own worth and their behavior. Finally, Pratto's work shows that ideologies across cultures are the link between people's overall endorsement of group hierarchy (social dominance) and the creation and maintenance of group inequality. Collectively, the research in this symposium advances our understanding of group differences by highlighting how subtle differences in cultural ideologies can produce substantial effects on cognitions, emotions, and social judgments.

Abstracts:
CULTURE, IDEOLOGY, AND THE IMPORTANTCE OF INDIVIDUAL RESPONSIBILITY
Chris Crandall, University of Kansas
In Western, individualistic countries, attributions of internal controllability strongly shape emotional response. When a person is

responsible for a bad outcome, we feel anger and rejection; when responsible for a good outcome, we admire and like the person. To a large extent, however, these connections are due to a deep bias in our individualistic cultures--individual responsibility for outcomes is an ideological commitment that is implicit, tacit, and unrecognized in research or phenomenology. I will present cross-cultural data on prejudice against fat people, and show how ideological constructs, mediated through attributions of controllability, determine prejudice in individualistic countries, but substantially less so in collectivist countries.

ASCETIC PROTESTANT IDEOLOGY AND CULTURAL SCHEMAS FOR SOCIOEMOTIONALITY
Jeffrey Sanchez-Burks, University of Southern California
This research examined the relationship between exposure to ascetic Protestantism and attention to socioemotional cues in work and non-work contexts based on hypotheses derived from Weber's (1904) thesis on Protestant work ethic. Anglo-American males were primed either for a work context (by having them don ties and dress shirts and discuss a Business case) or for a social context (by having them put on Hawaiian shirts and play a fun card game). Participants then performed an "emotional Stroop test." They heard recordings of words with an affective valence read either in an affect-appropriate tone (e.g., a sad voice for funeral) or an affect-inappropriate tone (e.g., a sad voice for wedding). The task was to identify as quickly as possible the semantic valence (good-bad) of each word. The extent to which participants were attending to the affective tone rather than to the explicit lexical meaning is indicated by subtracting latencies of affect-appropriate words from affect-inappropriate words. Participants were either Anglo Catholic Americans or Anglo Americans raised in a tradition of ascetic, Calvinist Protestantism. Results indicate that in the non-work condition Protestants and Catholics were equally distracted by affect inappropriateness whereas in the work condition Protestants but not Catholics became significantly less distracted. This pattern of results support the relationship between emotionality and Protestant work ethic proposed be Weber (1904) and highlight the interplay between ideology, culture and cognition.

IDEOLOGY AND WEIGHT: JUDGING THE SELF
Diane M. Quinn, University of Connecticut
Previous research has shown that endorsing conservative, individualistic ideologies such as the Protestant work ethic is related to less tolerance towards those who are stigmatized within the American culture. In my research, I explore how both the Protestant ethic ideology and a more inclusive, humanitarian ideology affect those who are members of a stigmatized group themselves-those who feel overweight. Do people use ideologies to judge themselves as well as others? In two studies, either a Protestant ethic ideology or a more humanitarian, inclusive ideology was primed for normal weight and overweight women. In the first study, overweight women who were primed with a Protestant ethic ideology and then reminded of the stigma of being overweight felt worse about themselves (lower self-esteem and self-related affect) than those primed with an inclusive ideology; normal weight women were relatively unaffected. In the second study, we examined the counterfactuals given in response to a diet breaking scenario. Overweight women tended to want to mutate aspects of themselves if they were primed with Protestant ethic, but if primed with the inclusive ideology they focused more on mutations of the situation. These studies highlight both the flexibility of ideologies and their power to change the way people feel about their self worth and think about their behavior.

THE IDEOLOGICAL LEGITIMATION OF GROUP DOMINANCE
Felicia Pratto, Jim Liu, Shana Levin, Jim Sidanius, Peter Hegarty, Margaret Shih, Hagit Bachrach, University of Connecticut, University of California, Los Angeles
Social dominance theory posits that cultural ideologies are the genes that replicate culture: they coordinate actions among individuals through shared meaning and other psychological processes such that people recreate the nature of social relationships prescribed by the ideologies. Social dominance theory therefore posits that local

ideologies interact with universal psychological principles to produce both similarities and differences among cultures in their forms of group dominance. To illustrate both the cultural specificity and the general theoretical strength of this approach, I discuss the group-dominance context of six modern societies (U.S., Canada, Israel, China, Taiwan, Mexico), present studies from each showing how individuals' psychological orientations towards dominance intersect with local ideologies and individuals' positions in their local hierarchy. The main findings are that people with higher-power social positions (e.g., men versus women, high-status ethnic groups versus lower-status ethnic groups) show higher levels of social dominance orientation (SDO), that individuals' SDO correlates with their support for ideologies that promote hierarchy in their society, and correlates negatively with support for ideologies that promote equality. In addition, people's identification with their ethnic in-group correlates positively with SDO for high-status groups, and not at all or negatively for low-status groups. The results and theory are discussed in terms of ideologies influence the dynamics of power and social structure.

Session E
Saturday, 2:15-3:30 pm
Live Oak

Institutional and Interpersonal Trust in Shaping Minority Experience in Predominantly Majority Institutions

Chair: *Rodolfo Mendoza-Denton, Columbia University*

Summary:
Despite efforts to increase diversity in educational, military, and occupational institutions, research suggests that some members of historically excluded groups continue to experience doubts about whether they are accepted and will be treated fairly and respectfully within these settings. Such doubts can undermine persistence in the pursuit of valued personal goals and lead to disidentification and disengagement. Thus, maximizing individual and institutional potential requires going beyond achieving diversity solely in numerical terms to ensuring that members of various groups feel, and have a basis for feeling, a sense of belonging and trust in the institution. This symposium will explore from diverse perspectives and methodologies some of the processes that affect whether and how minority group members develop trust towards traditionally majority-dominated institutions and the individuals that represent them. It will bring together research examining how feelings of trust impact the dynamics of encounters between minority/majority community residents and legal authorities, the reactions of minority students in college and primary school to negative ethnic stereotypes in terms of academic performance and self-esteem, and the development of African American students' relationships with professors and peers during the transition to college. The symposium will also examine interpersonal processes that facilitate positive attitudes by ingroup members towards outgroup members and discuss how such processes may foster the development of mutual trust in predominantly majority settings.

Abstracts:
SOCIAL/CULTURAL VALUES, INSTITUTIONAL TRUST, AND REACTIONS TO LEGAL AUTHORITIES: EXPLORING ENCOUNTERS BETWEEN MINORITY/ MAJORITY GROUP MEMBERS AND THE POLICE AND COURTS
Tom Tyler, New York University
Social regulation is a pervasive feature of organized societies. As a consequence, everyone is sometimes subjected to the regulatory actions of the police and courts. Of course, not all members of society must cope with such actions to the same degree. The police and

courts target their efforts at low income and minority group members, and the relationship of legal authorities to these communities is typically the most troubled. This presentation explores the dynamics of personal encounters between white/minority community residents and legal authorities. The goal is to examine the influence of two broad social/cultural orientations - - institutional trust and identification-- on people's reactions to specific encounters with legal authorities. In a sample of White, African-American, and Hispanic residents of two California communities, these general orientations influence the basis on which individuals react to personal experiences with specific police officers or judges. Residents who are more trusting of authorities or more identified with their community put more weight on how they are treated, relative to the nature of their outcome, when reacting to particular legal authorities. This suggests that the likelihood of escalating hostility, conflict, and aggressive behavior when the police or courts seek to regulate people's behavior diminishes when the people with whom legal authorities are dealing have supportive social/cultural values.

STEREOTYPE THREAT, ATTRIBUTIONAL AMBIGUITY, AND INTELLECTUAL PERFORMANCE: THE PROS AND CONS OF MISTRUSTING THE TESTS

Joshua Aronson, New York University
Minority students who are targeted by stereotypes alleging intellectual inferiority (e.g., Blacks and Latinos) often develop suspicions regarding both the evaluations and the evaluative techniques used by educational institutions. Few means of evaluation engender as much distrust as the standardized test (e.g., the SAT). These tests are widely regarded as biased by these groups despite little hard evidence in support of cultural or racial bias inherent in the wording or structure of the tests. The research I will discuss draws upon current theorizing in the areas of "attributional ambiguity" (Crocker & Major, 1989) and "stereotype threat" (Steele & Aronson, 1995) to examine the causes and effects of such beliefs. When, how, and why do children develop such beliefs? How does holding such beliefs affect student learning, standardized test performance, academic engagement, and self-esteem? Experimental and survey data collected with both primary-school and college participants will be presented which address these questions. One particularly noteworthy finding is that while the belief that tests are biased can protect students from the self-esteem implications of low test performance, they may at the same time predispose students to underperform on the tests.

SENSITIVITY TO STATUS-BASED REJECTION: IMPLI-CATIONS FOR AFRICAN-AMERICAN STUDENTS' TRANSITION TO COLLEGE

Rodolfo Mendoza-Denton and Geraldine Downey, Columbia University
Based on prior research on rejection sensitivity in personal relationships (Downey and Feldman, 1996), sensitivity to status-based rejection is conceptualized as a processing dynamic that leads people to anxiously expect, readily perceive, and strongly react to status-based rejection in situations where such rejection is applicable and personally salient. Given the enduring nature of race as source of rejection based on status characteristics, this talk will examine the implications of sensitivity to race-based rejection (RS-race) for African-American students in particular during the transition to a predominantly White college. We will describe the development and validation of the RS-race Questionnaire, which assesses anxious expectations of race-based rejection. We will then report the results of a daily diary study of African-American students over the first 3 weeks of college. Those higher in RS-race felt-more uncomfortable with White professors and peers and had a lower sense of belonging at the college than those lower in RS-race, with these differences increasing over time. A follow-up study conducted seven months later showed that those initially high in RS-race felt a diminished sense of trust and obligation toward the college at the end of the school year. Potential implications for African Americans' academic achievement, for the development of institutional trust (Tyler & Degoey, 1995) and for the effective implementation of relational

diversity (Fine et al., 1997) within traditionally majority institutions will be discussed.

THE SELF EXPANSION MODEL: EXTENSIONS TO INGROUP IDENTIFICATION

Tracy McLaughlin-Volpe*, Arthur Aron~; *Lehigh University; ~State University Of New York At Stony Brook
The self expansion model proposes that people seek to expand their resources, perspectives, and identities and that one way they seek to do so is by entering close relationships. Within a close relationship the other's resources, perspectives, and identities become, to some extent, one's own (e.g., Aron & Aron, 1997; Aron & McLaughlin-Volpe, in press). Focusing primarily on the inclusion-of-other-in-the-self aspect of the model, this paper extends the model to relationships with groups and institutions by considering theory and supporting research related to the propositions that (a) an ingroup's resources, perspectives, and identities are to some extent included in the self in much the same way as those of close relationship partners and (b) when one has a close relationship partner who belongs to an outgroup, that outgroup's resources, perspectives, and identities are to some extent included in self. Thus, individuals may become identified with a particular group or institution when they form close trusting relationships with partners who represent that group or institution. We will present evidence that close relationships with members of an outgroup lead to the inclusion of that outgroup member in the self, and that this inclusion is associated with more positive attitudes toward the outgroup as a whole. Implications of such interpersonal processes for facilitating the adjustment of minorities in majority institutions will be addressed.

Session E

Saturday, 2:15-3:30 pm

Medina

Strong Attitudes

Chair: *Linda J. Skitka, University of Illinois at Chicago*
Summary:
Prayer in public schools, affirmative action, capital punishment, abortion --each are public issue domains that can inspire intense public debate. Although people may not care about all of these issues, they often will have a strong attitude or position on one of them--a conviction that will have important consequences for how they process information, form judgements, and for their behavior. The panelists gathered for this symposium will describe research that explores the "stuff" of people's most strongly held beliefs and convictions--that is, whether attitude importance and accessibility represent different measures of the same or different latent constructs (Jon Krosnick); how social context, such as being in a minority or majority, affects the speed with which people report their attitudes, and how this sheds light on attitude strength (John Bassilli); and how strong attitudes relate to how people judge and react to legal and political procedures and outcomes (Linda Skitka). Taken together, the panelists will discuss the definitional properties of strong attitudes, how social context can affect how people report on their attitudes, as well as demonstrate some of the ways that strong versus weak attitudes lead to very different perceptions of the fairness of procedures and outcomes.

Abstracts:
EXPLORING THE STRUCTURE OF STRENGTH-RELATED ATTITUDE FEATURES: THE RELATION BETWEEN ATTITUDE IMPORTANCE AND ATTITUDE ACCESSIBILITY

Jon A. Krosnick and George Y. Bizer, Ohio State University
One of the most significant current controversies in the attitude literature involves the latent structure of attitude attributes related to their strength. This paper reports four studies exploring whether two strength-related attributes (importance and accessibility) are affected

identically by various manipulations (which would suggest that they reflect a single latent construct) and whether the attributes cause one another (which would suggest they are distinct constructs). Three laboratory experiments and one survey study show that (1) repeated expression and personal relevance manipulations have different effects on importance and accessibility, and (2) increased importance can cause heightened accessibility. Thus, these two attitude attributes appear to constitute related but independent constructs, and these studies highlight sources of the well-documented positive correlation between them.

ATTITUDE STRENGTH AS MAJORITY EMBOLDENMENT: EVIDENCE FROM RESPONSE LATENCY
John N. Bassili, University of Toronto at Scarborough
Three studies, two that employed a computer assisted telephone interviewing technique and the other a computerized laboratory technique for measuring response latency in the expression of opinions, revealed a consistent tendency for people who hold a majority opinion to express that opinion more quickly than people who hold a minority opinion. This majority linked attitude strength effect was accompanied by two ancillary findings . First, the difference in speed in the expression of the minority and majority opinions grew as the difference in the size of the minority and majority grew. Second, those with the minority view were particularly slow when they assumed the majority to be large while the opposite was true for those with the majority view. These findings are discussed in the context of the attitude weakening effect of conformity pressures and the limited attitude strengthening effect of false consensus assumptions.

HOW STRONG ATTITUDES AND MOTIVATED REASONING AFFECT JUDGMENTS OF FAIRNESS
Linda J. Skitka, University of Illinois at Chicago
The "moral mandate hypothesis" is an integrated set of predictions based on theories of strong attitudes, motivated reasoning, and distributive and procedural justice. Specifically, it proposes that (a) when people have a very clear a priori sense of just outcomes (a moral mandate), their sense of fairness will be shaped more by whether the mandated outcome is achieved than by whether it is achieved by a fair or unfair process, (b) when moral mandates are not achieved, the consequences are not trivial (e.g., anger, distrust, rioting), (c) outcomes that do not match moral mandates will prompt re-evaluation of the procedures that led to them and to a post hoc judgment that the procedures were unfair, and (d) procedures matter more than outcomes in people's justice reasoning when people do not have a moral mandate about outcomes. Results from a number of studies will be discussed, including a national survey tapping people's reactions to changes in abortion, immigration, and civil rights policy as a function of pre-outcome judgments of procedural fairness and moral mandate; perceived fairness of trial outcomes as a function of fair and unfair trial procedures and "inside knowledge" of defendants' true guilt or innocence; a panel study measuring reactions to the Elián González situation pre-raid, post-raid, and then post-resolution of the case; and an archival analysis of editorial reactions to the Rodney King incident pre- and post-verdict.

Session F

Saturday, 3:45-5:00 pm

Regency East

Emotion Regulation in Close Relationships

Chair: *Bill Swann, University of Texas at Austin*

Summary:
This symposium explores the idea that people's efforts to regulate their emotions may have a systematic and powerful impact on the quality of their close relationships. Each of three speakers takes a unique perspective on this phenomenon yet each speaker's work is linked to the others. Based on analyses of the self-esteem and evolutionary theory, Holmes and Murray present evidence suggesting that people with low self-esteem have difficultly trusting others. As a result, they are reluctant to make themselves emotionally vulnerable and sometimes withdraw from partners who genuinely love them. Based on recent analyses of adult attachment, Jacobvitz, Booher and Hazen also focus on the interpersonal consequences of trust. They report that married couples who are securely attached (according to Main's adult attachment interview) were more inclined to discuss conflicting goals and areas of difference while maintaining constructive communication, constructing shared realities, and tolerating a wide range of affect while interacting. They also found that the insecure attachment of husbands was particularly problematic for the relationship. Swann and Rentfrow introduce a new personality measure (the BLIRT), which is designed to identify individual differences in emotional responsiveness. Like Holmes and Murray, they argue that people who are fearful of negative evaluations (low responsives) may withdraw emotionally from the relationship. Like Jacobvitz et. al., they report that emotional withdrawal is particularly problematic when husbands withdraw. Swann will devote the latter portion of his presentation to the task of integrating the three lines of work.

Abstracts:
A DEPENDENCY-REGULATION MODEL: HOW PERCEIVED REGARD CONTROLS ATTACHMENT PROCESSES
John G. Holmes, University of Waterloo and Sandra L. Murray, University of New York at Buffalo
We propose a dependency-regulation model, arguing that individuals regulate feelings of closeness (and thus dependence) with a sense of felt security or trust, not letting themselves feel fully attached or in love until they are confident in their partners' reciprocated regard and affections. Such self-protective dynamics may have evolutionary roots related to problems of being abandoned during reversals of fortune. The model is illustrated with cross-sectional evidence from dating and married individuals and longitudinal support from the dating sample. Individuals who felt less loved, or less well regarded, defensively perceived less value in their relationships, disengaging from them and loving their partners less in return. The results also revealed that individuals troubled by self-doubt often underestimated the strength of their partners' love; such unwarranted insecurities in low self-esteem individuals then predicted less positive perceptions of their partners and tendencies to deny they were dependent on their relationships.

COMMUNICATION WITHIN THE MARITAL DYAD: AN ATTACHMENT THEORETICAL PERSPECTIVE
Deborah Jacobvitz, Cris Booher, and Nancy Hazen , University of Texas at Austin
We explored how people's perceptions of their attachment figures and current experience of trust in their marital relationships related to the quality of marital communication. To this end, we rated the communication patterns of 125 married couples as they discussed their relationships. Couples consisting of secure partners displayed (a) an ability to discuss conflicting goals and areas of difference while maintaining constructive communication, (b) an ability to construct a shared reality (building of ideas) through evolving conversation in which each individual's perspective was transformed and was transformed by the other's, and (c) tolerance of a wide range of affect and potentially difficult topics with a dynamic reciprocity of interaction which reflected a sense of pleasure in the experience. In contrast, insecure and mixed couples tended to (a) avoid discussion of differences or disagreement or argued about areas of disagreement, (b) halt conversation following the escalation of conflict, and (c) display defensiveness, hostility, and lack of harmony. In addition, 75% of the mixed couples were insecure husbands with secure wives, and these couples appeared to be at greatest risk for communication difficulties. The 25% that consisted of insecure wives with secure husbands did not differ from the both-secure group.

SOME CONSEQUENCES OF INTERPERSONAL RESPONSIVENESS IN ROMANTIC RELATIONSHIPS

Bill Swann and Peter J. Rentfrow, The University of Texas at Austin
Recently, we developed a scale (the BLIRT) that identifies individual differences in people's emotional responsiveness to their interaction partners. After briefly summarizing past work on the BLIRT, we turn to the links between scores on the BLIRT and the quality of romantic relationships. Among both dating and married couples, the scores of men relative to women proved to be crucial. Specifically, couples in which women were either equal to, or less responsive than, their male partners reported feeling more intimate, committed, and satisfied in their relationship than couples in which women were more responsive than men. We suggest that a tendency for men to be less responsive than women is especially toxic to the relationship because this pattern tends to frustrate the intimacy needs of women. When this happens, women attempt to draw men out, which men perceive as nagging and withdraw even more, which causes women to intensify their efforts to elicit a response from men, and so on. Furthermore, a tendency for women to be more responsive than men appeared to interfere with mutual understanding--results of a mediation analysis indicated that the responsiveness-intimacy link was partially mediated by the extent to which both partners shared congruent impressions of each other.

Session F

Saturday, 3:45-5:00 pm

Rio Grande East & Center

Colorblindness: Does it Facilitate or Impede Intergroup Relations?

Chairs: *Hazel Rose Markus and Claude M. Steele, Stanford University*
Discussant: *Dale T. Miller, Princeton University*

Summary:
Colorblindness, a development of the American post-Civil Rights era, is an effort to remedy group prejudice by not seeing group difference. The core of this idea, given legal force by the 14th Amendment, is that colorblindness is desirable because people are equal, because differences between people in race and ethnicity should not affect opportunity, and because people can succeed in this society roughly in proportion to their efforts and talents. Recent studies (Wolsko, Park, Judd & Wittenbrink, 2000; Markus, Steele, & Steele, in press; Hornsey & Hogg, 2000) challenge some key assumptions of the colorblind model of successful intergroup relations and to argue that colorblindness and attempts to de-emphasize the relevance of social categories can create a threat to group identity. Efforts to achieve colorblindness can blind institutions to the group differences in life circumstance and experience that affect a group's progression toward inclusion in mainstream society, and that the effort to not see difference often magnifies the impact of differences. Together these presentations consider the majority and minority perspectives on colorblindness and multiculturalism, and also the role of social representations in fostering these perspectives. They argue for a rethinking of the role of difference in intergroup relations, suggesting that it may be necessary to acknowledge differences attached to group identity and to create settings that are "identity safe" and where these differences are non-limiting and contributive.

Abstracts:
MODELS OF DIVERSITY IN MAJORITY CONTEXTS
Victoria C. Plaut and Hazel Rose Markus, Stanford University,
The models of diversity that pervade a cultural context can significantly influence intergroup relations. Models that stress colorblindness, or that differences among people are relatively superficial and should be ignored, are particularly prevalent in White American cultural contexts. In one study, 4000 magazine ads were coded for diversity messages. The importance of colorblindness was among the most common messages. In a second study, we manipulated the engagement of the colorblind model to see effects on interethnic social interaction and self- and other-perception. White male students had an informal conversation with a Mexican-American confederate before which they were reminded either that "people are all the same" or that "people are different." Participants in the "same" condition reported feeling better about themselves and feeling happy and confident more than "different" condition participants. They also rated themselves higher on various positive personality attributes and lower on negative attributes than participants in the different condition. Participants in the "same" condition were also able to recall more information about their partner and to mention his ethnicity in describing him. Given the prevalence of the colorblind model observed in the media, it is not surprising that it resonates with White male students and that models that deviate from it by highlighting difference could elicit feelings of discomfort. The culturally prevalent colorblind model may provide challenges for programs and policies that focus on intergroup difference in power, status, or lived experiences.

MODELS OF DIFFERENCE AND AFRICAN AMERICANS
Valerie Purdie, Claude M. Steele, and Jennifer Randall Crosby, Stanford University
Attempts by both scholars and policy makers to explore the impact of diversity has led to an ideological debate over how equality may best be achieved. Some scholars suggest the superiority of a colorblind model. The core of this model is that people are equal, differences between them should be minimized, and individuals can succeed in society if they are willing to work hard. Others suggest that acknowledging group differences among groups is optimal. This "identity safe" model (Markus, Steele, & Steele) includes the ideas that differences among people are the basis of mutual respect, that differences attached to group identity are non-limiting, and that success in society is influenced by one's historical, social, and psychological experiences. The purpose of the current research was to examine the impact of these models on stereotype activation and trust on minorities. In an experiment, minority college students received a message advocating either a colorblind or identity-safe approach to working in a corporate context. Additionally, these messages were advocated by either White or minority employees within the company. Relative to the colorblind model, the identity-safe approach led to a decrease in stereotype activation and an increase in trust and commitment. Furthermore, the colorblind model advocated by White employees led to the largest increase in stereotype activation. These findings highlight the importance of understanding the consequences of diversity models for minority group members.

THE MEASUREMENT AND CONSEQUENCES OF A MULTICULTURAL ETHNIC IDEOLOGY
Christopher Wolsko, Bernadette Park, and Charles M. Judd, The University of Colorado, Boulder
The conflicts over ethnic diversity that plague our educational, economic, and political institutions have been addressed from contrasting ideological perspectives. In our research on interethnic ideology we presented White American college students with messages advocating either a colorblind or a multicultural ideological approach to improving interethnic relations, and then examined their consequences for judgments about various ethnic groups and individual members of these groups. Relative to the colorblind ideology, the multicultural ideology led to expression of stronger stereotypes, greater accuracy in these stereotypes, and greater use of category information in judgments of individuals. This increase in between-category differentiation occurred both for attributes that favored the ingroup and for attributes that favored the outgroup and was also paired in some cases with greater overall positivity toward the outgroup. In subsequent research, utilizing survey data from multiethnic samples, we have sought to develop an individual difference measure capable of assessing adherence to a broader range of interethnic ideologies. We focus on two underlying factors that

may account for various interethnic ideologies: the degree to which ethnic groups are seen as culturally distinct (category differentiation) and the degree to which the ingroup is favored over the outgroup(s) (ethnocentrism). Of particular interest is how endorsement of a multicultural perspective (defined as high category differentiation and low ethnocentrism) varies as a function of ethnic group membership, and how different ideologies relate to intergroup perceptions of public policy.

Session F

Saturday, 3:45-5:00 pm

Rio Grande West

Cross-Cultural Perspectives on Gender Differences in Personality Traits

Chair: *Robert R. McCrae, Gerontology Research Center*

Summary:
There is considerable agreement among American researchers on the description of gender differences in personality: Women are consistently higher in measures of nurturance and negative affect, and men are higher in measures of dominance and aggression. However, there is little agreement on the causes of these differences. In particular, social psychologists often argue that social roles and expectations create gender differences, whereas evolutionary psychologists suggest that differences evolved in response to the different adaptive requirements of men and women. Cross-cultural studies can provide some insight, because different cultures have different views of sex roles and different expectations for men and women. Costa and Terracciano will report on an analysis of gender differences on the Revised NEO Personality Inventory in 26 countries that suggests that gender differences are pancultural. Paradoxically, however, differences appear to be most pronounced in progressive, egalitarian cultures. McCrae, Herbst, and Masters will describe an acculturation study of African-Americans intended to separate cultural from ethnic effects in determining the magnitude of gender differences. Finally, Best and Williams will describe a study of gender stereotypes in their sample of 27 countries. Both pancultural stereotypes and cultural variations in gender differentiation are reported. Susan Nolen-Hoeksema will discuss some of the implications of these papers for understanding the nature and origins of gender differences in personality traits.

Abstracts:
GENDER DIFFERENCES IN PERSONALITY TRAITS IN 26 CULTURES
Paul T. Costa, Jr. and Antonio Terracciano, National Institute on Aging, NIH
In his 1994 review of gender differences in personality, Feingold used the factors and facets of the Revised NEO Personality Inventory to classify traits, but data were available for only 9 traits. In this study, we examined gender differences for all 35 NEO-PI-R factors and facets, using secondary analyses of data from 26 cultures. Samples (total N = 23,031) were divided into college age and adult. Results showed that (a) gender differences are small relative to individual variation within genders; (b) differences are pancultural, with individual-level American findings closely replicated in culture-level analyses for both college age and adult samples; and (c) differences are broadly consistent with gender stereotypes: Women report themselves to be higher in Neuroticism, warmth, and openness to feelings, whereas men are higher in dominance and openness to ideas. Although the direction of gender effects was uniform across cultures, the magnitude varied. Contrary to the predictions of the social role model, gender differences were most pronounced in European and American cultures in which traditional sex roles are minimized.

GENDER DIFFERENCES IN PERSONALITY AMONG AFRICAN-AMERICANS
Robert R. McCrae and Jeffrey H. Herbst, National Institute on Aging, NIH and Henry L. Masters, III, AIDS Healthcare Foundation, West Hollywood, CA
Costa and Terracciano (this Symposium) reported that gender differences in self-reported personality traits were more marked in European and American cultures than in Asian and African cultures. This finding seems paradoxical, because Asian and African cultures generally have more traditional views of sex roles, and might be expected to exaggerate gender differences. One possible explanation is that gender differences are genetically determined, and that different ethnic groups differ in the distribution of genes that account for gender differences. To test that hypothesis, we conducted an acculturation study. Gender differences in personality traits were examined in three samples of African-Americans: Employees of a large national organization (N = 309), volunteers in the Baltimore Longitudinal Study of Aging (N = 309), and patients at an AIDS risk reduction clinic (N = 189). African-Americans did not differ from general norms on mean levels of the five factors. Although the three samples varied markedly in SES, they showed similar, and quite small, gender differences. In this respect, African-Americans appear to resemble Asians and Africans more than European-Americans. Some aspect of African-American subculture may account for these findings.

AN EXAMINATION OF GENDER STEREOTYPES IN 27 COUNTRIES USING THE FIVE FACTOR MODEL OF PERSONALITY
Deborah L. Best, Wake Forest University and John E. Williams, Georgia State University
Cross-cultural research (Williams & Best, 1982, 1990) has shown both interesting similarities and differences in gender stereotypes, the psychological traits and behaviors believed to be more characteristic of one gender group than the other (i.e., men are more "aggressive," women are more "emotional"). Male and female stereotype data from a previous 27-country study were re-analyzed in terms of the Five Factor Model of personality. Averaged across all countries, male stereotypes were higher on Extraversion, Conscientiousness, Stability, and Openness while female stereotypes were higher on Agreeableness. Substantial between-country differences were also found. Male and female stereotypes tended to be more differentiated in countries with more traditional sex-role ideologies, with strong masculinity values (Hofstede, 1980) and strong Hierarchy and Conservatism values (Schwartz, 1994), in countries with lower levels of socio-economic development, where fewer women attended university, and in countries with a low percentage of Christian affiliation. Further, the five factor stereotypes of men and women were more highly differentiated in countries where the male stereotype was more favorable than the female stereotype. The cultural and geographic diversity of the sample of countries studied suggests an approximation of pancultural stereotypes of men and women. This re-analysis provides a means for relating these stereotypes to the growing literature on the Five Factor Model in other areas of personality and social psychology.

Session F

Saturday, 3:45-5:00 pm

Live Oak

Fresh Perspectives on Affective Understanding

Chair: *Elizabeth C. Pinel, The Pennsylvania State University*

Summary:
Recent research has revealed that people's affective understanding is relatively limited and that these limitations may have important

consequences for how people choose to lead their lives. For example, because people tend to overestimate the duration of negative affect, they may avoid making important decisions that they suspect will substantially impact their happiness (Gilbert et al., 1999). In the proposed symposium, four new Ph.D.'s share their perspectives on affective understanding. Bosson will talk about the "little things" hurting more than people expect them to. This work extends previous findings on affective forecasting, but also highlights the consequences of affective forecasts for people's ability to cope with traumas that range in their presumed severity. Gill will highlight the process by which people make affective forecasts, thereby providing a possible answer to the question of "why" people's affective understanding seems plagued with shortcomings. Gasper will discuss one consequence associated with affective forecasts - the ability to empathize with those undergoing emotional experiences. Gohm will adopt an individual differences perspective to affective understanding, sharing with us her work on people who feel their emotions intensely but have difficulty identifying those emotions. Alone, the talks each present part of the puzzle; together, they form a solid picture of the who's, what's, why's, when's, and how's of affective understanding. Lyubimorsky - who has agreed to serve as our discussant and whose specialization in rumination and the differences between happy and unhappy people make her ideal for the role - will help to draw out the picture that emerges.

Abstracts:

SILENT BUT DEADLY: THE IMPACT OF "MINOR TRAUMAS" ON THE PSYCHOLOGICAL IMMUNE SYSTEM

Jennifer K. Bosson, Elizabeth C. Pinel, and Allison Buskirk, Vassar College and The Pennsylvania State University,

Folk wisdom holds that traumas vary in their degree of severity, and that recovering from "minor" traumas is relatively easy. We argue that folk beliefs regarding recovery from "minor" traumas may sometimes have the paradoxical effect of constraining victims' experience of grief, thus causing the negative consequences of the trauma to linger. In three studies, we investigated this hypothesis by exploring people's recovery from romantic relationship dissolution and interpersonal rejection. Findings from two survey studies revealed that people who had never experienced a break-up expected to suffer less and for a shorter time if they were the one who terminated the relationship than if their partner was, regardless of relationship length. The reports of people who actually had experienced a break-up, however, proved these forecasts incorrect -- people who terminated their long-term relationships took just as long to recover from the break-up as did those whose partner did the terminating. Following the break-up, terminators also engaged in less emotional processing and experienced more guilt and remorse than their counterparts. Results from a lab study buttressed these findings: people predicted that being rejected by a friendly, relative to an unfriendly, stranger would be more upsetting; in actuality, those who were rejected by the unfriendly stranger reported more negative moods and were less likely to seek social support following the rejection. Our findings provide an important link between the affective forecasting and coping literatures by suggesting that people's (frequently incorrect) theories about recovery may prevent them from engaging in appropriate coping strategies.

THE PROCESS OF AFFECTIVE FORECASTING: A TEMPORAL REPRESENTATION AND TEMPORAL CORRECTION

Timothy D. Wilson, Michael J. Gill, and Daniel T. Gilbert, University of Virginia; Lehigh University; Harvard University

Existing research suggests that our affective forecasts are susceptible to a variety of biases. Less is known, however, about the psychological processes by which these forecasts are made. We propose that people predict their affective reactions to future events by imagining how they would react to the event if it were to happen in the present (atemporal representation) and then considering how that reaction might change based on the event's actual location in time (temporal correction). In a laboratory study, participants predicted how much they would enjoy spaghetti the next morning or evening. Whereas control participants used the temporal information when making predictions, participants under cognitive load did not and, instead, based their predictions on their current level of hunger. In a field study, shoppers were fed or not and then purchased food for future consumption. Whereas shoppers who had access to temporal information (a grocery list) used this information, shoppers without such access based their purchases on their current level of hunger. These findings support the idea that affective forecasts may initially be based on the feelings one experiences upon imagining the event occurring in the present, and that these forecasts are then corrected with information about when the event will actually occur.

YOU SHOULDN'T FEEL THAT WAY! THE ROLE OF MOOD AND GOALS IN UNDERSTANDING THE EMOTIONAL PLIGHT OF OTHERS

Karen Gasper, The Pennsylvania State University

People often try to understand the emotional plight of others. In so doing, they may imagine themselves in that situation and use this simulation as a basis for understanding. Three experiments investigated how people's feelings and goals might influence this process. Participants in happy or upset moods read about someone in either a happy or upsetting emotional situation. Before judging the appropriateness of the person's emotional reaction, participants were given the goal of either empathizing with the person or determining whether the situation would alter their feelings. Participants' evaluations of the emotional reactions of others should depend on their ability to achieve these goals. Respondents should be better at empathizing when their feelings match those of people in emotional situations, and they should be better at foreseeing emotional change when their feelings mismatch those of people in emotional situations. Consistent with these predictions, when participants' goal was to empathize, they viewed the emotional reaction as being more appropriate when their feelings matched, rather than mismatched, those in the situation. When their goal was to determine whether the situation would alter their feelings, they viewed the emotional reaction as being more appropriate when their feelings mismatched, rather than matched, those in the situation. Thus, participants' ability to forecast how they would respond influenced their evaluations of others' emotional reactions. Moreover, these forecasts were influenced not by feelings per se, but rather by how those feelings were interpreted in light of the processing goal.

INDIVIDUAL DIFFERENCES IN MOOD ATTENUATION: PREPARING FOR THE EXPECTED INFLUENCE OF AFFECT

Carol L. Gohm, University of Mississippi,

The meta-emotion traits of attention, intensity, and clarity occur in four profiles. Individuals with one profile (i.e., those who are "overwhelmed"), report paying an average amount of attention to their emotions (attention) and experiencing their emotions intensely (intensity), but not being good at identifying them (clarity). Moreover, past research suggests that overwhelmed individuals may manage their moods differently than people with other meta-emotion profiles. In line with this reasoning, it was hypothesized that overwhelmed individuals might be more susceptible than other people to situational cues related to task complexity and attenuate their mood accordingly. To test this hypothesis, participants were told that they would be completing either a series of studies or only one study (complexity manipulation). Following a mood manipulation, participants completed several tasks and then reported their current mood. As expected, only the overwhelmed individuals were affected by the complexity manipulation. In the complex condition, they altered their feelings and reported feeling better in the negative than in the positive condition. These results are consistent with the possibility that individuals react differently to emotional situations depending on their meta-emotion profiles. The consequences of these differential reactions on mood-related judgments are discussed.

Rediscovering Temporal Comparison: Self-Evaluation and Perceptions of the Past and Future

Chair: *Benjamin R. Karney, University of Florida*
Discussant: *Jerry Suls, University of Iowa*

Summary:
Substantial evidence suggests that individuals evaluate themselves through comparisons with similar others. Over twenty years ago, however, Albert proposed that, when an attribute is changing and when individuals desire to predict the future, they may evaluate their standing not through social comparisons but through temporal comparisons. That is, to understand themselves in the present, people may draw upon their memories of the past and their predictions for the future. Much of social life is characterized by ongoing experiences, but few researchers have drawn out the implications of these ideas, leaving the processes through which people evaluate their development over time unclear. The goal of this symposium is to bring together recent research that has addressed this gap by examining temporal comparisons in self-evaluations. To this end, Wilson and Ross will present research showing that memories of one's past standing on an attribute have different implications for the present depending on the temporal distance of the memory and the importance of the attribute. Karney and Frye will describe longitudinal research on couples showing that confidence in the future of a relationship depends more strongly on memories of how the relationship has changed over time than on levels of satisfaction at any one time. Finally, Trope and Liberman will present research showing how perceptions of temporal distance affect the way individuals evaluate and make predictions about their future. Together, these presentations will suggest that current self-evaluations may depend more strongly on perceptions of past and future than has been previously acknowledged.

Abstracts:

HOW DO PERCEPTIONS OF FORMER SELVES AFFECT CURRENT SELF-APPRAISALS?
Anne Wilson and Michael Ross, Wilfrid Laurier University, University of Waterloo
People's evaluations of their personal history can influence how they regard themselves in the present. Temporal self-appraisal theory (Ross & Wilson, 1999) identifies factors that help determine how past self-assessments influence current self-regard. Perceptions of temporal distance (whether past self feels close to or distant from current self) and attribute importance were expected to moderate the influence of the past on current self-appraisals: Distance should determine the direction of impact, whereas importance should determine the intensity of impact. We predicted that when past outcomes felt recent, they would be incorporated into current self-appraisals. Outcomes that felt distant would not be incorporated, and might instead provide a standard of comparison against which to judge current self. Personally important dimensions carry more implications for self-regard, thus we predicted a stronger effect of distance on valued dimensions. To test these predictions, students who reported unpopular past selves (in high school) were recruited. Perceptions of temporal distance and attribute importance were experimentally manipulated. As expected, participants who were induced to feel distant from their unpopular past selves felt significantly more popular now than those who felt close to past selves. The effect of temporal distance was greater when popularity was portrayed as important rather than unimportant. Findings support temporal self-appraisal theory and have implications for

understanding how negative life events affect current well-being.

TEMPORAL COMPARISON AND MEMORY BIAS IN CLOSE RELATIONSHIPS
Benjamin R. Karney and Nancy E. Frye, University of Florida
What is it about the remembered course of a close relationship that inspires confidence in the future of the relationship? One perspective suggests that partners will be confident to the extent that they perceive that the relationship has been satisfying on an absolute scale. Thus, confident partners may demonstrate a positive bias in their memories for their level of satisfaction in the past. In contrast, research on how people evaluate other ongoing experiences suggests that partners may attend to how their satisfaction has been changing over time, regardless of their levels of satisfaction on an absolute scale. Thus, confident partners may instead demonstrate a positive bias in their memories for how their satisfaction has changed over time. To evaluate these possibilities, prospective and retrospective data on the trajectory of marital satisfaction were compared in two samples of newlywed couples. Growth curve analyses of these data revealed that spouses in both samples accurately recalled the average levels of satisfaction that they had experienced during the first four years of the marriage. However, spouses demonstrated a positive bias in their memories of change, and especially of recent change. Spouses who remembered ·recent improvements were the most confident about the future of the relationship, controlling for their levels of satisfaction on an absolute scale. These findings point to the importance of temporal comparisons in evaluations of close relationships.

IMAGINING SELF AND OTHERS IN THE NEAR AND DISTANT FUTURE
Yaacov Trope and Nira Liberman, New York University, Indiana University
Temporal Construal Theory states that distant future events are construed on a higher level (i.e., using more abstract features) than near future events. Accordingly, the theory suggests that the evaluative and informational implications of high-level construals are enhanced over delay and the implications of low-level construals are discounted over delay. The first set of studies investigated how people construe near and distant future events. Results show that people use higher level construals in thinking about themselves and others in the distant future than in the near future. The second set of studies tested the predictions of temporal construal theory regarding evaluation and prediction of near future and distant future activities. The activities had abstract or goal-relevant features (called high-level construal features) as well as more concrete or goal-irrelevant features (called low-level construal features). The studies varied the valence and informational implications of the low-level and high-level construal features. The results show that the weight of high-level construal features, compared to the weight of low-construal features, is greater in determining distant future than near future evaluations and predictions. The implications of the results for extant theories of time-dependent changes in judgment and decision making are discussed.