Still Conducting Research the Hard Way?

Precision reaction time measures in the lab and on the web

It’s Time to Update Your Tools.
Affect Misattribution Procedure, Balloon Analogue Risk Task, BeanFest, Blackjack, Stroop Test, Columbia Card Task, Continuous Performance Test, Cyberball, Delay Discounting Task, Dot Probe Task, Finger Tapping Task, Extrinsic Affective Simon Task, Game of Dice Task, Go/No-Go Association Task, Hungry Donkey Task, Implicit Association Task, Information Sampling Task, Iowa Gambling Task, Lexical Decision Task, Operation Span Task, Paired Associates Learning, Picture Story Exercise, Reading Span Task, Running Span Task, Self-Ordered Pointing Task, Sorting Paired Features Task, Spatial Delayed Response Task, Sternberg Memory Task, Stop Signal Task, Subliminal Priming, Symmetry Span Task, Test of Variables of Attention, Verbal Recognition Memory, Wisconsin Card Sort Task, and many more...

Free trial download at www.millisecond.com
12th Annual Meeting
Society for Personality and Social Psychology
January 27-29, 2011, San Antonio, Texas
ABOUT BRP
The Behavioral Research Program initiates, supports, and evaluates a comprehensive program of behavioral research, ranging from basic behavioral research to research on the development, testing, and dissemination of disease prevention and health promotion interventions in areas such as tobacco use, cancer screening, diet, physical activity, and sun protection.

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

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

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

Social Personality and Health Pre-Conference
Thursday, January 27
Co-sponsored by the National Cancer Institute

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

Dr. William Klein
Associate Director, Behavioral Research Program
Division of Cancer Control and Population Sciences

Dr. Heather Patrick
Program Director, Health Promotion Research Branch
Behavioral Research Program

Panel Discussion
Saturday, January 29, 8:15–9:30 am, Room 206 A-B, Session SSB1
Scientific Advances at the Interface of Social/Personality Psychology and NIH
Chair: Heather Patrick, National Cancer Institute;
Co-chair: Alex Rothman, University of Minnesota

Learn more about Behavioral Research and funding opportunities at the National Cancer Institute: http://cancercontrol.cancer.gov/brp
Welcome to SPSP 2011

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

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

Eighty symposia and almost 1800 posters will be presented during our 2½ day-long conference, which covers a wealth of personality and social psychology topics, representing the diversity, breadth, and depth of our field. In addition, there are several special sessions we wish to highlight, including the Keynote address, Presidential symposium and address, the Block and Campbell award addresses, and a new format, the data blitz symposium, along with many opportunities and special sessions for graduate students this year.

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

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

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

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

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

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

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

Andrew Elliot and Wendy Berry Mendes, Co-chairs, Program Committee
Wendi Gardner, Chair, Convention Committee
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The SPSP Program Committee reserves the right to change the meeting program at any time without notice.
This program was correct at the time of print.
Cover photo by Natalia Bratslavsky - www.bigstockphoto.com
# SPSP Executives and Committees

## SPSP Executives

<table>
<thead>
<tr>
<th>Role</th>
<th>Name</th>
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<tbody>
<tr>
<td>President</td>
<td>Todd Heatherton</td>
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<tr>
<td>President-Elect</td>
<td>Trish Devine</td>
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<tr>
<td>Past President</td>
<td>Jennifer Crocker</td>
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<td>Executive Officer</td>
<td>John Dovidio</td>
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<td>Associate Executive Officer</td>
<td>David Dunning</td>
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<tr>
<td>Deputy Executive Officer</td>
<td>Linda Dovidio</td>
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<td>Secretary-Treasurer</td>
<td>Monica Biernat</td>
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## 2011 Committees

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

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<tr>
<td>Kurt Gray</td>
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<td>Karim Kassam</td>
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<td>Jeremy Jamieson</td>
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<td>Kristin Lindquist</td>
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<td>Marlene Henderson</td>
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<td>Wesley Moons</td>
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<td>Katerina Koslov</td>
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<td>Liz Page-Gould</td>
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<td>Pranjal Mehta</td>
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<td>Max Weisbuch</td>
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<td>Clayton Critercher</td>
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<td>Kou Murayama</td>
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<td>Ron Friedman</td>
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<td>Kenn Barron</td>
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<td>Laura Maruskin</td>
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<td>Michael Maniaci</td>
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<td>Roger Feltman</td>
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<td>Adam Pazda</td>
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## Graduate Student Committee

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<tr>
<td>Sean Hughes, chair</td>
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<tr>
<td>Austin Lee Nichols</td>
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<td>Kristin Dukes</td>
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<td>Haylie Gomez</td>
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<td>Robin Kaplan</td>
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<tr>
<td>Amy-Jo Lynch</td>
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<td>Carmel Gabriel</td>
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## Summer Institute for Social Psychology (SISP) Committee

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<th>Name</th>
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<tr>
<td>Tiffany Ito</td>
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## Webmaster

<table>
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<th>Name</th>
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<tbody>
<tr>
<td>Jeremy Cone</td>
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## Executive Assistant

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<tr>
<th>Name</th>
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<tr>
<td>Christie Marvin</td>
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## Meeting Planning Staff

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<tr>
<th>Role</th>
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<tbody>
<tr>
<td>Director</td>
<td>Tara Miller</td>
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<tr>
<td>Registration Manager</td>
<td>Renee Smith</td>
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<tr>
<td>Submissions Manager</td>
<td>Shaunya Wilson</td>
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<tr>
<td>Exhibits Manager</td>
<td>Joan Carole</td>
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<tr>
<td>Website &amp; Program Event</td>
<td>Jeff Wilson</td>
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<tr>
<td>Associate</td>
<td>Brenna Miller</td>
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<tr>
<td>Event Associate</td>
<td>Linda Hacker</td>
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<tr>
<td>Event Associate</td>
<td>Ariana Luchsinger</td>
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<tr>
<td>Event Associate</td>
<td>Shwna Lampkin</td>
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<tr>
<td>Event Associate</td>
<td>Dustin Miller</td>
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<tr>
<td>Event Associate</td>
<td>Kerry Bosch</td>
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</table>
SPSP 2011 Schedule Overview

Thursday, January 27, 2011

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

Friday, January 28, 2011

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

Saturday, January 29, 2011

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

Opening Session and Presidential Symposium

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

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

Outreach and Special Sessions

GSC Special Symposium - Developing the Tools of the trade: tips for success as a student, writer, researcher and collaborator
Friday, January 28, 2011, 3:30 - 4:45 pm, Room 7
Sponsored by the Graduate Student Committee
Chairs: Kristin N. Dukes, Tufts University, and Sean Hughes, National University of Ireland Maynooth
Speakers: Shinobu Kitayama, University of Michigan; Sam Sommers, Tufts University; Robert Sellers, University of Michigan

Early Morning Special Session A1: Funding Opportunities at the National Science Foundation
Friday, January 28, 2011, 8:15 - 9:30 am, Room 214 C-D
Speakers: Kellina M. Craig-Henderson and Brett Pelham, NSF

Early Morning Special Session A2: Funding Opportunities at the National Cancer Institute
Friday, January 28, 2011, 8:15 - 9:30 am, Room 206
Speakers: Bill Klein and Heather Patrick, National Cancer Institute

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

Presidential Address

How does studying the brain contribute to social and personality psychology
Friday, January 28, 2011, 2:00 - 3:15 pm
Ballroom B, Session C1
Speaker: President Todd Heatherton, Dartmouth College

Donald T. Campbell Award Address

From Basic to Translational Research: Exploring Implications of the MODE model for the Understanding and Treatment of Phobias
Friday, January 28, 2011, 3:30 - 4:45 pm
Ballroom B, Session D1
Recipient: Russell Fazio, Ohio State University
Introducer: Fred Rhodewalt, University of Utah

Keynote Address: Malcolm Gladwell

"The magical year 1975: Modern wealth and the social relation paradigm"
Friday, January 28, 2011, 5:00 - 6:15 pm
Ballroom B
Speaker: Malcolm Gladwell
Photo by: Brooke Williams

Jack Block Award Address

The purpose and function of Human Consciousness
Saturday, January 29, 2011, 2:00 - 3:15 pm
Ballroom B, Session G1
Recipient: Roy Baumeister, Florida State University
Introducer: John Bargh, Yale University
# Schedule of Events

## Thursday, January 27, 2011

<table>
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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>8:00 am –</td>
<td><strong>Pre-Conferences</strong></td>
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<td>4:30 pm</td>
<td>Attitudes</td>
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<td>Close Relationships</td>
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<td>Consciousness: Facts, Fictions, Functions</td>
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<td>Cultural Psychology</td>
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<td>Evolutionary Psychology</td>
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<td>Group Processes and Intergroup Relations (GPIR)</td>
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<td><strong>How Does One Do That? Adding New Tools to the Research Toolbox,</strong></td>
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<td><strong>Presented by the SPSP Training Committee</strong></td>
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<td>Judgment and Decision Making (JDM)</td>
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<td>New Methods</td>
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<td>Political Psychology</td>
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<td>Psychology of Humor</td>
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<td>Psychology of Religion and Spirituality</td>
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<td>Self &amp; Identity</td>
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<td><strong>Show Me the Money (and Jobs): A Guide to Funding &amp; Careers,</strong></td>
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<td><strong>Presented by the SPSP Graduate Student Committee</strong></td>
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<td>Social Cognition</td>
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<td>Teaching</td>
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<td>The Utilization of Peer Assessment and Webquests to Enhance Online Psychology Classes</td>
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<td>8:00 –</td>
<td><strong>GSC Lounge Open</strong></td>
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<td><strong>Onsite Registration and Pre-Registration</strong></td>
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<td><strong>Check-In</strong></td>
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<td>8:00 –</td>
<td><strong>Continental Breakfast</strong></td>
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<td>9:00 am –</td>
<td><strong>Symposia Session A</strong></td>
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<td></td>
<td><strong>A1: Serendipity and Tenacity in Theory Development: Personal Accounts</strong></td>
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<td><strong>Ballroom B</strong></td>
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<td><strong>Chair:</strong> Arie Kruglanski, University of Maryland</td>
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<td><strong>Co-Chair:</strong> E.Tory Higgins, Columbia University</td>
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<td></td>
<td><strong>Speakers:</strong> Paul A.M. Van Lange, Carol S. Dweck, Roy F. Baumeister,</td>
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<td><strong>Douglas T. Kenrick</strong></td>
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<td>9:45 –</td>
<td><strong>Symposia Session A</strong></td>
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<td>11:00 am</td>
<td><strong>Opening Session and Presidential Symposium - 2020: Visions for the Next</strong></td>
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<td></td>
<td><strong>Decade of Social and Personality Psychology</strong></td>
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<td><strong>Ballroom B</strong></td>
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<td><strong>Chair:</strong> Todd Heatherton, Dartmouth College</td>
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<td></td>
<td><strong>Speaker:</strong> David Funder, UC-Riverside, <strong>Personality: What We Know and What We Need to Know</strong></td>
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<td><strong>Speaker:</strong> Susan Fiske, Princeton University</td>
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<td><strong>One Word: Plasticity</strong></td>
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<td><strong>Speaker:</strong> Jonathan Haidt, University of Virginia, <strong>The Bright Future of Post-Partisan Social Psychology</strong></td>
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<td>6:30 –</td>
<td><strong>Exhibits Open</strong></td>
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<td>8:30 pm</td>
<td><strong>Welcome Reception</strong></td>
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<td>7:00 –</td>
<td><strong>Poster Session A</strong></td>
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<td><strong>Ballroom C</strong></td>
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<td>8:30 pm</td>
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## Friday, January 28, 2011

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<td><strong>Check-In</strong></td>
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<tr>
<td>8:00 pm</td>
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<td>8:00 –</td>
<td><strong>GSC Lounge Open</strong></td>
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<td>8:15 –</td>
<td><strong>Early Morning Special Session A</strong></td>
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<td>9:30 –</td>
<td><strong>SSA2: Funding Opportunities at the National Science Foundation</strong></td>
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<td>9:45 –</td>
<td><strong>Symposia Session A</strong></td>
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<tr>
<td>11:00 am</td>
<td><strong>SSA1: Funding Opportunities the National Cancer Institute</strong></td>
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<td><strong>Room 206</strong></td>
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<td><strong>Speakers:</strong> Heather Patrick and Bill Klein, National Cancer Institute, NIH</td>
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<td><strong>SSA2: Funding Opportunities at the National Science Foundation</strong></td>
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<td><strong>Room 214 C-D</strong></td>
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<td><strong>Speakers:</strong> Kellina M. Craig-Henderson and Brett Pelham, National Science Foundation</td>
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<td><strong>Speakers:</strong> Conversation will continue in Room 209 from 9:30 - 11:00 am</td>
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<td><strong>Symposia Session A</strong></td>
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<td></td>
<td><strong>A1: Serendipity and Tenacity in Theory Development: Personal Accounts</strong></td>
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<td><strong>Ballroom B</strong></td>
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<td><strong>Chair:</strong> Leaf Van Boven, University of Colorado at Boulder</td>
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<td><strong>Co-Chair:</strong> Eugene Caruso, University of Michigan</td>
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<td><strong>Speakers:</strong> Leaf Van Boven, Eugene Caruso, Gabriela Jiga-Boy, Ethan Kross</td>
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<td><strong>A2: Perspectives on Psychological Distance’s Phenomenological Foundations</strong></td>
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<td><strong>Chair:</strong> Marti Hope Gonzales, University of Minnesota</td>
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<td><strong>Co-Chair:</strong> Stacey Sinclair, Princeton University</td>
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<td><strong>Speakers:</strong> Niall Bolger, Geoff Cohen, Sam Gosling, Daphna Oyserman</td>
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<td><strong>A3: Crossing the Threshold: Personality and Social Psychology Research beyond the Laboratory</strong></td>
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<td><strong>Chair:</strong> Marti Hope Gonzales, University of Minnesota</td>
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<td><strong>Speakers:</strong> Niall Bolger, Geoff Cohen, Sam Gosling, Daphna Oyserman</td>
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</table>
A4: PSYCHOLOGICAL CONSTRUCTION AS AN APPROACH TO SOCIAL PSYCHOLOGY
Room 217 A-B
Chair: Lisa Feldman Barrett, Northeastern University
Speakers: Lisa Feldman Barrett, Alexandra Touroutoglou, Larry Barsalou

A5: APPROACH, AVOIDANCE, AND ANGER
Room 217 C-D
Chair: Erik Pettersson, University of Virginia
Co-Chair: Eric Turkheimer, University of Virginia
Speakers: Erik Pettersson, David Watson, Eddie Harmon-Jones, Sheri L. Johnson

A6: AS TIME GOES ON: LONGITUDINAL PREDICTORS OF RELATIONSHIP OUTCOMES
Room 214 A-B
Chair: Xiaomeng Xu, SUNY Stony Brook
Co-Chair: Jennifer Tomlinson, Carnegie Mellon University
Speakers: Xiaomeng Xu, Jennifer Tomlinson, Benjamin Karney, Margaret Clark

A7: MINIMAL SOCIAL CONNECTION IN THE REGULATION OF SUBJECTIVE STATES
Room 214 C-D
Chair: Rick M. Cheung, Brooklyn College and Graduate Center, City University of New York
Co-Chair: Curtis D. Hardin, Brooklyn College and Graduate Center, City University of New York
Speakers: Gregory M. Walton, Steven J. Spencer, Rick M. Cheung, N. Pontus Leander

A8: IMAGINING THE FUTURE: WHEN DO WE DO IT, AND WHAT ARE THE CONSEQUENCES?
Room 206
Chair: Heather Barry, New York University
Co-Chair: Gabriele Oettingen, New York University, University of Hamburg
Speakers: Jonathan Smallwood, Tali Sharot, Heather Barry, Carey K. Morewedge

A9: THE POWER OF VIRTUE: HOW GOODNESS TRANSFORMS AND COMPELS
Room 207
Chair: Jesse Graham, University of Southern California
Co-Chair: Kurt Gray, University of Maryland
Speakers: Kurt Gray, Benoit Monin, David Pizarro, Dan P. McAdams

A10: ECOLOGICAL PERSPECTIVES ON OUTGROUP MALE THREAT: RESONANCES WITH BIOLOGICAL SYSTEMS, PERSONALITY VARIABLES AND ENVIRONMENTAL CONTEXT
Room 8
Chair: D. Vaughn Becker, Arizona State University at the Polytechnic Campus
Speakers: D. Vaughn Becker, Rebecca Neel, Joseph Cesario, Carlos David Navarrete

A11: TAKING OTHERS’ SELF-ESTEEM INTO ACCOUNT: PERCEPTIONS AND ACCURACY, BELIEFS, AND CONSEQUENCES
Room 204 A-B
Chair: Jennifer MacGregor, University of Waterloo
Speakers: Christine Chang, Jessica J. Cameron, Virgil Zeigler-Hill, Jennifer C. D. MacGregor

11:00 – 11:15 am
Coffee Break
Ballroom C

11:15 am – 12:30 pm
Symposia Session B

B1: TIME AND THE MIND
Ballroom B
Chair: Emily Pronin, Princeton University
Speakers: John A. Bargh, Emily Pronin, Warren H. Meck, Yaacov Trope

B2: DOMINANCE: PERCEPTION, MOTIVATION, AND BEHAVIOR
Room 6
Chair: Michael Robinson, North Dakota State University
Speakers: Andrew Elliot, Henk Aarts, Nicole Mead, Allan Mazur

B3: EXPLORATIONS IN REGIONAL PSYCHOLOGY
Room 7
Chair: Peter Rentfrow, University of Cambridge
Speakers: Cindy K. Chung, Peter J. Rentfrow, Richard E. Lucas, Markus Jokela

B4: TOWARD AN IMPORTANT ROLE FOR MINDFULNESS IN SELF-REGULATION: FINDINGS FROM PERSONALITY AND EXPERIMENTAL SOCIAL PSYCHOLOGY
Room 217 A-B
Chair: Brian P. Meier, Gettysburg College
Co-Chair: Ernest S. Park, Cleveland State University
Speakers: Michael Robinson, Robert Goodman, Brian Meier, Kirk Brown

B5: INTEGRATING LIFE HISTORY THEORY AND PSYCHOLOGY: IMPLICATIONS FOR DECISION-MAKING, PERSONALITY, ROMANTIC RELATIONSHIPS, AND PARENTING
Room 217 C-D
Chair: Vladas Griskevicius, University of Minnesota
Speakers: Vladas Griskevicius, Bruce Ellis, Omri Gillath, Jeffry Simpson

B6: EMOTIONAL FLEXIBILITY IN RISK AND RESILIENCE
Room 214 A-B
Chair: Christian Waugh, Wake Forest University
Co-Chair: Renee Thompson, Stanford University
Speakers: Christian Waugh, George Bonanno, Cecilia Cheng, Renee Thompson

B7: CHARACTER COUNTS: PERSON-CENTERED APPROACHES TO MORAL JUDGMENT AND DECISION MAKING
Room 214 C-D
Chair: David Tannenbaum, UC Irvine
Co-Chair: David Pizarro, Cornell University
Speakers: David Tannenbaum, Yoel Inbar, Geoffrey P. Goodwin, Fiery Cushman

B8: UNTANGLING THE WEB: UNDERSTANDING PSYCHOLOGICAL PROCESSES IN THE CONTEXT OF SOCIAL NETWORKS
Room 206
Chair: Jerry Cullum, University of Connecticut
Co-Chair: Lindsey Clark Levitan, Stony Brook University
Speakers: Lindsey Clark Levitan, Selin Kesebir, Alysson E. Light, Jerry Cullum
### Schedule of Events

#### B9: SYNCHRONY, WARMTH, AND CLOSENESS: THE EMBODIMENT OF AFFILIATION
- **Room 207**
- Chair: Thomas Schubert, ISCTE - Lisbon University Institute
- Co-Chair: Cindy Harmon-Jones, Texas A&M University
- Speakers: Cindy Harmon-Jones, Thomas W. Schubert, Margarida V. Garrido, Hans IJzerman

#### B10: HOW CULTURE JUSTIFIES INTERGROUP INEQUALITY IN THE U.S.: INTELLIGENCE, CHOICE, COLOR-BLINDNESS, AND SOCIAL LOCATION
- **Room 8**
- Chair: Aneeta Rattan, Stanford University
- Co-Chair: Lisa G. Aspinwall, University of Utah, and Wesley Moons, University of California, Davis
- Speakers: Aneeta Rattan, Krishna Savani, Evan P. Apfelbaum, Melissa Sanders

#### Box Lunch Served
- **Ballroom C**

#### 12:30 – 1:30 pm
- **Poster Session C**
  - **Room 212**
- **GASP Mentoring Luncheon**
  - **Room 213**

#### 1:00 – 2:00 pm
- **GSC Mentoring Luncheon**
  - **Room 212**
- **Symposia Session C & Presidential Address**
  - **Ballroom B**

#### 2:00 – 3:15 pm
- **Symposia Session C & Presidential Address**
  - **Ballroom B**
  - **Speaker:** Todd Heatherton, Dartmouth College

#### C1: PRESIDENTIAL ADDRESS
- **How Does Studying the Brain Contribute to Social and Personality Psychology?**
  - **Room 6**
  - Chair: Amy Canevello, The Ohio State University
  - Co-Chair: Pranjal Mehta, Erasmus University
  - Speakers: Harry T. Reis, Jennifer Crocker, Sara Algoe, Amy Canevello

#### C2: THE BENEFITS OF RESPONSIVENESS: BEYOND GOOD RELATIONSHIPS
- **Room 6**
  - Chair: Jennifer A. Bartz, Mount Sinai School of Medicine
  - Co-Chair: Steven J. Stanton
  - Speakers: Jennifer A. Bartz, Greg J. Norman, Pranjal Mehta, Steven J. Stanton

#### C3: NEW PERSPECTIVES ON THE NEUROENDOCRINE REGULATION OF SOCIAL PERCEPTION AND BEHAVIOR
- **Room 7**
  - Chair: John S. Kim, University of Minnesota
  - Co-Chair: Jeffry Simpson, University of Minnesota
  - Speakers: John S. Kim, Yexin Jessica Li, Jon K. Maner, Martie G. Haselton

- **Room 217 A-B**
  - Chair: Richard David Hayward, Duke University
  - Co-Chair: Amy D. Owen, Duke University
  - Speakers: Christopher Ellison, Amy D. Owen, R. David Hayward, Loren Toussaint

#### C5: WOMEN AND STEM: PREDICTING PERFORMANCE AND INTEREST IN SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH (STEM)
- **Room 217 C-D**
  - Chair: Lora E. Park, University at Buffalo, The State University of New York
  - Speakers: Sian L. Beilock, Lora E. Park, Sapna Cheryan, Julie A. Garcia

#### 3:00 – 4:15 pm
- **Coffee Break**
  - **Ballroom C**

#### Symposia Session D & Campbell Award Address
- **D1: CAMPBELL AWARD ADDRESS FROM BASIC TO TRANSLATIONAL RESEARCH: EXPLORING IMPLICATIONS OF THE MODE MODEL FOR THE UNDERSTANDING AND TREATMENT OF PHOBIAS**
  - **Room 217 A-B**
  - Recipient and Speaker: Russ Fazio, Ohio State University
  - Introducer: Fred Rhodewalt, University of Utah

- **D2: PROMOTING POSITIVE LIFE CHANGE: IMPROVING EMOTION REGULATION, COGNITION AND PHYSIOLOGICAL STATES THROUGH REFLECTION AND MIND-TRAINING**
  - **Room 217 C-D**
  - Chair: Bethany Ellen Kok, University of North Carolina at Chapel Hill
  - Co-Chair: Barbara Fredrickson, University of North Carolina at Chapel Hill
  - Speakers: Clifford D. Sarone, Bethany E. Kok, Laura A. King, Erika L. Rosenberg

- **D3: DEVELOPING TOOLS OF THE TRADE: TIPS FOR SUCCESS AS A STUDENT WRITER, RESEARCHER, AND COLLABORATOR**
  - **Room 217 C-D**
  - Chair: Kristin N. Dukes, Tufts University
  - Co-Chair: Sean Hughes, National University of Ireland Maynooth
  - Speakers: Shinobu Kitayama, Samuel R. Sommers, Robert Sellers

- **D4: MAINTAINING ROMANTIC RELATIONSHIPS: EVOLUTION, HORMONES, AND IMPLICIT COGNITION**
  - **Room 217 A-B**
  - Chair: John S. Kim, University of Minnesota
  - Co-Chair: Jeffry Simpson, University of Minnesota
  - Speakers: John S. Kim, Yexin Jessica Li, Jon K. Maner, Martie G. Haselton

- **D5: SPONTANEOUS AND INTENTIONAL TRAIT INFERENCES: NEW CHALLENGES AND BRIDGES**
  - **Room 217 C-D**
  - Chair: Rui S. Costa, University of Lisbon, Princeton University
  - Co-Chair: Jeffrey W. Sherman, University of California, Davis
  - Speakers: John J. Skowronski, SoYon Rim, Rita Jerónimo, Frank Van Overwalle

#### 5:00 – 6:15 pm
- **Keynote Address by Malcolm Gladwell**
  - **Ballroom B**
  - **Speaker:** Malcolm Gladwell

#### 6:15 – 7:45 pm
- **Poster Session D and Social Hour**
  - **Ballroom C**
- **Diversity and Climate Committee Reception**
  - **Room 213**
  - All are welcome to attend this social event to mingle, meet, and meet the recipients of the 2011 Diversity Fund Graduate Travel and Undergraduate Registration Awards.
Saturday, January 29, 2011

7:30 am – 5:30 pm
Onsite Registration and Pre-Registration
Check-In
Ballroom C Foyer
8:00 –
8:30 am
Continental Breakfast
Ballroom C
8:00 –
9:30 am
Poster Session E
Ballroom C
8:00 am –
8:00 pm
Exhibits Open
Ballroom C
8:00 –
8:00 pm
GSC Lounge Open
Room 210
8:15 –
9:30 am
Early Morning Special Session
SSB1: PANEL DISCUSSION: SCIENTIFIC ADVANCES AT THE INTERFACE OF SOCIAL/PERSONALITY PSYCHOLOGY AND NIH – BEYOND FUNDING
Room 206
Chair: Heather Patrick, National Cancer Institute
Co-Chair: Alex Rothman, University of Minnesota
Speakers: Heather Patrick, William M. P. Klein, Dikla Shmueli

Symposia Session E
E1: VISUAL PROCESSING OF RACE
Ballroom B
Chair: Kerry Kawakami, York University
Speakers: Kerry Kawakami, Meghan G. Bean, Kurt Hugenberg, Reginald B. Adams
E2: KURT LEWIN 2.0: GENE BY ENVIRONMENT INTERACTIONS IN PERSONALITY, CULTURE, AND EMOTION
Room 6
Chair: Bob Josephs, University of Texas - Austin
Speakers: Turhan Canli, Joan Y. Chiao, Heejung S. Kim, Robert A. Josephs
E3: LANGUAGE AND EMOTION: LABELING CREATES AND SHAPES EMOTION
Room 7
Chair: Karim Sadik Kassam, Carnegie Mellon University
Co-Chair: Kristen Lindquist, Harvard University
Speakers: Kristen Lindquist, James Russell, Karim Kassam, Matthew Lieberman

11:00 –
11:15 am
Coffee Break
Ballroom C

E4: ACTOR/OBSERVER 2.0: NEW DIRECTIONS IN JUDGING SELF AND OTHERS
Room 217 A-B
Chair: Elizabeth R. Tenney, University of Virginia
Speakers: Daniel Ames, Elizabeth R. Tenney, Nicholas Epley, Katherine Hansen

E5: CONNECT OR PROTECT? NEW INSIGHTS INTO MOTIVATED RESPONSES TO SOCIAL EXCLUSION
Room 217 C-D
Chair: Lisa M. Jaremka, UC Santa Barbara
Co-Chair: Nancy L. Collins, UC Santa Barbara
Speakers: Geoff MacDonald, Ozlem Ayduk, Cynthia L. Pickett, Lisa M. Jaremka

E6: MANIFEST CULTURE: AN ANALYSIS OF THE PSYCHOLOGICAL BASIS AND INFLUENCE OF SOCIOCULTURAL LANDSCAPES
Room 214 A-B
Chair: Krishna Savani, Columbia Business School
Co-Chair: Max Weisbuch, University of Denver
Speakers: Shigehiro Oishi, Max Weisbuch, Kristin Pauker, Michael Morris

E7: WHAT IS EGO DEPLETION? EXPLORING THE MECHANISM VIA WHICH EXERCISING SELF-CONTROL AFFECTS SUBSEQUENT SELF-CONTROL
Room 214 C-D
Chair: Michael Inzlicht, University of Toronto
Speakers: Veronica Job, Jennifer N. Gutsell, Dylan D. Wagner, Brandon J. Schmeichel

E8: TAKING IT TO THE STREETS: THE STUDY OF SELF-CONTROL BEYOND SOPHOMORES IN THE LAB
Room 206
Chair: Kathleen D. Vohs, University of Minnesota
Co-Chair: Wilhelm Hofmann, University of Chicago
Speakers: Wilhelm Hofmann, Kathleen Vohs, Allison Troy, David Neal

E9: US VERSUS THEM: EFFECTS OF INTERGROUP COMPETITION ON TOLERANCE OF OUTGROUP SUFFERING
Room 207
Chair: Mina Cikara, Princeton University
Speakers: Marjorie Rhodes, Mina Cikara, Emile Bruneau, Elizabeth Levy Paluck

E10: CUES AND STRATEGIES FOR COMMUNICATING INTEREST IN ROMANTIC RELATIONSHIP INITIATION
Room 8
Chair: Melanie Canterberry, University of Kansas
Speakers: Melanie Canterberry, M. Joy McClure, Skyler S. Place, Caitlin W. Duffy

E11: MINDING THE SELF: HOW MINDFULNESS IMPROVES SELF-REFLECTION AND SELF-KNOWLEDGE
Room 205
Chair: Erika Carlson, Washington University in St. Louis
Co-Chair: Simine Vazire, Washington University in St. Louis
Speakers: Bas Verplanken, Sander L. Koole, Christopher P. Niemiec, Erika Carlson

Coffee Break
Ballroom C
Symposia Session F

F1: MASCULINITY AND FEMININITY IN ASSOCIATED ROLES AND CONTEXTS
Ballroom B
Chair: Kees van den Bos, Utrecht University
Co-Chair: Theresa Vescio, The Pennsylvania State University
Speakers: Theresa Vescio, Dov Cohen, Kees van den Bos, Susan Fiske

F2: THE NEUROENDOCRINOLOGY OF INTIMACY AND SOCIAL CONNECTION
Room 6
Chair: Robin S. Edelstein, University of Michigan, Ann Arbor
Co-Chair: Sari M. van Anders, University of Michigan, Ann Arbor
Speakers: Paula R. Pietromonaco, Robin S. Edelstein, Julianne Holt-Lunstad, Sari M. van Anders

F3: DATA BLITZ
Room 7
Chair: Wendy Berry Mendes, UC San Francisco
Co-Chair: Andrew Elliot, University of Rochester
Speakers: Matt Killingsworth, Saul Miller, Stacey Finkelstein, Jacob Hirsh, Jonathan Kunzman, John Terrizzi, Bethany Burum, Clara Wilkins, Lucia Guillory, Alexis Tullet, Daniel Effron, Adam Waytz

F4: RATIONAL BASIS OR LEGAL BIAS? PSYCHOLOGICAL PERSPECTIVES AT THE INTERSECTION OF RACE, POLICY AND LAW
Room 217 A-B
Chair: Destiny Peery, Northwestern University
Speakers: Phillip Atiba Goff, Victoria C. Plaut, Destiny Peery, Samuel R. Sommers

F5: THE SOCIAL CLASS DIVIDE: EXPLORING A NEW FRONTIER OF CULTURAL PSYCHOLOGY
Room 217 C-D
Chair: Michael W. Kraus, University of California, Berkeley
Co-Chair: Paul K. Piff, University of California, Berkeley
Speakers: Hazel Markus, Nicole Stephens, Paul K. Piff, Michael W. Kraus

F6: NEW DIRECTIONS IN MIXED EMOTIONS RESEARCH: THE ROLE OF INDIVIDUAL DIFFERENCES, TEMPORAL DYNAMICS, AND MEANINGFULNESS
Room 214 A-B
Chair: Vera Sacharin, CISA, University of Geneva
Speakers: Jeff T. Larsen, Atsunobu Suzuki, Vera Sacharin, Ursula Hess

F7: EXAMINING THE STABILITY OF THE SELF ACROSS MULTIPLE LEVELS OF ANALYSIS
Room 214 C-D
Chair: Erica Beth Slatter, Northwestern University
Co-Chair: Wendi L. Gardner, Northwestern University
Speakers: Allen R. McConnell, Erica B. Slatter, Jennifer Lodi-Smith, Verónica Benet-Martínez

F8: SOCIAL PSYCHOLOGY IN AFRICAN SETTINGS: IMPLICATIONS FOR THEORY AND PRACTICE
Room 206
Chair: Glenn Adams, University of Kansas, Kansas African Studies Center
Speakers: Kevin Durrheim, Ama de-Graft Aikins, Glenn Adams

F9: DEVELOPMENT AND HIERARCHICAL STRUCTURES OF ACHIEVEMENT GOALS: ADVANCES IN THEORY AND RESEARCH
Room 207
Chair: Katherine S. Corker, Michigan State University
Speakers: James W. Fryer, Elizabeth J. Stephens, Katherine S. Corker, Abigail A. Scholer

F10: CULTURE “WITHIN”: THE IMPACT OF RELIGION, SOCIAL CLASS, AND POLITICAL IDEOLOGY ON COGNITION
Room 8
Chair: Igor Grossmann, University of Michigan
Co-Chair: Michael E. W. Varnum, University of Michigan
Speakers: Bernhard Hommel, Adam B. Cohen, Igor Grossmann, Thomas Talhelm

F11: HOW DOES PERSONALITY CHANGE? DYNAMICS OF CHANGE IN PERSONALITY TRAITS, GOALS, AND VALUES
Room 205
Chair: Anat Bardi, Royal Halloway University of London
Speakers: Wiebke Bleidorn, Joshua J. Jackson, Patrick Hill, Anat Bardi

Box Lunch Served
Ballroom C
Lunch Time Meet/Chat with Representatives from the Funding Agencies
Ballroom C
Representatives: Heather Patrick and Bill Klein, National Cancer Institute (NIH)

Poster Session F
Ballroom C
GSC Mentoring Luncheon
Room 212
Symposia Session G & Block Award Address
G1: BLOCK AWARD ADDRESS
THE PURPOSE AND FUNCTION OF HUMAN CONSCIOUSNESS
Ballroom B
Recipient and Speaker: Roy Baumeister, Florida State University
Introducer: John Bargh, Yale University

G2: DYNAMIC NETWORKS AND SYSTEMS: NEW THEORETICAL AND EMPERICAL ADVANCES
Room 6
Chair: James Westaby, Columbia University, Teachers College
Co-Chair: Stephen Read, University of Southern California; Peter Gollwitzer, New York University
Speakers: Robin R. Vallacher, Arie W. Kruglanski, Eliot R. Smith, James D. Westaby

G3: PERSPECTIVE MISTAKING: WHEN STEPPING INTO THE MINDS OF OTHERS ISN’T ENOUGH
Room 7
Chair: Adam Galinsky, Northwestern University
Co-Chair: Nicholas Epley, University of Chicago
Speakers: Dana Carney, Andrew Todd, Tal Eyal, Adam Galinsky
G4: THE MOTIVATIONAL PROPERTIES OF ANTICIPATED AFFECT  
Room 217 A-B  
Chair: Lillia Cherkasskiy, Yale University  
Speakers: C. Nathan DeWall, Jeanne L. Tsai, Lillia Cherkasskiy, Ruud Custers

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

G6: LONG-TERM EFFECTS OF MEDIA VIOLENCE USAGE ON AGGRESSION IN CHILDHOOD AND ADOLESCENCE  
Room 214 A-B  
Chair: Barbara Krahé, University of Potsdam  
Speakers: Craig Anderson, Barbara Krahé, Rowell Huesmann

3:15 – 3:30 pm  
Coffee Break  
Ballroom C

3:30 – 4:45 pm  
Symposia Session H

H1: WHAT IT MEANS TO GET IT RIGHT, AND WHY IT MATTERS: ADVENTURES IN ACCURACY RESEARCH  
Ballroom B  
Chair: Jamil Zaki, Harvard University  
Co-Chair: William Ickes, University of Texas at Arlington  
Speakers: David Funder, David Kenny, William Ickes, Jamil Zaki

H2: IN SUPPORT OF SOCIAL SUPPORT: HOW NEURO-PHYSIOLOGICAL RESPONSIVITY CAN INFORM OUR UNDERSTANDING OF SOCIAL CONNECTION  
Room 6  
Chair: Carrie Masten, Center for Mind and Brain, UC Davis  
Speakers: Carrie Masten, James Coan, Naomi Eisenberger, Nancy Collins

H3: COGNITIVE TUNING: HOW CONTEXTUAL AND EMBODIED CUES SHIFT REASONING AND DECISION MAKING  
Room 7  
Chair: Ruth Mayo, Hebrew University, Jerusalem, Israel  
Co-Chair: Norbert Schwarz, University of Michigan  
Speakers: Norbert Schwarz, Sascha Topolinski, Ruth Mayo, Daphna Oyserman

H4: PERCEPTIONS OF RACE AND RACIAL INEQUITY IN THE OBAMA ERA  
Room 217 A-B  
Chair: Eric D. Knowles, University of California, Irvine  
Speakers: David O. Sears, Eric D. Knowles, Matt J. Goren, Michael I. Norton

H5: HOW FIT FACILITATES: MOTIVATIONAL BENEFITS OF MATCHING PERSON AND CONTEXT  
Room 217 C-D  
Chair: Paul A. O’Keefe, New York University  
Speakers: Judith M. Harackiewicz, Justin Storbeck, Paul A. O’Keefe, E. Tory Higgins

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

H7: INTEGRATING LABORATORY AND LONGITUDINAL RESEARCH ON RELATIONSHIPS  
Room 214 C-D  
Chair: Madoka Kumashiro, Goldsmiths, University of London  
Co-Chair: Niall Bolger, Columbia University  
Speakers: James K. McNulty, Gertraud Stadler, Madoka Kumashiro, Justin A. Lavner

H8: “I FEEL BETTER BUT I DON'T KNOW WHY”: PSYCHOLOGICAL BENEFITS OF IMPLICIT EMOTION REGULATION  
Room 206  
Chair: Sander Koole, VU University Amsterdam  
Speakers: Henrik Hopp, Elliot Berkman, Melissa Ferguson, Daniel Fockenberg

H9: RACE, STEREOTYPES, AND IMPLICIT THEORIES ABOUT THE CAPACITY FOR CHANGE  
Room 207  
Chair: Cynthia Levine, Stanford University  
Speakers: Priyanka B. Carr, Jason Plaks, Cynthia S. Levine, Stephanie Fryberg

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

GSC Business Meeting  
Room 209  
All Student affiliates are invited to attend and express your ideas.

Symposia Session I

I1: THE SELF AND LOVE: THE ROLE OF THE SELF IN ROMANTIC RELATIONSHIPS  
Ballroom B  
Chair: Tracy Kwang, The University of Texas at Austin  
Co-Chair: William B. Swann, Jr., The University of Texas at Austin  
Speakers: Mark R. Leary, Tracy Kwang, Wendi L. Gardner, Ronald D. Rogge

I2: CUES TO CONFIDENCE AND CONSISTENCY  
Room 6  
Chair: Matt Wallaert, Churnless  
Co-Chair: Leaf Van Boven, University of Colorado at Boulder  
Speakers: Matthew Wallaert, Richard Petty, David Dunning, Leif Nelson
**Schedule of Events**

**I3: UNEXPECTED COSTS AND BENEFITS OF MULTICULTURALISM AND ASSIMILATION: NEITHER IS ALL GOOD OR ALL BAD!**
*Room 7*
Chair: Kumar Yogeeswaran, University of Massachusetts - Amherst
Co-Chair: NilanjanDasgupta, University of Massachusetts - Amherst
Speakers: Miguel M. Unzueta, Kumar Yogeeswaran, Cheryl R. Kaiser, John F. Dovidio

**I4: WINDOW INTO THE SOUL: NATURAL LANGUAGE METHODS TO CAPTURE SOCIAL MOTIVATION, THOUGHTS, AND ACTION.**
*Room 217 A-B*
Chair: Dolores Albarracin, University of Illinois
Co-Chair: James Pennebaker, University of Texas
Speakers: James Pennebaker, Jeffrey Hancock, Art Graesser, Dolores Albarracin

**I5: BEYOND THE RHETORIC: EMPIRICAL INSIGHTS INTO CURRENT HOT-BUTTON POLITICAL ISSUES**
*Room 217 C-D*
Chair: Jane Risen, University of Chicago, Booth School of Business
Speakers: Clayton R. Critcher, Jane L. Risen, Valerie Purdie-Vaughns, John T. Jost

**I6: THE GLASS CEILING BREAKS, BUT GENDER STEREOTYPES AND THEIR IMPLICATIONS PERSIST; WHY?**
*Room 214 A-B*
Chair: Ann Bettencourt, University of Missouri
Speakers: Mark Manning, Scott Eidelman, Monica Biernat, Sarah J. Gervais

**I7: TOO MUCH OF A GOOD THING? A CLOSER LOOK AT HAPPINESS AND WELL-BEING**
*Room 214 C-D*
Chair: Maya Tamir, The Hebrew University of Jerusalem
Speakers: June Gruber, Iris B. Mauss, Maya Tamir, Weiting Ng

**I8: BEYOND DECEPTION DETECTION: NEW QUESTIONS AND RESEARCH DIRECTIONS**
*Room 206*
Chair: Claire E. Ashton-James, University of Groningen
Co-Chair: Catrin Finkenauer, VU University Amsterdam
Speakers: Claire E. Ashton-James, Mariëlle Stel, Justin J. Lehmiller, John Caughlin

**I9: SELF-REGULATION THROUGH VISUAL PERCEPTION**
*Room 207*
Chair: Emily Balcetis, New York University
Speakers: Emily Balcetis, Jay Van Bavel, Bruce D. Bartholow, Sean Duffy

**I10: SELF-AFFIRMATION AND ADAPTIVE BEHAVIOR: UNDERSTANDING MECHANISMS AND ADVANCING THEORY**
*Room 8*
Chair: J. David Creswell, Carnegie Mellon University
Speakers: J. David Creswell, Christine Logel, Jennifer L. Cerull, David K. Sherman

**I11: LIVING VICARIOUSLY? SELF-REGULATION AS A SOCIAL PROCESS**
*Room 205*
Chair: Kathleen C. McCulloch, Idaho State University
Co-Chair: Gráinne M. Fitzsimons, Duke University
Speakers: Josh Ackerman, Brian C. Gunia, Kathleen C. McCulloch, Keith Wilcox

**Poster Session G and Social Hour**
*Ballroom C*
Poster sessions are scheduled on Thursday, January 27, Friday, January 28, and Saturday, January 29. The presenting author must be present at least one full hour during the assigned session and the other authors should be present during the remaining time. The following times indicate when you are expected to set-up and take-down your poster. Note that we are asking you to leave your poster up for longer than the formal session. This will allow people to look at your poster throughout the day. You should plan to be at your poster from the start until the end of your formal session.

<table>
<thead>
<tr>
<th>Poster Session</th>
<th>Date &amp; Time</th>
<th>Set-up Begins</th>
<th>Session Begins</th>
<th>Session Ends</th>
<th>Take-down Complete</th>
<th>Topic Areas Being Presented</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Thursday, January 27</td>
<td>6:30 pm</td>
<td>7:00 pm</td>
<td>8:30 pm</td>
<td>8:45 pm</td>
<td>Culture; Evolution; Individual Differences; Lifespan Development; Mental Health; Personality Processes; Traits</td>
</tr>
<tr>
<td>B</td>
<td>Friday, January 28</td>
<td>7:45 am</td>
<td>8:00 am</td>
<td>9:30 am</td>
<td>12:15 pm</td>
<td>Close Relationships/Belonging/Rejection; Other; Physical Health; Social Support; Well-Being</td>
</tr>
<tr>
<td>C</td>
<td>Friday, January 28</td>
<td>12:15 pm</td>
<td>12:30 pm</td>
<td>2:00 pm</td>
<td>6:00 pm</td>
<td>Aggression/Anti-Social Behavior; Emotion; Motivation/Goals; Psychophysiology/Genetics</td>
</tr>
<tr>
<td>D</td>
<td>Friday, January 28</td>
<td>6:00 pm</td>
<td>6:15 pm</td>
<td>7:45 pm</td>
<td>8:00 pm</td>
<td>Assessment; Gender; Groups/Intragroup Processes; Intergroup Relations; Methods/Statistics; Prosocial Behavior</td>
</tr>
<tr>
<td>E</td>
<td>Saturday, January 29</td>
<td>7:45 am</td>
<td>8:00 am</td>
<td>9:30 am</td>
<td>12:15 am</td>
<td>Attitudes/Persuasion; Stereotyping/Prejudice</td>
</tr>
<tr>
<td>F</td>
<td>Saturday, January 29</td>
<td>12:15 pm</td>
<td>12:30 pm</td>
<td>2:00 pm</td>
<td>6:00 pm</td>
<td>Applied Social Psychology; Other; Self-Esteem; Self-Regulation; Self/Identity</td>
</tr>
<tr>
<td>G</td>
<td>Saturday, January 29</td>
<td>6:00 pm</td>
<td>6:15 pm</td>
<td>7:45 pm</td>
<td>8:00 pm</td>
<td>Norms and Social Influence; Person Perception/Impression Formation; Social Development; Social Judgment/Decision-Making; Social Neuroscience</td>
</tr>
</tbody>
</table>

The doors to the poster room will open at 6:30 pm on Thursday and at 7:45 am on Friday and Saturday for poster authors who are setting up their posters only. The room will not be open to the rest of the attendees until the exhibits open hour in the schedule of events. You may post your materials on the board assigned to you starting at the scheduled “Set-up Begins” time shown below. Please note that any posters not removed by “Take-down Complete” time will be discarded. The doors will close and lock for the evening at 8:45 pm on Thursday and 8:00 pm on Friday and Saturday. There is no re-entry after this time. Do not leave personal items in the poster room.

SPSP 2011 Exhibitors

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

- American Psychological Association
- BIOPAC Systems, Inc.
- Cambridge University Press
- Guilford Publications
- Millisecond Software
- MindWare Technology
- National Cancer Institute
- Noldus Information Technology
- Oxford University Press
- Psychology Press
- SAGE
- Tobii Technology

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

Exhibit hours are:
Thursday, January 27, 6:30 - 8:30 pm
Friday, January 28, 8:00 am - 8:00 pm
Saturday, January 29, 8:00 am - 8:00 pm
## Symposia & Special Sessions Schedule

### Friday, January 28 - Morning Sessions

<table>
<thead>
<tr>
<th>Location</th>
<th>Early Morning Special Session 8:15 - 9:30 am</th>
<th>Session A 9:45 - 11:00 am</th>
<th>Session B 11:15 am - 12:30 pm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room 6</td>
<td>A2: Perspectives on Psychological Distance’s Phenomenological Foundations&lt;br&gt;Leaf Van Boven and Ethan Kross</td>
<td>B2: Dominance: Perception, Motivation, and Behavior&lt;br&gt;Michael Robinson</td>
<td></td>
</tr>
<tr>
<td>Room 7</td>
<td>A3: Crossing the Threshold: Personality and Social Psychology Research Beyond the Laboratory&lt;br&gt;Marti Hope Gonzales and Stacey Sinclair</td>
<td>B3: Explorations in Regional Psychology&lt;br&gt;Peter Rentfrow</td>
<td></td>
</tr>
<tr>
<td>Room 217 A-B</td>
<td>A4: Psychological Construction as an Approach to Social Psychology&lt;br&gt;Lisa Feldman Barrett</td>
<td>B4: Toward an Important Role for Mindfulness in Self-Regulation: Findings from Personality and Experimental Social Psychology&lt;br&gt;Brian P. Meier and Ernest S. Park</td>
<td></td>
</tr>
<tr>
<td>Room 214 A-B</td>
<td></td>
<td>A6: As Time Goes on: Longitudinal Predictors of Relationship Outcomes&lt;br&gt;Xiaomeng Xu and Jennifer Tomlinson</td>
<td>B6: Emotional Flexibility in Risk and Resilience&lt;br&gt;Christian Waugh and Renee Thompson</td>
</tr>
<tr>
<td>Room 214 C-D</td>
<td>SSA2: Funding Opportunities at the National Science Foundation&lt;br&gt;Kelina M. Craig-Henderson and Brett Pelham</td>
<td>A7: Minimal Social Connection in the Regulation of Subjective States&lt;br&gt;Rick M. Cheung and Curtis D. Hardin</td>
<td>B7: Character Counts: Person-centered Approaches to Moral Judgment and Decision Making&lt;br&gt;David Tannenbaum and David Pizarro</td>
</tr>
<tr>
<td>Room 206</td>
<td>SSA1: Funding Opportunities at the NIH&lt;br&gt;Heather Patrick and Bill Klein</td>
<td>A8: Imagining the Future: When Do We Do It, and What Are the Consequences?&lt;br&gt;Heather Barry and Gabriele Oettingen</td>
<td>B8: Untangling the Web: Understanding Psychological Processes in the Context of Social Networks&lt;br&gt;Jerry Cullum and Lindsey Clark Levitan</td>
</tr>
<tr>
<td>Room 8</td>
<td>A10: Ecological Perspectives on Out-group Male Threat: Resonances with Biological Systems, Personality Variables and Environmental Context&lt;br&gt;D. Vaughn Becker</td>
<td>B10: How Culture Justifies Inter-group Inequality in the U.S.: Intelligence, Choice, Colorblindness, and Social Location&lt;br&gt;Aneta Rattan</td>
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</tr>
<tr>
<td>Room 204 A-B</td>
<td></td>
<td>A11: Taking Others’ Self-esteem into Account: Perceptions and Accuracy, Beliefs, and Consequences&lt;br&gt;Jennifer MacGregor</td>
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</tbody>
</table>
### Friday, January 28 - Afternoon Sessions

<table>
<thead>
<tr>
<th>Location</th>
<th>Session C 2:00 - 3:15 pm</th>
<th>Session D 3:30 - 4:45 pm</th>
<th>Keynote Address 5:00 - 6:15 pm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room 6</td>
<td>C2: The Benefits of Responsiveness: Beyond Good Relationships <em>Amy Canevello</em></td>
<td>D2: Promoting Positive Life Change: Improving Emotion Regulation, Cognition and Physiological States through Reflection and Mind-training <em>Bethany Ellen Kok and Barbara Fredrickson</em></td>
<td></td>
</tr>
<tr>
<td>Room 7</td>
<td>C3: New perspectives on the neuroendocrine regulation of social perception and behavior <em>Jennifer A. Bartz and Pranjal Mehta</em></td>
<td>D3: Developing Tools of the Trade: Tips for Success as a Student Writer, Researcher, and Collaborator <em>Kristin N. Dukes and Sean Hughes</em></td>
<td></td>
</tr>
<tr>
<td>Room 217 C-D</td>
<td>C5: Women and STEM: Predicting Performance and Interest in Science, Technology, Engineering, and Math (STEM) <em>Lora E. Park</em></td>
<td>D5: Spontaneous and Intentional trait inferences: New challenges and Bridges <em>Rui S. Costa and Jeffrey W. Sherman</em></td>
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<tr>
<td>Room 214 A-B</td>
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<tr>
<td>Room 214 C-D</td>
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<td>Room 206</td>
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<td>Room 204 A-B</td>
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</table>
# Symposia & Special Sessions Schedule

## Saturday, January 29 - Morning Sessions

<table>
<thead>
<tr>
<th>Location</th>
<th>Early Morning Special Session 8:15 - 9:30 am</th>
<th>Session E 9:45 - 11:00 am</th>
<th>Session F 11:15 am - 12:30 pm</th>
</tr>
</thead>
</table>
| Ballroom B        |                                             | E1: Visual Processing of Race  
Kerry Kawakami             | F1: Masculinity and Femininity in Associated Roles and Contexts  
Kees van den Bos and Theresa Vescio |
| Room 6            |                                             | E2: Kurt Lewin 2.0: Gene by Environment interactions in personality, culture, and emotion  
Bob Josephs | F2: The Neuroendocrinology of Intimacy and Social Connection  
Robin S. Edelstein and Sari M. van Anders |
| Room 7            |                                             | E3: Language and Emotion: Labeling Creates and Shapes Emotion  
Karim Sadik Kassam and Kristen Lindquist | F3: Data Blitz  
Wendy Berry Mendes and Andrew Elliot |
| Room 217 A-B      |                                             | E4: Actor/Observer 2.0: New Directions in Judging Self and Others  
Elizabeth R. Tenney | F4: Rational Basis or Legal Bias? Psychological Perspectives at the Intersection of Race, Policy and Law  
Destiny Peery |
| Room 217 C-D      |                                             | E5: Connect or Protect? New Insights into Motivated Responses to Social Exclusion  
Lisa M. Jaremka and Nancy L. Collins | F5: The Social Class Divide: Exploring a New Frontier of Cultural Psychology  
Michael W. Kraus and Paul K. Piff |
| Room 214 A-B      |                                             | E6: Manifest Culture: An Analysis of the Psychological Basis and Influence of Sociocultural Landscapes  
Krishna Savani and Max Weisbuch | F6: New Directions in Mixed Emotions Research: The Role of Individual Differences, Temporal Dynamics, and Meaningfulness  
Vera Sacharin |
| Room 214 C-D      |                                             | E7: What is Ego Depletion? Exploring the Mechanism via which Exercising Self-control Affects Subsequent Self-control  
Michael Inzlicht | F7: Examining the Stability of the Self Across Multiple Levels of Analysis  
Erica Beth Slotter and Wendi L. Gardner |
| Room 206          | SSR1: Panel Discussion: Scientific Advances at the Interface of Social/Personality Psychology and NIH ~ Beyond Funding  
Heather Patrick and Alex Rothman | E8: Taking It To The Streets: The Study of Self-Control Beyond Sophomores in the Lab  
Glenn Adams |
| Room 207          | SSR2 How to Publish Your Manuscript  
Lindsay MacMurray | E9: Us Versus them: Effects of Intergroup Competition on Tolerance of Outgroup Suffering  
Mina Cikara | F9: Development and Hierarchical Structures of Achievement Goals: Advances in Theory and Research  
Katherine S. Corker |
| Room 8            |                                             | E10: Cues and Strategies for Communicating Interest in Romantic Relationship Initiation  
Melanie Canterberry | F10: Culture “within”: the Impact of Religion, Social Class, and Political Ideology on Cognition  
Igor Grossmann and Michael E. W. Varruun |
| Room 205          |                                             | E11: Minding the Self: How Mindfulness Improves Self-Reflection and Self-Knowledge  
Erika Carlson and Simine Vazire | F11: How does Personality Change? Dynamics of Change in Personality Traits, Goals, and Values  
Anat Bardi |
<table>
<thead>
<tr>
<th>Location</th>
<th>Session G</th>
<th>Session H</th>
<th>Session I</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room 7</td>
<td>G3: Perspective Mistaking: When Stepping into the Minds of Others isn’t Enough Adam Galinsky and Nicholas Epley</td>
<td>H3: Cognitive Tuning: How Contextual and Embodied Cues Shift Reasoning and Decision Making Ruth Mayo and Norbert Schwarz</td>
<td>I3: Unexpected Costs and Benefits of Multiculturalism and Assimilation: Neither is All Good or All Bad! Kumar Yogeeswaran and Nilanjana Dasgupta</td>
</tr>
<tr>
<td>Room 214 A-B</td>
<td>G6: Long-Term Effects of Media Violence Usage on Aggression in Childhood and Adolescence Barbara Krahé</td>
<td>H6: Connecting Social Minds: Perceptual, Physiological, and Behavioral Coordination Within and Between Groups Adam Pearson and Tessa West</td>
<td>I6: The Glass Ceiling Breaks, but Gender Stereotypes and their Implications Persist; Why? Ann Bettencourt</td>
</tr>
<tr>
<td>Room 214 C-D</td>
<td></td>
<td>H7: Integrating Laboratory and Longitudinal Research on Relationships Madoka Kumashiro and Niall Bolger</td>
<td>I7: Too Much of a Good Thing? A Closer Look at Happiness and Well-Being Maya Tamir</td>
</tr>
<tr>
<td>Room 207</td>
<td></td>
<td>H9: Race, Stereotypes, and Implicit Theories about the Capacity for Change Cynthia Levine</td>
<td>I9: Self-Regulation Through Visual Perception Emily Balcetis</td>
</tr>
<tr>
<td>Room 205</td>
<td></td>
<td>H11: Living Vicariously? Self-Regulation as a Social Process Kathleen C. McCalloch and Gränne M. Fitzsimons</td>
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</tr>
</tbody>
</table>
Welcome to the 12th Annual SPSP Meeting from your Graduate Student Committee

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

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

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

2011-2011 Graduate Student Committee

Sean Hughes  
Robin Kaplan  
Haylie Gomez  
Amy-Jo Lynch  
Kristin Dukes  
Carmel Gabriel  
Austin Lee Nichols

GSC Preconference

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

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

The GSC Preconference will address two pressing concerns that graduate students face during these turbulent economic times. This event will open with a series of talks dedicated to searching for and securing research funding. Panellists will offer advice on how to craft a successful grant proposal, as well as where and how to locate national funding opportunities. Thereafter, the preconference will shift focus to the current job market, and feature a series of presentations on careers available to students within academia (e.g. post-doctoral, faculty positions). This event will close with a discussion of academic hiring practices from panellists who have experience serving as either departmental chairs and/or on hiring committees. Given the intended training orientation of this pre-conference, ample time is reserved for questions and audience involvement. In particular, a roundtable lunch hour will present pre-conference attendees with the opportunity to discuss and receive feedback from speakers about career options. In addition, to round out the day, there will be panel discussion in which audience members can ask the speakers about the ins-and-outs of pursuing both traditional and non-traditional careers informed by expertise in personality and social psychology.

GSC Poster B190:

Do Graduate Students Really Think Straight About Weird Things?

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

Earlier this year the GSC surveyed over 600 SPSP student members in order to index the prevalence of popular misconceptions about Psychology (e.g. “subliminal messages persuade people to buy products; People only use 10% of their brains; hypnosis is an altered state of consciousness”). Past research shows that many students bring such misconceptions to their studies and that these inaccuracies often remain intact throughout their education. In the current study the GSC sought to determine whether SPSP student members could distinguish psychological fact from fiction using an on-line survey. If you are interested in finding out if SPSP student members really think straight about weird things then stop by our Poster on Friday morning!
GSC Special Symposium D3:
Developing Tools of the Trade: Tips for Success as a Student Writer, Researcher, and Collaborator

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

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

Mentoring Luncheon

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

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

GSC Business Meeting

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

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

Student Poster Awards

Ongoing throughout the conference in Ballroom C

The Student Poster Award at the SPSP annual conference is now in its ninth year. Eligible candidates had their poster and award submission statement reviewed by their student peers earlier in the year. Five finalists were then selected from each poster session. These finalists will be interviewed by several secret judges during their poster session at SPSP 2011, and winners will be determined by the judges’ scores. Three awards will be given out each poster session -- one First Place award and two Runner-Up awards -- to students whose poster presentation reflects excellence in research, clarity in presentation, and personal knowledge in a discussion with the judges. Award winners will receive a small monetary prize and public recognition for their achievement.
GASP

GASP, the GLBT Alliance in Social and Personality Psychology, celebrates its 10th anniversary this year. GASP is an official affiliate of the Society for Personality and Social Psychology. Membership and events are open to all, regardless of sexual orientation or research interest. GASP provides social support and professional resources to Gay, Lesbian, Bisexual, and Transgender students and faculty in social and personality psychology. GASP's major goals are to maintain a safe and welcoming professional forum for LGBT students and faculty and their heterosexual allies, and to serve as a resource for researchers, teachers, and other professionals.

Website and Listserv

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

Our private moderated listserv sends noncommercial postings about LGBT research and professional issues to more than 320 members worldwide. To subscribe, http://lists.csbs.utah.edu/listinfo.cgi/gasp

GASP Measures Database

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

Contact Information

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

GASP Mentoring Luncheon

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

Volunteer faculty mentors will host small group discussions of a variety of research and professional issues, including LGBT issues in the academic job market, positioning LGBT research for publication, and obtaining funding for research on sexual-minority populations and other diversity topics. Tables will also be devoted to the discussion of how to communicate psychological science information about sexual orientation, theory-based interactive HIV-prevention interventions, conducting research on marginalized and secret romantic relationships, how to be a productive researcher, and career issues for women. Join us for coffee and dessert on Friday 1-2 p.m. to celebrate our 10th anniversary (location details in official program listing).
To increase diversity within personality and social psychology and to foster a supportive climate, SPSP’s Diversity and Climate Committee (DCC) sponsors four initiatives to facilitate the career development of members who come from underrepresented groups.

1. The Diversity Fund Travel Award: Each year qualified graduate students from underrepresented groups are invited to apply for travel awards to help defray the costs of attending the annual SPSP conference. This year 73 graduate students applied for a Diversity Fund Travel Award and 29 applicants received the award. Awardees received $500 for travel expenses. They will also attend a diversity reception at the conference where they will have an opportunity to meet and chat individually with senior social psychologists who they admire and whose work has influenced their own intellectual development.

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

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

4. Finally, the Diversity and Climate Committee sponsors a symposium at each year’s SPSP meeting that is closely related to issues of diversity. This year’s symposium is “How Culture Justifies Intergroup Inequality in the U.S.: Intelligence, Choice, Colorblindness, and Social Location,” chaired by Aneeta Rattan, with speakers Aneeta Rattan, Krishna Savani, Evan P. Apfelbaum, and Melissa Sanders (Friday January 28, 11:15 am - 12:30 pm, Room 8, Session B10).

The Diversity and Climate Committee would like to thank individual SPSP members for their contributions to the Diversity Fund. Members may donate directly to the Diversity Program when paying the yearly SPSP membership dues. Members may also contribute by providing their ideas for additional initiatives by contacting any of the members on the Diversity and Climate Committee (Denise Sekaquaptewa, Rudy Mendoza-Denton, and Stephanie Fryberg).

SPSP Diversity Program

SPSP Diversity Fund Award Recipients

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

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

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

Tatiana Basáñez received her master’s degree in Psychology at California State University Los Angeles. She is a 2nd year PhD student in Applied Social Psychology at Claremont Graduate University working with Dr. William Crano on persuasion research aimed at improving health behaviors in Hispanic adolescents. She also works with Dr. Susan Ames at the School of Community and Global Health on a neuro imaging project on implicit alcohol associations, and with Dr. Jennifer Unger on a longitudinal survey related to acculturation issues and substance use. She wants to use embodied motivations findings to design health intervention strategies.
Jazmin Brown-Iannuzzi was born in Baltimore, MD and raised in Davis, CA. She received her B.A. in Psychology from Princeton University and is now in her second year of the Social Psychology Ph.D. program at the University of North Carolina, Chapel Hill. Jazmin is currently exploring how emotions and cognitive processes influence stereotyping and prejudice under the supervision of Dr. Keith Payne. She is interested in how different strategies of emotion regulation can reduce bias and in the relationship between social goals and an individual's tendency to "not see" outgroup members. After receiving her Ph.D., Jazmin plans to become an educator and to continue conducting research that seeks to improve interracial relations.

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

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

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

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

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

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

Lisa Jaremka joined the social psychology graduate program at the University of California Santa Barbara in 2005. Under the primary mentorship of Dr. Nancy Collins, Lisa has been working to establish a program of research examining interpersonal relationships with three main foci: (a) the intersection of the self and close relationships, (b) adaptive and maladaptive responses to rejection and other threats to belonging, and (c) social support processes and their underlying mechanisms. Across these three areas of interest, Lisa is interested in the interface between physiological and psychological responses with an emphasis on the endocrine and cardiovascular systems.
Amy Krosch investigates the basic social and cognitive mechanisms underlying intergroup justice and discrimination. Using behavioral and physiological measures, she examines how situational factors exacerbate racial inequality and how they shift the perceptual criterion used to determine group membership. Her long-term goal is to inform interventions aimed at reducing racial disparities in socio-economic and health outcomes. She is currently a 2nd year Ph.D. student at New York University, working with Professors David Amodio and Tom Tyler. Before beginning graduate school, Amy received her B.S. in Psychology from the University of Wisconsin - Madison and researched behavioral decision making at Columbia University.

Janet Lee was born in Queens, New York and received her B.A. in Psychology (minored in Religion and Political Science) at Barnard College, Columbia University. Her interest in social psychology was piqued as she conducted research with former graduate student, Ethan Kross, in Dr. Walter Mischel’s lab on emotion regulation. She is currently a third-year Ph.D. student in social psychology at New York University. With her mentors, Gabriele Oettingen and Peter Gollwitzer, her research focuses on nonconscious goal pursuit, more specifically putting emphasis on a phenomenon called goal projection. Janet looks forward to pursuing a career in academia, conducting research and mentoring students.

Elizabeth Lee was born, raised, and completed her B.A. in Psychobiology at Drew University in New Jersey. Currently a Ph.D. student in Social Psychology at the Pennsylvania State University, she explores how our cultural/ethnic/racial backgrounds influence everyday interpersonal experiences and interact with the larger cultural context. With her advisor, Janet Swim, and mentor, José Soto, she has researched questions like: What are the diverse ways targets of discrimination express being offended?, and How do norms for emotion moderate the health consequences of inhibiting expression? After obtaining her Ph.D., she aims for a career where her work will advance intercultural appreciation.

Debbie Ma is a doctoral candidate in Social Psychology at the University of Chicago. Along with her advisor, Joshua Correll, she investigates the ways that social categories shape human cognition and behavior. She is particularly interested in how targets’ features influence stereotyping over and above category membership alone. In two related lines of research, Debbie investigates how category salience influences automatic associations and the cognitive processes implicated when individuals actively attempt to avoid using social categories in their judgments. After completing her Ph.D., Debbie plans to work as a researcher and teacher in an academic setting.

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

Jennifer Pattershall was born in Bangor, Maine, and spent most of her life in the greater Bangor area. She received both her BA and MA in psychology at the University of Maine under the supervision of Dr. Scott Eidelman. She is now a doctoral student at the University of Arkansas and continues to work in Dr. Eidelman’s drastically relocated lab. Her primary research interests include motivational moderators of affective forecasting errors and biased memory for emotions, but she also has interests in social cognitive biases, stereotyping, and political psychology. Jennifer anticipates receiving her PhD in 2012.

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

Eileen V. Pitpitan was born and raised near Los Angeles, and received a B.A. in Psychology with highest honors from UCLA. She received her M.A. from the University of Connecticut where she is currently a 5th year Ph.D. candidate. Her two lines of research examine power dynamics and intergroup relations and the psychology of overweight stigma. She is currently finishing her dissertation on group identity among overweight and obese people as it relates to prejudice, health concerns, individual well-being, and group-level outcomes. After obtaining her Ph.D., Eileen plans to pursue a career in academia to continue research and teaching.
Aneeta Rattan grew up in Tampa, Florida. She is a PhD Candidate at Stanford University in her 6th year. Her research interests focus on understanding how broad beliefs affect targets' responses to prejudice, the ways people justify inequality, and visual processing. With Carol Dweck, she has found that believing personality can change motivates targets to confront prejudice. With Brian Lowery, Aneeta has examined how and why Whites' self-esteem benefits from endorsing stereotypes about Asian Americans. With Jennifer Eberhardt, she has examined how the African American-ape association affects visual attention. Aneeta is pursuing an academic career as a researcher and teacher.

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

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

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

Ekeoma Uzogara was born abroad and later grew up in Massachusetts. She received a B.A. from Boston University majoring in psychology. Currently, she is a third-year Ph.D. student in social psychology at the University of Michigan-Ann Arbor. Broadly, her research is at the intersection of social psychology and stress as it relates to health, working with Dr. James Jackson. She is interested in advancing how we understand race and gender and identifying appraisal processes that promote better health. After completing her training, she plans for a career in research in academia.

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

Angela C. White received her B.A. in Psychology from the University of Texas at San Antonio. Currently, she is a fourth year doctoral student in Social Psychology at the University of Connecticut. With Dr. Blair T. Johnson, Angela examines changes in Black Americans’ intergroup attitudes over time. With Dr. Felicia Pratto, she studies attributions of responsibility within intergroup relations. She will examine HIV prevention for Black Americans in her dissertation. After graduate school, Angela aspires to be a professor, to apply her research to address health disparities, and to serve as a research and career mentor for under-represented students.

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

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

Audiovisual Equipment for Talks

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

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

Baggage Check

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

Business Center

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

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

Certificate of Attendance

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

Chair People

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

Contact Us

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

Disclaimer

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

Food Service

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

Thursday
Welcome Reception, 7:00 - 8:00 pm

Friday and Saturday
Continental Breakfast, 8:30 - 9:00 am
Coffee Break, 11:00 - 11:15 am
Boxed Lunch, 12:30 - 1:30 pm
Coffee Break 3:15 - 3:30 pm

Future Meetings

SPSP 2012 will be held in San Diego, January 26-28, 2012. SPSP 2013 will be held in New Orleans, January 17-19, 2013.

Internet Access

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

Lost & Found

Please check with the SPSP Registration Desk for any items lost and found. Found items at the end of the conference will be taken to the Center Security and held for claim up to 6 months.

Meeting Rooms

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

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

Thursday, January 27, 3:00 - 8:00 pm
Friday, January, 28, 12:00 - 5:00 pm

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

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

Name Badges
The Henry B. Gonzalez Convention Center is open to public access. For security purposes, attendees, speakers and exhibitors are asked to wear their name badges to all sessions and social functions.

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

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

Thursday, January 27, 3:00 - 8:00 pm
Friday, January 28, 7:30 am - 4:30 pm
Saturday, January 29, 7:30 am - 3:30 pm

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

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

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

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

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

Registration
See Onsite Meeting Registration.

Smoking
Smoking is prohibited in or outside any of the meeting rooms or the exhibit hall.

Social Hour
The final poster session of the day on Friday and Saturday (6:15 - 7:45 pm) includes a social hour. The social hour allows attendees to mingle with cash bar refreshments while viewing the posters.

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

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

Getting Around San Antonio
Streetcar
Downtown travel is a breeze on the streetcar, an open air, authentic reproduction of a rail streetcar that traveled the streets of San Antonio more than 50 years ago. Four streetcar routes stop at top sights like the Alamo, the Spanish Governor's Palace, La Villita, Sunset Station, the Southwest School of Art and Craft, the Institute of Texan Cultures, the King William Historic District and downtown shopping. The downtown streetcar station at Convention
Plaza provides convenient access for travelers. Order a streetcar pass online or purchase one at the Visitor Center. When you get to town, pick up a streetcar brochure in your hotel lobby.

**River Taxi**

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

**The Sightseer Special Bus**

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

**Need Help? Ask an Amigo!**

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

Opening Session and Presidential Symposium
Thursday, January 27, 5:00 - 7:00 pm

2020: VISIONS FOR THE NEXT DECADE OF SOCIAL AND PERSONALITY PSYCHOLOGY
Thursday, January 27, 5:00 - 7:00 pm, Ballroom B
Chair: Todd Heatherton, Dartmouth College

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

PERSONALITY: WHAT WE KNOW AND WHAT WE NEED TO KNOW
Speaker: David Funder, UC-Riverside

ONE WORD: PLASTICITY
Speaker: Susan Fiske, Princeton University

THE BRIGHT FUTURE OF POST-PARTISAN SOCIAL PSYCHOLOGY
Speaker: Jonathan Haidt, University of Virginia

Symposia Session A
Friday, January 28, 9:45 - 11:00 am

Symposia Session A1
SERENDIPITY AND TENACITY IN THEORY DEVELOPMENT: PERSONAL ACCOUNTS
Friday, January 28, 9:45 - 11:00 am, Ballroom B
Chair: Arie Kruglanski, University of Maryland
Co-Chair: E. Tory Higgins, Columbia University
Speakers: Paul A.M. Van Lange, Carol S. Dweck, Roy F. Baumeister, Douglas T. Kenrick

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

ABSTRACTS

THE GROWTH OF INTERDEPENDENCE THEORY: A TRULY SOCIAL PROCESS
Paul A.M. Van Lange1; 1Wu University, Amsterdam —

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

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

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

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

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

**ON ACCIDENTALLY BECOMING AN EVOLUTIONARY PSYCHOLOGIST, BUT REMAINING ONE ON PURPOSE**  
Douglas T. Kenrick

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

**ABBREVIATIONS**

**FEELING CLOSE: THE EMOTIONAL FOUNDATION OF PSYCHOLOGICAL DISTANCE**  
Leaf Van Boven

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

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

**SO MUCH TO DO AND SO LITTLE TIME: EFFORT AND PERCEIVED TEMPORAL DISTANCE**
Gabriela Jiga-Boy⁴,², Anna Clark⁵, Gün Semin⁵; ¹Swansea University, ²Cardiff University, ³INSEAD, ⁴Utrecht University — Future events can happen in a few hours, days, or years from conception. What shapes people’s perceptions of when events will happen? In a series of five experiments, we investigate whether the perceived temporal distance to a future event is dynamically shaped by the effort needed to realize that event. Recent research has shown that perceived spatial distance is shaped not only by the physical characteristics of the spatial layout, but also by the effort needed to perform actions within that spatial layout. For example, distances seem further when one is wearing a heavy (vs. light) backpack. In Studies 1a and 1b, participants who were faced with realizing events by a fixed deadline perceived those events as psychologically closer to the degree that realization of those events required greater rather than lesser effort, independent of the deadlines’ objective temporal distance. In Study 2, this negative relationship between perceived effort and perceived distance was reversed when the events had no deadline, and their realization could presumably be postponed. Finally, in Studies 3 and 4, people who were independently primed with high effort perceived events with deadlines as less psychologically distant compared to people primed with low effort. Our results indicate that actions to be performed within a fixed temporal window shape the perceived psychological distance to the future event they contribute to. These results are consistent with an adaptive basis of temporal distance perception: namely, future events need to feel subjectively closer in time for deadlines to be successfully realized.

**FROM AFFECT TO BEHAVIOR: THE BEHAVIORAL IMPLICATIONS OF SELF-DISTANCING**
Ethan Kross¹, Ozlem Ayduk², Aleah Burson¹; ¹University of Michigan, Ann Arbor, ²University of California, Berkeley — Recent research indicates that reflecting on negative feelings from a self-distanced perspective has beneficial emotion-regulatory consequences. Are there also beneficial behavioral implications of self-distanced reflection on negative feelings? This talk reviews findings from two recent studies that addressed this question. First, we will summarize the results of a longitudinal study that examined how individual differences in spontaneous self-distancing while reflecting on daily negative experiences with one’s romantic partner (assessed over a 3-week daily diary period) influences conflict resolution behavior in the laboratory. People who tended to spontaneously adopt self-distanced (rather than self-immersed) perspectives also tended to resolve conflicts more successfully. Second, we will summarize the results of an experiment that used the Trier Social Stress Task—a stress provoking task in which people are asked to deliver a speech on a topic they have not prepared in front of an evaluative audience—in order to examine the effect of experimentally manipulating self-distancing versus self-immersion on behavior in a performance context. The results of this study indicated that participants who self-distanced prior to the speech task delivered more persuasive speeches. They also experienced less emotional and physiological reactivity during and after the speech task, ruminated less and were less depleted. Taken together, the findings from these experiments add to a growing body of research suggesting that self-distancing facilitates self-regulation and adaptive behavior. Discussion will focus on the theoretical and practical implications of these findings, as well as the conditions in which self-distancing may be harmful.
SOCIAL PSYCHOLOGY BEYOND THE LAB: INTERVENTION RESEARCH IN SCHOOLS  Geoff Cohen1, Valerie Purdie-Vaughns2, Julio Garcia3; 1Stanford University, 2Columbia University, 3University of Colorado — Applying experimen-
tal methods and findings of social psychology to the "real world" has, of course, benefits and costs. Field research can address how social-
psychological processes interact with other factors in complex social sys-
tems, such as schools, and how such processes unfold over larger time
scales than observed in the lab. Testing social-psychological theory in the
field also provides both a rigorous test of theory and the possibility of
depening and refining it by bringing to light variables that would other-
wise go unobserved. Finally, in moving from the lab to the real world, social
psychology can advance the science of social change through its
unique methodology and concern with the subjectivity of the actor. Still,
the reality of publish or perish, the relatively greater cost of field
research in time and money, and pressures asserted by political factors,
are among the costs that constrain such work.

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

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

Symposia Session A4

PSYCHOLOGICAL CONSTRUCTION AS AN APPROACH TO
SOCIAL PSYCHOLOGY

Friday, January 28, 9:45 - 11:00 am, Room 217 A-B
Chair: Lisa Feldman Barrett, Northeastern University
Speakers: Lisa Feldman Barrett, Alexandra Touroutoglou, Larry Barsalou

For almost a century, psychology has been practicing a very sophisti-
cated form of phenomenology – taking preconceived ideas about mental
life that derive from our everyday experiences and with a kind of naïve
realism, searching we search for these categories in the brain. Psycholo-
gists reify emotion, cognition, memory, attention, the self, and automatic
or controlled processing as entities, and talk about psychological facts as
if they are physical facts. In this symposium, we will discuss neuroimag-
ing data from a number of sources to challenge the idea that social psy-
chological constructs can be localized to specific parts of the brain.
Instead, the evidence is consistent with a psychological construction
approach which is grounded in the assumption that experienced psycho-
logical states are not the elemental units of the mind, but instead are the
products that emerge from the interplay of more basic, all purpose ingre-
dients. In the first paper of the symposium, I will present a theoretical
overview of the psychological construction approach, with results from a
large meta-analysis of neuroimaging research on emotion that provides
direct support for the psychological construction approach. Alex Tour-
outoglou will present evidence from resting-state connectivity analyses,
in conjunction with behavioral data, to demonstrate that interoceptive
information from the body (associated with the anterior insula) is a basic
ingredient in both affective experience and attention. Amith Shen
will then present functional evidence that the orbitofrontal cortex is
independently involved in both affect and object identification, and
discuss implications for understanding the OFC’s function.

ABSTRACTS

THE PSYCHOLOGICAL CONSTRUCTION OF EMOTION Lisa Feldman Barrett1,2,3; 1Department of Psychology, Northeastern University, 2Martinos Center for Biomedical Imaging at Massachusetts General Hospital, Harvard Medical School, 3Psychiatric Neuroimaging Program, Department of Psychiatry, Massachusetts General Hospital, Harvard Medical School —
Humans experience seeing and thinking and emoting as fundamentally
different sort of psychological activity. As a result, psychologists have
believed for some time that perceptions, cognitions and emotions are
separate and distinctive processes in the mind that interact like the bit
and parts of a machine. In this talk, I present a meta-analysis of neuroim-
aging studies of emotion that will illustrate how the human brain does
not respect these psychological categories, with the result that mental
states cannot be said to be categorically one or the other in biological
terms. Nor can behavior be caused by their interaction. Instead, the evi-
dence appears to support a psychological construction approach to the
mind. Specifically, the brain appears to be equipped with a variety of
broader networks corresponding to more basic psychological mecha-
nisms that, like the ingredients in a well-stocked pantry, combine in reci-
pes from which mental states emerge. While different recipes might exist
for perception, cognition, and emotion, the data appear to suggest that
similar ingredients are constituting all three classes of mental events.
Additional imaging experiments will be used to demonstrate the genera-
tive value of a psychological construction approach to understanding
the mind.

A COMMON ROLE FOR ANTERIOR INSULA IN EMOTION AND
ATTENTION Alexandra Touroutoglou1, Lisa Feldman Barrett2,3; 1The
Martinos Center for Biomedical Imaging at Massachusetts General Hospital,
Harvard Medical School, 2Department of Psychology, Northeastern University,
3Psychiatric Neuroimaging Program, Department of Psychiatry, Massachusetts
General Hospital, Harvard Medical School — A ubiquitous finding in the
field of neuroscience is that anterior insula (AI), which is involved in rep-
resenting bodily sensations, is implicated in subjective feelings (e.g.,
emotional awareness) as well as in executive attention (e.g., cognitive
control and performance monitoring). Previously, Wager and Barrett
(2004) used a meta-analysis of insula activations and showed that the
ventral and dorsal AI subregions are distinctly activated by emotional
and shifting of attention tasks, respectively. The present study (n = 42)
expands upon these findings and uses intrinsic functional connectivity
MRI (fcMRI) to provide a map based on the correlations between sponta-
neous activity in the ventral and dorsal AI subregions. Using seed
regions of interest in the two AI subdivisions, we identified two topographically distinct networks, an “executive attention” network anchored by the dorsal AI seed and a “core affect” network anchored by the ventral AI seed. The “executive attention” network preferentially included regions implicated in attention (e.g., frontal and parietal regions) whereas the “core affect” network included regions associated with affect processing (e.g., amygdala and orbitofrontal cortex). Our results highlight the importance of sensory input from the body as important to both subjective experiences of emotion and to goal-based forms of attention, as well as the importance of the body in the attentional matrix within the brain more generally. These results provide insights into the neural mechanisms behind human awareness and demonstrates that information from the body provides a key ingredient to the human mind.

EMOTIONS AS SITUATED CONCEPTUALIZATIONS
Larry Barsalou1, Moshe Bar2,3, Lisa Feldman Barrett2,3, Emory University, 2Massachusetts General Hospital, Harvard Medical School, 3Northeastern University — A psychological construction approach to the mind can help reveal commonalities between types of psychological phenomena that people experience as categorically different from one another. For example, the brain rapidly processes information both about the value of an object (affective) as well as the other objects or contexts it can be associated with (associative). Both of these properties are often assumed to be orthogonal to one another and likewise encompassed by unrelated psychological and neural processes. In this paper, we demonstrate that although affective and associative meaning have been largely studied independent of one another, they share common neural architecture in the medial orbitofrontal cortex (mOFC). Participants (n=19) performed a simple object recognition task with images of objects presented briefly in isolation while undergoing fMRI. Objects varied in their affective valence as well as in the ease with which they brought to mind associated objects (associativity). A region in left mOFC was independently sensitive to both increasing pleasantness and increasing associativity, suggesting that the mOFC is neither specifically affective nor cognitive (in their traditional properties). More specifically, the nonspecific component of anger is primarily driven by predictions about the value of the object (affective) as well as the other objects or contexts it can be associated with (associative). Although their argument has merit, I will demonstrate that anger is best viewed from the perspective of the multilevel hierarchical structure of affect (Tellegen, Watson & Clark, Psychological Science, 1999). This hierarchical approach emphasizes that anger has both a specific and a non-specific component: The former captures the portion of anger that is shared with other types of negative affect (and that is responsible for the strong positive correlations that typically are found among various negative emotions), whereas the latter represents its unique qualities that distinguish anger from other negatively valenced states. We will present a broad range of evidence—including mood, personality, and clinical data—to establish that anger shows both approach and avoidance motivation systems. Our hope is that these varied perspectives will spark further discussion, development, and synthesis.

THE DUAL NATURE OF ANGER: A HIERARCHICAL PERSPECTIVE
David Watson1; University of Notre Dame — Traditional models of behavioral approach have emphasized the strong and specific association between this appetitive system and positive emotional states such as joy, energy, and enthusiasm. Carver and Harmon-Jones (Psychological Bulletin, 2009), however, have challenged this traditional view and have marshaled considerable evidence to support their argument that the experience of anger also can be linked to this approach/appetitive system. Although their argument has merit, I will demonstrate that anger is best viewed from the perspective of the multilevel hierarchical structure of affect (Tellegen, Watson & Clark, Psychological Science, 1999). This hierarchical approach emphasizes that anger has both a specific and a non-specific component: The former captures the portion of anger that is shared with other types of negative affect (and that is responsible for the strong positive correlations that typically are found among various negative emotions), whereas the latter represents its unique qualities that distinguish anger from other negatively valenced states. We will present a broad range of evidence—including mood, personality, and clinical data—to establish that anger shows both approach and avoidance motivation systems. More specifically, the nonspecific component of anger is primarily related to the appetitive/avoidance motivational systems, whereas its specific component has a stronger link to the appetitive/approach system. In most contexts, the appetive/non-specific component is the more important of the two, but in some instances the specific approach component is more salient. I will conclude by considering the broader implications of these data for our understanding of affect, personality and psychopathology.
ANGER AS APPROACH: NEW EVIDENCE 
Eddie Harmon-Jones1, Cindy Harmon-Jones1, David M. Amodio2; 1Texas A&M University, 2New York University — Emotions are complex biopsychosocial processes composed of (at least) physiological changes, behavioral expressions, and subjective experiences. Anger, often considered a basic, negative emotion, is predominately associated with approach motivational tendencies, unlike other negative emotions, which are associated with withdrawal motivational tendencies. I will review recent research that supports this anger-as-approach idea across the three basic components of emotion. That is, the subjective experience of anger (at trait and state levels) is associated with subjective experiences of approach motivation, as measured by the Positive and Negative Affect Scales and the Behavioral Activation Scales. Other studies have found that anger (trait and state) is related to approach-motivated physiological changes (startle eyelink responses to appetitive stimuli). Finally, studies have found that facial expressions of anger are confused with facial expressions of determinability, which is considered an approach-motivated affective state. Together, these studies suggest that anger is associated with approach motivation.

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

Symposia Session A6
AS TIME GOES ON: LONGITUDINAL PREDICTORS OF RELATIONSHIP OUTCOMES
Friday, January 28, 9:45 - 11:00 am, Room 214 A-B
Chair: Xiaomeng Xu, SUNY Stony Brook
Co-Chair: Jennifer Tomlinson, Carnegie Mellon University
Speakers: Xiaomeng Xu, Jennifer Tomlinson, Benjamin Kamey, Margaret Clark
Longitudinal research provides a rich canvas for exploring relationship processes as they occur. This symposium brings together four lines of distinct work utilizing longitudinal methodology. The studies have a common theme of exploring relationship processes in dating and married couples. The first speaker will present follow-up data from an early-stage intense love study conducted in China and discusses the fMRI correlates between early stage love and relationship satisfaction, commitment, and longevity 40 months later. The second speaker will discuss pre-dissolution predictors of happiness immediately following a breakup of a dating relationship. Self-expansion and relationship closeness before the breakup were key predictors of post-dissolution happiness. The third speaker will present eight waves of data (collected over 4 years) on workload stress and marital satisfaction for newlywed couples, including the effects of spousal roles and parental status. The final speaker will discuss the expectation for and change in use of need-based and exchange norms in the early years of marriage. She will also discuss the moderating effects of attachment anxiety and avoidance on these expectations and changes in norms. The four talks together illustrate the importance and value of longitudinal research and showcase the diverse possibilities of such work.

ABSTRACTS

BRAIN ACTIVATIONS DURING EARLY-STAGE INTENSE LOVE PREDICT RELATIONSHIP OUTCOMES 40 MONTHS LATER 
Xiaomeng Xu1, Lucy Brown2, Arthur Aron1, Guikang Cao3, Tingyong Feng2, Xuchu Weng4; 1Stony Brook University, 2Einstein College of Medicine at Yeshiva University, 3Southwest University, Chongqing, China, 4Chinese Academy of Sciences, Beijing, China — Early-stage romantic love has been studied previously in the U.S., U.K., and China (Aron et al., 2005; Bartels & Zeki, 2000; Ortuig et al., 2007; Xu et al., 2010), revealing activation in the reward and motivation systems of the brain. But what happens as the relationship progresses? Do activations during the early-stage of a romantic relationship predict whether the relationship continues, and if so, how satisfied and committed the person feels at a later time? Forty months after their initial scanning, we were able to follow up with 12 of 18 early-stage romantic love participants in the Xu et al. study (carried out in China). Of the 12, half were still together, and reported on their current relationship satisfaction and commitment. Greater activation in the right caudate tail and less activation in the medial orbitofrontal cortex and right accumbens occurred for those still together compared to those who had broken up. For the six still together, in spite of the small sample size, greater activation in the left caudate tail and less activation in the medial orbitofrontal cortex were associated with greater relationship commitment. Less activation in medial orbitofrontal cortex and nucleus accumbens were also associated with greater relationship happiness at 40 months. The data suggest that activation of specific cortical and subcortical neural systems early in a relationship when thinking about the beloved partner might predict relationship longevity, happiness, and commitment.

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

WORKLOAD AND THE TRAJECTORY OF MARITAL SATISFACTION: WHEN STRESS HELPS OR HURTS MARRIAGE 
Benjamin Kamey1, Elianne VanSteenberghe2; 1UCLA, 2Utrecht University — Stress, on average, is bad for relationships. Yet stress at work is not always associated with negative relationship outcomes. For some couples, demands at work and the demands of relationships compete for limited time and attention, such that elevated workload predicts lower marital satisfaction. For others, however, engagement in demanding work may enhance relationships at home, such that relationships are more satisfying when partners are
experiencing heavier workloads. The premise of the current study was that associations between workload and trajectories of marital satisfaction depend on circumstances that may constrain or facilitate partners’ ability to negotiate their multiple roles. Specifically, we hypothesized that elevated workload should predict more satisfying marriages when: a) spouses are more satisfied with their work, b) working is more consistent with the spousal role (i.e., for husbands), and c) couples are not parents. Analyses drawing upon eight waves of data on workload, work satisfaction, and marital satisfaction from 169 newlywed couples assessed over 4 years confirmed these predictions. Across couples, demands at work covaried positively with marital satisfaction for spouses who were more satisfied with their jobs. For non-parents, increases in husbands’ workload covaried with increases in marital satisfaction for both spouses. For parents, however, increases in husbands’ workload covaried with declines in marital satisfaction for both spouses. Thus, tension between work and marriage is not inevitable, instead depending on circumstances that facilitate or impair performance in multiple roles.

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

Symposia Session A7
MINIMAL SOCIAL CONNECTION IN THE REGULATION OF SUBJECTIVE STATES
Friday, January 28, 9:45 - 11:00 am, Room 214 C-D
Chair: Rick M. Cheung, Brooklyn College and Graduate Center, City University of New York
Co-Chair: Curtis D. Hardin, Brooklyn College and Graduate Center, City University of New York
Speakers: Gregory M. Walton, Steven J. Spencer, Rick M. Cheung, N. Pontus Leander
The experience of intersubjectivity arises when others’ conceptions of reality validate ours but also when we adjust subjective states to match those of others—sometimes toward those who happen to be present. This symposium features research on effects of minimal social connection on diverse forms of subjective experience, including intersubjectivity of affect, thoughts, norms, ideology, and construal of the self. On the impact of minimal social connection like the mere thread of a shared birthday, Gregory Walton and colleagues show that connection with a math major encourages persistence on insolvable math puzzles. Demonstrating connection of inner states Steven Spencer and colleagues show the effect of minimal affiliation on shared emotions and physiological states. Minimal connection like the kind of connection with the experimenter also encourages consensus and discourages difference, as Rick Cheung and colleagues show that a religious experimenter increases knowledge of religious concepts but decreases accessibility of sexuality. Participants also share the task irrelevant characteristics of the experimenter who mimics them, and do so in terms of state, trait, and motive as evidenced by the research of Tanya Chartrand and colleagues. Together, the presentations suggest that interpersonal regulation of individual subjectivity does not require maximal social pressure but can arise in the natural course of social activity, sometimes elicted by even inconsequential characteristics of others.

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

SEEING THE SELF IN OTHERS: CUES OF SOCIAL CONNECTEDNESS CAUSE SHARED EMOTIONS AND PHYSIOLOGICAL STATES Steven J. Spencer, Gregory M. Walton, David Cwir, Priyanka B. Carr; University of Waterloo, Stanford University — In three experiments, we tested the hypothesis that cues of social connectedness could cause even new interaction partners to experience shared emotions and physiological states by creating a shared sense of self. In Experiment 1, a confederate prepared for a difficult public speaking task. Participants who had been led to feel socially connected to the confederate reported feeling greater stress than participants who did not have a social connection. In Experiment 2, the confederate displayed either a challenge- or a threat-appraisal of the public speaking task. When socially connected participants reported experiencing more similar secondary appraisal emotions than when they were not socially connected. In Experiment 3, a confederate ran vigorously in place. When participants were socially connected to the confederate they had greater cardiovascular reactivity (heart rate and blood pressure) than control participants. Evidence in each study suggests that increased overlap of the self with the other in the social connection condition was the psychological process through which these
effects occurred. These results have important implications for our understanding of emotion and physiological arousal, and suggest that these outcomes are often products of people’s social relationships even ones recently formed based on simple cues. The results also suggest that such simple cues can dramatically shape the self as others are incorporated into it.

RELIgIOUS EXPERImENTER ENHANCED ORdEnMENT OF CONSERVATISM, KNOWLEDGE OF RELIGIOUS CONCEPTS, AND DECREASES ACCESSIBILITY OF SEXUALITY Rick M. Cheung1,2, Nechama M. Abramson1, Elinor S. Sandler1, Brandee S. Weiss1; 1Brooklyn College, 2Graduate Center, City University of New York—Research over the past decade shows that relationships including the kind of relationship with the experimenter can affect how people process information surrounding the self. This research shows that relationships can also affect how people manage information within the self. Across three studies, participants completed a questionnaire handed by an experimenter whose religiousness was made salient (vs. not). The religiosity of the experimenter caused people to manage similarity by increased anti-gay prejudice (Experiment 1), endorsement of Protestant work ethic and right-wing authoritarianism (Experiment 2), and self-reported ability to recite made up (but not real) religious concepts (Experiment 3). The religiosity of the experimenter also caused people to manage difference by reduced cognitive accessibility of sexuality, completing word-stems like “S __ X” and “__ U N T” by “Six” and “Aunt” instead of by words with sexual connotations (Experiment 2). Apparently, relationships including casual relationships like this involve shared understanding of the objective reality but also management of the subjective reality.

LASTING IMPRESSIONS: NONVERBAL BEHAVIORAL MIMICRY ENGENDERS AN IMITATIVE MINDSET IN OTHERS N. Pontus Leander1, Tanya L. Charttrand1; Duke University—Four studies examine how individuals who are mimicked by an interaction partner subsequently imitate the mimicker’s perceived states, traits, and motives. In Study 1, participants who were mimicked by an experimenter wearing a t-shirt conveying a blatantly outspoken message subsequently rated themselves as more outspoken. Whereas participants in Study 2 who were mimicked by a friendly experimenter adopted a more interdependent self-construal, those who were mimicked by a task-oriented experimenter adopted an independent self-construal. In Study 3, participants who were mimicked by a confederate expressing strong achievement motivation subsequently performed better on a GRE task. Study 4 extends the findings of the previous study by demonstrating that participants imitated the perceived motivational state of the mimicker even when that motivation was externally assigned (i.e., they were told their mimicker was currently working on a GRE task rather than something else). These findings collectively suggest that behavioral mimicry elicits forms of psychological mimicry in their interaction partners, broadly suggesting the elicitation of an imitative mindset.

Sympsoia Session A8

IMAGINING THE FUTURE: WHEN DO WE DO IT, AND WHAT ARE THE CONSEQUENCES?
Friday, January 28, 9:45 - 11:00 am, Room 206
Chair: Heather Barry, New York University
Co-Chair: Gabriele Oettingen, New York University, University of Hamburg
Speakers: Jonathan Smallwood, Tali Sharot, Heather Barry, Carey K. Morewedge

Humans have the unique ability to imagine futures which may bear little relation to their past or present. Where do images about the future come from and what are their motivational and emotional consequences? The present symposium combines recent work from different perspectives in order to address these questions. Experience-sampling studies reveal how episodic memory and affective states influence the direction that mental time traveling takes. Brain imaging and pharmacological studies suggest that a dopamine-mediated signal in the striatum tracts expected emotional reactions when imagining future events, which in turn predict the choices people later make. Experiments on energization find that fantasizing about having reached an idealized version of the future results in increased energy, measured by physiological, emotional, and behavioral indicators. Finally, a bias to overestimate the intensity and duration of emotional reactions to future events serves to motivate people to reach out for desirable outcomes. In sum, cognitive, affective, and motivational variables are at the source of images about the future, which in turn seem to influence energy and effortful pursuit in a way that is functional for attaining the imagined future.

ABSTRACTS

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

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

POSITIVE FANTASIES ABOUT IDEALIZED FUTURES SAP ENERGY Heather Barry1, Gabriele Oettingen1,2; 1New York University, 2University of Hamburg—Positive fantasies about having reached a desired future predict low effort and success (Oettingen & Mayer, 2002). Extending these findings, we hypothesized and observed that experimentally-induced positive fantasies about having reached a desired future produce low energy, which in turn translates into poor achievement. We found that inducing such positive fantasies resulted in less energy, measured by physiological indicators and by self-report, than fantasies that questioned the desired future (Study 1), negative fantasies (Study 2), or neu-
nal fantasies (Study 3). Importantly, low energy mediated the effect of induced fantasies about having reached a desired future on poor achievement measured one week later (Study 3). Finally, we hypothesized and observed that fantasies that allowed people to consummate a desired future in the present as if it already had been attained resulted in a larger decrease in energy when they allowed the mental attainment of a more rather than a less desired future (Study 4). Although it is tempting to trust positive thinking as the road to success, positive thinking in the form of fantasies about the future hurts the expenditure of energy on the way to success. Rather, future fantasies that are less positive – that question whether an ideal future can be achieved, and that depict obstacles, problems, and setbacks – seem to supply the energy needed to attain actual success.

**MOTIVATED UNDERPINNINGS OF THE IMPACT BIAS IN AFFECTIVE FORECASTING**  
Carey K. Morewedge1; Eva C. Ruehe2; Joachim Vogserau1;  
1Carnegie Mellon University, 2University of Miami – Affective forecasters exhibit an impact bias—they overestimate the intensity and duration of their emotional reaction to future events. Given its ineluctability, researchers have long wondered whether the impact bias confers some benefit. We suggest that affective forecasters make exaggerated forecasts in order to motivate themselves to produce desirable outcomes. We report the results of four experiments providing support for this hypothesis: The impact bias was greater for an outcome when it was of greater personal importance to forecasters (Experiment 1). More extreme forecasts motivated behavior: The (experimentally manipulated) extremity of affective forecasts determined the amount of mental and physical effort that forecasters subsequently expended to produce desirable outcomes (Experiments 2 and 3). Furthermore, the impact bias was greater when forecasts were made while forecasters could influence an outcome than when the outcome was determined but unknown (Experiment 4). This research is the first to show that errors in affective forecasting may not be solely cognitive in origin, but have a motivated component as well.

**Symposia Session A9**  
**THE POWER OF VIRTUE: HOW GOODNESS TRANSFORMS AND COMPELS**  
Friday, January 28, 9:45 - 11:00 am, Room 207  
Chair: Jesse Graham, University of Southern California  
Co-Chair: Kurt Gray, University of Maryland  
Speakers: Kurt Gray, Benoît Monin, David Pizarro, Dan P. McAdams

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

**ABSTRACTS**

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

**THE VITIATING VIRTUE OF VICTIMS AND VIGILANTES**  
Benoît Monin1, Emily Zitek2, Gabe Adams3, Alexander H. Jordan3;  
1Stanford University, 2University of North Florida, 3Dartmouth College – Whereas moral virtue is typically associated with choosing to perform good deeds, we explore cases where ascriptions of virtue result from the roles individuals are involuntarily cast into, such as victim or vigilante. In both cases, a role-conferred sense of virtue could license individuals to act in less virtuous ways. First, I will describe studies (from Zitek et al., 2010 JPSP) demonstrating that individuals who feel that they have been the victim of unfairness feel licensed to be more selfish; for example thinking of a time when one was treated unfairly is enough to significantly reduce the willingness to help an experimenter. Second, I will show (from Adams & Monin, in prep.) that being cast in the role of punisher lets people report less virtuous intentions; for example merely indicating that a hypothetical perpetrator should be punished leads individuals to report greater intentions of deviant behavior than when they saw the perpetrator without being asked to assign a punishment. Third, I will discuss how well the available evidence lends itself to this virtual interpretation, and what future steps are needed to strengthen this claim. Finally, this symposium will provide an opportunity to articulate how this work relates and fits with Gray and Wegner’s theory of moral patients and agents.

**HOW THE DESIRE TO BE MORALLY GOOD IS SHAPED BY THE MOTIVATION TO STAY PHYSICALLY PURE**  
David Pizarro1, Erik Helzer3, Chelsea Helion1;  
1Cornell University, 2Dartmouth College – An increasing body of research has demonstrated that concerns over physical purity and contamination play a central role in moral judgment. Across three studies we explored how the basic motivation to maintain physical purity can lead to a general desire to avoid moral contamination. In Studies 1 and 2 a simple reminder to keep one’s hands clean caused participants to render harsher judgments toward the moral violations of others (especially in the sexual domain), and led participants to report being more politically conservative. In Study 3, attenuating the motivation to maintain physically purity (in this case, by limiting participants’ facial expressions during the experimental induction of disgust) led participants to be more lenient in their judgments of moral violations. Together, these experiments provide further evidence of a deep link between physical and moral purity—that staying ‘clean’ and staying ‘good’ may be fueled by the same motivational system.
THE GOOD STORY: THE INTERGENERATIONAL TRANSMISSION OF VIRTUE THROUGH LIFE NARRATIVE Dan P. McAdams1, Joshua Witt2, Rayane Alamuddin2; 1Northwestern University — Virtues live (and die) in the stories of our lives. Moral philosophers have argued that living a good and purposeful life in the modern world involves constructing a life narrative that translates virtue into meaningful action. Adults make moral sense of their lives through stories. As parents, teachers, mentors, and leaders, furthermore, many adults draw upon those stories to convey moral meanings and virtues for their children, students, and others who, they hope, may benefit from their accumulated wisdom. The current study examines the intergenerational transmission of virtue through life storytelling from the perspective of the recipient of the story. 150 young adults described times wherein an older person (e.g., parent, teacher) told a story about their own experiences to convey a virtue, value, or life lesson. The detailed narrative accounts were coded for the type of virtue conveyed, the nature of the personal experience described by the storyteller, and the recipient’s response. Higher levels of psychological well-being among the young adults (recipients) were associated with describing especially redemptive virtue scenes wherein older adults drew creatively upon their own life experiences to address an issue of personal significance for the young person. By contrast, young adults lower in well-being described virtue scenes that were less redemptive and personalized, and they reported higher levels of resistance to the virtue messages conveyed by older adults. Differences in types of virtues and life experiences conveyed by storytellers were also observed as a function of both gender and race-ethnicity of the story recipients.

Symposia Session A10

ECOLOGICAL PERSPECTIVES ON OUTGROUP MALE THREAT: RESONANCES WITH BIOLOGICAL SYSTEMS, PERSONALITY VARIABLES AND ENVIRONMENTAL CONTEXT
Friday, January 28, 9:45 - 11:00 am, Room 8

Chair: D. Vaughn Becker, Arizona State University at the Polytechnic Campus
Speakers: D. Vaughn Becker, Rebecca Neel, Joseph Cesario, Carlos David Navarrete

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

ABSTRACTS

PRIMING SELF-PROTECTIVE CONCERNS REVEALS COGNITIVE ATTUNEMENTS TO OUTGROUP MALE THREATS D. Vaughn Becker1; 1Arizona State University — The fundamental social goal of avoiding interpersonal violence has deep roots, and humans share (with many other species) motivational and emotional systems dedicated to facilitating this goal. These systems are attuned to dimensions of threat specified by longstanding biological differences (like the greater size and testosterone of the human male) as well as more culturally variable features (like who we consider to be an outgroup), and such systems should influence very basic cognitive processes in order to protect us from these threats. One way to explore this threat attunement is by priming participants to think about fundamental social goals, and then examining how cognitive processing changes with respect to social threats. In one experiment, participants were primed to think about self-protection by watching a scary movie clip (in which a White aggressor stalked a woman). This manipulation enhanced encoding efficiency for Black male faces (i.e., they were remembered better without any enhancement of overt visual attention), but not for female or White male faces. A second experiment replicated these results with Arab male targets and a different priming manipulation. Additional experiments replicate these results with a working memory task and suggest that the sex of the observer (and the different possibilities for action that this entails) influences the form of the encoding benefit. Collectively, these results suggest that encoding efficiency depends on the accessibility of our fundamental social goals and the functional relevance of the social information we encounter.

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

ASSESSMENTS OF COALITIONAL, BODILY, AND STRUCTURAL RESOURCES IMPACT AUTOMATIC ACTION PREPARATION Joseph Cesario1; 1Michigan State University — Traditional social cognitive approaches to understanding automatic responses to social groups have focused almost exclusively on the stored traits and evaluations associated with mental representations and the direct, context-independent process by which this information influences behavior. By not taking into account the function of cognitive processes, however, these approaches have isolated the agent in a way that neglects broader situational features important for action. An alternative to this is singular focus on stored information is our motivated preparation to interact model, which emphasizes that cognitive processes prepare the body for effective action. Conceptualizing cognition in this way suggests that automatic processes should be sensitive to situational contingencies that define effectiveness. We have recently tested the effects of three contingencies on the automatic activation of action semantics in response to threatening outgroup males: 1) coalitional resources that define what behaviors a person can execute with the help of reliable others present; 2)
bodily resources that define what behaviors a person can execute given one’s current physiology; and 3) structural resources that define what behaviors a person can execute given the physical structure of the environment. For instance, in one study participants primed with Black males showed increased activation of flight-related action semantics when backed into a corner (no escape available) but increased activation of flight-related action semantics when seated in an open field (escape available). This was evident only for participants who associated Blacks with danger. Such findings demonstrate that automatic cognitive processes result from computational assessments of action potential.

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

Symposia Session A11
TAKING OTHERS’ SELF-ESTEEM INTO ACCOUNT: PERCEPTIONS AND ACCURACY, BELIEFS, AND CONSEQUENCES
Friday, January 28, 9:45 - 11:00 am, Room 204 A-B
Chair: Jennifer MacGregor, University of Waterloo
Speakers: D. Christine Chang, Jessica J. Cameron, Virgil Zeigler-Hill, Jennifer C. D. MacGregor
Self-esteem is a topic that has become popular among academics and lay people alike. In fact, it has caught the public eye like no other psychological concept (Twenge, 2006). Given the presence of self-esteem in popular culture and the large amount of research conducted on the power of self-esteem to predict important life outcomes (Baumeister, Campbell, Krueger, & Vohs, 2003), the presenting researchers sought to examine people’s perceptions of the self-esteem of those around them. Specifically, this symposium will examine questions such as: ‘Can people determine the self-esteem of others?’ ‘What beliefs do lay people have about low and high self-esteem individuals?’ and ‘What are the consequences of perceiving low or high self-esteem in others?’ Chang-Schneider and Swann will present work on how people reveal their self-esteem to others, the accuracy of people’s judgments of others’ self-esteem and some key social consequences of self-esteem judgments. Cameron, Hole, and MacGregor examine the stereotypes that North Americans hold of low and high self-esteem individuals and the consequences of trying to conceal the ‘law’ of low self-esteem. Zeigler-Hill and Myers discuss the status-signaling function of self-esteem and how information about others’ self-esteem influences evaluations of important characteristics such as romantic desirability and political competence. Finally, MacGregor and Holmes examine how perceiving low self-esteem in close others hinders positive self-disclosure (i.e., capitalization), a process important for fostering closeness in relationships (Gable, Reis, Impett, & Asher, 2004).

Abstracts
WEARING SELF-ESTEEM LIKE A FLAG: CONVEYING OUR HIGH—AND LOW—SELF-ESTEEM TO OTHERS
Christine Chang1, William B. Swann, Jr.; 1University of Texas at Austin — We tested the hypothesis that people would reveal their level of self-esteem to others, even if they suffered from low self-esteem. In Study 1, participants engaged in a videotaped interaction with a confederate. Afterwards, objective judges viewed the videos and rated the self-liking and physical appearance of target persons. Judges were able to reliably and accurately determine which targets had self-reported high versus low self-liking simply from watching the video. Judges’ ratings of targets’ physical appearances were also associated with targets’ self-reported self-liking. In Study 2, judges rated e-mail addresses belonging to undergraduate targets on the perceived self-liking and self-competence of the target. Judges’ ratings of targets’ self-liking and self-competence were significantly correlated with targets’ self-reported scores on the corresponding measures. Therefore, judges were able to make reliable and accurate judgments of both the targets’ self-liking and self-competence from merely observing their e-mail addresses. In Study 3, participants evaluated neutral profiles that were linked with e-mail addresses that had been previously rated to reflect high or low self-esteem. Participants indicated that they would treat others differently as a function of their e-mail addresses. Specifically, addresses with e-mail addresses that reflected high self-esteem were more apt to attract friends. Furthermore, females with e-mails that conveyed low self-esteem were less likely to attract male dates and more likely to be disparaged by other females. These studies confirm that people reveal their feelings of self-worth through identity cues, and others may treat them differently because of those cues.

KEEP IT ON THE ‘DOWN LOW’: A CONSEQUENCE OF THE STIGMATIZATION OF LOW SELF-ESTEEM
Jessica J. Cameron1, Christa Hole1; Jennifer C. D. MacGregor2; 1University of Manitoba, 2University of Waterloo — Psychologists have a long history of blaming low self-esteem for a wide variety of personal and social ills. Popular culture has been inundated with reports of the suspected negative effects of low self-esteem. Bookshelves are lined with self-help books promoting high self-esteem and institutions use programs designed to boost self-esteem. In three studies, we investigated stereotypes of low (LSE) and high self-esteem (HSE) individuals in Canadian and American student and community samples. Participants described LSEs using more negative and fewer positive characteristics than they used to describe HSEs. Also, when an individual was described as having a negative trait, participants thought it was more likely that individual would have LSE whereas individuals described as possessing positive traits were thought to have HSE. Importantly, these stereotypes were overgeneralizations: These effects were found even for traits that, according to past research, are not associated more than higher self-esteem individuals. All participants reported feeling happier and more comfortable with their loved ones when they thought they conveyed an image of high self-esteem to their significant others. Thus, the stigma of low self-esteem in North American culture seems to encourage low self-esteem individuals to conceal their self-doubts and to only feel comfortable when they think they live an authentic life.

THE STATUS-SIGNALING MODEL OF SELF-ESTEEM
Virgil Zeigler-Hill1; Erin M. Myers2; 1University of Southern Mississippi, 2Western Carolina University — The provision of information appears to be an important aspect of self-esteem as evidenced by previous research supporting the status-targeting properties of self-esteem (e.g., sociometer model; Leary & Downs, 1995). The present research examines whether self-esteem may also possess status-signaling properties such that an individual’s appar-
ent level of self-esteem provides information to the social environment that influences how the individual is perceived by others. We will discuss our initial studies concerning the status-signaling model of self-esteem which have largely consisted of manipulating the ostensible self-esteem levels of targets and assessing how this influences the ways in which they are perceived on dimensions such as romantic desirability, personality features, political competence, and psychological adjustment. Consistent with the status-signaling model, targets with ostensibly higher levels of self-esteem are generally evaluated more positively than those with ostensibly lower levels of self-esteem. However, there were important exceptions to this pattern suggesting that individuals who appear to possess higher levels of self-esteem are not always perceived more positively than those who appear to have lower levels of self-esteem. For example, men rated female targets who were said to possess moderate self-esteem as being more attractive than those who were supposed to have high self-esteem. The present findings are discussed in the context of an extended informational model of self-esteem that integrates the status-tracking and status-signaling properties of self-esteem.

TIME AND THE MIND

RAIN ON MY PARADE: PERCEIVING LOW SELF-ESTEEM IN CLOSE OTHERS

HINDERS POSITIVE SELF-DISCLOSURE

Jennifer C. D. MacGregor¹, John G. Holmes²; ¹University of Waterloo — Ample evidence suggests that the behavior of low self-esteem individuals (LSEs) can lead to problems in close relationships (Wood, Hogle, & McClellan, 2009). However, the role of perceptions of others' self-esteem in predicting relationship outcomes is unknown. In the current paper, we propose that the disclosure of positive experiences (i.e., capitalization; Gable, Reis, Impett, & Asher, 2004), a process associated with greater relationship quality, might be hindered by the friends, partners, or family members of LSEs. Across three experiments, we show that people are reluctant to disclose their positive experiences (i.e., capitalize) when they believe the recipient has low self-esteem. In Studies 1 and 2, we manipulated participants' perceptions of a close other's self-esteem. Participants described their positive experience less positively in emails to their romantic partner (Study 1) and described an accomplishment less positively to their friend in a video (Study 2) when they had been led to believe their close other had low self-esteem, compared to controls. In Study 3, when participants' friend's self-esteem was made salient, participants expected to be less forthcoming when describing their positive experience if they imagined sharing with a low as opposed to a high self-esteem friend. Our findings suggest close others censor themselves to avoid negative interactions with LSEs, thus depriving themselves (and their loved one!) of the opportunity to feel close and connected.

ABSTRACTS

TIME IS OF THE ESSENCE: THE SPEED AND DURATION OF MENTAL PROCESSES AND EXTERNAL EVENTS

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

IT’S NOT JUST WHAT YOU THINK: THOUGHT SPEED AND PSYCHOLOGICAL LIFE

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

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

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

Symposia Session B2

DOMINANCE: PERCEPTION, MOTIVATION, AND BEHAVIOR

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

Chair: Michael Robinson, North Dakota State University
Speakers: Andrew Elliot, Henk Aarts, Nicole Mead, Allan Mazur

Leaders high (but not low) in dominance motivation performed actions for understanding the importance of dominance to human psychology is limited, however. The four talks of this symposium reflect state-of-the-art research applying the dominance construct to human psychology. The first talk investigates perceptions of male dominance and shows that they are facilitated by the color red, a potentially evolved signal of dominance. Females view red-wearing males as more attractive and this effect is mediated by perceptions of dominance. The second talk suggests that the link between anger and behavioral approach is context-dependent, as it is facilitated particularly within a reward-primed context. Implications for understanding the contextual nature of dominant behavior will be discussed. The third talk investigates the psychological outcomes associated with dominant leadership, finding that they vary by several variables. Dominant leaders balance multiple goals and priorities in retaining their power and its benefits to the self. The fourth talk investigates the outcomes of dominance contests among competing humans, finding such outcomes to be largely covert in nature and mediated by stress-related physiology. Implications for understanding similarities and differences across non-human and human social species are discussed. In total, the four talks illustrate the importance of dominance in governing the social lives of human beings, its subtle and covert processes, and its mechanisms and boundary conditions.

ABSTRACTS

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

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

THE ESSENTIAL TENSION BETWEEN LEADERSHIP AND POWER: WHEN LEADERS SACRIFICE GROUP GOALS FOR SELF-INTEREST Nicole Mead1, Jon Maner2; 1Tilburg University, 2Florida State University — Leaders are a universal feature of human societies because they are integral for facilitating group coordination and success. Upon getting a taste of power, however, some leaders may be driven to try to solidify that power, even at the expense of group success. In the first set of experiments, we identified personality and situational factors that determine whether power is wielded in the service of self-interest or group success. Leaders high (but not low) in dominance motivation performed actions...
that prioritized their power and consequently jeopardized group success, but only when the hierarchy was unstable and power could be lost. When the hierarchy was stable, leaders behaved in accordance with group goals. In a second set of experiments, we began to identify the psychological mechanisms that account for these findings. Rather than viewing other group members as allies, dominant leaders come to view group members as potential threats to be subordinated. Consequently, dominant leaders tighten their control over group members, such as by increasing their close supervision of group members. Notably, this selfishness among dominant leaders was eliminated by the presence of a competing outgroup; when an outgroup was present, even dominant leaders viewed their group members as allies and prioritized group success. Overall, findings provide insight into how leaders navigate the tension between leadership and power.

**THE STRESS MECHANISM IN DOMINANCE CONTEXTS**  
Allan Mazur

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

**EXPLORATIONS IN REGIONAL PSYCHOLOGY**

Chair: Peter Rentfrow, University of Cambridge  
Speakers: Cindy K. Chung, Peter J. Rentfrow, Richard E. Lucas, Markus Jokela

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

**WHICH STATES ARE REALLY THE HAPPIEST?**  
Richard E. Lucas

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**MAPPING THE PERSONALITY OF AMERICA**  
Peter J. Rentfrow

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

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

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

Symposia Session B4
TOWARD AN IMPORTANT ROLE FOR MINDFULNESS IN SELF-REGULATION: FINDINGS FROM PERSONALITY AND EXPERIMENTAL SOCIAL PSYCHOLOGY
Friday, January 28, 11:15 am - 12:30 pm, Room 217 A-B
Chair: Brian P. Meier, Gettysburg College
Co-Chair: Ernest S. Park, Cleveland State University
Speakers: Michael Robinson, Robert Goodman, Brian Meier, Kirk Brown

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

ABSTRACTS
IF NEUROTICISM IS THE POISON, MINDFULNESS IS THE ANTIDOTE: FINDINGS FROM PERSONALITY STUDIES  Michael Robinson1; 2, Adam Fetterman1; 3, Scott Ode1; 1North Dakota State University — Neuroticism is a personality factor associated with a wide variety of negative emotional, behavioral, and health-related outcomes. Such relations are usually viewed as temperament-related and potentially inevitable. The present studies (total N = 515) show that this is not the case among high mindful individuals. In a first set of three studies, relations between neuroticism and behavioral dysregulation (either high impulsivity or low self-control) were fully mediated by mindfulness, suggesting that issues of attention and awareness — as captured by the mindfulness construct — explain why neurotic individuals often engage in problematic behaviors (overeating, self-harming, etc.). These studies also indicate that mindfulness, to the extent that it can be facilitated, should be beneficial to the healthy self-regulation of behavior, a theme characterizing all talks of the proposed symposium. In a second set of studies, it was found that neuroticism was a far less consequential predictor of depression and aggression to the extent that individuals were relatively more mindful. Indeed, high levels of aggression were particular to neurotic individuals who were non-mindful. Attention and awareness concerning potential problematic outcomes are viewed as key to mitigating them, explaining why high levels of mindfulness are so efficacious at high levels of neuroticism. Such findings are all the more remarkable because mindfulness itself (a) is a cognitive rather than temperamental variable, (b) is defined in terms of processes rather than outcomes, and (c) can be trained. The mindfulness construct can thus be viewed as a major addition to the personality literature.

MINDFULNESS ENHANCES EXECUTIVE CONTROL BY REDUCING THE CENTRALITY OF THE SELF  Robert Goodman1; 2, Ernest Park1; 1Cleveland State University — Theorists suggest that mindfulness, an open and receptive form of present-centered awareness, is adaptive because the centrality of the self is reduced and situations are experienced with fewer ego-threats and self-biases. While research shows numerous benefits accompanying mindfulness, several theoretical assumptions regarding the role of self remain untested. One aim of this study was to investigate whether state mindfulness reduces the salience of self-relevant concepts. Participants performed a lexical-decision task (LDT) that included items from a previously completed personality inventory to assess the accessibility of self-related thoughts. As expected, those induced to be mindful were slower than controls at identifying words self-rated as personally descriptive, suggesting that mindfulness expands consciousness beyond the self. These effects were self-specific in nature. We further hypothesized that if the self is less salient, ego-threatening feedback should cause less interference with self-regulation, leaving mindful participants better able to control their behavior after negative feedback. All participants received exclusion feedback indicating they would be alone later in life, completed an affect measure, and performed a dichotic listening task to measure executive control. Mindful participants felt more negative affect, suggesting greater willingness to confront rather than avoid ego-threats. Additionally, it was found that mindful participants whose self was less accessible performed significantly better at the dichotic listening task, an established measure of executive control. For controls, self-salience had no impact on self-regulation. These findings suggest that mindful states aid executive control and potentially self-regulation by reducing the centrality of the self.

MINDFUL EATING: STATE AND TRAIT MINDFULNESS REDUCE CALORIE CONSUMPTION  Brian Meier1; 1, Linda Donatoni1; 2, Gettysburg College — Approximately 68% of Americans are obese or overweight. This number is troubling because obesity undermines well-being and life expectancy. There are important social factors related to food intake, some of which implicate self-regulation processes. For example, people consume more calories when socializing versus alone, when food servers are thin versus
obese, and when food containers are large versus small. Overeating can reflect a focus on social and situational cues rather than hunger and satiation cues. This project proposes mindfulness as a means of enhancing eating-related self-regulation. In state and trait terms, mindful individuals are expected to value intake fewer calories because they are more aware of consumption and satiation cues. Sixty participants completed a measure of dispositional mindfulness. Days later, participants were randomly assigned to a mindful or non-mindful relaxation task. Participants in the mindful condition performed a mindful body scan by focusing attention on their breathing and body. Participants in the non-mindful condition were instructed to relax, an appropriate control condition guarding against relaxation states per se. In a second, supposedly unrelated taste-rating task, participants were encouraged to eat popular snack foods (M&Ms, pretzels, and almonds) in as large a quantity as necessary to rate the products. Mindful participants ate significantly fewer calories (24% less) than non-mindful participants. Furthermore, trait mindfulness was significantly negatively correlated with calorie consumption as well. The results reveal that mindfulness, whether conceptualized as a state or trait, facilitates healthy eating, a critical focus for the “epidemic” of obesity and theories of self-regulation more generally.

**THE MINDFUL REGULATION OF BEHAVIOR IN SOCIAL THREAT CONTEXTS**

**Kirk Brown**

Virginia Commonwealth University — Predominant theories of self-regulation concern an appropriate structuring of thoughts about, and evaluations of, self, psychological experience, and behavior. Such approaches give primacy to the ego identity as a basis for adaptive functioning and well-being. Yet when rooted in ego-striving, in which there are psychological experiences to gain, maintain, and eliminate, people have an inherent vulnerability to dysregulation and discontent. An alternative approach to self-regulation, presented by organismic and related theories argues that mindfulness permits more fully informed responses by facilitating adaptive responses to self-relevant experiences. Threats to self-regulation are common in interpersonal contexts; correlational and experimental findings from three recent social stress studies with healthy college students will be presented to show that mindfulness encourages openness to unpleasant, ego-threatening events and experiences in ways that foster adaptive interpersonal behavior and well-being. The three studies concern intimate partner, peer, and outgroup regulatory threats. In Study 1, 114 romantic partners higher in trait mindfulness reported lower anxiety, hostility, and showed fewer maladaptive communication behaviors in a laboratory-based couple conflict discussion. In Study 2, 40 students higher in trait mindfulness and randomized to the Trier Social Stress Test showed lower cortisol and negative emotion responses during and after the task than those less mindful. In Study 3, 96 students higher in mindfulness and randomized to the Trier Social Stress Test showed lower cortisol and negative emotion responses during and after the task than those less mindful. The effect of mortality depended critically on whether people grew up in a relatively resource-scarce or resource-plentiful environment. For individuals who grew up relatively poor, mortality cues influenced decisions involving risk preference (e.g., $10 for sure vs. 50% chance of $20) and time preference (e.g., $5 now vs. $10 later). The effect of mortality depended critically on whether people grew up in a relatively resource-scarce or resource-plentiful environment. Individuals who grew up relatively poor, mortality cues led them to value the present and gamble for big immediate rewards. Conversely, for individuals who grew up relatively wealthy, mortality cues led them to value the future and avoid risky gambles. Overall, mortality cues appear to shift individuals into different life history strategies as a function of childhood socioeconomic status, suggesting important implications for how environmental factors influence economic decisions and risky behaviors.

**INFLUENCE OF MORTALITY AND SOCIOECONOMIC STATUS ON RISK AND TIME PREFERENCES: A LIFE HISTORY APPROACH**

**Vladas Griskevicius**, **Joshua Tybur**, **Andrew Delton**, **Theresa Robertson**

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

**ENVIRONMENTAL DETERMINANTS OF LIFE HISTORY STRATEGY: DISTINGUISHING HARSHNESS AND UNPREDICTABILITY**

**Bruce Ellis**, **Jay Belsky**, **Gabriel Schilomor**

University of Arizona, Birkbeck University of London — Life history theory delineates environmental harshness and unpredictability as fundamental influences on parental investment and associated development of life history strategy (patterns of sexual and reproductive behavior) in offspring. To examine the unique contributions of these factors, data were collected on a representative, national sample of 1364 mothers and their newborn children (NICHID Study of Early Child Care and Youth Development), who were then followed prospectively through age 15. Harshness was operationalized as socioeconomic status (income-to-needs ratio) in the first five years of life. Unpredictability was indexed by residential changes, parental transitions, and parental job changes during this same period. The main outcome variables were behavioral observations of maternal sensitivity (parental investment) at ages 6-8 years and levels of adolescent sexual activity at age 15 (number of oral and vaginal sex partners). Maternal depressive symptoms were examined as an intervening variable. The data were analyzed through structural equation modeling. Results indicated that harshness and unpredictability each uniquely undermined maternal mental health and parental investment and, through it, were linked to development of more precocious sexual behavior in adolescents. These results are consistent with the life history theoretical model and highlight the importance of distinguishing between exposures to harsh and unpredictable environmental conditions in regulating paren-
tal investment and early development of life history strategy. These findings suggest that early exposures to unpredictable or fluctuating home environments may play an especially important role in structuring patterns of sexual and romantic behavior in adolescence.

**UNDERSTANDING SEXUAL MATING STRATEGIES VIA ATTACHMENT AND LIFE HISTORY THEORIES**  
Omri Gillath\(^1\), University of Kansas — According to life history theory, an adult’s childhood relationship experiences and resulting attachment style affect his or her preference for short- and long-term sexual mating strategies. Two studies were conducted to examine the effects of dispositional attachment style and experimentally induced attachment security or insecurity on preferences for short- and long-term mating strategies. Preferences were assessed using self-report and behavioral measures. The results indicated, in line with theory-based predictions, that attachment security, either dispositional or situationally influenced, was associated with a stronger preference for a long-term mating strategy and a weaker preference for a short-term strategy. Attachment insecurity, especially attachment-related avoidance, was associated with the reverse pattern of preferences. Implications for life history theory and attachment theory, and for the interplay between the two theories postulate coping flexibility as an asset for adjustment to the demands of frequently changing environmental circumstances.

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

**Symposia Session B6**  
**EMOTIONAL FLEXIBILITY IN RISK AND RESILIENCE**  
Friday, January 28, 11:15 am - 12:30 pm, Room 214 A-B  
Chair: Christian Waugh, Wake Forest University  
Co-Chair: Renee Thompson, Stanford University  
Speakers: Christian Waugh, George Bonanno, Cecilia Cheng, Renee Thompson

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

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

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

**TEMPORAL CHANGES IN COPING FLEXIBILITY AND PSYCHOLOGICAL ADJUSTMENT TO LIFE TRANSITION: INTRA- AND INTER-INDIVIDUAL ANALYSES**  
Cecilia Cheng\(^1\), Aleksandr Kogan\(^1\), Jasmine Hin-man Chio\(^1\);  
University of Hong Kong — Transition to campus life is a stressful experience commonly faced by first-year university students. Social-cognitive theories postulate coping flexibility as an asset for adjustment to the ever-changing environment. Our study examined temporal stability in coping patterns in the context of transition to university life. In this study, we predicted that the coping pattern of some individuals may
remain largely the same over time because their coping style may be more influenced by stable personality characteristics, whereas the coping pattern of others may change over time. We thus investigated both intra-individual and inter-individual differences in pattern of coping flexibility and depressive symptoms. We adopted a multiple-phase longitudinal design to investigate the relationships between coping flexibility and depression in this stressful life transition. Participants were 118 Chinese first-year undergraduates. Measures of coping flexibility and depressive symptoms were administered at each of four time points over an eight-month period. Results revealed individual differences in temporal changes in coping pattern. For participants with a low level of coping flexibility, their longitudinal coping profiles remained largely stable over the period. However, for participants with a moderate level of coping flexibility, the longitudinal coping profiles of some remained largely stable but those of others tended to change over time. Compared to participants whose longitudinal coping profile remained stable, those who displayed greater coping flexibility also reported a decrease in depression symptoms over time.

**AFFECTIVE INSTABILITY: EXPERIENCES OF DEPRESSED AND NEVER-DEPRESSED INDIVIDUALS** Renee Thompson1, Jutta Mata2, Susanne Jaeggi3, Martin Buschkuhl3, John Jonides1, Ian Gottlieb1; 1Stanford University, 3University of Basel, 4University of Michigan - Ann Arbor — We examined variability in affect over a one-week period in 53 diagnosed depressed and 53 never-depressed individuals recruited from the community. Participants carried hand-held electronic devices for seven days and were prompted at random intervals eight times a day to answer questions assessing current negative affect and the occurrence of negative events. Variability in affect was computed using mean square successive difference scores aggregated across the week of participants’ experience sampling data. Compared to never-depressed participants, depressed participants reported greater variability of negative affect. In fact, variability of negative affect predicted group membership, even after controlling for baseline levels of negative affect. Depressed participants also reported a greater number of negative events than did never-depressed participants. Importantly, the occurrence of negative events was not related to variability in negative affect after controlling for baseline levels of negative affect. Given the negative cognitive biases that have been documented in depression, it will be important in future research to examine depressed persons’ perceptions and interpretations of events in addition to the frequency of events. This will help to gain a better understanding of the foundations of the greater variability in negative affect found in the present study to characterize depressed individuals.

**Symposia Session B7**

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

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

**Chair:** David Tannenbaum, UC Irvine

**Co-Chair:** David Pizarro, Cornell University

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

When it comes to moral judgments, we care not only about what people do (do they act in accordance with a set of moral rules?), but also about who they are (do they exhibit good moral character?). However, traditional approaches to moral judgment have focused far more on the evaluation of acts (“act-centered” judgments) than on the evaluation of moral character (“person-centered” judgments). This symposium gathers recent research that identifies the central role of person-centered judgments in moral psychology, and provides explanations to findings that may otherwise seem puzzling from standard act-based approaches. Tannenbaum, Uhlmann, and Diermeier present evidence that some acts producing negligible material harms are nonetheless viewed as morally reprehensible because they serve to signal that an agent has a callous moral character. In a similar vein, Inbar and Pizarro identify circumstances whereby people blame agents who profit from incidental misfortune (i.e., the agent played no role in bringing the harm about) because such acts signal negative information about the agent’s underlying desires. Goodwin, Gromet, and Darley report evidence that the identification of a person as evil depends not just on the presence of harmful acts, but also on whether the person takes pleasure engaging in such acts. Finally, Cushman investigates the scope of person-centered judgments, implicating them in inferences of future behavior, decisions about affiliation and friendship, and even predictions about the wrath of God.

**ABSTRACTS**

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

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

**PLEASURE AT ANOTHER’S PAIN: THE INFLUENCE OF HEDONIC STATE ON ATtributions OF EVIL** Geoffrey P. Goodwin1, Dena M. Gromet1, John M. Darley2, 1University of Pennsylvania, 2Princeton University — How do we know if a person is evil? We investigated what factors influence people’s viewing a harm-doer as evil. We focused on actors’ valuing of their harm-doing alongside their devaluation of human life by manipulating their hedonic experience prior to and during the commission of harmful acts. Two studies investigated the hypothesis that the pleasure associated with harmful acts shapes whether, and to what extent, people view...
an actor as evil. Studies 1 and 2 demonstrated that actors who commit serious harms are seen as evil when they either anticipated experiencing or actually experienced pleasure, as well as when they committed additional egregious wrong acts (communicating that they found harm-doing pleasurable). Study 2 further illustrated the importance of hedonic experience to evil judgments – even when people did not cause harm themselves, they were viewed as evil if they took pleasure in another's demise. Study 2 also demonstrated that judgments of evil, but not judgments of morality more generally, are related to people's support for the death penalty. Implications for how people view harm-doers are discussed.

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

Symposia Session B8

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

Friday, January 28, 11:15 am - 12:30 pm, Room 206
Chair: Jerry Cullum, University of Connecticut
Co-Chair: Lindsey Clark Levitan, Stony Brook University
Speakers: Lindsey Clark Levitan, Selin Kesebir, Alysson E. Light, Jerry Cullum

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

ABSTRACTS

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

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

A DIVERSE SOCIAL LANDSCAPE, BUT A BLURRY INScape: SOCIAL NETWORK ATTITUDES AND SELF-CONCEPT CLARITY  Alysson E. Light; Penny S. Visser; University of Chicago — Previous research on social network attitudes has shown that not only do we shift our attitudes to match those of the important others in our lives, but when our social network members hold a diversity of attitudes, we become less certain and more ambivalent. The present research extends earlier work on social networks to look at consequences beyond the attitude domain. Given the links between attitudes and the self-concept, we hypothesized that social
exposure to diverse attitudes may also have implications for the strength and clarity of the self-concept. We propose two mechanisms by which social network attitudes may impact self-concept clarity—by directly influencing metacognitive certainty, and by increasing the diversity of self-presentations across interaction partners. Through field surveys and nationally representative samples, using measures ranging from self-report to response latencies, our work establishes a robust link between the diversity of attitudes in naturally-occurring social networks and the self-concept clarity of individuals embedded within these networks. People embedded in social networks characterized by a diversity of attitudes report lower self-concept clarity, and show more uncertainty in responding to self-description tasks. These effects are partially mediated by attitude certainty, consistent with a metacognitive certainty mechanism, and moderated by variables that indicate increased self-monitoring, consistent with a social tuning mechanism. Finally, these deficits to self-concept clarity are associated with increased stress, poorer well-being, and worse physical health. These results underscore the impact of social network attitudes, whose consequences extend beyond the attitude domain to affect the confidence and structure of our self-concepts.

SEEING IS BEHAVING: SOCIAL OBSERVABILITY FACILITATES DRINKING AND SMOKING NORM FORMATION WITHIN SOCIAL NETWORKS

Jerry Cullum1, Helen C. Harton2; 1University of Connecticut, 2University of Northern Iowa — Tobacco and alcohol use are leading causes of preventable deaths (Mokdad et. al., 2004). While most prevention efforts seek to alter an individual’s health behaviors, a growing body of research suggests that social networks strongly influence individuals’ health behaviors (Christakis & Fowler, 2010), and lead to distinct local norms (i.e., clusters) amongst groups of interconnected people (Nowak et al., 1990). However, past field work on social network processes have not examined factors that facilitate the interpersonal transmission of health behaviors. We hypothesized that behaviors that are more readily observed during social interaction should be more contagious than less observable behaviors and ultimately lead to stronger norms amongst interconnected people. In a field study of newly formed social networks in college residence halls (n = 907), we examined dynamic social influence processes (Cullum & Harton, 2007; Latané, 1996) and diffusion processes (Rogers, 1995) in health behaviors. Specifically, we compared drinking alcohol and smoking cigarettes in the rate at which these behaviors were performed with friends vs. alone at the beginning of the semester, and tracked the extent to which these health-related behaviors became shared amongst interconnected residents. Social networks were densely interconnected within “houses” (i.e., half-floor sections). Drinking and smoking clustered by house equally at the start of the semester, but by the end of the semester, the health behavior that was more socially observable (drinking) grew more clustered than the less socially observable health behavior (smoking). Results suggest that network influence processes may be useful in combating unhealthy behaviors.

SYNCHRONY, WARMTH, AND CLOSENESS: THE EMBODIMENT OF AFFILIATION

Friday, January 28, 11:15 am - 12:30 pm, Room 207
Chair: Thomas Schubert, ISCTE - Lisbon University Institute
Co-Chair: Cindy Harmon-Jones, Texas A&M University
Speakers: Cindy Harmon-Jones, Thomas W. Schubert, Margarida V. Garrido, Hans Uzerman

In the current symposium, we confirm and extend recent evidence showing that the social cognition of likeability and affiliation is embodied. The presentations show that subtle cues of synchrony, warmth and closeness influence judgments of closeness and likeability of persons and groups, and investigate the underlying embodied processes. In particular, the first presentation suggests that synchrony as produced by joint playing of rhythmic (vs. arrhythmic) music increases affiliation in terms of judged trustworthiness and competence, and happiness. The second presentation shows that experiencing a bodily illusion caused by multimodal synchrony changes identification with and evaluation of the synchronized individual and their group. The third presentation shows that warmer temperature, physical proximity and pleasant scent promote more positive impressions of a social target. Going beyond demonstrating these effects, the contributions explore the underlying embodied processes. It is proposed that social perception and relations are structured through the perceptual system, without necessarily recruiting conceptual metaphors. In more detail, the third presentation also reports that the links of warmth and closeness to likeability are bidirectional, with social information influencing the estimates of actual physical environment conditions. The final presentation shows that socially excluded (versus included) participants do not only feel cold, but also have lower finger-temperatures; when warmed, excluded individuals felt less bad, confirming the meditational role of temperature. The presentations reflect on the evolved nature of affiliation and the need to understand the interdependence of cognition of affiliation, the human body, and environmental affordances and constraints.

SYNCHRONY, BODILY OVERLAP, AND SOCIAL CLOSENESS

Thomas W. Schubert1, Hugo Toscano1, Beate Seibt1, Mara Mazzurega2, Maria-Paola Paladin2, Francesco Pavan2; 1ISCTE - Lisbon University Institute / Centre for Psychological Research and Social Intervention, 2University of Trento — Synchrony with others is a typical element of communal rituals and has been found to foster cooperation and perceived entitativity. We argue that one of the processes possibly underlying this effect is the way one’s representation of the body is updated based in a process that integrates senses from multiple modalities. Synchrony is crucial because it tags what gets integrated in the bodily representation. When the own body is stimulated in synchrony with perceived stimulation of another person’s body, representations of the other’s and the own body become overlapping (the so-called rubberhand illusion). Because the own body is a crucial part of the self-concept and associated with positive affect, integrating representations of bodies lead to more social overlap and conformity with the other person. Here, we show in two studies that this process also impacts attitudes towards the group the other person belongs to. Participants’ hands were brushed in synchrony or asynchronously with per-
received brushing of either an ingroup or an outgroup member’s hand. Synchronous experiences led to the bodily illusion of felt ownership for the stranger’s hand and a sense of overlap to that person. Group membership had little impact on the illusion. After experiencing synchrony with an ingroup member and asynchrony with an outgroup member, participants identified more exclusively with their ingroup, and preferred their ingroup more over the outgroup (compared to experiencing synchrony with an outgroup member and asynchrony with an ingroup member). Overlap of bodily representations is one of the embodiments underlying social identification with groups.

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

UNDERSTANDING RELATIONS THROUGH PERCEPTION: SOCIAL EXCLUSION LEADS TO LOWER BODY TEMPERATURES Hans IJzerman,1 Marcello Gallucci,1 Wim T. J. J. Poon2, Marina Vetova3, Cristin S. Weingerber1, Niels J. van Doesum1, Kipling D. Williams1, 1VU University, Amsterdam, 2University of Miami - Bicocca, 3Purdue University – One of the most important dimensions in social psychology focuses on the warmth-coldness dimension of interpersonal judgment. Conceptual Metaphor Theory (Lakoff & Johnson, 1999) and recent research in social psychology emphasize that the underlying metaphor should be taken literal: people recruit temperature to understand and structure more abstract target concepts like affection. For example, higher temperature conditions make people more prosocial (Williams & Bargh, 2008) and more attenuated to engage in relationships (IJzerman & Semin, 2009). But perhaps social metaphors are more than just that. Conceptual Metaphor Theory presupposes that conceptual metaphors are strictly unidirectional in that an asymmetry exists between how concrete experience structures abstract concepts, but not vice versa. We propose that social relations are structured through the perceptual system, without necessarily needing to recruit conceptual metaphors. In our first study, we socially excluded versus included participants. We hypothesized and found that social exclusion does not only feel cold, but also leads to lower finger-temperatures. In our second study we reversed the causal impact on intergroup inequality.
A CULTURE OF CHOICE LEADS TO VICTIM BLAMING AND OPPOSITION TO COLLECTIVELY BENEFICIAL SOCIAL POLICIES  

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

IN BLIND PURSUIT OF RACIAL EQUALITY?  
Evan P. Apfelbaum, Kristin Pauker, Samuel R. Sommers; Northwestern University, Stanford University, Tufts University — Despite receiving little empirical assessment, the colorblind approach to managing diversity has emerged as a dominant institutional strategy for advancing racial equality across educational, organizational, legal, and political domains. We gauged the utility of colorblindness as a means to eliminating future racial inequality—a central objective—by assessing its impact on a sample of elementary school students. Students reviewed an educational, multimedia storybook ostensibly under development for younger children. Two different versions of the book (colorblind or value-diversity) both described a teacher’s efforts to promote racial equality, but they diverged in their philosophical approach for doing so. After presentation of the storybook, students were introduced to a separate, presumably unrelated task, in which they were presented with three schoolyard incidents that depicted varying degrees of evidence of racial bias (none, ambiguous, and explicit). Results demonstrated that students exposed to a colorblind mindset were actually less likely both to detect overt instances of racial discrimination and to relate such events in a manner that would prompt intervention by certified teachers, even in the case of blatant, explicit racial bias. Institutional messages of colorblindness may therefore artificially depress formal reporting of racial injustice, indicating that while they appear to function effectively on the surface, they can allow even subtle, personal interactions to justify inequality. We propose that people’s endorsement of ideological worldviews justifying inequality emerge out of their social location—membership in dominant and/or marginalized groups—and that the justification of inequality can occur even among those at the intersection of multiple identities. Specifically, we argue that individuals with simultaneously marginalized and dominant group memberships, such as upper class non-Whites, will endorse ideologies that legitimize the social hierarchies they benefit from. In two studies, we found that the justification of inequalities was linked to intersections in individuals’ social location. In Study 1, we found that participants’ social location predicted their social dominance orientation (SDO) and class-based essentialism (SCE). Members of dominant social groups—men and upper class individuals—essentialized class more and had a higher level of SDO than those from comparatively marginalized groups. Further, a interaction between Class and Race emerged: Upper class non-Whites endorsed SDO more strongly than middle/working class non-Whites, upper class Whites, or middle/working class Whites. Study 2 replicated and extended this finding by examining the influence of social location on both SDO and John Henryism (JH), an ideology that resists the naturalization of inequalities, in two different socioeconomic contexts. Once again, upper class non-Whites scored higher on SDO than all other groups. An additional Class x Race interaction on JH showed that upper class non-Whites scored lowest of all groups on this resistant ideology. These studies illustrate that minorities who achieve the American dream may subsequently endorse ideologies that ultimately justify inequality.

THE BENEFITS OF RESPONSIVENESS: BEYOND GOOD RELATIONSHIPS  
Speakers: Harry T. Reis, Jennifer Crocker, Sara Algoe, Amy Canevello

A growing literature on responsiveness in close relationships suggests that being responsive to partners and perceiving partners as responsive contribute to close relationships, building relationship quality and satisfaction. But many questions remain concerning the extended consequences—both its costs and benefits. Responsiveness may have benefits that extend beyond simply improving relationship function (Gable & Reis, 2006). Being responsive, or perceiving a partner as responsive, may improve the well-being of oneself or one’s relationship partner, and foster goal attainment. If so, who benefits from responsiveness, and how? These presentations will focus on how responsiveness in close relationships promotes both people’s personal functioning and well-being. Harry Reis will propose a model of the process by which perceived partner responsiveness helps people make progress toward important personal goals. Jennifer Crocker will demonstrate the critical role of responsiveness in explaining how interpersonal goals to convey desired images and support others lead to changes in own and partners’ self-
emotions. Sara Algoe will explore how responsive expressions of gratitude lead to recipient’s positive feelings about the self and the relationship, ultimately drawing the generous partner farther into the relationship. Amy Canevello will show the unexpected benefits of being responsive for own personal growth and optimal functioning. Together, these presentations will demonstrate the consequences of responsiveness in close relationships beyond relationship functioning. Responsiveness contributes to providers’ and recipients’ personal functioning and well-being. They also suggest that responsiveness and perceived partner responsiveness may play important roles in other seemingly individual (i.e., unrelated to close relationships) constructs within social psychology.

**ABSTRACTS**

**PERCEIVED RESPONSIVENESS CONTRIBUTES TO PERSONAL AND RELATIONSHIP GROWTH**

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

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

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

**GRATITUDE FUELS UPWARD SPIRALES OF MUTUALLY-RESPONSIVE BEHAVIOR**

Sara Algoe1; 1University of North Carolina at Chapel Hill — The emotion of gratitude has been proposed to foster high-quality relationships by acting as fuel for upward spirals of mutually-responsive behavior (e.g., Algoe, Haidt, & Gable, 2008; Algoe, Gable, & Haidt, 2010). Perceived responsiveness of the person who provides a benefit to the self is a key appraisal for the emotion of gratitude. Thus, the lens of responsiveness is expected to permeate and be the active ingredient in a grateful benefit recipient’s social behavior back toward the benefactor, serving to keep the benefactor interested and invested in the relationship. Study 1 involved members of 67 cohabiting couples. Day-lagged, cross-dyad analyses demonstrate that one person’s gratitude is indeed associated with increases in the other’s feelings about the quality of the relationship, from one day to the next. Study 2 demonstrates the role of responsiveness in this process. Each couple-member expressed gratitude for a specific event for which he or she felt grateful. As expected, thanking behavior varied in responsiveness. Moreover, the more responsive the grateful thankers were perceived to be in the lab, the greater the target’s everyday satisfaction with the self and the relationship across 14 nights of reports. Importantly, the effects of this behavior were independent from effects of the thankers’ responsiveness during other behavioral tasks in the laboratory, suggesting a unique role for gratitude in relationship promotion. By making a benefactor feel good about the self and the relationship, high-quality expressions of gratitude (i.e., expressions high in perceived responsiveness) facilitate gratitude’s primary social functions of promoting high-quality relationships.

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

Amy Canevello1, Jennifer Crocker2; 1The Ohio State University — Responsiveness in relationships promotes relationship growth and function. Perceiving that relationship partners are responsive predicts perceived relationship quality, and fosters a sense of security in close relationships (Reis, Clark, & Holmes, 2004). Being responsive to relationship partners elicits responsiveness from them. But does being responsive also have personal benefits and if so, how? We suggest responsiveness leads to optimal psychological functioning, because it supports personal growth (Fenney, 2004). We examined associations between responsiveness and change in dysfunctional attitudes, purpose in life, and learning from failure goals, and growth goals from pretest to posttest. Importantly, these associations were not due to chronic perceptions of roommates’ responsiveness. Additionally, relationship growth goals mediated links from chronic responsiveness to change in dysfunctional attitudes, purpose in life, and learning from failure goals. These results suggest that being responsive has benefits that extend beyond recipients and the relationship itself — being responsive to others promotes personal growth and optimal functioning.

**NEW PERSPECTIVES ON THE NEUROENDOCRINE REGULATION OF SOCIAL PERCEPTION AND BEHAVIOR**

Jennifer A. Bartz, Mount Sinai School of Medicine; Co-Chair: Pranjal Mehta, Erasmus University

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

Hormones, through their peripheral action or through their role as neurohormones in the brain, are involved in many aspects of social perception and behavior. Indeed, specific hormones have become synonymous with specific social perception and behavioral constructs (oxytocin = trust and love; testosterone = aggression and dominance). Here we show that the relationship between hormones and social perception/behavior is often moderated by biological, personality, and/or situational factors. Oxytocin is thought to facilitate trust but Bartz will show that intranasal oxytocin decreases trust and negatively biases childhood memories of
maternal closeness in anxiously attached participants. Similarly, Norman will show that loneliness moderates the relationship between oxytocin and parasympathetic nervous system functioning, with intranasal oxytocin producing the highest respiratory sinus arrhythmia response in less lonely individuals, but virtually no response in more lonely individuals. Mehta will show that cortisol moderates the effects of testosterone on behavior: higher testosterone is related to increased dominance/risk-taking/reward-seeking/leadership when cortisol is low, whereas higher testosterone can actually decrease these same behaviors (e.g., dominance) when cortisol is high. Finally, Stanton will show that gender moderates voters’ endocrine responses to the 2008 Presidential election outcome, and that endogenous testosterone has an inverted-U relationship with risk-aversion, contrary to popular wisdom. These data suggest that the relationship between hormones/neuromodulators and social perception and behavior is more complex than previously thought and that an interactionist perspective that takes into account individual differences (biological, personality) and the power of the situation is critical to understanding the specific role hormones/neuromodulators play in interpersonal processes.

**ABSTRACTS**

THE EFFECTS OF OXYTOCIN ON TRUST, COOPERATION AND MATERNAL RECOLLECTIONS: ATTACHMENT PANACEA OR SALIENCE ENHANCER? Jennifer A. Bartz1, Jamil Zak2, Kevin N. Ochsner2, Eric Hollandier3, John E. Lydon1, Niall Bolger1, 1Mount Sinai School of Medicine, 2Columbia University, 3Montefiore Medical Center University Hospital, Albert Einstein College of Medicine, 4McGill University — Oxytocin—a neuromodulator implicated in attachment and prosocial behavior in animals—has recently received attention for its role in humans: Dubbed the “hormone of love,” the prevailing view is that oxytocin has broad positive effects on social perception and behavior. Although shown to facilitate trust, oxytocin was also shown to increase negative social emotions (envy). Rather than having broad positive effects, these data suggest oxytocin may specifically affect cognitive and/or motivational states that increase the salience of social cues, thus triggering the positive or negative emotions associated with those cues. We tested the effects of intranasal oxytocin on trust and cooperation (Study 1; N=27) and on memories of maternal affections in childhood (Study 2; N=31). The popular view suggests oxytocin should facilitate trust and cooperation, and positively bias maternal memories in everyone. However, if oxytocin increases the salience of social cues, its effects should vary depending on the relationship representations people possess and especially representations about the reliability of close others. Oxytocin decreased trust and prosocial responses in the Assurance Game for anxious but not securely attached participants (both ps<.05). Oxytocin also influenced maternal recollections but again these effects were moderated by attachment anxiety: less anxious participants remembered their mother as more caring and close following oxytocin vs. placebo, whereas more anxious participants remembered their mother as less caring and close following oxytocin vs. placebo (both ps<.05). The time data shed light on oxytocin function in humans, and suggest a more circumspect answer to the question of who will benefit from oxytocin.

OXYTOCIN, EVALUATIVE PROCESSES, AND AUTONOMIC CARDIOCONTROL: MODULATION BY LONELINESS Greg J. Norman1,2, Louise C. Hawkley1, John T. Cacioppo1, Gary G. Bernston2, A. Courtney DeVries2, 1University of Chicago, 2The Ohio State University — Loneliness, or the feeling of social disconnection and isolation, triggers implicit hypervigilance for social threat that alters cognition, affect, and behavior in ways that diminish trust, enhance cardiovascular dysfunction, and engender neurobiological changes that contribute to increased risk for morbidity and mortality. Oxytocin is a neuropeptide thought to contribute to various social behaviors across a broad range of species. Indeed, oxytocin has been shown to be involved in social psychological processes including trust, social memory, and fear in humans. Furthermore, oxytocin also increases parasympathetic nervous system activity in humans which may partially mediate the relationship between loneliness and its consequences for physiological functioning. Extending prior studies, we found that intranasal oxytocin administration (N=23; age=18-29 yrs) significantly decreased emotional arousal to socially threatening visual stimuli as compared to placebo individuals (N=22). Additionally, intranasal oxytocin significantly increased respiratory sinus arrhythmia (RSA), a well validated measure of parasympathetic nervous system functioning. However, this effect was moderated by loneliness such that individuals who showed the lowest levels of loneliness displayed the highest RSA responses to oxytocin (p<0.05) while the most lonely individuals showed next to no response to oxytocin (p>0.05). These results are consistent with previous reports demonstrating an association between loneliness and genetic polymorphisms in the oxytocin receptor gene and suggest the oxytocin system may be involved in individual variation in loneliness levels. These data provide a unique perspective on the potential reciprocal interactions between oxytocin and the physiological and behavioral manifestations of loneliness.

TURNING TESTOSTERONE ON ITS HEAD: STRESS AXIS ACTIVITY ALTERS THE RELATION BETWEEN TESTOSTERONE AND BEHAVIOR Pranjal Mehta1, Dana Carney2, Andy Yap2, Shira Mo3; 1Erasmus University, 2Columbia University — Testosterone has a bad reputation. It has been stereotyped as the hormone responsible for all things “masculine” including aggression, dominance, risk-taking, and anti-social behavior. This assumption that testosterone encourages masculine behaviors is held even among scientists, which is surprising given that empirical evidence is mixed. We propose an alternative account of the role of testosterone in social behavior—specifically, that testosterone’s influence on behaviors like aggression, dominance, and risk-taking critically depends on cortisol, a hormone released by the neuroendocrine stress axis. We present multiple studies supporting this novel dual-hormone theory. Across these studies, saliva samples were taken to measure steroid hormone concentrations, the social context was experimentally controlled or manipulated, and social behaviors were measured using self-reports (Study 1), peer reports (Study 2), or behavioral observation (Studies 3 and 4). Results show that testosterone increases dominance (Study 1), leadership (Study 2), risk-taking (Study 3), and competitive economic behaviors (Study 4) only when cortisol levels are low (low stress axis activity). When cortisol levels are high (high stress axis activity), higher testosterone can actually decrease these same behaviors. These reversals of the testosterone-behavior relations are most likely to occur following social threat. This pattern of findings was observed in both male (Studies 1-4) and female participants (Studies 2-4). We conclude that social behaviors linked to masculinity are explained by complex interactions between multiple neuroendocrine systems (the reproductive and stress axes) and situational factors (social threat). We end by discussing the implications of this research for social and personality psychology.

TESTOSTERONE’S RELATIONSHIP WITH POLITICS AND ECONOMICS: SOCIAL AND PERSONALITY PSYCHOLOGY PERSPECTIVES Steven J. Stanton1, Scott A. Huettel2, Kevin S. LaBar1; 1Duke University — Testosterone has long been associated with dominance and risk-seeking behavior, but the extent to which those associations permeate aspects of our daily lives has been understudied. Politics and economic decision making are two domains in our daily lives in which dominance and risk-seeking are critically embedded, respectively. Does testosterone play a role in our politics and our economic decision making? From a social psychological perspective, political elections are societal dominance competitions. Using a large sample (N = 183), we examined voters’ testosterone responses to the 2008 United States Presidential election. We found that female voters showed no differential testosterone response to the election outcome, but male Obama voters had stable post-outcome testosterone levels, and McCain and Barr voters had large decreases in post-outcome testosterone levels. The findings indicate that male voters exhibit biological responses to the realignment of a country’s dominance hierarchy as if they participated in an interpersonal dominance contest.
From an individual-differences perspective, little is known about the relationship between testosterone and economic risk preferences (e.g., risk-aversion), thus we examined this relationship in a large sample (N = 298). In contrast to the received wisdom that testosterone promotes risk-seeking, we found that endogenous testosterone levels had a significant inverted-U association with individuals’ aversion to risk. In both men and women, high- and low-testosterone individuals were risk-neutral, while intermediate-testosterone individuals were risk-averse. In conjunction, these studies used laboratory and real-world manipulations to explore the relationships between testosterone, politics, and economics from the perspectives of social and personality psychology.

**Symposia Session C4**

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

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

Chair: Richard David Hayward, Duke University  
Co-Chair: Amy D. Owen, Duke University  
Speakers: Christopher Ellison, Amy D. Owen, R. David Hayward, Loren Toussaint

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

**STRAIN, RELIGIOUS COPING, AND DEPRESSION IN SEVENTH-DAY ADVENTISTS**  
Christopher Ellison1, Cheryl Smith2, Kelly Morton1, Jerry Lee1, Linda Lebile1  
1University of Texas - San Antonio,  
2University of Connecticut,  
3Loma Linda University,  
4University of Texas - Austin  
– Although many behavioral scientists have assumed that religious coping is primarily a passive, and often maladaptive, response to personal crises and challenges, recent theoretical and empirical work suggests a much more complex picture. This study examines the links between eight religious coping styles and depressive symptoms, in the context of chronic financial strain, using data on a large (n=10,013) nationwide sample of members of the Seventh-day Adventist faith, a sect known for exceptionally low levels of morbidity and mortality. Multivariate regression models include controls for a number of sociodemographic variables, general religiousness, social desirability bias, hostility, and optimism-pessimism balance. Key findings include the following: (a) Chronic financial strain is a strong positive predictor of depressive symptoms. (b) Collaborative religious coping, active surrender, benevolent reappraisals, and spiritual support are strongly inversely associated with depressive symptoms. (c) Passive religious deferral, self-directing religious coping, punishing God reappraisals, and spiritual discontent are strongly positively linked with depressive symptoms. (d) In addition to their robust main effects, two of the positive religious coping styles – benevolent reappraisals and seeking spiritual support – also buffer the deleterious effects of financial strain on depressive symptoms. (e) In addition to their large negative effects, two of the negative religious coping styles – punishing God reappraisals and spiritual discontent – exacerbate these stressor effects on depressive symptoms. The results underscore the diversity and complexity of religious coping, as well as the need to test multiple models of the relationships between stressors, religious coping practices, and psychosocial outcomes.

**LONGITUDINAL RELATIONSHIP OF RELIGIOUS COPING WITH RACIAL DISCRIMINATION AND HEALTH OUTCOMES AMONG OLDER AFRICAN-AMERICANS**  
Amy D. Owen1, R. David Hayward2  
1Duke University Medical Center – Stress associated with the perception of racial discrimination is a major predictor of negative health outcomes among older African Americans. Religious belief and participation may serve to buffer some of these effects in this vulnerable population. This study uses data from a longitudinal survey of older adults to examine the impact of baseline perceived support from God in coping with discrimination on self-reported health and extent of hospitalization after three years. Among both Whites and African Americans, positive religious coping predicted fewer days of hospitalization after three years (b = -0.18, p < .001), but was not related to overall self-reported health (b = 0.01, p = .89), controlling for demographic factors. Among African Americans, perception of God’s support in coping with racial discrimination was related to better overall self-rated health (b = 0.18, p = .007), and was a stronger predictor of extent of hospitalization (b = -0.64, p < .001) compared with positive religious coping (b = -0.21, p = .09). These results indicate that the perception of divine support may help to buffer against some of the detrimental health effects of social stressors like racial discrimination. This may help to explain previous findings that religious participation has the strongest health benefits for members of marginalized groups. Furthermore, these results suggest that different elements of religious coping may be associated with different particular health outcomes.

**NEGATIVE RELIGIOUS COPING AND ATROPHY OF THE HIPPOCAMPUS: IMPLICATIONS FOR LATE LIFE MENTAL HEALTH**  
R. David Hayward1, Amy D. Owen1, Harold G. Koenig2, David C. Steffens3, Martha E. Payne4  
1Duke University Medical Center – Regional brain atrophy in the hippocampus has been linked with serious mental health problems in older adults, including depression and dementia. This study uses longitudinal data from 99 depressed older adults and 106 non-depressed controls to analyze the relationship of positive and negative religious coping with structural MRI measures of changes in hippocampal volume, and clinical measures of mental health outcomes. Results indicated that, after controlling for demographic factors, clinical outcomes were related to both positive and negative religious coping, while neuroanatomical changes were related only to negative coping. Depression severity was beneficially associated with positive religious coping (b = -3.50, ß = -0.30, p < .001) and harmfully associated with negative religious coping (b = 9.98, ß = 0.41, p < .001). More severe atrophy in both the left and right hippocampus was related to the specific negative coping element of feeling abandoned by God among those in the depressed group (left: b = 0.19, ß = 0.20, p = .048; right: b = 0.25, ß = 0.28, p = .005), but not in the control group (left: b = 0.22, ß = 0.09, p = .363; right: b = -0.06, ß = -0.02, p = .828). These results suggest that negative religious coping strategies may exacerbate late life depression by contributing to greater atrophy of key brain regions, although it is also possible that loss of hippocampal volume is reflected in the development of more negative images of one’s relationship with God among the depressed.
LATENT GROWTH IN RELIGIOUS COPING, EMOTION-FOCUSED COPING, FORGIVENESS, AND DISTRESS: A MEDIATIONAL PARALLEL PROCESS MODEL  
Loren Toussaint\(^1\), Alyssa Cheadle\(^2\); \(^1\) Harvard Divinity School — Forgiveness has been theoretically connected to both religious and emotion-focused coping. As three unique dimensions of coping, these variables should be associated with mental health in both static and dynamic models. However, the structure of these connections between religious coping, emotion-focused coping, forgiveness, and mental health has yet to be fully understood. The purpose of the present study was to examine: 1) the dynamic associations between religious and emotion-focused coping and forgiveness, and 2) the extent to which dynamic mediation models of coping, forgiveness, and distress are appropriate. Participants (N = 212) completed weekly measures of coping, forgiveness, and distress for five weeks. A parallel process latent growth model simultaneously examined change in religious and emotion-focused coping, forgiveness, and distress symptoms. The model fit the data (CFI = .95, RMSEA = .07). Results showed significant change in forgiveness and distress but not religious or emotion-focused coping. Significant individual variation in all parameters was present except for change in religious coping. Structural analyses revealed that variation in individuals’ initial levels of emotion-focused coping, but not religious coping, predicted increases in forgiveness. Increases in forgiveness were associated with decreases in psychological distress. The indirect effect of initial levels of emotion-focused coping through increases in forgiveness decreased in psychological distress was significant (B = -.02, p < .05). In summary, forgiveness changes are influenced by emotion-focused coping more so than religious coping and effects of emotion-focused coping on changes in psychological distress may act through influencing the trajectory of forgiveness.

Symposia Session C5

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

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

Chair: Loren E. Park\(^1\), University at Buffalo, The State University of New York
Speakers: Sian L. Beilock\(^1\), Lorea E. Park\(^2\), Sapna Cheryan\(^1\), Julie A. Garcia\(^1\)

What factors contribute to women’s underperformance and disproportionate dropout rate from Science, Technology, Engineering, and Math (STEM)? This symposium integrates a diverse set of theoretical perspectives and methods to examine social psychological processes that shape women’s performance and attitudes toward STEM. Sian Beilock examines the role of teachers in influencing students’ math beliefs and achievement. Specifically, she presents longitudinal data suggesting that female elementary school teachers unwittingly transmit their math anxieties to female students, with implications for their students’ math stereotypes and performance. Social influences later in life can also influence women’s STEM-related outcomes. Lorea Park suggests that during young adulthood, the goal to be romantically desirable conflicts with women’s goal to be intelligent in masculine domains such as STEM. Consequently, women may disengage from STEM when the goal to be romantically desirable is activated. Sapna Cheryan discusses how objects in social environments can communicate stereotypes about certain fields (e.g., computer science), leading undergraduate women to feel a lowered sense of belonging and to decrease their subsequent interest and expected performance in such fields. Finally, Julie Garcia discusses how situational cues can lead women to experience identity threat and heightened self-image concerns in math and engineering contexts, with implications for academic performance and well-being. Overall, this symposium addresses a real-world problem – the gender gap in STEM – using multiple theoretical perspectives and methodologies. In doing so, the speakers highlight the promise of social psychological research in understanding and potentially reducing the gender gap in STEM.
from those considered stereotypical of computer science (e.g., Star Trek poster, video games) to objects not considered stereotypical of computer science (e.g., nature poster, phone books) was sufficient to boost female undergraduates’ interest in computer science. In Study 2, we extended the results to virtual learning environments and found that women’s (but not men’s) interest and expected performance increased when a virtual computer science classroom did not reflect current stereotypes.

Effects occur even when the learning material, gender of the professor, and gender ratio of the classmates are identical, isolating the design of the environment as a key determinant of women’s choices and expectations. A third study revealed that women’s lower interest and expected performance in the stereotypical environment compared to men was explained by their lower sense of belonging in that environment; moreover, both the stereotypical and the non-stereotypical classrooms influenced women’s interest over a control classroom. Objects in group environments can thus invite or deter participation among certain populations by signaling who belongs in that setting.

**THE INFLUENCE OF CONTEXT ON SELF-ESTEEM MOTIVATIONS FOR THREATENED AND NON-THREATENED IDENTITIES**

Julie A. García, Mary C. Murphy, Claude Steele, Jennifer Crocker, California Polytechnic State University, San Luis Obispo, University of Illinois at Chicago, Columbia University, Ohio State University—Situational cues shape the meaning of social identities (Steele et al., 2002). Contextual cues that suggest devaluation trigger social identity contingencies—concerns about how people’s identity matters and how they will have to negotiate and behave in a setting because of their identity (Murphy & Steele, 2008). We suggest that these identity contingencies can in turn lead to greater self-esteem goals (e.g., Garcia & Crocker, 2006). Namely, we examined two motivational systems for the self: self-image goals, concerned with protecting and inflating desired self-images, and compassionate goals, concerned with contributing or supporting others (Crocker, Garcia, & Nuer, 2008). Using experience sampling methodology, we examined if particular features of settings (e.g., percent male or female) contributed to perceived identity contingencies and consequently self-esteem motivations. To that end, 28 men and 29 women completed questionnaires on a Palm Pilot over the course of two weeks whenever they were in math or hard science contexts, social sciences or humanities contexts, or non-academic contexts. Women are often stereotyped as intellectually inferior in math and engineering academic contexts (Spencer, Steele, & Quinn, 1999; Steele, 1997), so we expected these contexts to trigger identity threat for female participants, but not male participants. Social science and humanities courses and non-academic contexts served as controls. Similarly, male students, serving as a comparison group, allowed us to test whether the processes found were unique to, or stronger for, female students than male students. Implications for academic outcomes and psychological well-being are discussed.
INTENSIVE MEDITATION TRAINING ENHANCES RESPONSE INHIBITION, ADAPTIVE SOCIO-EMOTIONAL FUNCTIONING, AND MARKERS OF CELLULAR AGING. Clifford D. Saron1, Bailjinder K. Sahdra1, Katherine A. Maclean1, Tonya L. Jacobs2, Emilio Ferrer1, Elisfa S. Epi2, Philip R. Shaver3, Jue Lin2, Stephen R. Aichele3, David A. Bridwell3, Anthony P. Zanesco1, Brandon G. King1,2,3 1Center for Mind and Brain, University of California Davis, 2University of California San Francisco, 3University of California Davis, 4University of California Irvine — We examined the impact of intensive meditation on executive control, adaptive socio-emotional functioning, and indices of cellular aging. Longitudinal data were collected from participants undergoing three months of intensive meditation training in an isolated retreat setting (Retreat 1) and a wait-list control group that later underwent identical training (Retreat 2). A response inhibition task (RIT) assessed sustained self-regulatory control and a battery of questionnaires assessed adaptive functioning (AF). Peripheral blood mononuclear cell samples were collected post-retreat for telomerase activity, a known predictor of long-term cellular viability. Participants in Retreat 1 improved in RIT performance and AF over time whereas the controls did not. The controls later improved on both dimensions in Retreat 2. These improvements were sustained in ~5-month follow-up assessments. Longitudinal dynamic models with combined data from both retreats showed that improvement in RIT performance during training influenced the change in AF over time, which is consistent with a key claim in the Buddhist literature that enhanced capacity for self-regulation is an important precursor of changes in emotional well-being. Furthermore, telomerase activity at post-retreat was significantly greater in retreat participants than in controls. Increases in self-reported perceived control and decreases in neuroticism contributed to an increase in telomerase activity. Purpose in Life was influenced by meditative practice and directly affected both perceived control and negative emotionality, affecting telomerase activity directly as well as indirectly. These data are the first to link meditation and positive psychological change with telomerase activity, with implications for telomere length, immune cell longevity and well-being.

TONIC VAGAL TONE ENHANCES THE POSITIVE EMOTIONAL GAINS FROM LOVINGKINDNESS-MEDITATION; MEDITATION INCREASES TONIC VAGAL TONE Bethany E. Kok1, Barbara L. Fredrickson2; 1University of North Carolina at Chapel Hill — Fifty-two community dwelling adults participated in a study on the effects of loving-kindness meditation (LKM). Half of the participants were randomly assigned to a seven-week meditation-training workshop, which involved weekly instruction and group guided meditations, and were encouraged to practice meditation independently each day. Other participants served as a monitoring waitlist comparison group. All participants completed daily emotion reports and their tonic vagal tone was recorded at rest at the beginning and end of the study. Participants in the meditation condition increased in daily positive emotions over the course of the study relative to the waitlist group. Negative emotions did not change. In addition, the effect of meditation on positive emotions was moderated by tonic vagal tone: participants with higher tonic vagal tone at start of study showed greater gains in positive emotions per hour spent in meditation. In addition, meditators’ end-of-study tonic vagal tone was significantly higher than non-meditators’, though both groups began the study with similar levels of tonic vagal tone. This evidence suggests that tonic vagal tone may play a significant role in both the effectiveness of meditation interventions and also, potentially, in the benefits gained from regular meditation practice.

WRITING DOES MORE THAN HEAL WOUNDS: THE POWER OF REFLECTIVE WRITING ABOUT LIFE’S BEST MOMENTS Laura A. King1, 1University of Missouri, Columbia — Decades of research have shown that writing about traumatic life events leads to a host of psychological and physical benefits. This impressive body of research lends support to the “healing power of writing.” Importantly, the selection of traumas as the topic of writing has been driven primarily by theoretical notions of writing as a form of catharsis and insight or the release of inhibitions due to fear of social censure. In this talk, I will review evidence for the benefits of writing about intensely positive experiences for psychological and physical health. Such results challenge previous conceptualizations of the mechanisms underlying the benefits of writing. I will present evidence for the mediation of the benefits of writing about positive experiences by cognitive broadening and propose that research on writing about positive topics demands a deeper understanding of the ways that human beings benefit from narrating life experiences. Finally, I will present new data employing online methods for writing that highlight the portability of this intervention for everyday life. Research on the effects of writing about life’s best moments suggests that writing has the capacity not only to heal wounds but to enhance functioning.

INTENSIVE MEDITATION TRAINING INFLUENCES EMOTIONAL RESPONSES TO SCENES OF HUMAN SUFFERING Erika L. Rosenberg1, Anthony P. Zanesco1, Brandon G. King1, Stephen R. Aichele1, Tonya L. Jacobs1, Katherine A. MacLean1, David A. Bridwell1, Bailjinder K. Sahdra1, Emilio Ferrer1, Philip R. Shaver3, B. Alan Wallace4, Clifford D. Saron1,1; Mind and Brain Center, University of California Davis, 2University of California Irvine, 3University of California Davis, 4Santa Barbara Institute for Consciousness Studies — We randomly assigned 60 healthy people with prior meditation experience to an intensive 3-month meditation retreat or a wait-list control group. Laboratory assessments of all participants were obtained before, during, and after their retreats and at various follow-up points. In retreat, participants received instruction in meditative practices designed to promote relaxation, refine attention, and develop compassion and kindness toward others. Retreatants practiced alone about 6 hours a day, on average, over the 3-month period. We expected those who underwent the intensive meditation training would be less repelled by the suffering of others, and less harsh on the perpetrators of suffering. To test this hypothesis, we showed participants documentary film scenes of violence from a recent war, depicting both the perpetrators and the victims of violent acts. All facial behavior was unobtrusively video-recorded and coded using the Facial Action Coding System (FACS). Compared to controls, significantly fewer retreatants showed expressions of emotions of rejection (anger, contempt, and disgust) when witnessing specific scenes of soldiers and civilian casualties of war. Similar analyses from data obtained at the beginning of the retreat suggest such emotion expression differences were not present prior to our intervention. Additionally, we found that retreatants who practiced more mindfulness of breathing were less likely to show rejection emotions. We view this reduction in rejection emotions as a sign of increased willingness to be present with the condition of others, which — along with other emotional changes in this group — might be considered a prerequisite for compassionate responding.

Symposia Session D3
DEVELOPING TOOLS OF THE TRADE: TIPS FOR SUCCESS AS A STUDENT WRITER, RESEARCHER, AND COLLABORATOR Friday, January 28, 3:30 - 4:45 pm, Room 7 Chair: Kristin N. Dukes, Tufts University Co-Chair: Sean Hughes, National University of Ireland Maynooth Speakers: Shinobu Kitayama, Samuel R. Sommers, Robert Sellers Successfully navigating graduate school requires that students quickly develop a diverse toolbox of different skills, some of which are explicitly taught (e.g. writing for scientific publication) and others acquired more informally (e.g. how to network and form collaborative links with other academics). During SPSP 2011 the Graduate Student Committee (GSC) aims to equip students with an arsenal of skills key to surviving and excelling as a graduate psychology student. Shinobu Kitayama will draw on his experience as a journal editor to impart some time-proven tips and strategies for starting out and advancing in the world of scientific publishing. Thereafter Sam Sommers will share invaluable experience
for cultivating a vibrant and progressive research program during your graduate years and beyond. Finally, Rob Sellers will conclude this session with insight on how best to navigate the range of professional relationships students develop, from supervisors to colleagues and collaborators. Attending this symposium will profit both graduate students — by further refining their appreciation of key facets of academic life - and also faculty — who will leave armed with knowledge that they can pass on to their graduate students.

ABSTRACTS

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

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

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

ABSTRACTS

MAINTAINING ROMANTIC RELATIONSHIPS: EVOLUTION, HORMONES, AND IMPLICIT COGNITION

Symposia Session D4
Friday, January 28, 3:30 - 4:45 pm
Room 217 A-B
Chair: John S. Kim, University of Minnesota
Co-Chair: Jeffry Simpson, University of Minnesota
Speakers: John S. Kim, Yexin Jessica Li, Jon K. Maner, Martie G. Haselton
In recent decades, evolutionary approaches have provided important insights into social psychology, especially the study of mating. However, surprisingly little research has considered how evolutionary pressures might influence what happens in relationships once courtship has ended. This symposium presents four talks that examine how integrating evolutionary considerations with social psychological principles can provide novel insights into relationship maintenance processes.

SEX RATIO AND RELATIONSHIP MAINTENANCE: AN EXPERIMENTAL APPROACH
John S. Kim1, Vladas Griskevicius2, Jeffry A. Simpson1; 1University of Minnesota — Although the ratio of males to females in the environment dramatically influences the behavior of organisms in many species, the effects of sex ratio on human behavior have rarely been studied and remain unclear. We conducted the first set of studies that experimentally manipulated perceived sex ratio examining how the ratio of men to women in the local environment influences relationships. Kim and colleagues experimentally examine what happens in relationships when partners perceive that members of the opposite sex are scarce. They find not only that sex ratio influences relationship satisfaction, but also that men and women use very different tactics to prevent their partners from leaving them. Li and colleagues examine financial risk-taking in both singles and people in established relationships. They find that men and women have different risk preferences after the onset of a relationship compared to their risk preferences before the relationship begins. Integrating evolutionary theory and social cognition, Maner and Miller examine implicit cognitive processes that help people avoid the temptation of desirable relationship alternatives. They show that subtle cues signaling female fertility increase the extent to which men in relationships attempt to reduce temptation. Finally, Haselton and Larson demonstrate that women become less satisfied with their relationships at high fertility (near ovulation), especially if they perceive that their partners have lower genetic fitness. Collectively, these talks present new waves of research using experimental methods designed to test how evolutionary pressures influence the maintenance of certain romantic relationships.
DATING STATUS INFLUENCES WHEN AND WHY MEN AND WOMEN ARE ATTRACTED TO FINANCIAL RISKS

Yeixin Jessica Li1, Steven L. Neuberg1, Jill Sundie2, Douglas T. Kenrick1; 1Arizona State University, 2University of Texas, San Antonio — Men may engage in financially risky behaviors when seeking mates, for several reasons: Risky behaviors can signal to potential mates one’s genetic fitness, may facilitate success in status competition with other men, and, under some circumstances, may be a necessary strategy for gaining sufficient resources to offer potential mates. Once in a relationship, however, the same financial risksiness may be problematic for males, potentially suggesting to partners an interest in (extra-curricu- lar) mate-seeking and placing in jeopardy existing resources available to the partner and the relationship. In three experiments, we employed guided visualization scenarios to activate either a mating motivation or no motivation in single and attached undergraduate students. Participants were asked their preference for either guaranteed sums of money or chances of getting significantly more money accompanied by chances of getting nothing. As predicted, mating motivation led single men to become more risky and attached men to become less risky. These findings replicated across different samples and measures. Interestingly, in all three studies, women exhibited the opposite pattern: Mating motivation led single women to become less financially risky and attached women to become more risky. Possible explanations focus on the generally low mating benefits of costly signaling for single women and the mate retention benefits for attached women of communicating to their college-aged partners a willingness to “let their hair down.” Broadly, our findings suggest that risky financial decision making can be managed both to create and maintain relationships.

Symposia Session D5
SPONTANEOUS AND INTENTIONAL TRAIT INFERENCEs: NEW CHALLENGES AND BRIDGES

Friday, January 28, 3:30 - 4:45 pm, Room 217 C-D
Chair: Rui S. Costa, University of Lisbon, Princeton University
Co-Chair: Jeffrey W. Sherman, University of California, Davis
Speakers: John J. Skowronski, SoYon Rim, Rita Jerónimo, Frank Van Overwalle

AFTER years of research showing that trait inferences are made spontaneously from behaviors, recent developments in the field of spontaneous trait inferences (STIs) directed attention to the shared aspects of those inferences with other types of inferences and processes. The present proposal intends to contribute to an integrative view of these recent developments by presenting research that explores how spontaneous mechanisms underlying STIs and spontaneous trait transferences (STTs), as well as between STIs and intentional trait inferences, and that examines the relation between STIs and the perceivers’ goals. John Skowronski will show that although it is generally assumed that STTs are based on associative processes, cognitive effort in working memory is still needed for the establishment of such associative links, just as for the inferential processes underlying STIs. In the second presentation, SoYon Rim will explore the sensitivity of STIs to perceivers' goals and will show that an unconscious affiliation goal spontaneously promotes more positive trait inferences from others' behaviors. The last two presentations specifically address the interplay between STIs and inferences made under intentional impression formation goals. Rita Jerónimo will contend that some processing differences typically observed when intentionally forming impressions might be based on STIs and their inhibition by previous expectancies. Frank Van Overwalle will explore, adopting both ERP and fMRI measures, the common and distinctive processes involved in spontaneous and intentional trait inferences.
processed under cognitive load, and sometimes not. The formation of informant-trait links was assessed either via the modified savings paradigm introduced by Carlson and Skowronski (1994) or via trait ratings of the informants. Results from both savings data and trait ratings data suggested that recipients of trait-implicative informant behavior use self-descriptions spontaneously formed trait impressions of the informants, but recipients of trait-implicative third-party descriptions only associated the trait implied by the description to informants. Moreover, the load manipulation interfered with savings and lowered the extremity of ratings, regardless of informant type. Importantly, in two studies effects similar to those produced by the load manipulation emerged from an individual-differences measure of working memory capacity (OSPA).

**A FUNCTIONAL ANALYSIS OF SPONTANEOUS TRAIT INFECTION IN NON-CONSCIOUS AFFILIATION GOALS**

SoYon Rim1, Kate E. Min2, James S. Uleman1, Tanya Chardrand2; 1New York University, NY, 2Duke University, NC — Are implicit impressions, which form unintentionally and without conscious awareness, sensitive to situational motivations? Are implicit impressions functional in this way? The present work examines the functionality of spontaneous trait inferences (STI). Previous research demonstrated increased STI formation from behaviors of psychologically distal actors for whom abstract, invariant representations such as traits, are more functional (Rim et al., 2009). Here we examined functionality more directly by testing the effect of an affiliation goal at two stages of spontaneous impression formation: 1) trait activation and 2) trait binding to specific actors. At the earliest activation stage (Study 1), we found that an affiliation goal prime (vs. a neutral prime) suppressed the accessibility of non-trait words, which were irrelevant to and hence distracting from the affiliation goal. In Study 2, we used a false recognition paradigm to examine trait binding, and included a positive semantic prime condition to distinguish the “positivity” of the affiliation goal from the primed goal itself. Priming the goal to affiliate (vs. neutral and positive primes) led to increased STI formation from positive behaviors, whereas the primed affiliation goal had no effect on STI formation from negative behaviors. That is, unconsciously wanting to affiliate with others led perceivers to spontaneously and selectively form more positive trait inferences from others’ behaviors, relative to having no such unconscious goal to affiliate. These studies provide evidence that STIs are sensitive to perceivers’ unconscious goals and thus can operate in functional ways in impression formation. *INTENTIONAL IMPRESSIONS AND DIFFERENTIAL TRAIT ENCODING OF EXPECTANCY-CONGRUENT AND INCONGRUENT BEHAVIORS*

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

**SOCIAL NEUROSCIENCE APPROACH TO TRAIT INFERENCES: COMPARISON BETWEEN SPONTANEOUS AND INTEONENTIAL INFERENCES USING FMRI/ERPS**

Frank Van Overwalle1, Ning Ma1, Marijke Van Dunslaeger2, Edwin Verstraeten1, Marie Vandekerckhove1, Ruth Seurinck2, Wim Fias2; 1Vrije Universiteit Brussel, Belgium, 2Universiteit Ghent, Belgium — In 2 fMRI and 2 ERP studies on trait inferences of another person, half of the participants were given spontaneous (“read”) instructions while the other half were given intentional (“infer the person’s trait”) instructions. Several sentences described the behavior of a target person from which a strong trait could be inferred, and the last critical sentence implied a trait that was either consistent with this (consistent), implied an opposite trait (inconsistent), or was trait-irrelevant (irrelevant). A direct contrast between spontaneous and intentional instructions of consistent trait inferences (Experiment 1) or inconsistent trait inferences (Experiment 2) revealed no major differences, indicating that the same mentalizing network was recruited. fMRI experiment 1 revealed, however, that spontaneous inferences significantly recruited only core mentalizing areas, including the temporo-parietal junction and medial prefrontal cortex, whereas intentional inferences additionally recruited other brain areas. fMRI experiment 2 further showed that, regardless of instruction, inconsistent inferences additionally recruited brain areas involved in conflict detection, such as the posterior medial prefrontal cortex and lateral prefrontal cortex. The ERP experiments further showed that the timing of spontaneous and intentional traits was alike, at about 400-600 ms after a critical trait-implicating word was presented. These results suggest that spontaneous and intentional instructions recruit the same brain network involved in mentalizing about others and involved in conflict resolution, although intentional instructions invite observers to think more about the material in different ways besides its social impact.

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**Saturday Morning Special Session**

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

**SPECIAL SESSION B1**

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

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

Chair: Heather Patrick, National Cancer Institute
Co-Chair: Alex Rothman, University of Minnesota
Speakers: Heather Patrick, William M. P. Klein, Dikla Shmueli

Traditionally, the relationship between funding agencies and the research community consisted of researchers seeking funding, and funding agencies providing it. However, NIH and other funding agencies also interact with the research community in various other ways to advance the science. For example, NIH invites investigators to workshops that shape and inform future funding initiatives. The National Cancer Institute (NCI) has also developed several workshops and workshops to engage social/personality psychologists in discussions about interdisciplinary collaborations, opportunities for application of basic social psychological principles, methods, and theories, and the development of population-based surveys informed by social/personality psychological theory to address important public health questions. NCI has also contributed to SPSP-driven efforts to develop a health and social/
personality psychology interest group. These efforts depend on ongoing dialogue between researchers and funding agencies to maximize the effect basic behavioral science can have on initiatives to promote public health. This panel discussion will provide an overview of the opportunities for social/personality psychologists to capitalize on resources available through NCI and to facilitate dialogue between NIH and social/ personality psychology. Panelists will discuss the following topics: (1) Training and workshop opportunities available to social/personality psychologists through NCI; (2) The nature and scope of existing collaborations between social/personality psychologists and NCI, and the vision for the future; and (3) Large, nationally-representative datasets and databases that are available to social/personality psychologists through NCI, and how these can be used to advance social and personality psychological science. Time will be set aside for audience questions and discussion.

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

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

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

**Symposia Session E1**

**VISUAL PROCESSING OF RACE**

**Symposia Session E**

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

Chair: Kerry Kawakami, York University

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

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

**ABSTRACTS**

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

Kerry Kawakami, Amanda Williams, David Sidhu; York University – A popular explanation for the cross-race effect (that we have better recognition for faces of our own race compared to other races) is that we pay more attention to same-race faces than cross-race faces. The present research investigated the possibility that we exert extra effort to individuate our own race but rely on categorical processing for other races by utilizing an eye tracker to investigate the duration of gaze of White participants. In accordance with our expectations, White participants spent more time in general looking at White faces than Black faces and more time looking at individuating traits such as the eyes of Whites compared to Blacks. Alternatively, and in accordance with the categorical processing of cross-race faces, these participants also...
spent more time attending to Afrocentric categorical features such as the nose and mouth of Black than White faces. A second study investigated whether a monetary incentive to process Blacks and Whites individually would impact gaze patterns and whether duration of gaze would be related to the cross-race effect. As expected, although paying participants to remember individual Black faces increased the amount of time they attended to individuating features of Black faces, a monetary incentive to individuate White faces did not influence attention to individuating features of Whites. Furthermore, while in the control condition, categorical processing of Blacks was related to the cross-race effect, this relationship disappeared when a monetary incentive was awarded for individuating Blacks.

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

Meghan G. Bean1, Jennifer A. Richeson1, Daniel Slaten1, Sophie Trawalter2, William S. Horton1, Andrew R. Todd3, Mary C. Murphy2; 1Northwestern University, 2University of Virginia, 3University of Cologne, 4University of Illinois at Chicago — Interracial interactions can be stressful and anxiety inducing and some individuals are particularly susceptible to these negative outcomes. Specifically, white individuals who are high in external motivation to appear non-prejudiced (“high-EM”) find interracial interactions to be particularly taxing. Two studies examined whether these individuals exhibit selective patterns of visual attention toward black faces that indicate automatic threat appraisals. Specifically, past research has found that individuals unconsciously orient toward visual stimuli that are perceived as threatening then subsequently avoid these same stimuli. Study 1 used a dot-probe detection task to examine whether high-EM participants exhibit this pattern of selective attention regarding black faces. High- and low-EM individuals were presented with image pairs consisting of one white and one black male face for either 30 ms or 450 ms. The facility with which they could detect a small dot that appeared in the same spatial location as one of the faces was assessed. Study 2 used eye-tracking technology to examine directly participants’ looking behavior in response to black faces. Specifically, high- and low-EM participants were presented with pairs of one white and one black male face while an eye-tracking device recorded where on the screen they looked throughout each trial. In both studies, results revealed that high-EM, but not low-EM, participants exhibited an initial visual orientation toward black faces and then subsequently avoided these targets in favor of white faces. Taken together, these results suggest that individuals for whom interracial interactions are particularly anxiety-inducing automatically appraise outgroup members and threatening.

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

Kurt Hugenberg1, John Paul Wilson2; 1Miami University — Face recognition is a skill central to group living and successful social interactions, and extensive research indicates that social groups (ingroups/outgroups) can bias face recognition, creating an outgroup homogeneity effect in face memory (worse recognition for outgroup faces than ingroup faces). Despite this, to date little research has investigated how the structure of relationships between social groups affects such biases. Because past research has shown that group distinctiveness threat can enhance perceptions of ingroup homogeneity, of interest in the current research was whether distinctiveness threat affected face recognition. We addressed this issue directly in two experiments. In Experiment 1, White American participants were randomly assigned to read an essay indicating that Hispanic migration to the US would blur racial boundaries (threatening the distinctiveness of their racial ingroup), or to read a control essay about non-racial demographic changes. All participants then encoded and recognized a series of White and Hispanic faces. Notably, whereas control participants showed the standard outgroup homogeneity effect (i.e., more outgroup confusions in face memory), distinctiveness threat led to enhanced ingroup homogeneity in face memory (i.e., increased ingroup confusions). In Experiment 2, these same results were replicated using a control condition that also focused on Hispanic immigration, without threatening racial group distinctiveness. In short, distinctiveness threat created ingroup homogeneity in face memory. In both studies, distinctiveness threat led Whites’ same-race recognition to drop to cross-race levels. Implications are discussed in terms of how the structure of intergroup relations drives intergroup differences in face memory.

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

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

Symposia Session E2

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

Saturday, January 29, 9:45 - 11:00 am, Room 6 A-D
Chair: Bob Josephs, University of Texas - Austin
Speakers: Turhan Canli, Joan Y. Chiao, Heejung S. Kim, Robert A. Josephs
It is likely that most genes do not play a significant role in determining behavior in the absence of proper environmental conditions (Hariri & Holmes, 2006). However, specification of the appropriate gene by environment interaction is rapidly turning out to be an extraordinarily useful technique in shedding new light on the nature of complex phenomena, from stress and emotion, to aggression and social cognition. This symposium features four speakers whose gene by environment approaches touch personality, culture, and emotion. Dr. Canli will offer an ingenious solution to the puzzling association between the polymorphism (5-HTTLPR) of the serotonin transporter gene (SLC6A4) and multiple traits and behaviors by showing 5-HTTLPR’s broad influence over a wide range of neural circuitry, and its interaction with environmental events. Dr. Chiao will provide evidence of the influence of culture on genetic selection. Most striking, she finds that the greater the population frequency of the high-risk, or “S” allele of the 5-HTTLPR, the lower the prevalence of mood disorders (because of protection from increased cultural collectivism). Dr. Kim will present work on cultural differences in the oxytocin receptor polymorphism (OXTR) rs53576. G allele carriers are more sensitive than A carriers, and this finding was confirmed among Americans, but surprisingly, reversed among Koreans, providing a stunning example of the environment (culture) moderating gene expression. Dr. Josephs will present first-time evidence of a hormone-genotype-environment interaction on behavior in which high testosterone, S (5-HTTLPR) carriers showed exaggerated stress responses to defeat, suggesting a new, at-risk population for stress-related disease.
PLEIOTROPIC EFFECTS OF THE SEROTONIN TRANSPORTER GENE POLYMORPHISM (5-HTTLPR) Turhan Canli1,2, Stony Brook University, USA – A common variant within the serotonin transporter gene is best known for its association with neuroticism. Yet, this polymorphism (5-HTTLPR) is also associated with other traits and behaviors. Such pleiotropic effects may appear puzzling or surprising when assessed at the behavioral level of analysis. However, when considering the influence of the 5-HTTLPR on neural circuitry, it becomes apparent that it is widespread, and further modulated by life experience. In this presentation, I will review some of our work that has investigated the role of 5-HTTLPR by itself, and in interaction with environmental factors, to speculate how its influence over a wide range of neural systems may help understand pleiotropic effects of the serotonin transporter gene.

CULTURE–GENE COEVOLUTION OF INDIVIDUALISM–COLLECTIVISM AND THE SEROTONIN TRANSPORTER GENE (5-HTTLPR) Joan Y. Chiao1, Katherine D. Bilizinsky1, Department of Psychology and Interdepartmental Neuroscience Program, Northwestern University – Culture–gene coevolutionary theory posits that cultural values have evolved, are adaptive and influence the social and physical environments under which natural selection operates. In two studies, we examined the association between cultural values of individualism–collectivism and allelic frequency of the serotonin transporter functional polymorphism (5-HTTLPR) as well as the role this culture–gene association may play in explaining global variability in prevalence of pathogens and affective disorders. In both studies, we found evidence that collectivistic cultures were significantly more likely to comprise individuals carrying the short (S) allele of the 5-HTTLPR across 29 nations and 21 states within the United States. Across nations, results further show that historical pathogen prevalence predicts cultural variability in individualism–collectivism owing to genetic selection of the S allele. Additionally, cultural values and frequency of S allele carriers negatively predict global prevalence of anxiety and mood disorder. Finally, mediation analyses further indicate that increased frequency of S allele carriers predicted decreased anxiety and mood disorder prevalence owing to increased collectivistic cultural values. Taken together, our findings suggest culture–gene coevolution between allelic frequency of 5-HTTLPR and cultural values of individualism–collectivism and support the notion that cultural values buffer genetically susceptible populations from increased prevalence of affective disorders.

Here we discuss these current findings and their implications for understanding culture–gene coevolution of human brain and behaviour as well as how this coevolutionary process may contribute to population variation in pathogen prevalence and epidemiology of affective disorders, such as anxiety and depression.

CULTURE, GENETICS AND EMOTION REGULATION Hee jong S. Kim1, David K. Sherman2,1 University of California, Santa Barbara – Research has identified a genetic basis for a wide range of social and emotional behaviors. For instance, individuals with G allele of oxytocin receptor polymorphism (OXTR) rs53576 are found to be more socio-emotionally sensitive, compared to those with A allele. Yet, there is a growing body of research showing the impact of environment in moderating gene expression. In our research, we found that culture, as a form of environment that provides social context in which behaviors take place, has significant role in shaping how genes are expressed in behaviors and psychological tendencies. In the present study, we examined the gene–by–culture interaction in emotion regulation. There are cultural differences in how individuals regulate their emotion. Asians are more likely to suppress emotional expression to regulate their emotion than Americans. The present study examined how culture moderates the link between OXTR and emotion regulation strategies to produce culturally divergent ways in which people regulate their emotion. Koreans and Americans completed a questionnaire on their emotion regulation strategies. They also provided saliva samples for genotyping. There was a predicted gene–by–culture interaction as people with G allele exhibited greater sensitivity to cultural expectations regarding socio-emotional behaviors. Among Americans, emotional suppression was exhibited more among participants with GG genotype than participants with the AA genotype but the pattern was opposite among Koreans. These results support the idea that genes influence psychological predispositions for socio–emotional sensitivity, and culture moderates the behavioral outcome of such predispositions.

SEROTONIN TRANSPORTER GENE X TESTOSTERONE INTERACTION PREDICTS HPA AXIS RESPONSE TO DEFEAT Robert A. Josephs1,2 Department of Psychology and The Institute for Neuroscience, The University of Texas at Austin – Chronic stress is a major contributor to many common diseases and pathologies. How individuals react to stress depends in large part on individual characteristics and environmental variables. Two variables strongly linked to stress-reactivity are: 1) social status, and 2) variation in the polymorphic region (5-HTTLPR) of the serotonin transporter gene (SLC6A4). Depending on one’s level of status, threats to social status (e.g., defeat) can influence powerfully stress-reactivity and downstream stress-related disease onset across species, and individual differences in basal testosterone are a key predictor in determining reactions to status threats. Serotonin transporter gene (SLC6A4) linked polymorphic region allele status modulates the stress response, with short (S) allele carriers (those homozygous or heterozygous for the S allele) showing an exaggerated stress response to emotionally provocative stimuli and environmental stress, relative to those homozygous for the long (L) allele. Evidence for a possible hormone by gene interaction exists at the level of an intermediate phenotype. High testosterone (T) levels (in individuals exposed to negative stimuli) have been linked to decreased connectivity in amygdala–higher cortical coupling. So too, S carriers of the 5-HTTLPR, in response to negative stimuli show similar decreased connectivity between the amygdala and higher cortical regions. This suggests a dysregulation of the amygdala, rendering high T and/or S carriers vulnerable to disorders of mood and affect. Three studies exposing subjects to negative stimuli confirmed this model, with all three showing a pattern of exaggerated stress response among S carriers who were also high in T.

Symposia Session E3

LANGUAGE AND EMOTION: LABELING CREATES AND SHAPES EMOTION Saturday, January 29, 9:45 - 11:00 am, Room 7 A-D

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

According to commonsense, words are irrelevant to what we see on others’ faces or feel in our bodies. If words have anything to do with emotion, it is only because they are used to label what we see or feel after the fact. Yet, growing evidence from the behavioral and developmental sciences, psychophysiology, and neuroimaging suggests that language shapes emotion in important, and sometimes surprising, ways. The talks in this symposium will explore the variety of ways that language shapes the experience and perception of emotion. Kristen Lindquist will first present data demonstrating that emotion words play a constitutive role in the experience of emotion by shaping affective states into discrete emotional feelings. Next, James Russell will present data demonstrating that language acquisition shapes the perception of emotion during childhood. Karim Kassam will then present data demonstrating that labeling affective feelings with discrete emotion words alters peripheral physiological responses. Finally, Matthew Lieberman will present neuroimaging data demonstrating that the same brain regions involved in labeling affective states are also involved in emotion regulation and self control.
A B S T R A C T S

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

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

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

PUTTING FEELINGS INTO WORDS: THE NEURAL BASIS OF UNINTENTIONAL EMOTION REGULATION
Matthew Lieberman1; 1University of California, Los Angeles — Spinoza wrote that “Emotion, which is a passion, ceases to be a passion as soon as we form a clear and distinct idea, thereof.” This talk will explore why it is that putting feelings into words (affect labeling’) can help to calm our emotional passions. Specifically, I will provide fMRI evidence demonstrating that the brain region most selectively activated by affect labeling (right ventrolateral prefrontal cortex; RVPFC) is the region most reliably associated with a variety of emotion regulation and self-control processes. When this region is recruited in the service of affect labeling it unintentionally sets emotion regulation processes in motion. I will present data demonstrating that (a) this region is involved numerous forms of self-control, (b) that activating this region in the absence of self-control goals still produces self-control outcomes, (c) that affect labeling also activates this region and produces regulatory sequelae and (d) that the broader pattern of neural responses associated with affect labeling are very similar to those seen in traditional intentional emotion regulation paradigms (e.g. reappraisal). Finally, I will present clinical extenstions of this work on treating phobias and on mindfulness meditation effects.

Symposia Session E4

ACTOR/OBSERVER 2.0: NEW DIRECTIONS IN JUDGING SELF AND OTHERS
Saturday, January 29, 9:45 - 11:00 am, Room 217 A-B
Chair: Elizabeth R. Tenney, University of Virginia
Speakers: Daniel Ames, Elizabeth R. Tenney, Nicholas Epley, Katherine Hansen

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

A B S T R A C T S

A PIECE OF YOUR MIND: OBSERVERS FORGIVE THEIR FORGETTING BUT ASSUME ACTORS’ RECALL IS DIAGNOSTIC
Daniel Ames1, Malia Mason1, Emily Bianchi1; 1Columbia University — Despite our best intentions, most of us have struggled at some point to remember an acquaintance’s name or personal details. Yet after a moment of private anguish and public awkwardness, we usually let ourselves off the hook: it’s nothing personal, I just forgot. When we are on the receiving end of recall, however, we may take forgetting and remembering as highly diagnostic of the other person’s memory. For instance, people do not attribute much importance to remembering or forgetting. In particular, making an error with high confidence does not damage to the credibility of others. Next, Epley highlights an important difference in the thought processes of gift givers and receivers. Gift givers weigh how much thought they put into their gift and assume that their thoughts will “count” more than they actually do. Lastly, Hansen looks into the surprising persistence of the “bias blind spot,” a self-other asymmetry in which people deny biases in themselves that they easily recognize in others.
expected, participants took others’ recall for details such as the participants’ vacation plans as diagnostic of the others’ liking, though this effect was weaker when the other was high status, suggesting that people are more charitable to others whose “mental real estate” may be in high demand.

WHEN BEING WELL-CALIBRATED DOESN’T MATTER FOR CREDIBILITY: PEOPLE EVALUATE THEMSELVES AND OTHERS DIFFERENTLY Elizabeth R. Tenney1; University of Virginia — When deciding whom to believe, previous research suggests that people pay attention to whether informants are well-calibrated (i.e., good judges of when to be confident), and informants who are shown to be overconfident are discredited. However, as a new twist, it turns out that the tendency to use calibration as a cue to credibility is moderated by whether people are evaluating someone else’s knowledge or their own. When participants had to rely on other people’s memory of a video clip to learn what happened during the clip, as would be expected, participants trusted other people’s memory less if other people were shown to be poorly-calibrated (e.g., overconfident). However, if participants watched a video clip themselves and were then provided with similar evidence of their own overconfidence, unlike when evaluating other people, trust in their own memory did not change or waiver as a function of calibration. Making a high confidence error themselves did not seem to cause people to question their confidence in others, a result consistent with self-serving biases. R. Tenney showed that when participants watched a video clip themselves and rated how many details they could remember, they rated themselves significantly higher than those who watched a video clip and rated the details they saw. However, when evaluating other people’s memory, participants were still inclined to see themselves (and the decisions that they make) as objective.

HOW SURPRISINGLY LITTLE THOUGHTS COUNT Nicholas Epley1, Yan Zhang2; University of Chicago, National University of Singapore — Gift giving is a social exchange that includes both the objective value of a gift as well as the symbolic meaning of the exchange itself. The objective value of a gift is sometimes considered to be of secondary importance in people’s evaluations of a gift, as when gift receivers claim, “it’s the thought that counts.” This research examined when thoughts count in gift exchanges. Because it often takes motivation and attentional resources to consider another person’s thoughts, we predicted that thoughts would count for very little in evaluating gift exchanges unless gift receivers were motivated or otherwise triggered to consider a gift giver’s thoughts. Three experiments demonstrate that others’ thoughts are likely to be triggered when a friend’s gift has relatively little objective value, or is considered to be objectively undesirable. In one experiment, mothers evaluated a gift they received for Mother’s Day either in comparison to the best Mother’s Day gift they ever received or the worst Mother’s Day gift they ever received. The amount of thought mothers believed their children put into their gift influenced their reported appreciation and gratitude only when the gift was relatively undesirable (i.e., compared to the best gift ever received). Gift givers, however, are directed aware of the amount of thought they put into their gift, and therefore predict that their thoughts will “count” more than they actually do. It is the thought that counts, this research suggests, but only when giving loved ones bad gifts.

UNAFFECTED BY BIAS: CLAIMING OBJECTIVITY AFTER KNOWINGLY USING A BIASED STRATEGY Katherine Hansen1; Emily Pronin2; Princeton University — People are quick to point out bias in those around them, yet are reticent to admit to acknowledge bias in themselves. How far does this self–other asymmetry in bias attribution, or “bias blind spot,” go? The current research investigates this question by exploring the psychological effects of knowingly engaging in a biased decision-making strategy — that is, acknowledging the fact that one’s decision-making strategy is biased and using it anyway. Three experiments found that even when individuals admitted to bias in their decision-making strategy, they still maintained the presence of objectivity in their decisions. Each of the three experiments asked participants to engage in a biased decision making strategy (e.g., evaluating the validity a test they had just failed by examining only its weaknesses). In all three experiments, participants in the biased condition (compared to participants asked to use strategies that were not explicitly biased) rated their strategy as biased, engaged in it, and then claimed that their decisions resulting from that strategy were objective (in two of the experiments, degree of bias was measured and participants were found to have actually made biased decisions). This research suggests that the bias blind spot runs deep — even when individuals acknowledge that they are doing something in a biased manner, they are still inclined to see themselves (and the decisions that they make) as objective.

Symposia Session E5

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

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

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

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

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

ABSTRACTS

IT’S NOT WORTH IT: SOCIAL PAIN HEIGHTENS AVOIDANCE GOALS AND DIMINISHES SOCIAL REWARD Geoff MacDonald1; University of Toronto — How might feelings of social pain influence interactions with new social partners? Consistent with past research (e.g., Cavolo, et al., 2010) I expected that social pain would heighten social avoidance goals. However, the vulnerability associated with social pain may make acknowledging the sense of threat motivating those avoidance goals difficult to tolerate consciously. Thus, I predicted that socially pained individuals facing an interaction with a stranger may construe the interaction as lacking in potential for intimacy and connection (i.e., low reward) rather than holding potential for negative evaluation and rejection (i.e., high threat). That is, participants in pain may be more comfortable withdrawing psychologically with the rationale, “It’s not worth it,” rather than, “I’m scared of being rejected.” Participants were randomly assigned to relive a socially painful event, a physically painful event, or no event (Chen et al., 2008), then completed measures of approach/avoidance goals and social reward/threat. Finally, they interacted with another participant and reported on feelings of reward and threat during the interaction. Results revealed that participants in the social pain condition reported relatively stronger avoidance goals and lower reward expectations (although physical pain participants also reported low
reward expectations). No effects were found for approach goals or expectations of social threat. Further, participants in the social pain condition reported the lowest levels of connection following their interaction. The results suggest that the vulnerability resulting from social pain may lead to self-fulfilling prophecies of low social reward.

IMPLICATIONS OF REJECTION FOR SELF-CONCEPT CLARITY FOR REJECTION SENSITIVE INDIVIDUALS  
Ozlem Ayduk1, Anett Gyrak2, Anna Luerssen1, University of California, Berkeley — Extensive research to date has demonstrated that rejection leads to self-protective reactions towards others, such as hostility and aggression, particularly in people who chronically expect rejection from significant others and whom we refer to as high in rejection sensitivity (RS). There has been little research however, on how rejection affects high RS people’s self-concept. This presentation will address this issue focusing on self-concept clarity (SCC), which captures the extent to which self-knowledge is clearly and confidently defined, internally consistent, and temporally stable. Research shows that SCC can be undermined by failures in valued goal domains. Because preventing rejection is an important self-relevant goal for people high in RS, the main hypothesis tested was that failures to attain this goal (e.g., perceptions of rejection, occurrence of conflicts with partners) would cause them to experience unclarity in their self-concept - confusion about who they are and where they are going. Consistent with this hypothesis, findings from an experimental study showed that high RS people’s SCC is undermined following rejection but not following an aversive experience unrelated to rejection. A daily-diary study of couples in relationships replicated these findings by revealing that compared to those low in RS, high RS people’s SCC suffer to a greater degree on days preceded by presence as opposed to absence of conflicts with partners. The discussion will focus on how attempts to repair the self-concept may mediate the elicitation of self-protective responses by rejection as well as on the implications of the findings for long-term adjustment.

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

AN INTERGROUP PERSPECTIVE ON THE NEED TO BELONG  
Lisa M. Jaremka1, Brenda N. Major1, Nancy L. Collins1; 1University of California, Santa Barbara — According to a motivational perspective on the need to belong, threats to social inclusion should lead to motivated and coordinated attempts to re-establish an overall sense of belonging (Pickett & Gardner, 2005). A number of studies examining interpersonal threats to belonging have supported this hypothesis by demonstrating that rejection leads to increased attempts to affiliate with others (e.g., Maner, DeWall, Baumeister, & Schaller, 2007). While a number of theoretical perspectives argue that discrimination also threatens the need to belong (e.g., Smart-Richman & Leary, 2009) and thus should lead to the same motivational consequences, no studies to date have empirically examined this possibility. Accordingly, in the current study, participants in the experimental condition were asked to remember a time when they felt discriminated against because of their membership in a particular group. Participants in the control condition were asked to remember a recent purchase they made. All participants then completed a series of measures designed to assess affiliation motivation. Consistent with a motivational perspective on the need to belong, participants in the discrimination condition (compared to those in the control condition) had higher levels of affiliation motivation and higher approach goals in their already existing relationships. However, they were less interested in fostering new relationships, perhaps because new relationships raise the possibility of further rejection. These results suggest that attempts to re-establish belonging are often balanced with a desire to protect the self from future harm.
urbs. The basic hypothesis is that residential mobility fosters uniformity. The core argument is that (a) many Americans move, and (b) when individuals move to an unfamiliar location, they are drawn to familiar objects for a sense of familiarity and continuity in their lives. That is, familiarity-seeking is a psychological consequence of residential moves, and the uniformity of American suburbs is a byproduct of residential mobility. Consistent with our hypothesis, national chain stores (e.g., Target, California Pizza Kitchen) had more stores in residentially mobile states than residentially stable states (Study 1). Shopping malls located in residentially mobile zip code areas had more national chain stores than shopping malls located in residually stable areas (Study 2). Individuals who had moved frequently showed preference for national chain stores over local stores to a greater extent than did individuals who did not move frequently (Study 3). Finally, two laboratory experiments (Studies 4 and 5) showed that participants primed with “residential mobility” liked familiar ideographs (Study 4) and faces (Study 5) more than unfamiliar ones to a greater extent than those primed with “residential stability.” Together, these studies elucidate fundamental psychological mechanisms underlying the dominance of national chain stores and the uniformity in new suburban shopping malls.

**THE TRANSMISSION OF CULTURALLY-SHARED BIASES THROUGH TELEVISIONED NONVERBAL BEHAVIOR** Max Weisbuch1, Nalini Ambady2

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

I'M COMFORTABLE WITH RACIAL AMBIGUITY WHEN IT'S FUNCTIONALLY IMPORTANT: ENVIRONMENTAL CONSTRAINTS ON PROCESSING RACIAL AMBIGUITY Kristin Pauker1, Jennifer N. Gutse1, Dylan D. Wagner, Brandon J. Schmeichel

1Stanford University — Features of the social landscape can shape the framework through which we process social information. In a series of studies, we explored whether exposure to multiracial faces could shape participants’ theories about race, ultimately affecting race-based categorization, attention, and memory. Here we examined whether representation of particular features in an environment can actually shape the lay theories that people adopt to guide their social information processing. In particular, multiracial people and features challenge essentialist notions of race but are consistent with more flexible theories of race. Consequently, exposure to multiracial individuals may facilitate flexible lay theories of race and the processing implications of such theories. Study 1 compared White participants’ categorization patterns and memory for Asian, White and biracial faces in two different socio-cultural environments: Hawaii and the mainland U.S. White participants in a region with a high prevalence of multiracial individuals (i.e., Hawaii) exhibited less rigid categorization schemas and better memory for biracial individuals than those in a region with little or no multiracial individuals (i.e., the mainland U.S.). Studies 2 and 3 examined whether these effects were due to mere exposure or whether the representative (racial) features of the environment functionally shaped perceivers’ theories about race. Results supported the latter (functional) argument. Exposure to a perceptual environment populated by racially-ambiguous faces modified participants’ essentialist belief systems, consequently directing their attention toward and facilitating memory of biracial faces.

CULTURAL CONDITIONING: UNDERSTANDING INTERPERSONAL ACCOMMODATION IN TERMS OF THE MODAL CHARACTERISTICS OF INTERPERSONAL INFLUENCE SITUATIONS Michael Morris1, Krishna Savani2, Savani3

1Columbia Business School — Cultural differences in the tendency to accommodate to others have been extensively documented. We argue that differences between the landscapes of influence situations in Indian and American societies induce Indians to accommodate to others more often than Americans. To investigate cultural differences in situation-scapes, we explored interpersonal influence situations occurring in India and the U.S., both from the influencee’s (Study 1) and the influencer’s (Study 2) perspectives. We found that Indian influence situations were dramatically more likely than U.S. situations to feature other-serving motives and to result in positive consequences for the relationship. Yet Study 3 found that targets of influence felt no less free to decide whether to accommodate in India than the U.S., but felt more concerned about the influencer. To investigate the effects of situation-scapes on people’s expectations and decisions, we exposed Indian and American participants to descriptions of situations from both societies (with their origins obscured). Study 4 found that both groups of participants expected more positive consequences from accommodation in Indian situations than in American situations. Finally, Study 5 found that both groups decided to accommodate more often in Indian situations than in American situations. At the same time, Indian participants were more likely than Americans to accommodate across all situations, but the two groups converged over 100 trials as they were exposed to more and more situations drawn from each others’ cultures. We interpret these effects in terms of the default decisions or biases conditioned by people’s recently encountered situations.
cortex and the dysregulation of brain areas related to reward and emotion. In the final talk, Schmeichel, Harmon-Jones, & Harmon-Jones define self-control as a competition between two competing forces, impulse strength and self-control strength, but suggest that self-control failure comes about because of increased approach-motivated impulse strength, offering a motivational account for ego depletion.

**ABSTRACTS**

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

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

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

**DEPLETED STRENGTH OR POWERFUL IMPULSES? CONSIDERING BOTH SIDES OF THE SELF-CONTROL COIN** Brandon J. Schmeichel, Cindy Harmon-Jones, Eddie Harmon-Jones; University of Toronto — Self-control can be construed as a competition between two opposing forces: the force that motivates the expression of an impulse (i.e., impulse strength) versus the countervailing force that overrides the impulse (i.e., self-control strength). In this view, failures of self-control may stem from strong impulses, weak self-control strength, or some combination of both of these factors. We will present theory and research demonstrating that prior efforts at self-control may cause subsequent self-control failure by increasing approach-motivated impulse strength. Study 1 found that exercising (versus not exercising) self-control increases self-reported approach motivation. Study 2a identified a behavior that is correlated with approach motivation but not self-control, and Study 2b observed that exercising self-control temporarily increases this behavior. Study 3 found that exercising self-control facilitates the perception of a reward-relevant symbol but not a reward-relevant symbol. These results support the hypothesis that exercising self-control causes an increase in approach-motivated impulse strength and suggest that failures of self-control that follow from prior efforts at self-control (ego depletion) may be explained in part by increased approach motivation.

**SYMPOSIA SESSION E8**

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

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

Room 206 A-B

Chair: Kathleen D. Vohs, University of Minnesota

Co-Chair: Wilhelm Hofmann, University of Chicago

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

Recently, social and personality psychologists have issued calls to action for expanding the purview of our science to populations and contexts beyond undergraduates in laboratory-based experiments (Henrich, Heine, Norenzayan, 2010; Kitayama, 2010; Wood, 2010). Self-control is an ideal topic to study outside the laboratory because it is rich with both theoretically relevant and practically important implications. The current session brings together both personality and social psychologists who study self-regulation in terms of specific skills as well as general processes. Panelists’ research covers diverse samples and life circumstances, including the ups of life (new marriage), the downs (major stresses), and the commonplace (habits; everyday cravings); additionally, two of the four talks draw on cross-cultural samples. Hofmann describes
an involved daily-diary study of temptations and conditions that moderate the successful regulation of unwanted desires. Vohs’s research tested which of three theoretical models best predicts relationship outcomes among friends, dating partners, and newlyweds. She found that an additive model (both partners possessing higher trait self-control) predicted high relationship quality and satisfaction across samples. Troy’s work centered on people facing a serious life stressor, and how a specific emotion regulation strategy can ward off mounting depressive symptoms. Last, Neal’s field studies revealed a regulatory process that is not easily detected in the lab: Both bad and good habits emerge when people lack self-control. In summary, this symposium answers the call to “take it to the streets” and highlights the study of self-regulation as the quintessential portable subject with its theoretical and useful conclusions.

**ABSTRACTS**

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

**THE SUM OF FRIENDS’ AND LOVERS’ SELF-CONTROL SCORES PREDICTS RELATIONSHIP QUALITY** Kathleen Vohs1, Catrin Finkenaue2, Roy Baumeister3; 1University of Minnesota, 2VU University Amsterdam, 3Florida State University — What combination of partners’ trait self-control levels produces the best relationship outcomes? Assessing trait levels of self-control in dyads enabled us to test three competing theories on which match up would best predict relationship quality. We tested complementarity (large differences in partners’ trait self-control scores), similarity (small differences in self-control scores), and totality (large sum of self-control scores) hypotheses. A reading of the relationship literature suggests that similarity would rule, as the self’s own traits often are what people find appealing in others. Yet a reading of the self-control literature would suggest that totality would prevail, as the more self-control that each partner has the better-off the dyad should be. The idea of complimentarity is that high and low self-control people fit well together. We tested these three competing hypotheses in three studies. We tracked trait self-control scores and relationship outcomes among three diverse samples: friends, dating partners, and married couples who were living in the U.S. or the Netherlands. In addition, we used both cross-sectional or longitudinal models. Results consistently favored the totality model: the more total self-control possessed by members of a dyad, the better the relationship fared. Beneficial outcomes included higher relationship satisfaction, forgiveness, secure attachment, accommodation, healthy and committed styles of loving, smooth daily interactions, and an absence of conflict and of feeling rejected. These studies suggest an important exception to the tendency for similarity to dominate theorizing about relationship success: the quality of both romance and friendship is highest when both partners have high self-control.

**NAVIGATING STRESSFUL EVENTS: THE PROTECTIVE EFFECTS OF EMOTION REGULATION ABILITY** Allison Troy1, Iris Mauss2; 1University of Denver — Exposure to stressful life events (SLEs) is a robust risk factor for harmful mental health outcomes such as depression. Common SLEs are becoming unemployed, a romantic relationship dissolution, or illness and injury. Because SLEs produce a flood of negative emotion, the ability to down-regulate negative emotion should shield people against the negative outcomes that typically befell people facing SLEs. We tested this hypothesis in two community sample studies of participants 20-60 years old who had recently experienced SLEs. Using a multi-method laboratory paradigm, we measured participants’ ability to utilize cognitive reappraisal, which is an emotion-regulation strategy that effectively dampens negative emotions by reframing the situation. The results of Study 1 (N=92) revealed an interaction such that reappraisal protected participants against depressive symptoms in high stress contexts. In Study 2 (N=236), we hypothesized that reappraisal would be particularly helpful with uncontrollable stress, such as being unemployed because of downsizing (versus poor performance). We predicted that if one cannot change a stressor, it may be healthier to change one’s emotional reaction instead. This study revealed a significant 3-way interaction such that participants’ reappraisal ability was most protective against depressive symptoms when participants had to cope with uncontrollable stress. In summary, two community studies revealed that the flexible deployment of adaptive emotion regulation allows people to effectively navigate stressful circumstances while avoiding destructive mental health outcomes.

**SELF-CONTROL DEPLETION ENHANCES BOTH GOOD AND BAD HABITS IN DAILY LIFE** David Neal1, Wendy Wood2, Aimee Drolet2; 1University of Southern California, 2University of California Los Angeles — The study of self-control in real-world settings that unfold over time can offer theoretical insights into regulatory strategies that people adopt that might not otherwise be detected in lab-based research. A chief example is the study of habits. We present several field studies demonstrating that people use habits as a self-regulatory strategy in daily life. Our work combined the notion of a resource-dependent psychological device that governs self-control with the idea that habits are a psychological ‘default’ system. Hence, the current research tested how well people could control their habitual behaviors given fluctuations in state self-control. In 2 field studies, we found that during periods of lowered self-control, people were less able to inhibit bad habits. Moreover, performance of good habits also increased when people were temporarily low in self-control. This greater performance of bad and good habits emerged consistently in a diary study tracking MBA students’ behavior during periods in the semester that had more or less self-control demands (and, accordingly, were more or less depleting) and a field experiment in which depletion was experimentally manipulated. Additionally, process evidence from a laboratory experiment suggests that depletion promotes adherence to habits by blocking people’s ability to consider alternatives, thereby helping them stay “locked in” to both good and bad routines. This work suggests that habits can be a mechanism for good and for ill when circumstances sap the ability to exert self-control.

**US VERSUS THEM: EFFECTS OF INTERGROUP COMPETITION ON TOLERANCE OF OUTGROUP SUFFERING** Saturday, January 29, 9:45 - 11:00 am, Room 207 A-B

Chair: Mina Cikara, Princeton University

Speakers: Marjorie Rhodes, Mina Cikara, Emile Bruneau, Elizabeth Levy Paluck
When two groups are in conflict, prejudice, discrimination and open hostility can thrive. Each group’s perception of the other is characterized by lack of trust, suspicion of motives, and especially failures of empathy. In these contexts, people show a dangerous tolerance for harming out-group members. The present research examines the developmental origins of this phenomenon. Children are thought to be sensitive to mixed signals in negative interactions and will distinguish between and react differentially to different group-mates. The study tested whether children experience less negative affect in response to moral transgressions when transgressions occur between-group competitions. Participants were assigned to a between-group condition (all images depicted interactions between competing social groups) or a within-group condition (all images depicted interactions between two competing social groups). Subsequently, children’s affective reactions were assessed with a modified version of the Affect Misattribution Procedure (AMP). The AMP assessed affective responses to a moral transgression (one character hitting another character), a pro-social action (one character hugging another character), and to a neutral stimulus (a grey square). Children were randomly assigned to a between-group condition and a within-group condition. Overall, children responded with positive affect to hug primes, neutral affect to square primes, and negative affect to hit primes. Children in the between-group condition responded with less negative affect to the moral transgression primes than children in the within-group condition. Implications for the development of morality will be discussed.

ABSTRACTS

GROUP MEMBERSHIP INFLUENCES CHILDREN’S RESPONSES TO MORAL TRANSGRESSIONS Marjorie Rhodes1; New York University – Actions that harm others are often viewed as more morally acceptable when they are committed towards members of competing social out-groups. The present research examined the developmental origins of this phenomenon. Experiences with negative emotions are thought to help children identify behaviors as morally wrong. This study tested whether children experience less negative affect in response to moral transgressions when transgressions occur between-group competitions. Participants were assigned to a between-group condition (all images depicted interactions between competing social groups) or a within-group condition (all images depicted interactions between two competing social groups). Subsequently, children’s affective reactions were assessed with a modified version of the Affect Misattribution Procedure (AMP). The AMP assessed affective responses to a moral transgression (one character hitting another character), a pro-social action (one character hugging another character), and to a neutral stimulus (a grey square). Children were randomly assigned to a between-group condition and a within-group condition. Overall, children responded with positive affect to hug primes, neutral affect to square primes, and negative affect to hit primes. Children in the between-group condition responded with less negative affect to the moral transgression primes than children in the within-group condition. Implications for the development of morality will be discussed.

STEREOTYPES, SCHADENFREUDE, AND HARM Mina Cikara1; Susan Fiske1; Princeton University – People often fail to empathize with competitive out-group members, and sometimes even experience Schadenfreude—pleasure—in response to their misfortunes. One potent predictor of Schadenfreude is envy, which is elicited by groups whose stereotypes comprise status and competitiveness. These are the first studies to investigate whether mere out-group stereotypes are sufficient to elicit pleasure in response to targets’ misfortunes. If high-status, competitive stereotypes engender envious prejudice, Schadenfreude may occur even if the envied group is not in overt competition with the participant or the participant’s ingroup. This is particularly important as it suggests that groups need not have a long history of interaction or direct competition to elicit these malevolent affective reactions. Furthermore, examining the effects of the status and competitiveness dimensions, not just the groups themselves, allows predictions about responses to any social group based solely on stereotype content. In Study 1, participants feel least negative when misfortunes befall envied targets as compared to pitied, disgusting, or admired targets; participants’ facial muscles simultaneously exhibit a pattern consistent with positive affect (i.e., smiling). Study 2 replicates Study 1 and assesses behavioral tendencies toward envied targets; participants are more willing to endorse harming high-status, competitive targets as compared to other outgroup targets. Finally, Study 3 attenuates the Schadenfreude response by manipulating status and competition-relevant information; Schadenfreude is reduced when the target group member has lowered-status or is cooperative. Stereotypes’ specific content, and not just individual relationships with targets themselves, can predict Schadenfreude and harm.

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

IS IT BETTER NOT TO TALK? GROUP POLARIZATION, EXTENDED CONTACT, AND PERSPECTIVE-TAKING IN EASTERN DRC Elizabeth Levy Paluck1; Princeton University – Mass media are often used to generate discussion for the purpose of conflict reduction. In eastern Democratic Republic of Congo (DRC), violent conflict has pitted ethnic groups against one another and fostered open hostility. A yearlong field experiment in DRC tested the impact of a discussion-based media program, a talk show designed to promote listener discussion about intergroup conflict and cooperation. A stratified random half of all non-overlapping broadcast regions in eastern DRC aired the talk show, which encouraged listeners to consider tolerant opinions and outgroup perspectives, and promoted extended intergroup contact using a related soap opera. The other regions aired the soap opera only. Compared to individuals exposed to the soap opera only, talk show listeners discussed more, but were more intolerant, more mindful of grievances, and less likely to aid disliked community members. These results point to some of the limits of discussion, and suggest further research on ideas connecting theoretical recommendations for discussion and conflict reduction.
Symposium Session E10
CUES AND STRATEGIES FOR COMMUNICATING INTEREST IN ROMANTIC RELATIONSHIP INITIATION
Saturday, January 29, 9:45 - 11:00 am, Room 8 A-B
Chair: Melanie Canterberry, University of Kansas
Speakers: Melanie Canterberry, M. Joy McClure, Skyler S. Place, Caitlin W. Duffy

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

ABSTRACTS

THE FACETS OF FLIRTING: EVIDENCE FOR A SPECIFIC FEMALE FLIRTING EXPRESSION
Melanie Canterberry1, Omri Gillath1, Erika L. Rosenberg2
1University of Kansas, 2University of California, Davis — The passing forward one’s genes via sexual intercourse — an act that usually requires the involvement of a mate — is a central evolutionary goal. Flirting, a complex behavior that includes nonverbal components such as facial expression, is thought to facilitate the achievement of this evolutionary goal (obtaining a partner). Despite its importance, however, only little is known which cues individuals pay attention to, and furthermore which cues lead to accurate judgments. To decipher this cue use, we presented participants with naturalistic videos of real mate choice decisions from speed-dating encounters and recorded their eye movements and fixations. Surprisingly, there were few differences in the specific regions (e.g., body vs. head) that highly accurate observers attended to versus low accuracy observers, and furthermore no differences in where observers attended between individuals who were easy to read versus hard to read. A second study tested the possibility of using cues that do not require directed attention and fixation—such as body motion and body mass index. Results indicate that observers’ predictions of the outcome of romantic encounters correlate with cues stemming from body motion even after viewing only brief videos of naturalistic interactions. Therefore predicting interest may be based largely on how much an individual is moving.

THE SOCIAL PSYCHOLOGY OF ROMANTIC CHARISMA: LESSONS FROM MANIPULATED FLIRTING AND SPEED DATING
Caitlin W. Duffy1, Eli J. Finkel1, Paul W. Eastwick2; 1Northwestern University, 2Texas A&M University — Scholarship on charisma in romantic contexts suggests it is a disposition: some people are charismatic while others are not. Two laboratory experiments and two speed-dating studies called this perspective into question. In the two laboratory experiments, confederates were randomly assigned to flirt or not flirt with participants during a five-minute “get to know you” interaction, which was surreptitiously video-recorded. Objective coders rated participants as more charismatic when confederates flirted with them than when they did not, demonstrating that a feature of the social situation influences
investigate the relationship between habitual worrying and mindfulness. Which worries occur repetitively and automatically, i.e., occur as mental speed-daters perceived their partners as more habitual than other speed-daters did (actor effect) and some speed-daters were perceived as more habitual than others (partner effect), the most powerful predictor of how automatic a speed-dater perceived a particular partner to be involved characteristics of the dyad (relationship effect). Additionally, speed-daters perceived their partners as more habitual to the extent that they had similar demographics and interests. These four studies suggest that romantic charisma is largely a social process rather than simply a stable personality trait (although some individuals are more habitual than others).

**Symposia Session E11**

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

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

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

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

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

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

**HABITUAL WORRYING AND BENEFITS OF MINDFULNESS**

**Bas Verplanken**

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

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

**Sander L. Koole**

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

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

ABSTRACTS

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

GOVERNING WITH HONOR: MASCULINITY, CULTURE, AND POLITICAL ELITES  Dov Cohen1; 1University of Illinois at Urbana-Champaign — Patterns of masculine behavior can vary between cultures because different cultures emphasize different ideals of masculinity. Variation within-cultures can occur because individuals may endorse or reject the ideals of their culture. This paper attempts to integrate both sources of variation. In a Dignity culture, qualities of martial prowess, virility, and physical courage are clearly separable from qualities of integrity, virtue, and character. In an Honor culture, they are manifestations of the same underlying quality of a man’s honor. Within an honor culture, however, individuals may endorse the honor ideal or they may reject it — either way, they tend to pattern their behaviors in ways not found in non-honor cultures. Archival studies on integrity, moral leadership, corruption, and martial honor among elites from the three branches of the U.S. government illustrate these points: In Study 1, southern Presidents who had military experience (as opposed to those who did not) were more likely to be rated as showing great character and integrity, although they did not particularly accomplish much except in the realm of international affairs. In Study 2, southern Congress people with military experience (as opposed to those without) were less likely to be seen as egregiously corrupt. In Study 3, southern Supreme Court Justices with more military experience were likely to show greater moral leadership, having a larger impact on future generations’ sense of what is fair, legal, and just. Consistent with an ethic of Dignity, none of these effects across the 3 studies were found among northerners.
DELINEATING A MECHANISM TO STUDY DIFFERENCES BETWEEN MASCULINE AND FEMININE CULTURES  Kees van den Bos¹; ²Utrecht University – This paper presents a mechanism that may help to better explain cross-cultural differences. I illustrate this by examining how participants from the United States (a more masculine culture) and the Netherlands (a more feminine culture) react to opportunities to voice their opinions and having higher or lower performance capabilities. Based on Hofstede's work, the United States participants were expected to assign importance to the masculinity-related value of competitive achievement, whereas the Dutch participants were expected to emphasize the femininity-related value of nurturing those with less capability. One way to evaluate the influence of these assumed cultural differences in masculinity-femininity is to assign participants to conditions designed to elicit “countercultural” psychological states, that is, conditions that emphasize the femininity value of nurturance in the United States and the masculinity value of competitive achievement in the Netherlands. To the extent that the results in the countercultural (experimental) conditions meaningfully differ from those observed in the control conditions in which no values are emphasized, we can gain greater insight into the psychological dimensions that account for cross-cultural differences in people’s reactions. As predicted, findings show that when competitive achievement was emphasized, either because of national culture or because of a situational cue inducing participants to do so, participants responded more positively toward voice when they were more capable of providing meaningful input. In contrast, when as a result of national culture or situational cues emphasis was put on nurturing those with lower capability, voice triggered more positive reactions among participants with lower capabilities.

DEATH BY A THOUSAND CUTS: GENDER DIFFERENCES AND ROLES IN TOP-RANKED PUBLICATIONS IN SOCIAL PSYCHOLOGY  Susan Fiske¹, Mina Cikara¹, Laurie Rudman; ²Princeton University, ³Rutgers University – Publication in the Journal of Personality and Social Psychology (JPSP), a flagship indicator of scientific prestige, shows dramatic gender disparities. One hypothesis is that variables associated with women’s gender roles (greater professional service, more marital or childcare responsibilities, less professional qualifications, less single-minded focus on sheer productivity, less comfort with negotiation, less aggressive networking) might explain the disparities. A bibliometric analysis included yoked-control authors matched for Ph.D. prestige and cohort. Though women publish less, at slower annual rates, they are more cited per JPSP-article-published in handbooks and textbooks. No gender differences emerged on variables reflecting differential qualifications (e.g., graduate-degree prestige, current-institution rank, fellow status, and proportion of total publications appearing in JPSP). Many factors explain gender discrepancy in productivity. Among top publishers, per-year rate and first authorship especially differ by gender; rate uniquely predicts top-mile productivity, whereas career-length uniquely predicts top-female productivity. Among men, across top-publishers and controls, productivity correlates uniquely with editorial negotiating and being married. For women, across top-publishers and controls, no personal (role) variables predict productivity. A separate inquiry shows tiny gender differences in acceptance rates per JPSP article submitted, so any discrimination would be a small contributor, absent an independent indicator of manuscript quality. Whatever the causes, recent productivity rates mirror earlier gender disparities suggesting the gender gap will continue.

Symposia Session F2
THE NEUROENDOCRINOLOGY OF INTIMACY AND SOCIAL CONNECTION
Saturday, January 29, 11:15 am - 12:30 pm, Room 6 A-D
Chair: Robin S. Edelstein, University of Michigan, Ann Arbor
Co-Chair: Sari M. van Anders, University of Michigan, Ann Arbor
Speakers: Paula R. Pietromonaco, Robin S. Edelstein, Julianne Holt-Lunstad, Sari M. van Anders

Intimacy and social connection are among the most fundamental of human needs, and a variety of biological mechanisms support our capacity to establish and maintain close connections with others. In recent years, social and personality psychologists have begun to identify important neuroendocrine correlates of emotion, cognition, and behavior in intimate relationships, as well as the ways in which gender and sex contribute to these processes. Specifically, growing evidence implicates hormones like cortisol, estradiol, oxytocin, and testosterone in close relationship processes, including regulation of physical and emotional intimacy, responses to stress and relationship conflict, and physical health outcomes. Findings from these studies highlight both gender/sex differences and similarities in neuroendocrine-relationship links. In this symposium, we bring together four diverse programs of research on social neuroendocrine aspects of intimacy and social connection. Paula Pietromonaco discusses the role of attachment in cortisol responses to conflict discussions in couples, detailing how husbands’ attachment styles and wives’ perceptions of these styles influence neuroendocrine reactivity. Robin Edelstein presents research on estradiol, intimacy, and attachment, demonstrating that intimacy moderates the influence of attachment avoidance on estradiol levels and estradiol responses. Julianne Holt-Lunstad presents evidence about links between intimacy and oxytocin in couples and mother-infant dyads, the relevance of oxytocin for stress regulation, and methodological innovations for oxytocin measurement. Finally, Sari van Anders discusses work on testosterone, intimacy, and gender/sex that supports a rethinking of links between testosterone and gender/sex and a partitioning of intimacy into two kinds: sexual, which increases testosterone, and nurturant, linked to low testosterone.

ATTACHMENT AND PHYSIOLOGICAL STRESS PATTERNS IN NEWLY MARRIED COUPLES  Paula R. Pietromonaco¹, Casey J. DeBuse¹, Sally I. Powers; ²University of Massachusetts, Amherst – The attachment behavioral system is a biologically-based system that functions to protect individuals by keeping them close to caregivers in the face of danger or threat (Bowlby, 1969). Although Bowlby initially focused on attachment processes in infants and children, he and others later extended these ideas to apply to adult relationships, including dating and marital relationships (Mikulincer & Shaver, 2007). Work on nonhuman animals and children has demonstrated that psychobiological factors, particularly neuroendocrine stress hormones, are implicated in the formation and maintenance of attachment bonds, and recent work has begun to explore these processes in adult romantic attachment. The present research extends prior work by examining the link between adult attachment and neuroendocrine responses (assessed via salivary cortisol) in newlywed spouses over the course of a discussion in which couples attempted to resolve a major conflict. We will discuss findings from multilevel modeling of the cortisol trajectories showing that husbands’ attachment predicts their cortisol patterns. For example, more avoidant husbands initially evidenced high cortisol levels that dropped rapidly as they anticipated and engaged in a conflict discussion, whereas less avoidant husbands showed lower initial cortisol and a more gradual recovery pattern. Also, when wives perceived their husbands as more anxiously attached, their husbands showed greater cortisol reactivity. We will discuss how these physiological patterns map onto self-reported distress for husbands and wives, reasons for differences between patterns for newlywed couples and those found in our earlier work with dating couples, and implications of the findings for marital functioning.

INTIMACY, ATTACHMENT, AND ESTRADIOL  Robin S. Edelstein¹, Emily L. Kea¹, William J. Chopik; ²University of Michigan, Ann Arbor – Estradiol is a steroid hormone that has been associated with the regulation of attachment and caregiving processes in humans and other mammals. Despite these links, relatively few studies have examined associations between estradiol and personality constructs that are relevant to intimate relationships. In this talk, I will present correlational and experimental evi-
dence that estradiol is associated with a dimension of adult attachment, attachment avoidance. Avoidant individuals are uncomfortable with closeness and intimacy; they prefer to be self-reliant rather than interdependent, and they have difficulty both as caregivers and as support-seekers in close relationships. Consistent with these findings, in an initial study we found that avoidance was negatively associated with basal estradiol levels in both male and female participants. Moreover, the relation between avoidance and estradiol was moderated by participants’ implicit intimacy motivation, such that the highest estradiol levels were observed among participants characterized by both low avoidance and high intimacy motivation. Next, we explored these relations experimentally by examining whether exposure to intimacy-related stimuli increases estradiol levels and whether avoidance moderates these effects. As expected, more avoidant participants showed smaller estradiol increases after watching a movie depicting themes of emotional intimacy. Avoidance was unrelated to estradiol responses to movies with neutral or emotional (but non-intimate) themes. Taken together, our findings provide evidence that estradiol is indeed associated with relationship-relevant personality constructs in theoretically meaningful ways. Furthermore, these data suggest that estradiol may be an important link between individual differences in attachment and intimacy in close relationships.

SOCIAL RELATIONSHIPS, STRESS REGULATION, AND OXYTOCIN

Julianne Holt-Lunstad1; Kathleen Light2; Wendy Birmingham1; Brigham Young University, 2University of Utah – Oxytocin (OT) is a neuropeptide that is important to some of the behaviors we as humans value most: maternal care, social bonding, desire for physical closeness, and sexual response. Evidence also demonstrates OT as a key factor in stress regulation and has been shown to modulate cardiovascular functioning. Therefore, this talk will focus on OT as an important pathway by which to understand the well-established links between social relationships and physical health. I will first highlight evidence from a 4-week support intervention among healthy married couples examining the role of “warm-touch” on OT, stress hormones, and ambulatory blood pressure (ABP; i.e., Holt-Lunstad, Birmingham & Light, 2008). Intervention couples who practiced “warm-touch” techniques 3-times per week had significantly greater increases in OT and lower stress hormones relative to control couples, with husbands also showing reductions in ABP. Further evidence suggests psychological and relationship factors including depression and marital quality are linked to OT, and are important contextual factors implicated in the effectiveness of the intervention. Likewise, because OT is linked to pregnancy and lactation, OT is generally assumed to be a female response; however, I will discuss findings that question this position. Finally, I will present evidence from married couples and preliminary data from mothers and their 3-month old infants demonstrating a broad spectrum of personality and social psychology in a lightening fast symposium.

INTIMATE SOCIAL EXPERIENCES, GENDER/SEX, AND TESTOSTERONE

Sari M. van Anders1; University of Michigan, Ann Arbor – Testosterone (T) is notoriously tied to competition, aggression, and sexuality in both human and non-human species, and is understood to inhibit nurturance. Theory and evidence lead to a prediction that T should be negatively implicated in intimate social experiences, but close relationships involve contexts that are sexual and/or nurturant, and this complicates the empirical foundation for theorizing T-sociality links. In this talk, I present evidence that supports partitioning intimacy into two kinds: sexual and nurturant. Further, because T is linked to understandings of masculinity, T is generally assumed to be most important in men vs. women, and I discuss findings that question this position. I first discuss evidence that demonstrates how cuddling increases T in women, but perhaps not men, exploring sexual vs. nurturant experiences of cuddling and cuddling as a gendered experience. Second, I report findings that testosteron is related to peaceful, soothing, and relaxing orgasm experiences, but not necessarily more ‘sexual’ ones – and that T is unrelated to orgasm experiences in men. Finally, I report on data showing that partnerizing is related to T in both women and men, with long-term monogamously partnered individuals exhibiting lower T than others, even though these individuals report the highest frequencies of sexual activity. I close by discussing how this research highlights the importance of including women in studies on T-sociality links, and explore the implications of this research for our understanding of intimacy as a multifaceted social experience and context that invokes both (and sometimes simultaneously) sexual and nurturant features.

Symposia Session F3

DATA BLITZ

Saturday, January 29, 11:15 am - 12:30 pm, Room 7 A-D
Chair: Wendy Berry Mendes, UC San Francisco
Co-Chair: Andrew Elliot, University of Rochester

Twelve speakers each have 5 minutes, 4 slides, and 1 question – if you have never attended a data blitz, this is a must attend symposium. We culled the most exciting research from submitted symposia and posters and wrapped it into a single 75-minute event. You will hear topics representing a broad spectrum of personality and social psychology in a lightning fast symposium.

ABSTRACTS

A WANDERING MIND IS AN UNHAPPY MIND Matt Killingsworth, Harvard University – We used the iPhone to sample people’s ongoing thoughts, feelings, and actions, and found that people were thinking about something other than they were doing almost half the time, and that doing so was associated with unhappiness.

OVER-PERCEIVING OBESITY: DISEASE THREATS PRODUCE WEIGHT-BASED MEMORY AND CATEGORIZATION BIASES Saul Miller, Florida State University – This research demonstrates that fear of catching diseases causes one to over-perceive obesity in the social environment. Priming disease led participants to remember seeing more overweight individuals on a memory task and to mistakenly categorize average-weight persons as overweight.

HEALTHY FOOD LABELS INCREASE THE APPETITE Stacey Finkelstein, University of Chicago – In the conflict between eating healthily and eating freely, exposure to healthy foods (i.e., viewing healthy-food labels) can activate the conflicting motive to satisfy one’s appetite. In two studies, we demonstrate that viewing images of healthy foods increases people’s subsequent hunger and food consumption because people feel they have partially satisfied the health goal. This effect was stronger for individuals who were less committed to watching their weight.

BLEEDING-HEART LIBERALS AND CONSCIENTIOUS CONSERVATIVES: POLITICAL IDEOLOGY, PERSONALITY, AND MORAL VALUES Jacob Hirsh, Northwestern University – Political attitudes emerge from the relative strength of two distinct motivational systems: one associated with egalitarian preferences, and another with preferences for order and tradition. These motives are reflected in basic personality characteristics and promote liberal and conservative orientations, respectively.

SEXUAL OVERPERCEPTION: POWER, MATING MOTIVES AND BIASES IN SOCIAL JUDGMENT Jonathan Kunstman, Florida State University – The current work tested the hypothesis that power biases perceptions of sexual interest from subordinates. In a face-to-face interaction between two participants, power heightened perceptions of sexual interest and sexualized behavior among participants with chronically active mating goals.

DISGUST AND RELIGIOUS CONSERVATISM AS PREDICTORS OF PREJUDICE TOWARD SEXUAL MINORITIES: A MEDIATIONAL MODEL John Terrizzi, Virginia Commonwealth University – The current research suggests that disgust is an evolved disease-avoidance mechanism that
encourages socially conservative values, which promote prejudice toward outgroup members. In two studies, religious conservatism is shown to mediate the relationship between disgust and prejudice toward sexual minorities.

THE CO-EXPERIENCING MIND Bethany Burum, Harvard University — We isolated the effect of co-experience—the belief that one's experience is being had by another human mind. Co-experience makes images less memorable and statements less conceivable, demonstrating that simply believing another is having our experience impacts the experience itself.

PERCEPTIONS OF PREJUDICE AGAINST WHITES: AN EGO-DEFENSIVE RESPONSE TO RACIAL PROGRESS Clara Wilkins, University of Washington — Racial progress challenges the status hierarchy in which Whites typically occupy the most powerful positions. These experiments show that when Whites are reminded of racial progress, they experience decreased implicit self-esteem and are more likely to perceive anti-White racism.

WHEN ACTING OUT GIVES YOU AN IN: ROLE, PERSPECTIVE, AND NONVERBAL BEHAVIOR IN IMPRESSION FORMATION Lucia Guillory, Stanford University — The influence of nonverbal behavior upon impression formation is a function of the perceiver’s perspective and the target’s role. Authority figures may experience backlash for engaging in role inconsistent nonverbal behavior while the less powerful may benefit from acting out.

DISGUST AS A PROSOCIAL MOTIVATOR: A NEW PERSPECTIVE ON DISGUST Alexa Tullet, University of Toronto — Though traditionally thought of as an aversive emotion, feelings of disgust towards suffering people can lead to prosocial behavior by evoking personal distress and empathy. Interesting relationships between dispositional measures of disgust and empathy will also be discussed.

EXAGGERATING THE MISDEEDS I COULD HAVE DONE: MOTIVATED DISTORTION OF COUNTERFACTUAL TRANSGRESSIONS Daniel Effron, Stanford University — In order to appear virtuous, people may exaggerate how immorally they previously could have acted. White participants, when motivated to appear nonracist, exaggerated the number of opportunities they had had for racist behavior in a prior task.

SOCIAL CONNECTION ENABLES DEHUMANIZATION Adam Waytz, Harvard University — Loneliness motivates people to seek other humans like hunger motivates people to seek food. Satiating the motivation for social connection, however, can diminish the pursuit and perception of humanlike qualities in others, thereby increasing dehumanization.

Symposia Session F4

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

Saturday, January 29, 11:15 am - 12:30 pm, Room 217 A-B

Chair: Destiny Peery, Northwestern University

Speakers: Phillip Atiba Goff, Victoria C. Plaut, Destiny Peery, Samuel R. Sommers

The law is often (ideally) considered free of ordinary biases in reasoning, but a growing body of work at the intersection of law and social science suggests this is an unlikely and unwise assumption. Increasingly, psychology is used to investigate well-established legal policies and procedures across different areas and aspects of the law. This symposium highlights recent work conducted at the intersection of psychology, law and race specifically, providing insight into how social psychological methodology can be used to better understand the role that race and racial bias can play in the legal world specifically. This symposium begins with Goff’s discussion of the role that racial bias and self-threat may play in how police officers interact with citizens (the entry point into the legal system), including their use of excessive force in racially-biased ways. The next two talks discuss the role that perceptions of racism and discrimination may play in policymaking and outcomes in court. Plaut discusses how differential perceptions of racism and experiences of discrimination between majority and minority groups may influence application of diversity policies, and Peery discusses the gap between lay and legal conceptions of discrimination, as well as the role that one’s group membership plays in these perceptions. Finally, Sommers discusses the role of race, and prohibitions of its use, in jury selection. This work, grounded in social psychology, answers some questions and raises many more about the operation of basic social psychological processes within and their implications for the future of the legal system.

Abstracts

IT’S NOT YOU, IT’S ME: WHEN SELF-THREATS TRUMP PREJUDICE Phillip Atiba Goff1; 1University of California, Los Angeles — At first blush, it may seem absurd to suggest that a police officer’s fear of being seen as racist could cause her or him to use excessive force against Black citizens. One might imagine that racial bigotry, rather than threats to one’s self-concept, is responsible for racial bias in police violence. However, my recent research with the Denver Police Department suggests not only that concern with being seen as racist (i.e. stereotype threat, Goff, Steele, & Davies, 2008) predicts racial bias among patrol officers’ use of force, but that racial prejudice is a relatively poor predictor of racial violence. Across a series of three experimental studies and one correlational study ANOVA and multiple regression analyses revealed that threats to dominant group member’s moral authority (e.g. fear of being seen as racist) predicted racial hostility better than did racial prejudice (either explicit or implicit). While the idea that racial prejudice is not a particularly reliable predictor of racial discrimination is not new to social psychologists (see Dovidio, 2001; La Pierre, 1934), relatively little attention is paid to other psychological mechanisms that produce racial inequality. These studies suggest that self-threats may represent a contextual factor that facilitates intergroup aggression—a kind of “racism without racists” to borrow the phrase from the sociologist Bonilla-Silva (2003). Taken together, these studies provide both laboratory and real world examples of how intergroup relations are often contingent more on self-concept concerns than out-group bigotees.

THE LAW, THE MILITARY, AND DISPARITIES IN PERCEPTIONS OF RACISM Victoria C. Plaut1, Christina L. Stevens2; 2University of California, Berkeley School of Law — In their 2003 Grutter decision, the Supreme Court concluded that achieving diversity was a compelling state interest in higher education. Of great influence was a brief submitted by members of the armed forces arguing that diversity was essential to military functioning and to national security. The brief speculated that differences in perceptions of racial issues were detrimental to minority group members and to the organization. Drawing upon recent social psychological theorizing on racial disparities in perceptions of racism (Dovidio et al., 2002; O’Brien et al., 2009), the present study tests actual implications of differences in perceptions of racism among White and Nonwhite members of the military. Department of Defense data from 7,472 members from 242 military units from the four major branches (84.5% male, 62.9% White, 12.6% deployed in combat overseas) were analyzed. We tested the hypothesis of racial disparities in perceptions of racism and association of these disparities with negative outcomes for minority group members. First, we found within-unit racial disparities in perceptions of verbal racial climate and racial discrimination among both enlisted members and officers. Next, we found that organizational commitment, group cohesion, and perceptions of racial integration among minority group members were predicted by within-unit disparities in perceptions of verbal racial climate and racial discrimination. Results showed that experience of discrimination among nonwhites was also predicted by disparities in perceptions of discrimination. Eradicating experiences of discrimination may rest not only on diversifying the military, as per Grutter, but also on closing the gap in perceptions of racism.

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OH, THAT'S NOTHING! LAY PERCEPTIONS OF LEGAL DISCRIMINATION DEPEND ON GROUP MEMBERSHIP  Destiny Peery¹, Galen V. Bodenhausen²; ¹Northwestern University — The Supreme Court recently decided Ricci v. DeStefano (2009), the discrimination case pitting two theories of legal discrimination, disparate treatment and disparate impact, against one another. Ricci highlighted not only two forms of legally actionable discrimination, but also raised questions about the role of victim status in decisions about the outcomes of discrimination cases. The present research examines this question specifically. In two studies examining race and gender, we investigated lay perceptions of disparate treatment (direct) and disparate impact (indirect) discrimination, as well as the influence that perceiver and victim status have on these perceptions. Study 1 examined Whites and non-Whites and Study 2 examined men and women to determine the role that one’s own status as a majority or minority group member affects (1) perceptions of the two forms of discrimination, (2) perceptions of discrimination against majority groups, and (3) perceptions of discrimination against minority groups. Participants read a scenario modeled after the Ricci case, featuring disparate treatment and disparate impact discrimination. In addition, some participants read that the disparate treatment was of majority group members and the disparate impact affected minority group members, while others read the reverse. Results reveal that group membership affects perceptions between and within type of discrimination based on who is negatively impacted such that individuals think discrimination against similar status others is worse than the same discrimination against other status others, particularly when that discrimination is more ambiguous, as in disparate impact claims. Future directions and implications for law will be also discussed.

LEGAL CONTROVERSY THROUGH A SOCIAL PSYCHOLOGICAL LENS: THE CASE OF RACE AND JURY SELECTION Samuel R. Sommers¹; ¹Tufts University — Legal policies and procedures are often guided by assumptions regarding human nature. Unfortunately, too few of these assumptions have actually been tested empirically. Prohibitions against juror note-taking in some jurisdictions, for example, have been justified by misplaced concerns that writing will interfere with natural memory processes. Appeals courts have emphasized the usefulness of attending to an eyewitness’s confidence when assessing her accuracy, yet evidence for such a reliable relationship remains tenuous at best. The present talk addresses yet another contemporary legal domain in need of investigation via psychological theory and method: jury selection. The processes of evaluating and selecting jurors for a trial are inherently social psychological ones, implicating a wide range of familiar constructs such as impression formation, attitude forecasting, stereotyping, and confirmation bias. This talk will review pressing psychological questions related to jury selection, with a particular focus on the current legal debate surrounding race and the peremptory challenge (the process by which litigants can remove a prospective juror from a jury without explanation or evidence of potential partiality). Experimental data will be used to examine the extent to which race influences peremptory challenge use, despite relatively recent Supreme Court rulings prohibiting such influence. Data will also assess the viability of current legal procedures intended to enforce this prohibition on race-based peremptories. Future research directions and potential policy recommendations will be explored.

Symposia Session F5
THE SOCIAL CLASS DIVIDE: EXPLORING A NEW FRONTIER OF CULTURAL PSYCHOLOGY Saturday, January 29, 11:15 am - 12:30 pm, Room 217 C-D Chair: Michael W. Kraus, University of California, Berkeley Co-Chair: Paul K. Piff, University of California, Berkeley Speakers: Hazel Markus, Nicole Stephens, Paul K. Piff, Michael W. Kraus Social class permeates social life, shaping everything from where people live to the food they eat and the music they listen to. And yet, research typically emphasizes the pathology of the lower class: the psychological and physiological shortcomings lower-class individuals experience due to their reduced status in society. In this symposium, we advocate an alternative cultural perspective on social class. We argue that the contexts of lower- and upper-class individuals—characterized by disparities in material resources and social rank—shape the social environments of these individuals, and create reliable (though not necessarily pathological) patterns of thought and action. First, Markus describes how the cultural contexts of lower- and upper-class individuals create differential understandings of personal agency and choice. Second, Stephens suggests that a critical mismatch between university culture and the cultural models of lower-class students undermines academic performance and constrains class mobility. Third, Piff and colleagues suggest that an individual’s social class identity is partly molded by signals and perceptions of socioeconomic rank vis-à-vis others, and highlight the importance of a rank-based approach to understanding the psychological effects of social class. Finally, Kraus and Horberg apply these theories to new domains, showing that cultural experiences of social class shape three fundamental domains of social cognition: emotion perception, moral judgment, and social categorization. In the end, these papers provide a unified theoretical perspective suggesting that differential cultural experiences of agency and social rank underlie the psychological processes arising from lower- and upper-class contexts, and highlight potential avenues for future research.

ABSTRACTS
SOCIAL CLASS, CHOICE AND AGENCY  Hazel Markus¹; ¹Stanford University — Choice is widely regarded as a universally powerful act. With choice comes freedom, independence, self-expression and control. Recent studies suggest, however, that these effects are limited to middle class European American contexts. In contexts defined by different ideas and practices, for example, working class American contexts, the meaning, experience and consequences of choice can be very different. Using data from a variety of methods—laboratory experiments, surveys, and interviews — that examine the meanings and consequences of choice, I compare U.S. middle class participants with U.S. working class participants. Social class contexts differ in material resources and in their understandings of how to be a person or how to act, i.e., in their models of agency. These models are one significant source of social class differences in behavior. Well-resourced middle class contexts support and promote disjoint models of agency which emphasize the importance of free choice. Less well-resourced working class contexts do not afford or promote individual choice. Instead, conjoint models of agency which emphasize interdependence and adjustment to others are relatively prevalent. The assumption that people in all contexts have choice, desire to choose, choose in the service of moral ends, and that moral actions result from choice is a powerful, universalistic fallacy. The choice fallacy can be a hidden and unintentional mechanism of classism and racism and the consequences of this discrimination fall disproportionately on those in working class contexts.

UNSEEN DISADVANTAGE: HOW THE TAKEN-FOR-GRANTED UNIVERSITY CULTURE OF INDEPENDENCE UNDERMINES FIRST-GENERATION COLLEGE STUDENTS Nicole Stephens¹; ¹Northwestern University: Kellogg School of Management — Top American colleges and universities now admit substantial numbers of students from families who are not college-educated — first-generation college students. These students often struggle both socially and academically in university settings. Five studies addressed the urgent need to identify the culturally-specific obstacles that these students encounter and to develop solutions for them. We examined the classic, yet untested, sociological theory that first-generation students are disadvantaged by a cultural mismatch between the middle-class university culture and their working-class backgrounds. First, two survey studies identified the hypothesized cultural mismatch. Study 1 revealed that high-level college administrators think that being independent (e.g., expressing, exploring, and developing the individual self) is the best model for how to be a student. Study 2 indicated that,
compared to students from college-educated families, the cultural models of how to be a student prevalent among first-generation students' more often emphasized interdependence (e.g., helping family, giving back to one's community), and thus were in tension with the largely independent culture that structures university contexts. Finally, examining the consequences of this cultural mismatch, three experiments across public and private universities revealed that the university culture of independence decreases first-generation students' comfort in college environments and thereby undermines their performance on academic tasks, compared to a culturally-matched condition that emphasizes interdependence.

SOCIAL CLASS, CULTURE, AND THE CONVERGENCE OF RESOURCES AND RANK
Paul K. Piff1, Michael W. Kraus1, Dacher Keltner1; 1University of California, Berkeley — Social class differentiates many aspects of people’s lives. Take, for instance, the disparate environments that people inhabit—the luxurious homes of the affluent or the dilapidated buildings of the less prosperous—or consider their differential access to quality healthcare. Social class is more than a structural variable, however, and its influence is not limited to the material domain. Material wealth (e.g., income, education) creates different cultural identities among upper- and lower-class individuals, shaping class-specific conceptions of rank vis-à-vis others in the social hierarchy. This theoretical perspective informs understanding of social class as a rank-related cultural identity and underscores the utility of assessing the construct using subjective perceptions of social class rank (e.g., Kraus, Piff, & Keltner, 2009). Furthermore, approaching social class as a rank-based variable has yielded important developments in social class research. Across several studies, manipulations of subjective perceptions of social class rank show effects on cognition and behavior consistent with measured social class (e.g., Piff, Kraus, Côté, Cheng, & Keltner, in press), and help establish causality in these relationships. Multiple converging methods, including measured (objective) and manipulated (subjective) social class, are critical to understanding how social class shapes the social lives and worldviews of individuals.

EXTENDING CULTURAL DIFFERENCES IN SOCIAL CLASS TO EMOTION PERCEPTION, MORAL JUDGMENT, AND SOCIAL CATEGORIZATION
Michael W. Kraus1, E. J. Horberg; 1University of California, Berkeley — Lower-class individuals—characterized by reduced material resources and social rank—have a reduced sense of personal agency, relative to their upper-class counterparts, that, in turn, orient these individuals to the surrounding context as a means to avoid potential social threats and to attend to others that may have the capacity to influence their lives. Across five studies, we provide evidence suggesting that the contextual orientations of lower-class individuals impact three domains of social cognition: (1) emotion perception, (2) moral judgment, and (3) social categorization. More specifically, relative to upper-class individuals, lower-class individuals’ greater contextual orientation was evidenced by their enhanced ability to accurately perceive the emotions of others during a standard test (Study 1) and in a live social interaction (Study 2). In the moral realm, lower-class individuals—wary about potential improprieties in their more harsh and uncontrollable external environments—were less morally permissive of impure actions (e.g., sexual promiscuity; Study 3), and more likely to punish violations of purity (Study 4), relative to upper-class individuals. Finally, the contextual orientation of lower-class individuals influenced their beliefs about social class categories: Whereas upper-class individuals endorsed lay theories suggesting that social class was based on inherent biological characteristics (e.g., genes, physiological responses), lower-class individuals tended to endorse beliefs that social class was a socially-constructed category (Study 5). Importantly, the converging evidence for the contextual nature of lower-class perceptions was collected across demographically rich samples, and provides clues to the cultural underpinnings of class-based differences in perception and action.
neously displaying a couple of emotions for investigating individual and group differences in facial expression recognition. Prototypical facial expressions displaying a single basic emotion have been widely used in psychological research. Because such prototypical facial expressions are highly likely to be correctly recognized, they have contributed to revealing universal aspects of facial expression recognition. However, the use of prototypical facial expressions inevitably obscures the variability of facial expression recognition between individuals and groups. To highlight such individual and group differences, we developed a test of facial expression recognition using mixed facial expressions, created by morphing, as stimuli. With this test, we showed that people vary considerably in their sensitivities for perceiving emotions embedded in mixed facial expressions, and that the sensitivity to happiness was uncorrelated with the sensitivities to negative emotions. We also examined age-related and disease-related (Parkinson’s disease) differences, showing that the sensitivity to anger was disproportionately lower in the elderly than in the young, and that the sensitivity to disgust was disproportionately impaired in patients with Parkinson’s disease. These individual and group differences were not clear in the recognition of prototypical facial expressions, indicating the usefulness of mixed facial expressions. Moreover, the results provide good support for a classical but still controversial view that facial expression recognition is multidimensional.

THE PERCEPTION OF CHANGING EMOTIONS Vera Sacharin1, David Sander1, Klaus Scherer2; 1Swiss Center for Affective Sciences, University of Geneva – The utility of recognizing emotion expressions for coordinating social interactions is well-documented, but the role of dynamic displays is less well understood. A nonlinear dynamic systems view on emotions suggests that emotional expressions may be decoded differently depending on the direction of an expression change, i.e. the nature of the starting point and the target emotion (hysteresis). With a hysteresis, an impression persists (e.g., perceiving somebody as disgusted) despite changes in the situation that favor an alternative impression (e.g., angry). As a result, stimuli in the middle of a display of changing expressions may be perceived as one or the other expression (so-called bimodality) depending on the initial stimulus. We examined how changes in expressions from one prototypical emotion to another are decoded using a morphing paradigm based on photographs (study 1) and avatar images (study 2). We found consistent hysteresis patterns for anger-disgust changes. Possible explanations for the hysteresis are discussed. In several expression changes, including all changes between happiness and negative emotions, images in the middle of a display series were decoded as neither one of the prototypical expressions. However, when evaluating static images, the same images were decoded as prototypical emotions or mixes of them. This suggests that the dynamic time course of a display is a relevant factor when judging mixed emotion expressions. The difference in responses to continuous and static displays underscores the importance of studying dynamic emotion displays for understanding how mixed emotion expressions are decoded.

LABS AND LIFE: DOES EMOTION PERCEPTION IN THE LABORATORY PREDICT EMOTION PERCEPTION IN EVERYDAY LIFE Ursula Hess, Konstantinos Kafetisos1; 1Humboldt-University, Berlin, 2University of Crete – When we look at other’s faces we often feel that they express more than one emotion, even when in fact only one emotion is expressed. In this study we looked at whether the tendency to perceive such mixed emotions in a laboratory emotion recognition task would predict reactions to interactions in real life. For this, participants rated the emotions of a target person who was surrounded by several other individuals who showed either the same or a different emotion, on an emotion profile. The intensity of the rated secondary emotions was averaged. Participants also took part in a week-long event sampling (diary) study where they reported their emotions and interpersonal evaluations in the context of naturally occurring social interactions. Results showed that the perception of mixed emotions in emotion displays in the laboratory task was associated with higher reported negative affect in social interactions.

These findings suggest that perceiving mixed emotions may lead to ambivalent reactions towards others and could affect the quality of social interaction. The study further demonstrates the usefulness of laboratory task for our understanding of real life emotional processes.

Symposia Session F7
EXAMINING THE STABILITY OF THE SELF ACROSS MULTIPLE LEVELS OF ANALYSIS
Saturday, January 29, 11:15 am - 12:30 pm, Room 214 C-D
Chair: Erica Beth Slotter, Northwestern University
Co-Chair: Wendi L. Gardner, Northwestern University
Speakers: Allen R. McConnell, Erica B. Slotter, Jennifer Lodi-Smith, Verónica Benet-Martínez

How do we maintain a stable sense of selfhood despite changing circumstances and the passage of time? The speakers in this symposium present data addressing the stability of the self from four different perspectives. First, from a social cognitive perspective, McConnell employs the Multiple Self-Aspects Framework to delineate the role of cognitive organization in understanding when individuals’ self-concepts are stable across contexts and when they might appear variable. Second, from a close relationships perspective, Slotter and Gardner explore the ways in which specific types of social support provided by close others can help individuals re-stabilize their self-concept after a threat. Third, from a developmental perspective, Lodi-Smith and colleagues examine how differences in individuals’ commitment to maintaining social roles and cognitive functioning predict stability of the self later in life. Finally, from a cultural perspective, Benet-Martínez examines how the integration of individuals’ cultural identities can aid them in either maintaining a stable sense of self across cultural contexts or in switching between relevant cultural identities. These four approaches to studying the stability of the self employ diverse methodologies and stem from distinct theoretical traditions. By combining research focused on cognitive mechanisms, social relationships, aging, and cultural processes this symposium seeks to provide novel insights to the study of the stability of the self; highlighting when and how individuals maintain a stable sense of identity across time and context, as well as when and how individuals’ identities might be more variable.

A B S T R A C T S

THE MULTIPLE SELF-ASPECTS FRAMEWORK: HOW SELF-CONCEPT REPRESENTATION INFLUENCES THE STABILITY OF THE SELF Allen R. McConnell1; 1Miami University – The Multiple Self-Aspects Framework (MSF; McConnell, in press; McConnell, Rydell, & Brown, 2009) provides a comprehensive account of how the self-concept is represented in memory. Specifically, it conceives of the self as being organized around multiple, context-dependent self-aspects (e.g., roles, social identities, goal selves), each of which is associated with specific attributes (e.g., traits, behaviors, physical characteristics). The organization outlined by the MSF addresses a broad array of outcomes, ranging from how self-relevant feedback is experienced to how evaluations of one domain affects self-evaluations of other domains. With respect to the issue of stability of the self, the MSF provides a number of insights. For example, it can account for when the self is consistent across contexts (e.g., Rachel being shy at work, with family, and with friends) and when the self is more variable globally but consistent within particular contexts (e.g., Rachel being shy at work, but being outgoing with friends and family). Moreover, the MSF anticipates for whom affective responses will show relative equanimity and for whom stronger and less stable affective responses will be revealed. Further, the MSF anticipates that concepts such as ‘chronicity’ are more circumscribed within particular self-aspects, revealing that people apply their chronic attributes in a more narrow, situation-specific manner than previously thought. Implications and integration of the MSF with other perspectives on the self are discussed.
REMINDE ME WHO I AM: STABILIZING A THREATENED SELF-CONCEPT THROUGH INFORMATIONAL SOCIAL SUPPORT  
Erica B. Slotter1, Brent W. Roberts2, Jacqui Smith3, Center for Vital Longevity, University of Texas at Dallas, 2University of Illinois, Urbana-Champaign, 3University of Michigan —
Maintaining a stable sense of self is a central challenge of the aging process with attitude certainty (Diehl et al., 2006), self-esteem (Robins et al., 2002), and self-concept clarity (Lodi-Smith & Roberts, in press) all declining during older adulthood. In the present research we examine how two major areas of change for seniors—social experience and cognitive function—impact identity concerns. First, using data from two large samples of participants in the Health and Aging Study of Central Illinois ranging in age from 18 to 94, we show that health-related social role limitations during older adulthood account for lower levels of self-concept clarity in seniors. Next, using longitudinal data from the same samples, we show that seniors who invest in relationships and community roles maintain stable levels of or even increases in the personality traits of conscientiousness, agreeableness, and emotional stability whereas participants who do not have these social commitments show non-normative declines in these same traits over a five year period. Finally, using data from the Berlin Aging Study, we show that declines in emotional stability over a five year period correspond to declines in processing speed during that same period. These three distinct findings combine to present a picture of how coherent self-identity is maintained in late life through committing to social roles and maintaining cognitive fitness.

THE DUAL CULTURAL SELF: CULTURAL FRAME-SWITCHING AND IDENTITY INTEGRATION AMONG BICULTURALS  
Verónica Benet-Martínez1,2,1 Pompeu Fabra University, 2University of California at Riverside —
Cultural contact due to migration, globalization, travel, and the resulting cultural diversity, has led to growing numbers of individuals who consider themselves bicultural and multicultural. What are the consequences of these socio-cultural and identity processes for self-concept stability and structure? Using a framework that integrates social-identity theory and individual differences approaches, this presentation will review empirical models of how bicultural processes and respond to dual cultural information (cultural frame-switching, CF5)., how they interact their different cultural identities into a cohesive sense of self (Bicultural Identity Integration, BII), how they maintain competing loyalties between different cultural groups, and the socio-cognitive consequences of this type of identity. Studies conducted with bicultural samples varying in culture/ethnicity, age, generational status, and socio-political enclave reveal: (1) cultural frame-switching effects for a wide range of behaviors (e.g., attributions, personality self-views, ethnic identity, self-construals, values, among others); (2) individual differences in BII moderate cultural frame-switching behavior so that biculturals high on BII respond to cultural cues in culturally-congruent ways while biculturals low on BII give contrastive responses; (3) differences in BII are linked to specific demographic, acculturation, personality, social-identity, and wellbeing variables; and (4) biculturalism (relative to other acculturation strategies) is positively linked to adjustment.
THE PSYCHOSOCIAL IMPACT OF CHRONIC DISEASES IN GHANA: IMPLICATIONS FOR CRITICAL PSYCHOLOGICAL THEORY AND PRACTICE  
Ama de-Graft Aikins; Regional Institute for Population Studies, University of Ghana; London School of Economics and Political Science — Cardiovascular diseases, diabetes, and cancers are major causes of adult disability and death in Ghana. Health policymakers identified a growing chronic disease burden in the early 1990s; however, there are as yet no chronic disease policies, and there have been minimal investments in strengthening health systems to provide accessible, affordable, and appropriate care. Biomedical deficiencies have created a flourishing alternative health sector of competitive traditional medicine and faith healing systems that offer unregulated and often harmful chronic disease care. An informal social care system of self-help and patient groups provides education, medical, and social support to the chronically ill with out-of-pocket funding or corporate support. Some conditions which share AIDS-like symptoms, like cancers and uncontrolled diabetes, are stigmatised. Living with a chronic disease in Ghana therefore means living with and negotiating complex challenges. In this paper I discuss the psychosocial impact of living with chronic disease in Ghana, the implications of this impact on the development of appropriate interventions, and the role of critical social psychological theory and practice in this process. I begin by drawing on my social psychological research on rural and urban diabetes experiences to highlight the way chronic diseases disrupt the identities, life trajectories, and resources of the chronically ill and their significant others. I then discuss the strengths and limitations of current chronic disease interventions, from individualistic Knowledge-Attitude-Behaviour (KAB) models to self-help group support. Finally, I consider the ‘social psychology of participation’ (Campbell and Jovchelovitch, 2000) approach as an integral part of multi-level interventions.

NEOCONOLOIALISM IN MAINSTREAM PSYCHOLOGY: THE CASE OF THEORY AND RESEARCH ON PERSONAL RELATIONSHIP  
Glenn Adams, Tugçe Kurtis, Kwarteng Ofosuhene Mensah; University of Kansas, Kansas African Studies Center, University of Cape Coast, Ghana — This presentation reviews a program of multi-method field research in Ghanaian and US settings that examines the cultural-historical foundations of intimate relationship. Mainstream psychology tends to valorize promotion-focused, expression-oriented forms of relationality as a “natural” prescription for optimal well-being. Our research confirms that these promotion-focused forms of relationality are fairly “standard” among people in US settings, but less so among participants in Ghanaian settings, who instead display more “prevention-focused”, obligation-oriented tendencies that mainstream psychology tends to portray as pathological. How is one to understand these patterns? Applying a normalizing lens to reinter pret the scientific “other”, our research suggests that prevention-focused forms of relationality common in many Ghanaian settings are not evidence of pathology—“avoidant attachment” or “cultural paranoia”—but instead reflect sociocultural ecologies of embedded interdependence that have many positive features (e.g., affording sense of community). Turning the analytic lens to re-think mainstream psychology, our research suggests that promotion-focused forms of relationality that serve as a prescriptive scientific standard are not “natural, but instead reflect sociocultural ecologies associated with atomistic conceptions of self and sociality. Discussion focuses on implications for an anti-imperialist, postcolonial psychology. By illuminating the individualist foundations underlying mainstream psychologies of relationship, the research highlights the intellectual imperialism inherent in universalizing discourses of psychological science, the neocolonial injustice that can occur when practitioners apply context-specific regularities as if they were context-general laws, and the potential of context-sensitive research in African settings to provide psychologists with alternative models of optimal functioning that are free from limitations of individualism.

Symposia Session F9

DEVELOPMENT AND HIERARCHICAL STRUCTURES OF ACHIEVEMENT GOALS: ADVANCES IN THEORY AND RESEARCH  
Saturday, January 29, 11:15 am - 12:30 pm

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

Several major findings and recent theoretical advances, especially in the areas of development and hierarchical structure, have changed the way achievement goals are conceptualized by the field. The purpose of the four talks in this symposium is to highlight theory and research that stem from these critical developments, emphasizing factors that influence assessments of competence and task performance (e.g., perceived competence, emotional information, target goals, and risky/cautious strategies). First, Fryer and Elliot examine antecedents and mechanisms of achievement goal stability and change over extended periods of time, focusing on the role of perceived competence in this dynamic process. Second, Stephens and Peckun explore how the discrete emotions of anger, fear, and enjoyment are differentially associated with achievement goal adoption and task performance. Third, Corker and Donnellan evaluate the role that target goals play in the achievement goal hierarchy. They provide evidence that different target goals help to explain the differential academic outcomes associated with performance approach and avoidance goals. Finally, Scholer describes a framework that incorporates multiple levels (i.e., general goal, strategic, and tactical) of approach and avoidance motivation into an integrated hierarchy. She provides empirical examples that highlight the benefits of using this hierarchical approach. Collectively, this symposium will generate promising new directions for achievement goal research.
AFFECTIVE ANTECEDENTS OF ACHIEVEMENT GOALS: EFFECTS OF ANGER, FEAR, AND ENJOYMENT ON ACHIEVEMENT GOAL ADOPTION

Elizabeth J. Stephens1; Reinhard Pekrun1; *University of Munich – Affect and achievement goals are purportedly bidirectionally related (e.g., Linnenbrink & Pintrich, 2002; Pekrun, 2006), yet research testing the impact of affect (e.g., positive vs. negative mood) on achievement goal adoption has been plagued by inconsistencies. Moving beyond valence-based approaches to emotions, in three studies we induced three commonly experienced discrete emotions (anger, fear, enjoyment) via autobiographical recall and tested their differential effects on achievement goal adoption, challenge and threat appraisals, and performance on a math task. In Study 1, anger promoted performance–approach goal adoption and activated higher challenge appraisals, whereas fear activated higher threat appraisals. In Study 2, anger activated higher challenge appraisals and promoted persistence on a math task, whereas fear promoted performance–avoidance goal adoption. In Study 3, enjoyment and anger tended to promote effort on a task instrumental to working on a math task (implicit approach motivation; cf. Aarts, Gollwitzer, & Hassin, 2004), predict mastery–approach goal adoption, and activate higher challenge appraisals; anger tended to promote performance–approach goal adoption, and fear tended to promote performance–avoidance goal adoption. Importantly, enjoyment and anger tended to predict both persistence and better performance on a math task. Together, these results point to emotions as potent antecedents of achievement goals and underscore the benefits of moving beyond valenced-based approaches to affect to better understand and more consistently predict how emotions influence important achievement outcomes.

HOW PERFORMANCE ACHIEVEMENT GOALS AFFECT STUDENTS’ ACADEMIC OUTCOMES: A NEW MECHANISM

Katherine S. Corker1, M. Brent Donnellan1; *Michigan State University – Boundary goals are a type of target goal (Harackiewicz & Elliot, 1998) that specify the minimum level of performance that one must attain to have the subjective experience of success. The current project integrates boundary goals into the hierarchica l model of achievement motivation (Elliot, 2006) by positing that boundary goals are a sub-goal in the goal hierarchy. We predicted that performance approach goals (because of their focus on positive possibilities) would be associated with higher boundary goals, whereas performance avoidance goals (because of their focus on negative possibilities) would be associated with lower boundary goals. Moreover, we predicted that boundary goals would mediate the association between performance approach/avoidance goals and task performance. These hypotheses were tested in a field study involving 347 college students enrolled in a research methods class. Achievement goals were assessed on the first day of class, and boundary goals were assessed shortly before the first exam. Course performance was measured using class records. Consistent with predictions, performance approach goals positively predicted boundary goals (β = .38), whereas performance avoidance goals negatively predicted boundary goals (β = -.22). Boundary goals were positively associated with exam performance (β = .41). Finally, boundary goals fully mediated the associations between performance achievement goals and overall course grades. These effects held controlling for ACT scores. Collectively, these results support the idea that boundary goals are an important mechanism through which achievement goals are translated into differential performance outcomes.

LEVELS OF APPROACH AND AVOIDANCE: A REGULATORY FOCUS PERSPECTIVE

Abigail A. Scholer1; *Gettysburg College – Considering different levels of approach and avoidance motivations in a self-regulatory hierarchy can elucidate interesting dynamics in self-regulation. Within regulatory focus theory, one can distinguish between independent approach and avoidance motivations at the levels of goals (approaching or avoiding desired end-states), strategies (the “general how” of goal pursuit), and tactics (the “specific how” of goal pursuit). Doing so provides insight into a number of issues: Are the implications of avoidance the same at all levels? Does the adoption of avoidance strategies result in the same costs as adoption of avoidance goals? Can individuals simulta-aneously engage in approach and avoidance at different levels? In what ways are promotion and prevention motivations similar and different from classic approach and avoidance motivations? Issues such as these are explored in several studies that demonstrate that prevention-focused individuals engage in both risky approach and cautious avoidance behavioral tactics, depending on which better serves strategic vigilance. Discussion will focus on the implications of this approach for understanding how both horizontal dynamics (conflict or accord within levels) and vertical dynamics (conflict or accord between levels) within self-regulatory hierarchies influence effective self-regulation.

SYMPOSIA SESSION F10

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

Saturday, January 29, 11:15 am - 12:30 pm
Room 8 A-B
Chair: Igor Grossmann, University of Michigan
Co-Chair: Michael E. W. Varnum, University of Michigan
Speakers: Bernhard Hommel, Adam B. Cohen, Igor Grossmann, Thomas Talhelm

While cross-cultural differences in cognition have been well documented, less attention has been devoted to examining the specific ways in which such cultural factors as religion, social class, and political ideology shape the ways people perceive and reason about the world. The symposium will focus on the consequences of these within-culture differences for reasoning including attention, categorization, analytic vs. holistic reasoning, and social cognition. Although presentations focus on different aspects of culture the overarching goals are the same: to identify the basic psychological processes that determine how these within-cultural factors influence the way people make sense of the world. Hommel will begin the symposium by describing his research examining how specific religious practices in the Netherlands alter people’s local vs. global attention, and how perception is moderated by the amount of religious practices people engage in. Cohen and colleagues will continue by discussing the impact of Protestantism (vs. other Abrahamic religions or atheism) on causal attribution, and how these effects are mediated by people’s beliefs in soul. Grossmann and Varnum will discuss how social class affects attribution, prediction of change, and visual attention in different cultures. Central to their presentation will be a discussion of the role that independent vs. interdependent self-views play in mediating cultural and social class effects on cognition. Finally, Talhelm and Oishi will conclude by presenting research on the role of political ideology on cognition. Specifically, they will describe how liberal vs. conservative political orientation impacts holistic attention and relationship-based categorization of objects.

ABSTRACTS

RELIGIOUS CONTROL OF COGNITION

Bernhard Hommel1; *Leiden University, The Netherlands – Religion is commonly defined as a set of rules, developed as part of a culture. In a number of studies we found that practice in following these rules systematically alters the way people attend to visual stimuli (more globally vs. more locally), how efficient they can exclude irrelevant information, and how flexibly they can reallocate attention from one target to another. These effects are specific for particular religions and thus do not just reflect general religiousness or rule obedience. We found that these effects are long-lasting (still affecting baptized atheists) and that their size systematically varies as a function of the amount and strictness of religious practices. These findings suggest that religious practice induces particular cognitive-control styles that create chronic, specific biases in the control of attention and action.

FUNDAMENTAL(IST) ATTRIBUTION ERROR: PROTESTANTS ARE DISPOSITIONALLY FOCUSED

Adam B. Cohen1, Yexin Jessica Li2, Kathryn A. Johnson2; *Arizona State University – Religious influences on attribution have not been well-studied. We theorized that Protestants would
endure internal over external, attributions, either because Protestantism values sincerity, or promotes belief in a soul. In Study 1, Protestants made more internal and fewer external attributions than their nonreligious peers. In Study 2, priming religion made Protestants more dispositionally focused than priming nationality. Study 3 ruled out potential confounds and showed that belief in a soul, but not the importance of sincerity, significantly mediated attribution differences between nonreligious people and Protestants. In Study 4 Protestants were more dispositionally focused even than people from other Abrahamic religions. This was again significantly mediated by belief in a soul. Finally, Study 5 found that experimentally strengthening belief in a soul increased dispositional attributions. These studies showed a distinct effect of religion on attributions, expanding what is known about cultural differences in attribution.

**SOCIAL CLASS, CULTURE, AND COGNITION**  
Igor Grossmann, Michael E. W. Varnum, University of Michigan – The last two decades of cross-cultural research has shown that the cognitive tendencies of interdependent societies such as China in contrast to independent societies such as the US, are characterized by holistic cognition (i.e. greater attention to context and dialectical reasoning). Recent studies comparing working-class and middle-class Americans have found similar differences - the former show evidence of more contextual reasoning. How are cultural and social class differences in cognition related to each other? An interactive hypothesis suggests the relationship between social class and cognitive tendencies varies inasmuch as societies differ in their endorsement of those cognitive tendencies; i.e. the cognitive tendencies of higher class people exemplify those of a society more so than the cognitive tendencies of lower class people. An alternative additive hypothesis holds that social class-related environments promote differences in cognition, suggesting that the effects of social class on cognitive tendencies may be universal across different societies. We tested these competing accounts by simultaneously examining the effects of class among Americans (an independent society) and Russians (an interdependent society). Consistent with the additive hypothesis, lower social class was associated with more holistic cognition and more interdependent self-views in both countries. In Study 1, people from lower social class backgrounds and Russians displayed less dispositional bias. In Study 2, people from lower social class backgrounds and Russians demonstrated more contextual attention, more non-linear reasoning about change, and more interdependent self-views (less self-inflation). Furthermore, in Study 2 differences in self-views mediated country and class effects on cognitive tendencies.

**LIBERALS SEE THE WORLD IN PIECES: EVIDENCE FOR A LINK BETWEEN POLITICS AND THOUGHT**  
Thomas Talhelm, Felicity Miao, Shigehiro Oishi, University of Virginia – People from different cultures see the world differently, but are liberals and conservatives like different cultures within the United States? Over two studies and 321 participants, we found evidence that liberals consistently think more analytically than moderates and conservatives. The analytic-holistic split has been used widely in cross-cultural research, where analytic processors pay attention to central objects and individual objects removed from their context, and holistic processors spread their attention to include the background and relationships between items (Nisbett, Peng, Choi, and Norenzayan, 2001). Analytic thinkers also tend to use abstract, logical rules, whereas holistic thinkers rely more on heuristics and intuitive thinking. Liberals showed more analytic perception in the framed-line task, a perceptual test that requires participants to assess the length of a line in relation to the box it's in (holistic) or ignoring the box (analytic; from Kitayama, Duffy, Kawamura, & Larsen, 2003). Liberals also showed more analytic thought in a task that asks participants to categorize a group of objects based on either abstract rules or intuitive resemblance (the triad task from Norenzayan, Smith, Kim, & Nisbett, 2002). Moderates were the most likely to think holistically, which may help explain why their views are in the political middle. Although these results are purely correlational, they raise the interesting possibility that people’s cultural thought style determines their political worldview.

**Symposia Session F11**  
**HOW DOES PERSONALITY CHANGE? DYNAMICS OF CHANGE IN PERSONALITY TRAITS, GOALS, AND VALUES**  
Saturday, January 29, 11:15 am - 12:30 pm, Room 205  
Chair: Anat Bardi, Royal Holloway University of London  
Speakers: Wiebke Bleidorn, Joshua J. Jackson, Patrick Hill, Anat Bardi

The field of personality has had heated debates regarding whether personality is dynamic or fixed during adulthood. This symposium adds to the debate by showing that personality is not only dynamic, but that it responds meaningfully to other changes, whether these are internal or external. The symposium takes a broad view of personality and presents findings from longitudinal studies on change dynamics in personality traits, goals, and values. Wiebke Bleidorn will present a longitudinal twin study spanning five years. Comparing identical to fraternal twins, she will show reciprocal changes in personality traits and goals indicating both genetic and environmental effects. Reciprocal effects of personality traits and experiences will also be shown in a talk by Josh Jackson. Based on a four-wave longitudinal study, he will show that personality traits and educational experiences have reciprocal longitudinal effects. Patrick Hill will present a longitudinal study spanning 17 years and will show changes in occupational and prosocial goals and their effects on well-being, suggesting that both the levels of goals at emerging adulthood and their change have consequences for adult well-being. Finally, Anat Bardi will present four longitudinal studies varying in country, life context, and value measures, all showing that the structure of value change mirrors the quasi-circumplex structure of values, such that compatible values change in the same direction and conflicting values change in opposite directions. Furthermore, the extent of life-changing events predicts the extent of value change. Together the talks demonstrate that personality is dynamic and responsive to other changes.

**ABSTRACTS**

**NATURE AND NURTURE OF THE INTERPLAY BETWEEN THE BIG FIVE AND MAJOR LIFE GOALS**  
Wiebke Bleidorn, Christian Kandler, Rainer Riemann, Bielefeld University – Modern personality theories differ in their assumptions about the conceptual status of the Big Five in the personality system. A central point of issue is whether the Big Five are more basic and less changeable than other personality-relevant constructs, such as goals, habits, or attitudes. We addressed this issue by examining the genetic and environmental sources of the interplay between the Big Five and major life goals concurrently and across time. Traits and goals were assessed twice across a 5-year period in a sample of 217 identical and 112 fraternal twins reared together. Cross-sectional multivariate biometric analyses revealed that the heritable variance in goals could partly be accounted for by the heritable variance in traits. There were, however, also unique genetic effects on goals that were independent of the genetic effects on the Big Five. Capitalizing on our two-wave design, we also examined the genetic and environmental effects of antecedent personality traits on subsequent goals and vice versa. Results of these longitudinal biometric analyses suggest that over time, there are reciprocal genetic and environmental effects between traits and life goals. In sum, our findings yield partial support for seemingly conflicting assumptions about the interplay between the Big Five and motivational constructs in the personality system.

**YOU ARE WHAT YOU DO: EDUCATIONAL EXPERIENCES AFFECT PERSONALITY TRAIT CHANGE**  
Joshua J. Jackson, Oliver Lüdtke, Ulrich Trautwein, University of Illinois, Urbana-Champaign, University of Tübingen – Education is one of the most critical determinants of success for both individuals and society. Given that the educational system can be considered a long-term cognitive intervention, the benefits due to...
education likely arise from gains in cognitive abilities. However, recent studies suggest that educational cognitive interventions are also associated with changes in more non-cognitive factors such as personality traits (Heckman et al., 2010; Jackson et al., 2010). The current talk systematically investigates the effect of educational experiences on personality trait development in a four-wave longitudinal study spanning from high school to college. Findings suggest reciprocal processes between personality trait development and educational experiences. Personality traits prospectively predicted getting along with classmates and teachers, spending time studying, grades and school satisfaction. Changes in neuroticism were associated with stressful school experiences such as failing a class and having difficulties with teachers and classmates. Given the association between personality traits and important life outcomes, these findings suggest that it isn’t whether one goes to college that may be important but instead the experiences during college that are most critical to success later in life. 

THE EFFECTS OF LIFE GOALS AND THEIR CHANGE DURING EMERGING ADULTHOOD ON ADULT WELL-BEING  Patrick Hil1, Brent W. Roberts1, Jay W. Brandenberger2, Daniel K. Lapsley2; 1University of Notre Dame — A widely held assumption is that changes in one’s goals and motives for life during emerging and young adulthood have lasting influences on well-being into adulthood. However, this claim has yet to receive rigorous empirical testing. The current study examined this assumption using a 17-year study of goal-setting (N = 416), testing the effects of prosocial and occupational goal-change during college on adult well-being. Using a latent growth model across three time points, both level and growth in goal-setting predicted later well-being. Given this change effect, we then demonstrate that changes both during college and in young adulthood uniquely predicted adult well-being, controlling for goal levels entering college. These findings suggest that what matters for attaining adult well-being is both how you enter adulthood, and how you change in response to it. 

THE STRUCTURE OF INTRA-INDIVIDUAL VALUE CHANGE  Anat Bardi1, Julie Anne Lee1, Nadi Hofmann-Towfigh1, Geoffrey Soutar2; 1Royal Holloway University of London, 2University of Western Australia, 3University of Potsdam — Values are assumed to be relatively stable during adulthood. Yet, little research has examined value stability and change and there are no published studies on the structure of value change. Based on Schwartz’s (1992) value theory, this paper proposes that the structure of intra-individual value change mirrors the circumplex-like structure of values, so that conflicting values change in opposite directions and compatible values change in the same direction. Four longitudinal studies, varying in life contexts, time gaps, populations, countries, languages, and value measures supported the proposed structure of intra-individual value change. An increase in the importance of any one value is accompanied by slight increases in the importance of compatible values and by decreases in the importance of conflicting values. Thus, intra-individual changes in values are not chaotic, but occur in a way that maintains Schwartz’s value structure. Furthermore, the greater the extent of life-changing events the greater the value change found whereas age was only a marginal negative predictor of value change when life events were taken into account. Implications for the structure of personality change are discussed.
THE DYNAMICS OF MOTIVATIONAL BIASES IN HUMAN JUDGMENT  
Arie W. Kruglanski1, Jocelyn Bellanger2, Xiaoyan Chen1, Edward Orehek2;  
1University of Maryland, 2University of Groningen — The notion that human judgments can be (unconsciously) biased by motivations has been popular in psychological theory, claiming among its adherents such figures as Freud, Lewin, Festinger, and Heider among others. Extensive discussion in social cognition centered on the question whether motivational biases exist or whether they could be explained away in cognitive terms. This debate has led to the recognition that motivational biases are authentic, yet there has been relatively little insight thus far into the conditions of their occurrence. One variable that received attention in this regard was stimulus ambiguity. Starting with early conformity research by Asch and onward, researchers have repeatedly demonstrated that motivational biases are more likely if the stimulus is ambiguous and “reality constraints” are weak. Building on these findings we present a dynamic model of motivational biases which major parameters are (1) the relative magnitudes of the accuracy versus the biasing motivations, (2) the situational difficulty versus ease of reaching a biased judgment, and (3) the mental resources at the individual’s disposal. We report empirical evidence consistent with the model. It is shown, among others, that where the difficulty of distortion is high and magnitude of the biasing motivation is higher than that of the accuracy motivation, the presence of mental resources increases the likelihood of bias. However, where the difficulty of reaching an accurate judgment is high and magnitude of the accuracy motivation is higher than that of the biasing motivation, the presence of mental resources decreases the likelihood of bias.

NETWORK DYNAMICS OVER TIME  
Eliot R. Smith1, Indiana University, Bloomington — Most social behavior is situated in the context of the social network: the web of friendships, acquaintanceships, and interaction that surrounds each of us. The individual and network mutually influence each other, in ways that can be understood only by considering over-time dynamics. Recent work in my lab has applied this principle in the area of person perception, by considering it as a socially distributed process carried out by multiple individuals who communicate their impressions through gossip (Smith & Collins, Psychological Review, 2009). The result is a more or less widely shared reputation of a target person, and individual impressions are both influenced by and contribute to the reputation. In understanding these processes, we have found multi-agent modeling to be more useful than traditional linear causality-based approaches. Studying impression formation in the context of the social network opens up a range of fascinating (yet completely unstudied) research questions. For example, if a perceivers own impression of a target differs from the target’s general reputation, is the perceiver aware of that disagreement or might social projection (assuming that others think like oneself) prevent such awareness? If the perceiver is aware, is the reputation (as well as the individual impression) taken into account in behavior toward the target? The talk will present recent empirical evidence on some of these questions.
ABSTRACTS

PROJECTION AND THE PERSPECTIVE-TAKING PERILS OF TESTOSTERONE  Dana Carney¹, Columbia University — Effective navigation through a complex social world requires the ability to perspective-take and accurately infer others’ intentions, goals, feelings, and looming behavioral. However, stable individual differences in our physiological architecture may limit our ability to accurately perspective-take — regardless of how hard we try. Behavioral endocrinology research suggests that basal testosterone (i.e., a trait-like level) is associated with diminished empathic responses and sensitivity to others affective signals. Social neuroscience research suggests that testosterone influences social judgment through the vmPFC which is a brain region shown to subserve the tendency to use self-referential thought when perspective-taking. Taken together, these results suggest the hypothesis that individuals high in basal testosterone may be less accurate when perspective-taking because they tend to rely so heavily on their own mental states when making sense of others’. The hypothesis was tested by examining the role of testosterone in accurate perspective-taking and projection using an ecologically valid social interaction (N = 74). Consistent with expectations, high testosterone individuals were significantly less accurate when perspective-taking because they were more likely to project their own mental states onto their interaction partner. Additionally, high testosterone individuals were poorest at inferring emotional expressions from photographs and were higher on a clinical measure of narcissism (a maladaptive personality characteristic marked by the inability to perspective take specifically because of the tendency to project). Together, findings suggest that stable physiological mechanisms are at least partially responsible for perspective-taking ability.

WHEN FOCUSING ON DIFFERENCES LEADS TO SIMILAR PERSPECTIVES Andrew Todd⁴, Karlene Hanko¹, Thomas Mussweiler¹; ¹University of Cologne — Actively and accurately reasoning about others’ perspectives is essential for managing the complexities of social life. But how can we ascertain what others know, believe, and desire without having direct access to their minds? Oftentimes, we consult our own mental contents—what we ourselves know, believe, and desire—to help us solve the “other minds problem.” One consequence of this strategy is that perceivers routinely over-impute their own perspectives onto others, laying the foundation for misinformation, misunderstanding, and conflict. The current research investigated whether circumstances that afford a focus on self–other differences can facilitate perspective-taking. In support of this hypothesis, we found that directly priming a difference mindset made perceivers more likely to spontaneously adopt others’ visual perspectives and less likely to over-impute their privileged knowledge onto others. Given that intergroup encounters typically evoke a difference mindset wherein outgroup members are perceived in ways that accentuate their differences from the ingroup (including the self), additional experiments explored the possibility that such contexts might help perceivers to step outside their own perspectives. Perceivers were less “cursed” by their own privileged knowledge when mentalizing about outgroup versus ingroup targets and communicated more effectively with interaction partners whose group membership differed from their own. These findings, using multiple instantiations of a difference mindset and a variety of conceptual and perceptual perspective-taking tasks, suggest that acknowledging self–other differences allows perceivers to look beyond the limits of their own perspectives, thereby providing an efficacious route to intuiting others’ minds and facilitating communication.

HOW TO ENABLE MIND READING: PERSPECTIVE-TAKING VERSUS MATCHING CONSTRUAL Tal Eyal¹, Mary Steffel¹, Nicholas Epley²; ¹Ben Gurion University, ²University of Florida, ³University of Chicago — People routinely wonder about what others think about them (e.g., “Did my date find me attractive?”; “What do my colleagues think about the paper I presented?”) but their conclusions are often inaccurate. We explore why people often misinterpret others’ mental states, and examine strategies for improving mind reading accuracy. One intuitive strategy for understanding other minds, promoted by both lay people and experts, is to put oneself in other people’s shoes. We will present a series of experiments demonstrating that adopting the perspective of others does not systematically increase accuracy intuiting others’ thoughts. More effective in at least some contexts, we demonstrate, is matching the level at which people construe themselves or others. Because people tend to know more about themselves than they do about others, people tend to evaluate themselves by paying more attention to low-level details than others do. Knowing how one is viewed by others therefore requires perceivers to consider the “big picture” and focus less on small details about themselves. Knowing how another person views him or herself, in contrast, requires the opposite strategy. Our findings suggest that a central barrier to accurate mindreading is not so much a failure to actively adopt another’s perspective, but rather the difference in how two people construe the same information. Accurately reading other minds requires focusing one’s evaluative lens at the right level of detail.

SPREADING AND STEERING: HOW POWER AND PERSPECTIVE-TAKING COMBINE TO PRODUCE INTEGRATIVE DECISION-MAKING Adam Galinsky¹, Diana Rus², Joe Magee³; ¹Northwestern University, ²Rijksuniversiteit Groningen, ³New York University — Perspective-taking, or actively imagining the world from another’s viewpoint, has been extolled as an important cognitive strategy for successful decision-making. Yet, in particularly difficult decision-making situations, such as those with unshared information or complex tradeoffs, perspective-taking alone appears to be an insufficient decision aide. In these situations, we argue that perspective-taking must be combined with an assertive behavioral orientation to force differences in information, position, and value out into the open and to integrate those differences into effective solutions. We tested whether one source of an assertive behavioral orientation — power — paired with perspective-taking would lead to superior outcomes in various decision-making settings. In Experiment 1, we found that perspective-taking coupled with power led to greater sharing and soliciting of critical information and to enhanced decision quality in a cooperative, “hidden-profile” context. Experiment 2 found that the combination of perspective-taking and power resulted in the discovery of efficient integrative agreements in strategic negotiations. In addition to these dyadic findings on integrative decision quality, Experiments 3 and 4 investigated whether the combination of perspective-taking and power would result in enhanced integrative complexity at the individual level. We found that powerful perspective-takers integrated conflicting values in more complex ways compared to either power or perspective-taking alone. Power is the gas and perspective-taking is the steering wheel that go towards the best individual and group destinations without crashing along the way... In summary, perspective-taking is cognitive orientation that harnesses the agency of power to enhance dyadic and individual decision-making processes.

Symposia Session G4

THE MOTIVATIONAL PROPERTIES OF ANTICIPATED AFFECT

Saturday, January 29, 2:00 – 3:15 pm, Room 217 A-B

Chair: Lillia Cherkassky, Yale University

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

Within the last decade, several researchers have proposed that an under-researched function of affective states is to motivate behavior in anticipation of experienced desired affective states. This symposium brings together scientists who have accumulated evidence supporting this hypothesis and proposed different mechanisms to explain how anticipated affect influences behavior. First, Nathan DeWall will present a meta-analysis of JPSP articles which suggests that anticipated emotions predict social behavior and judgment better than currently experienced emotions. He situates this analysis within an evolutionary theory proposing that a major function of emotions is to provide feedback about the appropriateness of behavior. Second, Jeanne Tsai will describe
research suggesting that desired anticipated affect differs across individuals and cross-culturally, and that these differences in “ideal affect” mediate differences in mood producing behaviors including leisure choices. In one final study, ideal affect is manipulated and causes corresponding changes in behavior. Third, Lillia Cherkasskiy will present evidence suggesting that individual differences in how strongly certain discrete emotions are desired influence self-regulatory ability. In these studies, “chronic emotion goals” to experience pride and pleasure predict success and failure respectively at tasks requiring self-control. Finally, Ruud Custers will present research demonstrating that when positive affect accompanies behavior primes this does not merely facilitate priming, but turns behavior representations into lasting behavioral goals. Thus, the behavior is motivated by the associated affect. Combined, these talks present the latest theory and findings on the role of anticipated affect in motivation.

**Abstracts**

**How you expect to feel trumps actual feelings in guiding social behavior and judgment** C. Nathan DeWall1, Brad J. Bushman2,3, Roy F. Baumeister4, 1University of Kentucky, 2The Ohio State University, 3VU University, Amsterdam, 4Florida State University – Emotions play a prominent role in social life, yet the direct impact of emotions on behavior and judgment remains a point of disagreement. Using a survey of research published in the Journal of Personality and Social Psychology from 1986-2008, the current investigation provided a meta-analytic test of two competing perspectives on the function of emotion. Whereas the emotion-as-direct causation perspective asserts that current emotional states function to give rise to impulses that lead to behavior, the emotion-as-feedback perspective (Baumeister, Vohs, DeWall, & Zhang, 2007) asserts that anticipated emotions guide social behavior and judgment. The results demonstrated that the emotion-as-direction causation perspective is considerably more popular in terms of frequency of testing, but it received support in only 20% of empirical tests. In contrast, the emotion-as-feedback received support in 66% of empirical tests. The results suggest that the default perspective of emotion as a proximal cause of social behavior and judgment may be wrong more often than it is right. Anticipated emotion, however, can have a significant impact on social behavior and judgment. These findings dovetail nicely with the other talks in the symposium by highlighting the utility of investigating how anticipated emotion motivates behavioral change.

**The pursuit of ideal affect: Emotional goals shape leisure and consumer product choice** Jeanne L. Tsai1; 1Stanford University – Affect Valuation Theory (AVT) predicts that people (and cultures) differ in “ideal affect” and that these differences in ideal affect predict the types of activities people engage in as well as the types of consumer products they purchase to feel good. Moreover, AVT predicts that people’s ideal affect influences these behaviors even more than how people actually feel (i.e., their actual affect). We tested these hypotheses in a series of studies with American and Chinese samples. In the first study, we demonstrated that consistent with previous findings, Americans value excitement states more and calm states less than Chinese, and European Americans preferred vacations that involved more exciting activities than did Hong Kong Chinese. In the second study, we demonstrated that European Americans preferred more exciting (vs. calm) music compared to Asian Americans. In the third study, we show that European Americans preferred more exciting (vs. calm) consumer products (e.g., lotions) than did Asian Americans. Across all of these studies, cultural differences in leisure and consumer product choice were mediated by ideal affect but not actual affect. In the fourth study, we demonstrated that across American and Chinese cultural contexts, manipulating ideal affect alters participants’ preferences for exciting vs. calm consumer products. Together, these studies demonstrate the importance of ideal affect for understanding what people do to feel good.

**Self-reported chronic emotion goals to experience pride and pleasure predict self-control success and failure** Lillia Cherkasskiy1, Peter Salovey2; 1University of North Carolina, 2Yale University – Recent research suggests that anticipated emotions motivate individuals to pursue behaviors to attain desired emotions. But which emotions are desired? We suggest that important determinants of the desirability of anticipated emotions are an individual’s “emotion goals,” or chronic goals to experience discrete emotions, which are part of an individual’s personality and share the motivational characteristics of behavioral goals. Three studies validate a questionnaire assessing the chronic emotion goals to experience pride and pleasure and evaluate the hypothesis that these emotion goals motivate behaviors related to self-control. In study one, we evaluated the psychometric properties of the Pride and Pleasure Emotion Goal questionnaire (PPEG). We then wanted to predict self-control success from pride goal strength and self-control failure from pleasure goal strength because we reasoned that self-control successes often result in experiencing pride (e.g. sticking to a diet), but failures are often pleasurable (e.g. giving in to impulses). In study two, pride goal strength predicted better performance on a cognitive measure of self-control (the Stroop Task), but pleasure goal strength predicted worse performance. In study three, participants picked one of two computer games to play, and pride goal strength predicted making a choice that required self-control (choosing the difficulty, brain-enhancing game), but pleasure goal strength predicted making a choice that did not require self-control (choosing the easy, entertaining game). These findings support the hypothesis that chronic emotion goals influence behavior and suggest that considering chronic emotion goals may help researchers arrive at a more thorough understanding of human motivation.

**Coactivating behavior representations and positive affect outside of awareness creates lasting goal representations** Ruud Custers1; 1Utrecht University – In many theories of motivation, positive affect plays a key role in facilitating goal pursuit. Custers and Aarts have demonstrated in previous studies that when subliminal behavior primes are immediately followed by positive stimuli, this motivates people to engage in that behavior. This coactivation leads to sustained activation of the behavior representation over time, which in turn biases perception and action in the service goal pursuit. These effects are assumed to occur because coactivation establishes an association between the behavior representation and positive affect, creating a behavioral goal. Recent developments in the literature, though, suggest an alternative explanation in which positive affect – even on a trial level – facilitates priming, leading to stronger and longer lasting effects on perception and action, without creating a lasting association. Two experiments are presented that aim to distinguish between these two accounts. In these experiments, the behavior of doing puzzles was implicitly coactivated with positive affect or not, but active maintenance of the behavior representation was prevented by immediately exposing people to a demanding working memory task. Only when the behavior of doing puzzles was primed again after this task, participants for whom doing puzzles was earlier coactivated with positive affect were found to estimate puzzle-related objects as higher, reflecting their motivation to engage in that activity. These results demonstrate that coactivating behavior representations with positive affect outside of awareness creates lasting goal representations in memory. Hence, positive affect not only facilitates priming effects on behavior, it turns behavioral representations into goal representations.

**Symposia Session G5**

**From the social to the physical world and back: bidirectional influences in grounded cognition**

**Saturday, January 29, 2:00 - 3:15 pm, Room 217 C-D**

Chair: Hyunjin Song, Yale University
Co-Chair: Spike W.S. Lee, University of Michigan
Speakers: Simone Schnall, Hyunjin Song, Gün R. Semin, Spike W.S. Lee
This symposium explores how abstract social concepts are grounded in perceptual experiences related to navigating the physical environment. Conceptual representation of time is grounded in space, affect and gender in brightness, and suspicion in smell. These groundings have predictable effects on inter-temporal choice, face perception, gender classification, and trust-dependent investment. Focusing on the construal levels associated with different temporal distances, Schnall, Kim, and White show that although people generally choose a small reward now over a big reward later, they make more patient choices when the two rewards are presented at the same psychological distance and construal level. Addressing the role of affect in brightness perception, Song, Vonasch, Meier, and Bargh find that smiling faces appear brighter than frowning ones, with stable effects on both schematic and real faces. Turning to a culturally established association of brightness with gender, Semin and Palma show that gender classification is faster when male names are presented in black and female names in white (than vice versa); male-female primes also speed up classification of dark-light adjectives. Finally, exploring the grounding of suspicion in smell with a culturally specific instantiation, Lee and Schwarz show that social suspicion increases the accuracy of identifying a fishy smell, mediated by unconscious concept association; smelling something fishy also increases suspicion and reduces investment in a trust game. Throughout, the contributions highlight the bidirectional relationship between social and physical perceptions that results from grounded cognition. The speakers will discuss this work’s cultural implications, limitations, and future directions.

**ABSTRACTS**

SO CLOSE AND YET SO FAR: CONGRUENT PSYCHOLOGICAL DISTANCE FACILITATES ECONOMIC DECISION-MAKING  
Simone Schnall1, Hyunji Kim2, Mathew White2;  
1University of Cambridge, 2University of Plymouth –  
Construal Level Theory (Trope & Liberman, 2003) uses spatial distance as a basis for describing and predicting people’s representation of events and circumstances: Psychologically “close” events are construed concretely, whereas psychologically “distant” events are construed abstractly. In economic decision-making, people might prefer a smaller reward now to a bigger reward later because the “now” option is close and concrete, whereas the “later” option is far and abstract. We propose that such inter-temporal choices constitute a conflict because they involve comparing options that are incongruent regarding their levels of construal. Thus, framing options within the same level of distance should encourage more adaptive, patient decisions. In Studies 1 and 2 we made the “later” option more close and concrete by inducing participants to mentally simulate it. While participants in the control condition chose between receiving a cheque right now (£460) or a somewhat larger amount later (£500), participants in the Congruent Construal condition chose between a travel voucher for Paris now (£460) or later (£500). As predicted, Congruent-Constral participants made more patient choices. Based on the same rationale of equating construal level, in Studies 3-4 participants made intertemporal choices between “now” and “later” options both framed as distant and abstract. Social-psychological distance was manipulated by having participants make decisions for other people (rather than for themselves). This way of framing again resulted in more patient choices. Overall, the current studies show that economic decision-making can be improved by providing people with the appropriate psychological distance and its corresponding construal level.

BRIGHTEN UP: SMILING FACES APPEAR BRIGHTER THAN FROWNING ONES  
Hyunjin Song1, Andrew Vonasch2, Brian Meier2, John A. Bargh3;  
1Gettysburg College – People pay particular attention to the mouth as a cue to emotional expression (Yuki, Maddux, & Masuda, 2007). Since a big smile exposes white teeth in the mouth and has a brighter color than a non-smiling face, the metaphoric expression “bright smile” may be grounded in perceptual experiences with smiling faces. Five experiments tested whether people perceive smiling faces as brighter than frowning ones, even if they have the exact same color. Participants were presented with pairs of schematic faces in identical colors and asked to choose the brighter one. As predicted, smiling faces were chosen more often than frowning faces (Study 1). The result replicated when the task was to choose the “lighter” face (Study 2), but if the task was to choose the darker face, participants did not perceive a color difference between the faces (Study 3), demonstrating that the effect is driven by the “bright smile” metaphoric association rather than the “good-light, bad-dark” dichotomy. Two final studies directly measured participants’ brightness perception. Participants were presented with gray schematic faces (either smiling or frowning) and indicated the face’s brightness on a 9-point gray scale. A smiling schematic face appeared brighter than a frowning one (Study 4). This effect was replicable with real faces (Study 5). These findings have implications for emotion and person perception. For example, an ambiguous facial expression may be perceived as happier if the person has lighter skin color. A multi-ethnic person who wears a smiling face may be perceived as more white and bright.

WHY THE BRIDE DOES NOT WEAR BLACK  
Spike W.S. Lee1, Norbert Schwarz2;  
1University of Michigan –  
Across languages, suspicion can be expressed as dislikeable odors (Soriano & Valenzuela, 2008). In English, the odor is fishy; if something smells fishy, it creates “doubt or suspicion” (Merriam-Webster, 2010). Grounded social-cognition research to date has focused on visual and tactile perception and on conceptual metaphors presumed to be universal (e.g., Affection=Warmth; Morality=Purity; Importance=Weight; Powerful=High). We explore the grounding of Suspicion in Smell as instantiated in English. Experiment 1 tested whether social suspicion affects smell identification. As predicted, participants induced to suspect that the experimenter was hiding something showed higher accuracy in identifying a fishy smell; accuracy in identifying other smells was unaffected. Experiments 2-4 tested the steps of the assumed causal-chain: “Feeling suspicious ? Accessibility of suspicion concepts ? Accessibility of fish concepts ? Identification of fish smell.” As expected, suspicion feeling increased the accessibility of suspicion concepts (word-completion task; Experiment 2); priming suspicion concepts (scrambled-sentence task) increased the accessibility of fish concepts (Experiment 3); priming fish concepts (scrambled-sentence task) improved accuracy in identifying a fishy smell (Experiment 4). Reversing causality, Experiment 5 tested whether a fishy smell increases suspicion. As predicted, participants who smelled something fishy (fish oil sprayed in the hallway) invested less money in a trust game than those who smelled standard money.
another aversive odor (fart spray) or no odor (water). These results extend grounding beyond the visual and tactile domains and shed light on the underlying mechanism. They raise new questions about the operation of grounded concepts with identical structure (Suspicion=Smell) but different cultural-linguistic instantiations (fishy).

Symposia Session G6
LONG-TERM EFFECTS OF MEDIA VIOLENCE USAGE ON AGGRESSION IN CHILDHOOD AND ADOLESCENCE
Saturday, January 29, 2:00 - 3:15 pm, Room 214 A-B
Chair: Barbara Krahé, University of Potsdam
Speakers: Craig Anderson, Barbara Krahé, Rowell Huesmann

Despite the rapidly growing body of research on potentially harmful effects of exposure to violent media, there is a shortage of research examining the relations between media violence usage and aggression over time. This symposium brings together three papers that examine the pathway from media violence usage to aggression. The first two papers present longitudinal evidence over three points in time based on large samples from middle childhood to early adolescence (2nd to 8th grade) from the United States and Germany, relating usage of violent media to aggressive behavior. In both countries, media violence use predicted later aggressive behavior, and the German study showed that violent media usage also predicted lower prosocial behavior. Socio-cognitive and affective variables, such as normative beliefs, aggressive fantasizing, and reduced empathy, were identified as mediators of the relation between media violence exposure and aggressive as well as prosocial behavior. The third paper focuses on the link between media violence usage and violent behavior in three high-risk groups of adolescent and adult offenders. Both childhood and adolescent violent media use correlated with current seriously violent behavior among both adolescent and adult offenders. In both the adolescent sample and the adult sample, the longer term effects of violent media use on seriously-violent behavior were mediated partially by both normative beliefs approving of aggression and by fantasy rehearsal of aggressive behavior. In combination, the three papers provide consistent evidence for the adverse effects of media violence usage and identify affective and cognitive processes underlying these effects.

ABSTRACTS
LONGITUDINAL RELATIONS BETWEEN VIOLENT VIDEO GAME PLAYING AND AGGRESSION FROM EARLY CHILDHOOD TO LATE ADOLESCENCE
Craig Anderson1, Rowell Huesmann2, Brad Bushman3, Doug Gentile4, Paul Boxer2, Wendy Garrard2, Maureen O’Brien2, Paul Boxer1,2, Maureen O’Brien1, Indiana State University, 1University of Michigan, 2Ohio State University, 3Rutgers University – Although numerous experiments and a few longitudinal studies have now shown that playing violent video games increases the risk of aggressive behavior (Anderson et al., 2003; Anderson et al., 2007; Anderson et al., 2010), few studies have examined the developmental trends in the relation from early childhood to adolescence and the role of social cognitive mediators in the effects. In the current paper we report results from a 3-cohort accelerated longitudinal study of 1,422 high risk 2nd, 4th, and 9th graders who were each assessed in three consecutive years. Each year we evaluated their violent game playing, their aggressive behavior, and relevant social cognitions. Correlations reveal consistent significant relations in all cohorts between more playing of violent games and more subsequent aggression and social cognitions supporting aggression. Structural equation modeling suggests that the most plausible direction of the effect is from game playing to subsequent aggression. SEM is then used to test the role that various social cognitions play in mediating this effect. In particular, it is found that both normative beliefs approving of aggression and aggressive fantasizing play significant roles in mediating the longitudinal effect of violent game playing on subsequent aggression.

PATHWAYS FROM MEDIA VIOLENCE USAGE TO AGGRESSIVE AND PROSOCIAL BEHAVIOR: LONGITUDINAL DATA FROM GERMAN ADOLESCENTS
Barbara Krahé1, Ingrid Möller2, Robert Busching2, Paulina Tomaszewska-Jedrysiak1, Christina Krause1, University of Potsdam, Germany – The longitudinal relationship between adolescents’ habitual usage of media violence and their aggressive and prosocial behavior was examined in a study with 1,715 high school students in Germany who were in 7th and 8th grade at the start of the study. They completed measures of violent media usage, aggression, and prosocial behavior at three data points separated by twelve month intervals. In addition, teacher ratings of prosocial and aggressive behavior were obtained. Cross-lagged panel analyses showed significant pathways from T1 screen and video game violence usage to self-reported and teacher-rated physical aggression at T2 and T3, and T1 media violence exposure predicted lower prosocial behavior later on. The path from T1 aggression to T2 media violence usage was nonsignificant, but there was evidence of a path from T1 aggression to T3 media violence usage. The links were similar for interactive and noninteractive media and specific to violent compared to nonviolent media content. No links were found from exposure to violent media to relational aggression. T1 self-reported aggression moderated the impact of media violence usage, with stronger effects of media violence usage among the low aggression group. Acceptance of aggression as normative and empathy were examined as mediating variables. The findings are in line with evidence from previous longitudinal studies conducted in the United States and suggest that exposure to media violence may make adolescents more aggressive and less prosocial over time.

LONG-TERM RELATIONS BETWEEN VIOLENT MEDIA USE AND VIOLENT BEHAVIOR BY DELINQUENTS, CRIMINALS, AND HIGH-RISK ADOLESCENTS
Rowell Huesmann1, Paul Boxer1, Tom Johnson1, Wendy Garrard1, Maureen O’Brien1, University of Michigan, 1Indiana State University – Although recent exhaustive narrative reviews (Anderson et al., 2003, Anderson & Bushman, 2001; Bushman & Huesmann, 2006; Huesmann, 2007) confirm the short-term and long-term causal influence of violent media exposure (and play) on aggressive behavior, the body of research on the effects of violent media has been limited in two key respects: few studies have examined effects on seriously-violent criminal and delinquent behavior, and few studies have examined effects within high-risk populations including delinquents and criminals. The current study attempts to ameliorate these deficiencies by interviewing and testing 390 adjudicated delinquents (mean age = 15.6), 430 high-risk high-school students (mean age = 16.8), and 344 imprisoned adult offenders (mean age = 27.6). The participants were interviewed one-on-one about their current behaviors and recent and prior media use (adolescent and early childhood). Both childhood and adolescent violent media use correlated with current seriously violent behavior among both adolescent and adult offenders. The effects were somewhat stronger for females than for males. Structural modeling analysis suggested that in both the adolescent sample and the adult sample, the longer term effects of violent media use on seriously-violent behavior were mediated partially by both normative beliefs approving of aggression and by fantasy rehearsal of aggressive behavior.
A REALISTIC APPROACH TO ACCURACY  David Funder; 1University of California Riverside – Accuracy research was neglected for many years because of needless worries concerning potential confounds in profile correlations (“Cronbach’s complaint”) and, more critically, the criterion question. However, potential confounds can be resolved through ordinary, careful methodology and the criterion question – what is reality? is no more (or less) problematic in accuracy research than in other areas of science. Specifically, the accuracy of judgments of personality can be evaluated using the same methods employed in construct validation in general, which include self-other agreement, interjudge agreement, and behavioral prediction. These methods make it possible to address the two big questions about accuracy in personality judgment, which concern, first, how accuracy is possible (the theoretical question), and, second, what the moderators of accuracy are (the empirical question). The theoretical question is addressed by the Realistic Accuracy Model (RAM), which describes accurate judgment as the result of a four-stage process that begins with the target person emitting relevant information that becomes available to a judge who detects this information and successfully utilizes it. This model implies that accurate personality judgment is quite difficult, but recent data show that lay personality judgments can be remarkably accurate, predicting behavior over a period of more than 40 years. The RAM helps to explain the four variables that make accurate judgment more and less likely, which are properties of the judge, the target, the trait that is judged, and the information on which the judgment is based. Data on each of these moderators will be presented briefly.

STUDYING THE INTERPLAY OF TRUTH AND BIAS IN SOCIAL PERCEPTION: THE T&B MODEL  David Kenny1; 1University of Connecticut, 2New York University – We present a new model for the general study of how the truth and biases affect social perception, the T&B model. The model represents a blend of Brunswikian, Gibsonian, and Signal Detection Theories, and offers one cohesive theoretical and empirical approach for examining classic questions in the study of accuracy. In the model, judgments are a function of two primary forces: the truth force and the bias force. Each force is multiplied by a truth value. For instance, for the bias of assumed similarity, the judgment of the target is predicted by a bias value (i.e., the judge’s self-perception) and a truth value (i.e., the target’s self perception); the strength of effect each of these values has on judgments constitutes bias and truth forces. Sometimes the bias values are a variable, as in the case of assumed similarity, and sometimes the bias values are a constant, as in the tendency to see one’s romantic partner favorably. The model emphasizes how moderator variables can be used to study accuracy and bias forces and how bias and accuracy can sometimes tradeoff and other times can be positively correlated. Following Cronbach’s (1955), we show how the accuracy forces can be measured at different levels of analysis and ideographically and how a bias can “mediate” accuracy. We illustrate the model with two examples, one involving roommates making perceptions about each other at multiple time points, and the other involving parents trying to predict their child’s behavior while away at college.

EMPATHIC ACCURACY PROVIDES A “BRONZE STANDARD” ACCURACY CRITERION AND PREDICTS IMPORTANT, RELATIONSHIP-RELEVANT OUTCOMES William Ickes1; 1University of Texas at Arlington – Although the measure of empathic accuracy that my colleagues and I have developed does not provide a ‘gold standard’ criterion against which the accuracy of the perceiver’s empathic inferences can be assessed, it provides at least a ‘bronze standard’ criterion in using the reported content of the target person’s actual thoughts and feelings as the standard of correctness. The major weakness of this criterion lies in the target person’s ability to accurately report the specific content of his or her successive thoughts and feelings. On the other hand, there is no doubt that our measure of empathic accuracy predicts important, relationship-relevant outcomes. For example, it predicted (1) the incidence of relationship breakdowns in the study of dating couples by Simpson, Blackstone, and Ickes (1995); (2) the changing level of reported closeness to the spouse in the study of married couples by Simpson, Oriha, and Ickes (2003); (3) the propensity of married men to abuse their female partners in the studies by Schweinle and his colleagues; (4) the level of effective instrumental support that spouses provided to their partners in the study of married couples by Verhofstadt et al. (2008); and (5) the relative immunity of young adolescent children with high empathic accuracy to the deleterious personal and social effects of poor peer relationships in the study by Gleason, Jensen-Campbell, and Ickes (2009). In summary, this measure of accuracy is reliable, valid, and of substantial predictive value to social psychologists and relationship researchers.

INTERPERSONAL ACCURACY: DISSOCIABLE PHENOMENA AND THEIR ANALOGUES IN SOCIAL LIFE Jamil Zaki1; Jennifer Bartz2; Kevin Ochsner3; 1Harvard University, 2Mount Sinai School of Medicine, 3Columbia University – The study of interpersonal accuracy has a long and rocky past. The intuitive appeal of understanding what allows someone to be “good judge” of people is rarely questioned, but two issues have sometimes hampered the ability to turn this interest into widely adopted research programs: (1) statistical issues clouding the meaning of some accuracy measures, and (2) questions as to whether accuracy meaningfully relates to social competence and outcomes. Here, I will present one approach to dealing with these issues that employs timeseries correlation to assess individuals’ accuracy about others’ emotional states (“empathic accuracy”). This measure allows for dissociations between multiple phenomena that
could contribute to apparent accuracy, including one’s tendency to ascribe strong affective states to others overall (“perceived intensity”), and one’s ability to gauge shifts in affect over time (“dynamic sensitivity”). Two studies suggest that these qualities are separable: self-reported empathy and intranasal administration of oxytocin predict perceived intensity, but not dynamic sensitivity. Disentangling these measures provides traction on the componential nature of accuracy. Further, this approach allows for examination of how accuracy relates to real-world social functioning. This is illustrated by evidence that (1) dynamic sensitivity as measured in the lab predicts college students’ satisfaction with social interactions as recorded through daily diaries, and (2) both dynamic sensitivity and perceived intensity negatively correlate with self-reported autism-like traits. Overall, these data support a model that focuses on the multiple components of interpersonal accuracy and their contributions to successful social interactions.

**Symposia Session H2**

**IN SUPPORT OF SOCIAL SUPPORT: HOW NEUROPHYSIOLOGICAL RESPONSIVITY CAN INFORM OUR UNDERSTANDING OF SOCIAL CONNECTION**

**Saturday, January 29, 3:30 - 4:45 pm, Room 6 A-D**

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

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

Although decades of research have demonstrated the importance of social support for both mental and physical well-being, the mechanisms that link social support with these benefits is unknown. Recently, however, research has made new strides in understanding the mechanisms underlying the benefits of social support by utilizing new measurement techniques that examine brain activity, physiological responses, and genetic polymorphisms in the context of social support. These diverse methodologies have begun to elucidate the mechanisms underlying the benefits of giving and receiving social support, but have also revealed extensive individual variation in the neural, physiological, and psychological underpinnings of social support processes that suggest that these benefits may not be universal. In this symposium, we will showcase examples of new research examining the neurophysiological benefits of both giving and receiving social support as well as the individual difference factors that alter the degree to which social support yields its positive effects. The first two talks will explore the neural underpinnings of social support receipt within friendships (Masten) and romantic relationships (Coan) as well as the factors that alter these effects (genetics, attachment style). The second two talks will explore the neural (Eisenberger) and physiological (Collins) underpinnings of support giving within romantic relationships as well as the factors that alter these effects (empathy, attachment style). Overall, our goal is to highlight the diverse ways through which giving and receiving social support can promote well-being, but also show how certain individuals may be more or less susceptible to these benefits.

**Abstracts**

**NEURAL MECHANISMS UNDERLYING THE RELATIONSHIP BETWEEN TIME WITH FRIENDS AND REDUCED SENSITIVITY TO PEER EXCLUSION**

Carrie Masten1, Eva Telzer2, Andrew Fuligni2, Matthew Lieberman3, Naomi Eisenberger1, 1Center for Mind and Brain, University of California, Davis, 2Psychology Department, University of California, Los Angeles, 3Semel Institute, University of California, Los Angeles

Social support from friends carries many advantages for adolescents, including protection from the detrimental effects of peer rejection. However, little is known about the biological mechanisms through which adolescent friendships are protective, or the lasting benefit of these friendships as youth transition to adulthood. The current investigation tested whether friend involvement during adolescence related to reduced activity in neural regions sensitive to social threats two years later, as well as potential genetic polymorphisms that might moderate this relationship. Twenty-one adolescents reported the amount of time they spent with friends using a daily diary. Two years later they underwent an fMRI scan, during which they were ostensibly excluded from an online ball-tossing game by two same-age peers. Analyses revealed that spending more time with friends during adolescence related to less activity in the dACC and anterior insula—regions previously linked with pain-related processing—during peer exclusion two years later. Additionally, exploratory analyses examined the potential influence of the oxytocin receptor gene (OXTR)—a genetic polymorphism thought to relate to prosocial behavior. Individuals with two G alleles (vs. AG or AA)—previously associated with prosocial behavior—displayed a higher level of pain-related activity during social exclusion, however, these individuals were more buffered by friendship, showing a greater negative relationship between time spent with friends and pain-related neural activity. Together, these findings are consistent with the notion that support from friends during adolescence may relate to decreased sensitivity to negative social experiences across time, and this relationship may be moderated by specific genetic polymorphisms.

**THE NEURAL CONSEQUENCES AND CORRELATES OF SOCIAL SUPPORT AND ATTACHMENT STYLE**

James Coan1, Carrie Masten Center for Mind and Brain, UC Davis

University of Virginia — Social proximity, peer bonding and soothing behaviors attenuate cardiovascular arousal, facilitate the development of non-anxious temperament, inhibit the release of stress hormones, reduce threat-related neural activation, and promote health and longevity. However, individual differences in how social resources are utilized (e.g., attachment style) can moderate the degree to which social support enhances or inhibits effective coping. I will present evidence from fMRI and blood glucose measures that socially mediated forms of emotion regulation may conserve neural resources devoted to regulating affect and coping with stressful events. Specifically, evidence from our fMRI work suggests that simple handholding by spouses and cohabiting partners significantly attenuates threat responsiveness throughout the brain, but powerfully in regions such as the prefrontal cortex, anterior insula, hypothalamus and amygdala. Nevertheless, the degree to which this is true varies as a function of attachment style. In fact, avoidant and anxious attachment styles are associated with increased rather than attenuated neural threat responsiveness in regions such as the anterior cingulate and ventromedial prefrontal cortices, even and sometimes especially during hand holding. Moreover, we have recently observed that higher avoidant attachment scores are associated with higher basal blood concentrations of glucose, suggesting at least the possibility that a higher trait-like self-regulation load results from the general avoidance of social resources.

**THE GIFT OF GIVING: THE NEURAL CORRELATES OF PROVIDING SOCIAL SUPPORT**

Naomi Eisenberger1, Tristen Inagaki1, 1Psychology Department, University of California, Los Angeles

Although social support is critical for mental and physical well-being, the neural and psychological substrates that underlie these benefits have gone largely unexplored. Moreover, even though social support involves the mutual exchange of care and concern, most of the research has focused on the benefits of receiving as opposed to giving social support. Here, we investigated the neural correlates of giving social support within long-term romantic relationships. In this study, the female member of each couple completed an fMRI scan while the male sat next to her, just outside the scanner. Each female completed four conditions in which she: 1) held her boyfriend’s arm as he received shock (giving support), 2) held his arm while he did not receive shock (arm holding), 3) held a squeezeball while he received shock (no support), and 4) held a squeezeball while he received no shock (control). Analyses revealed that females showed significantly more activity in the ventral striatum (VS)—a reward-related neural region—during the giving support condition compared to the no support and control conditions. More surprisingly though, participants also showed more VS activity during the giving support condition compared to the arm holding condition, suggesting that giving support may be more rewarding or reinforcing than simply holding a partner’s arm. Finally, greater VS activity correlated with greater feelings of effectiveness in support provi-
**ABSTRACTS**

**ON THE ONE HAND, ON THE OTHER HAND: HOW HAND MOVEMENTS TUNE THE MIND**
Norbert Schwarz1, Spike W.S. Lee2; 1University of Michigan — The expression “On the one hand, on the other hand” describes the weighing of pros and cons, costs and benefits. It is often accompanied by moving both hands alternately up and down, with the palms facing up as if they were balance pans on a weighing scale; the same movement with the palms facing down lacks this metaphorical meaning, as does resting the hands palm-up without movement. Three experiments tested how such hand movements influence judgment and choice. Compared to participants who either rested their hands palm-up or moved them palm-down, participants who moved their hands palm-up as part of an allegedly independent motor task assigned more importance to “balance in life” (Experiment 1); made more balanced time allocations to work and leisure when planning their schedules (Experiment 2); and made more compromise choices, balancing price and quality, in a product selection task (Experiment 3). Thus, engaging in a movement that metaphorically weighs what is on one hand against what is on the other, elicited increased balance in judgment and choice. Highlighting the specificity of embodied metaphors, neither movement alone nor hand orientation alone can produce these effects, which require the metaphorically meaningful combination of both. Additional experiments test predictions about information search and use. This work links the exploration of embodied cognition with models of cognitive tuning and extends our understanding of hand gestures beyond their communicative functions; theoretical implications for these domains of inquiry are discussed.

**CLOCKWISE MOVEMENTS INDUCE OPENNESS AND PREFERENCE FOR NOVEL EXPERIENCES**
Sascha Topolinski1, Peggy Tausche2; 1University of Wuerzburg, 2Max-Planck Institute Leipzig — The omnipresent abstract symbol for time progression and regression is clockwise and counterclockwise rotation. We test whether a mere movement in these respective directions induces psychological time travel (clockwise: to the future, entailing new experiences; counter-clockwise: to the past, entailing the old and familiar) and the corresponding cognitive tuning, namely increased (decreased) openness and preference for novel experience after rotating clockwise (counter-clockwise). In Experiment 1, participants who were randomly assigned to turning pegs clockwise during a personality assessment described themselves as being more open to experience in the NEO-FFI than participants assigned to turning pegs counter-clockwise. In Experiment 2, participants were assigned to turning cranks either clockwise or counterclockwise while watching visual stimuli; some of the stimuli were repeated, others were not. Participants who turned cranks counter-clockwise preferred previously seen old stimuli over novel ones; participants who turned cranks clockwise preferred novel over old stimuli. That is, the classic mere exposure effect replicated under counterclockwise conditions but was reversed under clockwise conditions. In Experiment 3, in a candy choice task, participants chose more exotic flavors from a Lazy Susan (turntable) when it rotated clockwise rather than counterclockwise. The observed differences cannot be attributed to differential effort or differential liking of the respective rotations. Instead, the findings suggest that concepts of “moving forward” are embodied and can be activated through clockwise movements, resulting in a sense of psychological progression and corresponding attitudes and exploration behavior.

**A MATTER OF (DIS)TRUST: HOW TRUST AND DISTRUST CUES ELICIT CONGRUENT AND INCONGRUENT THOUGHT**
Ruth Mayo1; 1The Hebrew University of Jerusalem — The question of trust is of major significance in our daily lives. While a context of trust signals that one may go with the flow, a context of distrust alerts us not to take information at face value. Trust-related messages are tuned to meet these situational requirements, resulting in mostly congruent lines of reasoning in trust contexts and mostly incongruent lines of reasoning in distrust contexts. In three
view themselves in a colorblind fashion. In this research, Whites who engaged in "racial denial"—rejection of the role race plays in their lives—tended to embrace beliefs that negatively impact organizations' diversity climate, such as system-justifying beliefs and support for racial assimilation. Finally, Norton and Sommers provide evidence that many Whites see the racial pendulum as having swung beyond equality to a place where anti-White prejudice is now a bigger societal problem than prejudice against Blacks. Together, these presentations highlight shifting perceptions of race and racial inequality in the Obama Era, as well as the importance of efforts to document the continued existence of racism in American society.

ABSTRACTS

PERCEPTIONS OF BLACKS' PROGRESS AND THEIR IMPACT ON RACIAL ATTITUDES BEFORE AND AFTER OBAMA'S VICTORY David O. Sears\(^1\), Michael Tesler\(^2\); \(^1\)University of California, Los Angeles — Has the election of a Black president convinced White Americans that Blacks no longer face serious obstacles to attaining equality? If so, have increased perceptions of racial progress reduced racial prejudice and opposition to racially egalitarian policies? We employ trend data from several public opinion surveys to show that White Americans' perceptions of racial progress for all African Americans substantially increased after Barack Obama's presidential victory. Nevertheless, we found little evidence that Whites now believe discrimination against Blacks is less of a factor than it was in the pre-Obama contemporary era. Nor was there a corresponding increase in the percentage of Whites who think the country has gone too far in pushing for equal rights. On the contrary, we show that attributional explanations for racial inequality, such as those used in standard measures of symbolic racism, were remarkably stable at both the aggregate and individual levels from before to after Obama's presidential victory. White Americans' racial policy preferences exhibit a similar pattern of stability as well. We conclude that because racial predispositions are acquired relatively early in life and persist rather stably throughout the life cycle, Whites' increased belief in Black progress in the Age of Obama has had only a negligible impact on racial attitudes and racial policy preferences.

THE STRATEGIC ASSERTION OF POSTRACIALISM: EVIDENCE FROM THE 2008 U.S. PRESIDENTIAL ELECTION Eric D. Knowles\(^1\), Brian S. Lowery\(^2\), Rebecca L. Schaumberg\(^2\); \(^1\)University of California, Irvine, \(^2\)Stanford University — Prominent political commentators, such as William Bennett and Ward Connerly, have seized upon the election of Barack Obama as evidence that American racism is a thing of the past—despite evidence that Obama's race significantly narrowed his margin of victory (e.g., Finn & Glaser, 2009; Greenwald, Smith, Sriram, Bar-Anan, & Nosek, 2009; Knowles, Lowery, & Schaumberg, 2009; Payne et al., 2009). We argue that such claims of postracialism are a legitimizing myth intended to reinforce the racial hierarchy. Our data suggest that anti-egalitarian Whites—specifically, those high in Social Dominance Orientation (SDO; Pratto, Sidanius, Stallworth, & Malle, 1994)—embrace the ideology of colorblindness (i.e., race-neutrality) when they feel the intergroup hierarchy has been challenged. Moreover, it appears that some high-SDO voters may have voted for Obama in the hope that his election would underwrite postracial assertions. In a longitudinal study of the 2008 general election, anti-egalitarian sentiment predicted preference for Obama among Whites who claimed that his victory would prove that "racism is over" (Knowles, Lowery, & Schaumberg, 2010). Importantly, these same individuals were especially likely to blame Obama for botching the oath of office on Inauguration Day, suggesting that their vote reflected hierarchy-enhancing strategy rather than genuine admiration for the President. These findings suggest the lengths to which anti-egalitarian individuals will go to remove racism and racial inequality from interpersonal and public discourse.

Symposia Session H4

PERCEPTIONS OF RACE AND RACIAL INEQUITY IN THE OBAMA ERA

Saturday, January 29, 3:30 - 4:45 pm, Room 217 A-B

Chair: Eric D. Knowles, University of California, Irvine

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

Has the election of the nation’s first Black president altered Americans’ perceptions of race and racial inequity—and what do any such shifts portend for efforts to make society more equal? Citing evidence from nationally representative surveys, Sears and Tesler argue that Obama’s election has increased Whites’ assessment of Blacks’ progress toward equality. However, this change appears to have affected neither Whites’ levels of prejudice nor their support for egalitarian social policies. Similarly, Knowles, Lowery, and Schaumberg suggest that many Whites take Obama’s election as evidence that American racism is thing of the past. Based on pre- and post-election data, however, these researchers argue that such claims of “postracialism” may be intended to buttress the existing racial hierarchy. Plaut and Goren explore consequences of postracial beliefs, examining what happens when members of the dominant group
“I DON’T HAVE A RACE”: INDIVIDUAL AND ORGANIZATIONAL IMPLICATIONS OF RACIAL DENIAL

Matt J. Goren, Victoria C. Plaut; University of Georgia; University of California, Berkeley — Colorblindness, the ideology that race does not or should not matter and should be ignored or avoided, has been shown to have deleterious effects on intergroup relations (e.g., Apfelbaum, Sommers, & Norton, 2008; Richeson & Nussbaum, 2004). Less is known, however, about the effects of denying the relevance of race to one’s own life and identity. The present studies explore the relationship of Whites’ racial denial with various indicators of intergroup relations. Study 1 (in a professional association) and Study 2 (in a large healthcare organization) explore this relationship in professional contexts. Racial denial correlated positively with colorblindness, assimilationism, belief in just world, perceived system permeability, and negatively with racial identification, multiculturalism, power cognizance, intentions to participate in diversity-related training and events, and advocating for more organizational diversity programs. In two subsequent studies, we manipulated deliberation about one’s race to examine effects on racial denial. In Study 3, White undergraduate participants wrote an essay on what their race/ethnicity means to them either before completing measures (race deliberation) or after (control), and in Study 4 they listed either 12 (race deliberation) or 3 (control) ways in which race or ethnicity has shaped their beliefs, attitudes or behaviors. Results suggest a decrease in racial denial in the deliberation condition. Results also suggest that manipulating deliberation may be more effective for individuals with more flexible worldviews. The present research strongly suggests that racial denial—a personal manifestation of postracialism—may have significant implications for addressing intergroup relations and systems of inequality.

WHITES SEE RACISM AS A ZERO-SUM GAME THAT THEY ARE NOW LOSING

Michael I. Norton, Samuel R. Sommers; Harvard University, Tufts University — While some have heralded recent political developments as signaling the start of a postracial era in America, recent legal and social controversies concerning “reverse racism” highlight Whites’ increasing concern about anti-White bias. We show that this emerging belief reflects Whites’ view of racism as a zero-sum game, such that decreases in perceived racism against Blacks over the past six decades are associated with increases in perceived racism against Whites—a relation not observed among Blacks. These changes in Whites’ conceptions of racism are extreme enough that many Whites now view anti-White bias as a bigger societal problem than anti-Black bias.

Symposia Session H5

HOW FIT FACILITATES: MOTIVATIONAL BENEFITS OF MATCHING PERSON AND CONTEXT

Saturday, January 29, 3:30 - 4:45 pm, Room 217 C-D

Chair: Paul A. O’Keefe, New York University

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

The purpose of this symposium is to bring together researchers working from different theoretical perspectives whose research demonstrates that fit contributes to optimal motivation and goal pursuit. Fit refers to a nuanced person-context interaction in which the goal context supports (rather than disrupts) the manner in which a goal is pursued (Higgins, 2000, 2005). Research suggests that various motivational outcomes are enhanced when personal motivational orientations match the demands of the situation. For instance, matching (as compared to mismatching) one’s regulatory focus to the regulatory framing of a task increases goal engagement and task performance (e.g., Förster, Higgins, & Idson, 1998) and strengthens self-regulatory resources (Hong & Lee, 2008). Numerous studies from other theoretical perspectives have also demonstrated the motivational benefits of fit (e.g., Blanco, Higgins, & Klem, 2003; Harackiewicz & Elliot, 1998; O’Keefe, Messersmith, & Linnenbrink-Garcia, 2009). Furthermore, because fit can strengthen the experience of an activity, either positively or negatively, it may also influence perceptions of value (see Higgins, 2000, 2005, 2006). Although fit has emerged as a unique and important motivational variable across theoretical perspectives, no unified theory yet exists. This session is intended to present the latest research on fit in multiple areas of study—achievement goals, affect, implicit self-theories, and regulatory focus—while drawing attention to this trend of results and moving the field toward this goal.

THE INTERPLAY OF ACHIEVEMENT MOTIVES, PURPOSE GOALS, AND TARGET GOALS: TESTING THE MATCHING HYPOTHESIS

Judith M. Harackiewicz, Chris S. Hulleman; University of Wisconsin-Madison, James Madison University — The fit between the person and the situation can be construed as connecting goals at different levels, with motive dispositions representing a more abstract level, context-dependent purposes representing a more concrete level (i.e., purpose goals), and behavior-specific guidelines representing the most concrete level (i.e., target goals). We examined the effect of goal matching at three levels—individual differences in achievement motives, purpose goals (mastery-approach and performance-approach achievement goals), and target goals—in three studies. Participants learned a novel mental math technique and then used it to solve multiplication problems. Purpose goals were either measured as self-set achievement goals (Study 1) or experimentally manipulated (Study 2). In both studies, target goal presence was manipulated by suggesting a specific number of problems to solve. In Study 3, we manipulated achievement goals and assessed participants’ self-selected target goals. The results replicated prior motive-purpose matching effects: individuals high in achievement motivation (HAMS) experienced increased interest and performed better with performance purpose goals, whereas individuals low in achievement motivation (LAMS) experienced increased interest and performed better with mastery purpose goals. The results extend prior research by revealing a matching effect across all three goal levels: pursuing target goals within performance contexts maximized interest for HAMS and undermined it for LAMS. Study 2 revealed that these effects were mediated by competence valuation, anticipated competence, and task involvement. Study 3 demonstrated motive-purpose matching in the selection of target goals: LAMS in mastery contexts, and HAMS in performance contexts, selected more difficult target goals, which predicted higher performance.

THE EMOTIONAL REGULATION OF COGNITIVE ABILITIES: IMPLICATIONS FOR PERFORMANCE AND MENTAL ENERGY

Justin Storbeck, Gerald L. Clore; Queens College, University of Virginia — Storbeck and Clore (2008) hypothesized that positive affect promotes verbal abilities, whereas negative affect promotes spatial abilities. When these abilities promoted by the affective state are aligned with current task demands, affect reduces the burden for reorganizing mental resources, which leads to mental efficiencies and enhances cognitive performance. To examine this hypothesis, we induced either a positive or negative affective state followed by a verbal or spatial 2-back working memory task, which created conditions of alignment (positive/verbal and negative/spatial) or misalignment (positive/spatial and negative/verbal). For Study 1, we examined only working memory performance following a mood induction. We observed a significant interaction between affect and the working memory task for initial, p = 0.004, and overall, p = 0.05, task performance. Conditions of misalignment performed worse initially, demonstrating a task switch cost, and overall. For Studies 2 and 3, a Stroop task or an Implicit Association Test (IAT) followed the affect induction and working memory task. Successful performance for both the Stroop (smaller Stroop effect) and the IAT (smaller d-score) require the ability to inhibit automatic processes of reading and attitude activation, respectively. Significant interactions were observed between affect and the working memory task for both the Stroop effect, p = 0.011, and the IAT d-score, p = 0.003. Misalignment conditions had a larger Stroop effect and higher IAT d-scores reflecting greater bias toward whites relative to African Americans. These results suggest that emotion regulates cognition adap-
tively to reduce competitive neural activity conserving mental resources and enhancing cognitive performance.

THE SITUATIONAL ADAPTIVENESS OF IMPLICIT THEORIES OF INTELLIGENCE  Paul A. O’Keefe1, Carol S. Dweck2, James Y. Shah3, Lisa Linnenbrink-Garcia4; 1New York University, 2Stanford University, 3Duke University — Previous research has largely highlighted the maladaptive consequences of holding an entity (fixed) theory of intelligence and the adaptive consequences of holding an incremental (malleable) theory (see Dweck, 1999; Dweck & Leggett, 1988). This research, however, has not focused on examining the role of the achievement context and how it may conflict with the goals (performance or learning) that naturally arise from implicit theories of intelligence. The present research examines theory of intelligence fit (ToI fit), and demonstrates that the adaptiveness of theories of intelligence may depend, in part, on the demands of the achievement situation. In two studies, theories of intelligence were either manipulated (Study 1) or measured (Study 2) and achievement goals were induced before participants engaged in the Remote Associates Test (Study 1) or an anagram-type task (Study 2). In Study 2, self-regulatory resources were subsequently assessed with a computer-administered Stroop task. Results suggest that the most optimal performance, persistence, affect, and use of self-regulatory resources was observed when entity theorists pursued performance goals and when incremental theorists pursued learning goals (fit). Conversely, relatively maladaptive outcomes were observed when entity theorists pursued learning goals and when incremental theorists pursued performance goals (nonfit). For several achievement-related outcomes, however, this pattern of results was moderated by perceived competence, suggesting that fit may be most adaptive when confidence in abilities is high, and nonfit may be most adaptive when it is low.

INCREASING OR DECREASING INTEREST IN ACTIVITIES: THE ROLE OF REGULATORY FIT Joseph Cesario1, E. Tory Higgins2; 1Michigan State University, 2Columbia University — What makes people’s interest in doing an activity increase or decrease? Regulatory fit theory provides a new perspective on this classic issue by emphasizing the relation between people’s activity orientation, such as thinking of an activity as fun, and the manner of activity engagement that the surrounding situation supports. These situational factors include: (a) whether a reward for good performance is experienced as enjoyable or as serious, which is manipulated through framing; and (b) whether the free choice period that measures interest in the activity is experienced as enjoyable or as serious, which is manipulated through framing. Three studies found that participants were more likely to choose to do a fun activity again when these situational factors supported a manner of doing the activity that the fit the fun orientation—either a reward (expected or unexpected) or a free choice period framed as enjoyable. This effect was not because interest in doing an activity again is simply greater in an enjoyable than serious surrounding situation because when the activity orientation was important rather than fun, the participants were more likely to choose to do the activity again when the reward and free choice period were framed as serious. These studies demonstrate that there are situational conditions motivating interest in activities where it’s the fit that counts.

Symposia Session H6

CONNECTING SOCIAL MINDS: PERCEPTUAL, PHYSIOLOGICAL, AND BEHAVIORAL COORDINATION WITHIN AND BETWEEN GROUPS

Saturday, January 29, 3:30 - 4:45 pm, Room 214 A-B
Chair: Adam Pearson, Yale University
Co-Chair: Tessa West, New York University
Speakers: Elizabeth Page-Gould, Tessa West, Adam Pearson, Francesca Gino
Social scientists have long been interested in the ease with which humans can adapt to new and complex social environments, yet basic psychological and physiological underpinnings of group cohesion at the dyadic level remain surprisingly elusive. In this symposium, we draw from relational and cross-disciplinary perspectives in social psychology to address fundamental questions about how (and when) social bonds are forged and maintained both within as well as between groups and the consequences of these processes for social relations. Page-Gould and colleagues explore social coordination at the physiological level and examine the role of status (both transient and group-based) as a precursor of autonomic response synchronization in same and cross-group interactions. West investigates how the minimal exchange of novel personal information can serve as a potent bonding agent for interethnic exchanges, allowing cross-group partners to “get down to business,” facilitating coordination on cooperative tasks. Pearson and colleagues explore an irony in Whites’ efforts to affiliate with racial and ethnic minorities, demonstrating how Whites’ tendencies to assimilate minorities’ experiences in interracial interactions can help to establish as sense of interpersonal connection but also hinder cross-group coordination and understanding. Gino and Galinsky examine the darker side of social connection, demonstrating how moral deviance and its rationalization can spread among individuals who experience psychological closeness, but not in the presence of outgroup observers. Together, these perspectives shed light on how perception, physiology, and behavior coordinate social interactions and collective outcomes and suggest exciting directions for this emerging area of research.

ABSTRACTS

POWERFUL AND CONTAGIOUS: SOCIAL STATUS DRIVES PHYSIOLOGICAL SYNCHRONY DURING SOCIAL INTERACTIONS Elizabeth Page-Gould1, Katrina Koslov1, Wendy Berry Mendes1,2; 1University of Toronto Scarborough, 2Harvard University — Many researchers have observed processes of behavioral synchronization during social interactions, from mimicry (Chartrand & Bargh, 1999) to physiological linkage (Levenson & Ruef, 1992). The present research examined the effects of group-based and contextually-manipulated social status on processes of synchronization in the autonomic nervous system. We hypothesized that the physiological responses of high-status interaction partners would drive this physiological synchrony. Two-hundred forty-seven Black and White community members were matched with either a same-race or cross-race partner for a laboratory social interaction. Interaction partners worked together on a social cognitive task (i.e., the parlor game “Taboo”) in which each partner had two rounds where they were the leader who prompted the other partner for guesses. As such, we were able to manipulate both group-based status (same-race/cross-race conditions) and contextualized status (within-subjects role-switching in Taboo), while simultaneously measuring autonomic reactivity from both participants. Consistent with hypotheses, physiological synchrony during the social interactions was driven by the interaction partner with higher status. Synchrony between partners’ physiological responses was predicted by the responses of the partner currently playing the leader role, although group-based status moderated this effect. These data suggest that behavioral processes of synchronization during social interactions are reflected in the peripheral nervous system and can be influenced by social status. Implications for cooperation and behavior during intergroup interactions are discussed.

FORMING INTERGROUP TIES: INTERPERSONAL INSIGHTS AS SOCIAL GLUE IN INTERGROUP INTERACTION Tessa West1,2; 1New York University — Although anxiety has been identified as an important element of intergroup dynamics (Voci & Hewstone, 2003), and a key marker of negative intergroup expectancies (Fiske, Lin, & Neuberg, 2010), the role of reducing anxiety prior to and during intergroup interactions remain largely unexplored. The present study examined the role that incidental (non-task relevant) information about one’s partner may play in reducing anxiety and facilitating problem-solving in intergroup interactions. Pairs of newly acquainted Black, White, and Hispanic participants independently answered six “Would you Rather” Questions (e.g., Would you rather be able to fly or be invisible?). Participants were then
either provided with their partners’ responses to these questions, or given no information. After they engaged in a casual conversation, participants worked together to complete a series of novel geometric puzzles (tangrams) within a limited time frame. Results revealed that for Whites and minorities in interracial, but not same-race dyads, viewing one’s partner’s responses and having answers that were similar reduced anxiety before and during the interaction. In addition, receiving one’s partner’s responses, regardless of similarity to one’s own, lead to more efficient problem-solving. Consistent with an information search approach (Vorauer, 2006), incidental information may allow individuals within interracial interactions to “get down to business” in situations that require them to coordinate their actions. Implications of personal information exposure for intergroup coordination and collective problem-solving are considered.

**SEEING ‘US’ AND ‘THEM’ AS ‘WE’ AND ‘ME’: HOW AFFILIATION MOTIVES SHAPE INTERGROUP PERCEPTION**
Adam Pearson¹, Tessa West², John Dovidio⁴, Yale University, New York University — Although racial and ethnic relations in the US are often marred by uncertainty and mistrust, recent evidence suggests that motives to establish commonality during social interactions, particularly by members of dominant groups, may often be strong (Dovidio, Gaertner, & Saguy, 2008). Here, we examine the implications of these affiliation motives for social perception. In a series of studies, we investigate Whites’ tendencies to assimilate minorities’ affective experiences during social interactions and the consequences of this perceptual bias for intergroup relations. In Study 1, pairs of unacquainted White, Black, and Latino/a participants engaged in casual conversation and then completed a motor coordination task. Prior to the coordination task, participants reported their own and their partners’ perceived affect. Relative to minority participants, Whites showed stronger tendencies to perceive similarity of affective experience (particularly negative affect) and lower levels of accuracy when paired with outgroup partners. Furthermore, Whites’ tendencies to project negative affect predicted poorer coordination in ingroup (but not intragroup) teams. Study 2 revealed that Whites’ tendencies to project negative emotions may be exacerbated by efforts to control negative emotional expressions in interracial interactions, particularly by implicitly biased perceivers. Study 3 demonstrated vicarious projection of negative affect to other Whites observed engaging in interracial (versus same-race) interactions by White perceivers and a reduction in the projection of negative affect to Black targets when group differences were made salient (e.g., when observing an interracial conversation about race). Implications of these findings for understanding divergences in intergroup perspectives and everyday misunderstanding are considered.

**VICARIOUS DISHONESTY: WHEN PSYCHOLOGICAL CLOSENESS CREATES DISTANCE FROM ONE’S MORAL COMPASS**
Francesca Gino¹, Adam Galinsky², Levi R. Baker³, University of Tennessee — Should intimates divide. First, McNulty and Baker use experimental, observational, and longitudinal methods to show that self-compasion following interpersonal mistakes resulted in more pro-relationship behaviors and promoted relationship satisfaction over time. Second, Stadler and her colleagues link data from a 35-day field study and in-lab interactions to show the importance of companionship for support and relationship satisfaction. Finally, Levner and Bradbury discuss different pathways and antecedents to divorce, with findings from a ten-year study using both lab and field assessment. Together, the presentations highlight the value of integrating laboratory and field research in order to understand successful intimate relationships.

**ABSTRACTS**

**SELF-COMPASSION AND RELATIONSHIP MAINTENANCE: THE MODERATING ROLES OF CONSCIENTIOUSNESS AND GENDER**
James K. McNulty¹, Gertraud Stadler, Madoka Kumashiro, Justin A. Lavner

Over the last few decades, relationships science has made significant progress in understanding factors affecting relationship quality and stability. The vast majority of studies, however, have relied on either laboratory designs or nonexperimental field research methods. It is often unclear, therefore, whether laboratory findings will generalize to field settings and whether field research findings will hold up to more rigorous scrutiny and observed behavior in the lab. This symposium brings together innovative research on couples that aims to bridge the lab-field divide. First, McNulty and Baker use experimental, observational, and longitudinal methods to show that self-compasion following interpersonal mistakes resulted in more pro-relationship behaviors and promoted relationship satisfaction over time. Second, Stadler and her colleagues link data from a 35-day field study and in-lab interactions to show the importance of companionship for support and relationship satisfaction. Next, Kumashiro & Coolsen show that laboratory observations of one partner’s affirming behaviors of the other’s goals promoted relational well-being two years later among newly committed couples. Finally, Levner and Bradbury discuss different pathways and antecedents to divorce, with findings from a ten-year study using both lab and field assessment. Together, the presentations highlight the value of integrating laboratory and field research in order to understand successful intimate relationships.
THE ROLE OF COMPANIONSHIP FOR SUPPORT AND RELATIONSHIP SATISFACTION: EVIDENCE USING DIARY AND LABORATORY METHODS

Gertraud Stadler1, Niall Bolger2, Kenzie A. Snyder2, Elizabeth A. Pituła3, Patrick E. Shroot1; 1Columbia University, 2Barnard College, Columbia University, 3New York University — Positive social interactions include companionship (i.e., pleasurable social interaction; Buunk & Verhoeven, 1991; Fischer, 1982; Rook, 1987) and social support. Despite evidence for independent contributions of both constructs to relationship outcomes, social support has been studied extensively while companionship has received far less attention. Moreover, research is scarce on their joint effects. The current study provides evidence for the role of companionship in close relationships from a daily diary and laboratory study of the same couples. Both partners of 90 committed couples filled out daily diaries for 35 days; a subsample of 45 couples also came into the laboratory for support interactions. In everyday life, companionate activities and support receipt occurred frequently at similar rates. Furthermore, daily fluctuations in companionship and support made independent contributions toward explaining daily fluctuations in relationship satisfaction. Laboratory conversations also demonstrated the link between companionship and support: Experiencing more companionship in the diary was related to receipt of more support in the lab. The findings underscore the need for studying the links among companionship, support, and relationship satisfaction. In addition, theoretical implications and methodological challenges of integrating longitudinal and laboratory designs will be discussed.

THE MICHELANGELO PHENOMENON: LONGITUDINAL ASSESSMENT OF EFFECTS OF PARTNER AFFIRMATION ON PERSONAL AND RELATIONAL WELL-BEING Madoka Kumashiro1, Michael K. Coolen2; 1Goldsmiths, University of London, 2Shippensburg University — Close relationship partners often play a central role in helping individuals achieve their most cherished aspirations. In turn, research on the Michelangelo phenomenon (Rusbult et al., 2009) has shown that partner affirmation, or close partners behaving toward the target in a manner congruent with the target’s ideal self, enhances relational and personal well-being. Yet, such central goal striving can also often demand a great deal of time, effort, and patience from the partner. We propose that problems posed to the partner by target’s goal pursuits play an important role in the model. In the current longitudinal research, 98 romantic couples participated in a video-taped conversation about each person’s most important goal. As expected, findings from multilevel model analyses showed that at Time 1, personal and relational well-being was positively associated with observed partner affirmation and negatively associated with goal difficulty. Residualized lagged analyses performed on well-being measured 2 years later found significant interactions between observed partner affirmation and goal difficulty: For less difficult goals, partner affirmation enhanced personal and relational well-being 2 years later, while lack of partner affirmation had detrimental effects. On the other hand, when goals were problematic, effects of partner affirmation on well-being were weaker. Moreover, observed partner affirmation was a better predictor of well-being 2 years later than either target or partner report of affirmation. Broader implications of the study will be discussed, including the importance of conducting both observational and longitudinal methods for understanding partner dynamics in examining well-being and goal striving.

PATHWAYS AND ANTECEDENTS TO DIVORCE IN NEWLYWED COUPLES: FINDINGS FROM A TEN-YEAR STUDY Justin A. Lavner1, Thomas N. Bradbury1; 1University of California, Los Angeles — Why do a third of first marriages end in the first ten years (Bramlett & Mosher, 2001)? Are there different pathways and profiles that lead to eventual disruption, and are some couples at higher risk than others? To address these questions, we established different four-year marital trajectories using mixed modeling techniques (Nagin, 1999) applied to eight waves of satisfaction data collected from 172 couples. We then examined how these related to divorce rates six years later, and how standardized measures of personality (e.g., neuroticism, self-esteem), domestic violence, and acute and chronic stress, as well as observational measures of problem-solving skills and affect during a marital interaction, distinguished among them. We identified two kinds of divorce. In the first, high-risk couples with very negative profiles early in marriage (negative personalities, high stress, negative behavioral interactions) undergo quite negative marital trajectories (low intercepts and/or steep declines in satisfaction) and exhibit high ten-year divorce rates (~45-60%). The second type is marked by couples with stable satisfied trajectories over the early years of marriage who nonetheless go on to experience lower, but still significant, ten-year divorce rates (~15-20%). These “initially satisfied” divorcers can be distinguished from their non-divorced satisfied peers six months into marriage mostly by negative behavioral profiles observed during lab sessions. Together, these findings highlight the heterogeneous nature of divorce and underscore the importance of combining longitudinal and observational methods to understand these pathways. We conclude by outlining theoretical and practical implications of this work and discussing limitations and future directions.

SYMPOSIA SESSION H8

"I FEEL BETTER BUT I DON’T KNOW WHY": PSYCHOLOGICAL BENEFITS OF IMPLICIT EMOTION REGULATION

Saturday, January 29, 3:30 - 4:45 pm, Room 206 A-B

Chair: Sander Kooce, VU University Amsterdam

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

Emotion regulation is traditionally portrayed as a largely conscious, deliberate process. However, there is growing evidence that many emotion-regulatory processes unfold in the absence of conscious control, at implicit levels. Implicit emotion regulation may play a key role in emotional adaptation, by promoting a relatively fast and effortless recovery from aversive emotion. The present symposium showcases a selection of the latest research into the underlying mechanisms and adaptive functions of implicit emotion regulation. Hopp and associates demonstrate that positive implicit evaluations of emotion regulation, in conjunction with reappraisal habits, are associated with greater psychological health. Their research suggests that psychological health is shaped by the interplay between implicit and explicit emotion regulation processes. Berkman and associates present pioneering research into the neurological underpinnings of implicit emotion regulation. Their brain imaging study indicates that the right ventrolateral prefrontal cortex plays a key role in implicit emotion regulation in the context of interpersonal relationships. Ferguson and associates show that goal priming leads to more implicit positive affect for goal-relevant stimuli, but only when individuals have experienced success at goal pursuit. Implicit goals appear to be important regulators of implicit emotional responses. Finally, Fockenberg and Kooce highlight the importance of implicit emotion regulation in volitional action control, as evidenced by a significant link between action orientation and implicit emotion regulation under demanding conditions. Taken together, the research presented in the symposium portrays implicit emotion regulation as a pervasive process that has important adaptive consequences for psychological health, close relationships, and action control.

ABSTRACTS

THE UNCONSCIOUS PURSUIT OF EMOTION REGULATION: IMPLICATIONS FOR PSYCHOLOGICAL HEALTH Henrik Hopp1, Allison Troy1, Iris Mauss2; 1University of Denver — Emotion regulation plays a vital role in psychological and implicit, or largely unconscious, processes appear to play a major role in emotion regulation. Consequently, the present authors reasoned that implicit emotion-regulatory processes should be implicated in psychological health. More specifically, the authors hypothesized that implicitly valuing emotion regulation translates into better psychological health in individuals who use adaptive emotion regulation strategies. A community sample of 222 individuals (56% women)
who had recently experienced a stressful life event completed an implicit measure of emotion regulation valuing, which was based on the implicit association test (the Emotion Regulation IAT; Mauss, Cook, & Gross, 2007). In addition, participants reported on their habitual use of cognitive reappraisal, an important emotion regulation strategy that has been shown to be adaptive in previous research (Gross & John, 2003). Participants’ psychological health was measured in three domains: well-being, depressive symptoms, and social adjustment. As hypothesized, individuals who implicitly valued emotion regulation exhibited greater levels of psychological health, but only when they were high in chronic use of cognitive reappraisal. These findings indicate that implicit emotion regulation processes support adaptive emotion regulation outcomes only among individuals who habitually use an adaptive, relatively conscious emotion regulation strategy. As such, psychological health depends on the interplay between conscious and unconscious emotion-regulatory processes.

INCIDENTAL REGULATION OF ATTRACTION: THE NEURAL BASIS OF IMPLICIT EMOTION REGULATION IN ROMANTIC RELATIONSHIPS Elliot Berkman1, Meghan Meyer2, Johan Karremans3, Matthew Lieberman2; 1University of Oregon, 2University of California, Los Angeles, 3Radboud University Nijmegen – Investigations into the neural systems involved in emotion regulation have predominately examined deliberative and intentional strategies such as reappraisal. Behavioral research has identified other forms of emotion regulation that take place without intention and outside of awareness, but the neural mechanisms involved in these forms of regulation have remained largely unexplored. Based on findings indicating that romantically involved participants implicitly derogate the attractiveness of alternative partners, romantically committed participants in the present study were scanned with functional magnetic resonance imaging (fMRI) while they indicated whether they would consider each of a series of attractive (or unattractive) opposite-sex others as a hypothetical dating partner. This task was completed both with and without time pressure, a manipulation of cognitive load, to investigate how the availability of cognitive resources affects this kind of emotional regulation. Successful derogation of attractive others during no time pressure compared to time pressure trials corresponded with increased activation in the ventrolateral prefrontal cortex (VLPLC) and posterior dorsomedial prefrontal cortex (pDMPFC), and decreased activation in the ventral striatum, a pattern similar to those reported in deliberate emotion regulation studies. Activation in the VLPC and pDMPFC was not significant in the time pressure condition, indicating that while the derogation effect may be implicit, it nonetheless requires cognitive resources. Additionally, activation during this contrast in the right VLPC correlated with participants’ level of relationship investment. These findings suggest that the rVLPC may play a particularly important role in implicitly regulating the emotions that threaten the stability of a romantic relationship.

THE AFTERMATH OF GOAL PRIMING: HOW PURSUING A PRIMED GOAL REGULATES IMPLICIT AFFECT Melissa Ferguson1, Sara Moore2, Tanya Chartrand3; 1Comell University, 2University of Alberta, 3Duke University – Prior research has shown that the activation of a goal leads to more implicit positivity toward goal-relevant stimuli. In the current work, the researchers examined how the actual pursuit of a primed goal influences implicit affective responses toward goal-relevant stimuli. Participants were explicitly or implicitly primed with an achievement goal, or not, and then completed a goal-relevant task on which they experienced success or failure. The researchers then measured participants’ implicit affect toward stimuli related to the goal. Those participants who were primed with the goal (explicitly or implicitly) and who experienced success on the task exhibited significantly more implicit positivity toward the goal, compared with those who were not primed, and those who experienced failure. The results indicate that a recent success experience at a primed goal, even when participants are not conscious of the goal, can lead to greater implicit positivity toward the goal, which may motivate future behavior toward the goal. The presentation will consider the circumstances under which implicit positivity toward goal-relevant stimuli reflects continued goal pursuit, completed goal pursuit, or disengagement from the goal. The presentation also discusses the role of implicit affective responses in self-regulation more generally.

IMPLICIT EMOTION REGULATION UNDER DEMANDING CONDITIONS: THE MODERATING ROLE OF ACTION VERSUS STATE ORIENTATION Daniel Fockenberg1,2, Sander Kooile3; 1Albert-Ludwigs-University Freiburg, 2VU University Amsterdam – Throughout their goal pursuits, people must frequently deal with setbacks, delays, and other difficulties. If people were to dwell on such frustrating experiences, they might lose much of the motivation that is needed to achieve their goals. Goal-directed action will thus be facilitated by the capacity to rapidly and efficiently overcome any negative emotion that arises during one’s goal pursuits. This capacity seems to vary between individuals (Kuhl & Beckmann, 1994). So-called “action-oriented” individuals can efficiently down-regulate negative emotion under demanding conditions (Kooile & Jostmann, 2004). Their counterparts, known as “state-oriented” individuals, tend to become fixated on negative emotion under demanding conditions. The present research explored the effects of action versus state orientation on implicit emotion regulation under demanding conditions. In an affective priming task (Fazio, 2001), negative affective primes led action-oriented participants to be faster to evaluate positive rather than negative targets, a pattern consistent with implicit down-regulation of negative affect (Studies 1-2). By contrast, negative affective primes led state-oriented participants to become slower to evaluate positive rather than negative targets, a pattern consistent with implicit fixation on negative affect. Action versus state orientation did not moderate responses to neutral primes (Study 1) or positive primes (Studies 1-3) and the effects of action versus state orientation were specific to high-demanding conditions (Study 3). Together, these findings indicate that the dynamics of implicit emotion regulation are strongly moderated by the interplay between situational demands and personality resources.

Symposia Session H9

RACE, STEREOTYPES, AND IMPLICIT THEORIES ABOUT THE CAPACITY FOR CHANGE

Saturday, January 29, 3:30 - 4:45 pm
Room 207 A-B

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

Much past research has addressed racial stereotypes and their effects, examining the impact of ascribing traits to racial groups or their members. However, much less research has examined the lay theories that can give rise to these trait ascriptions and that can modify their meaning. In this symposium, we spotlight people’s theories about the human capacity to change and grow. We show how people’s views about a group’s or an individual’s potential to change—whether they hold an entity theory, the view that people and abilities are fixed, or an incremental theory, the view that they are malleable—influence the application and the meaning of stereotypes. Priyanka Carr and colleagues demonstrate that whites with an entity theory of prejudice are less likely to engage in intergroup interactions. Jason Plaks shows that entity theorists prefer stereotypic information whereas incremental theorists prefer counterstereotypic information. Cynthia Levine and colleagues find that whites hold an entity theory about African Americans and their capacity to grow to a greater extent than they do about members of other groups. Finally, Stephanie Fryberg and colleagues show that Native but not white students’ theories of intelligence are correlated with classroom behavior. Together, these papers suggest how entity theories promote stereotypes and make their meaning more negative and enduring. They also suggest how changing people’s theories can promote more positive intergroup perceptions and interactions.
Implicit Theories about Prejudice: Effects on Interracial Interactions and Interest in Learning about Prejudice

Priyanka B. Carr, Carol S. Dweck; Stanford University – Majority group members (e.g., Whites) tend to avoid interracial interactions, experience anxiety in them, and avoid situations that may reveal their prejudice (Shelton & Richeson, 2006). We examine a novel factor shaping such tendencies—people’s implicit theories about prejudice, i.e., thinking racial prejudice is fixed and immutable vs. malleable. We reasoned that believing prejudice is fixed rather than malleable attaches a higher cost to revealing or learning one possesses prejudice, and thus a higher cost to engaging in interracial interactions. Further, we hypothesized that believing prejudice is fixed would result in individuals eschewing opportunities to reduce their prejudice. In Study 1, we developed and validated a measure assessing theories about prejudice. In Study 2, Whites’ fixed theory of prejudice was associated with significantly less interest in interracial interactions and less interest in experiments related to race, even non-threatening ones (e.g., learning about African-American history). These effects emerged while controlling for racial prejudice. In Study 3, Whites with a fixed theory about prejudice were more anxious in interracial interactions, sitting farther from Black (but not White) interaction partners. Additionally, a fixed theory was associated with less interest in a prejudice-reduction tutorial and in race/diversity-related activities (e.g., learning about civil-rights cases). Study 4 found that teaching a malleable theory about prejudice increased comfort in interracial interactions. This research highlights that changing beliefs about prejudice may be an effective way of creating positive outcomes, such as more frequent and less anxious interracial interactions and engagement with opportunities to learn about race and prejudice.

Resistance to Counterstereotypic Information: Implicit Theories as Sources of Predictive Confidence

Jason Plaks; University of Toronto – Recent evidence suggests that perceivers call on stored implicit theories of personality to facilitate social perception. In this talk, I will suggest that because understanding and predicting behavior is central to adaptive functioning, it is important for individuals to believe in the veracity of their theories. I will discuss recent evidence from studies with entity theorists (who believe that human attributes are fixed) and incremental theorists (who believe that human attributes are malleable) indicating that people exhibit motivated processing distortions (selective attention, selective memory) to protect their theories from contradictory information. First, I will describe studies showing that whereas entity theorists selectively avoid, and are made anxious by, counterstereotypic information (which implies high variability in a target’s behavior), incremental theorists selectively avoid, and are made anxious by, information implying an inability to change, despite the desire and opportunity. Second, I will show that when participants are made accountable for their judgments, these differences only become magnified. Third, I will present recent neurophysiological (ERP) evidence suggesting that the experience of theory-violation elicits a different pattern of brain activity than “garden variety” stereotype violation. Lastly, I will discuss how implicit theories, as starting assumptions about human nature, play a central role in reducing uncertainty in social inference.

Who Can Improve? How a Target’s Race Dictates Perceptions of Potential for Growth

Cynthia S. Levine, Aneeta Rattan, Sapna Cheryan, Jennifer L. Eberhardt, Carol S. Dweck; Stanford University, University of Washington – People differ in their beliefs about whether others have the potential to grow and change in the future, holding either an entity theory, the view that people are fixed, or an incremental theory, the view that they can change. While past research has primarily examined the implications of holding one theory or another, this research investigates whether people hold different theories about members of different racial groups. Specifically, we present evidence that whites see African Americans as lacking potential to change (i.e., hold an entity theory about their potential). First, we show that subliminally priming while participants with African American faces leads them to endorse an entity theory on a questionnaire to a greater extent than those primed with faces of another racial group or a control image (Study 1). Second, we show that participants who have read a vignette about a criminal trial think that the defendant has less potential for rehabilitation when African American than when white. Further, after reading about an African American defendant, they view the purpose of imprisonment as punishment rather than rehabilitation to a greater degree than when reading about a white defendant (Study 2). Finally, we show that whites acting as academic advisers believe that an African American student’s grades will not improve as much as a white student’s grades, even when the student is motivated to improve and has demonstrated the ability to perform well academically (Study 3).

An Entity State of Mind: Native Americans’ and Europeans’ Theories of Intelligence and Behavior

Stephanie Fryberg, Rebecca Covarrubias; University of Arizona – For Native American students, persistent negative stereotypes about their abilities as students exacerbate the typical challenges associated with school. These stereotypes convey fixed ideas about potential traits and abilities (Aronson, Fried, & Good, 2002), and these fixed ideas inform the meaning associated with one’s own thoughts, feelings and actions (Hong et al., 1999). For instance, consistent exposure to stereotypes that one’s group is intellectually inferior—a pervasive representation of racial-ethnic minorities in the U.S.—may increase the likelihood that members of these groups hold fixed ideas about their own poor performance. This negative self-perception, in turn, may lead to disruptive classroom behavior (e.g., interrupting class, not paying attention) that further undermines academic performance. The present study examines the role that fixed ideas about self and intelligence (i.e., an entity orientation) plays in predicting disruptive classroom behavior for ethnic minority students. Native American and European American students (grades 3-5) who attend a public elementary school on an Indian reservation completed measures of entity orientation (Dweck, 1999). Teachers completed the Child Behavior Checklist (Achenbach, 1992) for each student. Native American students reported higher entity orientation than European American students, but the groups did not differ in terms of disruptive classroom behavior. Moreover, higher entity scores predicted more disruptive classroom behavior for Native American, but not European American students. The data, collected in a vulnerable yet understudied population, suggest that for students who encounter negative stereotypic types about their intelligence in the academic domain, endorsing a fixed belief about intelligence negatively impacts classroom behavior.

Making a Difference: Using Social Psychology to Motivate Prosocial Behavior

Saturday, January 29, 3:30 - 4:45 pm, Room 8 A-B

Chair: Christopher J. Bryan, Stanford University
Co-Chair: Christopher Y. O’Hovolu, University College London
Speakers: Noah J. Goldstein, Christopher J. Bryan, Christopher Y. O’Hovolu, Deborah A. Small

Social psychology has enormous potential to contribute to our understanding of—and suggest solutions to—the many social and policy problems our society faces. A perpetual and daunting challenge for policymakers is the need to motivate people, on a large scale, to engage in behavior that is effortful or costly for the individual but beneficial to society as a whole. This symposium presents four emerging lines of research that suggest novel and psychologically informed prescriptions for meeting that challenge. Goldstein and colleagues demonstrate the effectiveness of invoking the norm of reciprocity in motivating environmental conservation behavior. Bryan and colleagues show that framing the act of voting as a reflection of one’s identity motivates people to vote...
on Election Day. Olivola and Shafir find that people are often more motivated to make donations to a charitable or collective cause when the donation process is anticipated to be painful or effortful (e.g., a charity marathon) rather than easy and painless (e.g., a charity picnic). Finally, Small shows that people are more willing to provide humanitarian aid to victims of new hardships (i.e., losses) than to victims of ongoing hardships and suggests that a strategic focus by humanitarian organizations on losses relative to a reference point might boost charitable donations. Together, these presentations demonstrate both the potential for social psychology to contribute to important policy debates and the potential for research inspired by applied problems to yield important theoretical insights.

**ABSTRACTS**

**RECIPROCITY BY PROXY: HARNESING OBLIGATION TO ENCOURAGE PROSOCIAL BEHAVIOR**  
Noah J. Goldstein, Vladas Griskevicius, Robert B. Cialdini; 
1UCLA Anderson School of Management, 2University of Minnesota Carlson School of Management, 3Arizona State University — Many organizations offer to donate to third-party causes if target individuals will behave in line with the organizations’ goals, which we refer to generally as an Incentive-by-Proxy strategy. We challenge the wisdom of this widely used strategy, arguing that a more effective alternative is to first provide non-contingent benefits to the third party on behalf of target individuals and then ask those individuals to reciprocate by complying with a request, which we refer to as a Reciprocity-by-Proxy strategy. To test this hypothesis, we conducted a field experiment at a hotel in which we tested the relative effectiveness of three different signs: (a) the standard environmental appeal sign; (b) the Incentive-by-Proxy sign, which promised a donation to an environmental cause for each guest that participated in the conservation program; and (c) the Reciprocity-by-Proxy sign, in which the hotel stated that it had already made a donation to an environmental cause on behalf of all its guests, and then asked guests to help the hotel recover the cost of the donation by participating in the program. We found that the Incentive-by-Proxy sign was no more effective at motivating participation in the conservation program than the standard environmental sign. However, consistent with our predictions, our Reciprocity-by-Proxy sign yielded significantly greater participation in the program. A follow-up study and three additional experiments revealed the underlying psychological mechanism (obligation due to the norm of reciprocity), ruled out alternative explanations, and demonstrated boundary conditions for the effect.

**VOTING VERSUS BEING A VOTER: MOTIVATING BEHAVIOR BY INVOKING THE SELF**  
Christopher J. Bryan, Gregory M. Walton, Carol S. Dweck, Todd Rogers; 1Stanford University, 2Analyst Institute — Voting is perhaps the most fundamental responsibility of citizenship yet a huge percentage of eligible Americans fail to vote even in elections with potentially profound implications. We show that framing the act of voting as an expression of identity or self, rather than as merely a behavior, can boost voter turnout. Three experiments induced participants to think of the act of voting either as “being a voter” (high self-relevance) or as “voting” (low self-relevance) by manipulating the phrasing of a small number of questionnaire items (e.g., “How important is it to you to [vote/be a voter] in the upcoming election?”). In Experiment 1, participants who were eligible but not registered to vote expressed more interest in registering after being exposed to the noun phrasing (“be a voter”) than to the verb phrasing (“vote”). In Experiment 2, registered voters were exposed to a similar manipulation the day before the 2008 presidential election. Official state records revealed that participants in the noun-phrase condition were 9.4 percentage points more likely to vote the next day than those in the verb-phrase condition. Experiment 3 replicated the results of Experiment 2 (including the size of the effect) with a larger, more representative sample in the 2009 New Jersey gubernatorial election. These results demonstrate the motivational power that can come from implicating the self in decisions about whether or not to engage in socially approved but inconvenient behavior.

**REFERENCE-DEPENDENT SYMPATHY**  
Deborah A. Small; 1University of Pennsylvania — Natural disasters and other traumatic events often draw a greater charitable response than do ongoing misfortunes, even those that may cause even more widespread misery, such as famine or malaria. Why is the response disproportionate to need? The notion of reference dependence critical to Prospect Theory (Kahneman & Tversky, 1979) maintains that self-utility, or benefit to self, is not absolute level of wealth but rather gain or loss relative to a reference point. I theorize and find that sympathy, judgments of deservingness, and anonymous giving are sensitive to the reference point of the victim’s previous state. In Study 1, participants reported greater sympathy for victims of newly acquired hardships than for victims who had chronically enduring the same hardship. In Study 2, participants allocated more money to another anonymous participant who had been endowed with money, but was randomly selected to lose it, than to a participant who was randomly selected to receive no endowment from the start. Study 3 replicated these patterns with judgments of deservingness. However, the effect disappeared when people evaluated victims in comparison. The effect also disappeared in Study 4, when participants evaluated affect-poor “statistical victims,” as compared to affect-rich “identifiable victims.” Together, these results shed light on seemingly irrational patterns of humanitarian aid. Moreover, they suggest that humanitarian agencies could better appeal to sympathy by shifting the focus of attention away from states of need and instead to losses relative to a reference point.
**Symposia Session I**

**Saturday, January 29, 5:00 - 6:15 pm**

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**THE SELF AND LOVE: THE ROLE OF THE SELF IN ROMANTIC RELATIONSHIPS**

**Saturday, January 29, 5:00 - 6:15 pm, Ballroom B**

Chair: Tracy Kwang, The University of Texas at Austin  
Co-Chair: William B. Swann Jr., The University of Texas at Austin  
Speakers: Mark R. Leary, Tracy Kwang, Wendi L. Gardner, Ronald D. Rogge

Relationships can shape the self-concept, draw out unique aspects of an individual’s personality, and influence individual perspectives and goals. Yet the self is not a passive player in relationships as self-related goals and motives can also influence how relationships form and develop. The goal of this symposium is to bring together research addressing the types of identities people create in their relationships, and how those identities influence relationship outcomes. To this end, Leary and Allen will first examine the unique, and sometimes inauthentic, self-presentational strategies individuals engage in when interacting with a romantic partner. Next, Kwang, Neff, and Swann present a new model for understanding how couples’ merge their unique identities to form a couple identity. The manner in which couples merge their identities is shown to influence their self-reported and observed relationship well-being over time. Together, these studies provide a comprehensive look into identity negotiation processes within romantic relationships.

**ABSTRACTS**

**SELF-PRESENTATIONAL STRATEGIES IN CLOSE RELATIONSHIPS**  
Mark R. Leary¹, Ashley Batts Allen¹; ¹Duke University — Relationships with spouses and other romantic partners present a self-presentational paradox. Although intimate relationships ostensibly involve honesty and self-disclosure, their personal importance may lead people to convey inauthentic images to relationship partners. To examine people’s self-presentations in close relationships, 258 adults, ages 19-65 (M = 46.4), rated themselves on 15 dimensions (such as intelligent, intimidating, dependable, dominant, humorous, sexy, and kind) as if describing themselves to eight target individuals, including a romantic partner or spouse, best friend, coworker or classmate, stranger, someone they disliked, and an authority figure. They also rated themselves as honestly and accurately as possible and completed measures of personality that might moderate self-presentation. Within-person correlations between accurate self-ratings and self-presentations showed that self-presentations to romantic partners were no more honest than those to most other targets. Participants were particularly likely to convey highly enhanced impressions to partners with respect to how sexy, unique, humorous, and friendly they were. Participants’ profiles of self-presentations were decomposed into normative and directive components and compared across the eight targets. Normative self-presentations to romantic partners differed from those to other targets, showing that the image that people present to close others differs markedly from their self-presentations to other targets. Participants also highlighted more attributes and excluded fewer attributes when presenting to romantic partners. Patterns of self-presentation were also examined with respect to age, relationship status, and personality variables such as Machiavellianism, authenticity, and the big five.

**HOW DO TWO IDENTITIES MERGE INTO ONE: A THEORY OF COUPLE IDENTITY NEGOTIATION**  
Tracy Kwang¹, Lisa A. Neff¹, William B. Swann Jr.; ¹The University of Texas at Austin — Truly intimate close relationships require two individuals to successfully merge their independent identities to form a unified couple identity. While previous research recognizes the necessity for the two identities to merge (Aron et al., 1986; 1991; Berger & Kellner, 1964), research has yet to examine HOW these identities merge together. We hypothesize that the process through which an individual and his/her partner merge to create a new couple identity is crucial in determining relationship longevity and satisfaction. We draw from social identity theory (Turner et al., 1987) and identity fusion theory (Swann et al., 2009) to propose three models of couple identity negotiation: Model A involves the self being subsumed by the partner; Model B involves a negotiation wherein the self and partner both contribute to the couple identity; Model C the self subsuming the partner’s self. Through a series of correlational studies (N = 452 and N = 345) as well as longitudinal data from a sample of newlywed couples (N = 84), we demonstrate the construct and discriminant validity of the couple identity models. Those who are subsumed by their partners (Model A) report high commitment to their relationship, but low satisfaction. Those who subsume their partners (Model C) report lower commitment to the relationship as well as more maladaptive conflict resolution tactics. Finally, those who negotiate their identities with their partners (Model B) report the greatest relationship satisfaction as well as commitment.

**TUNING THE SELF TO SUIT A PARTNER: RELATIONAL MOTIVES ALTER SELF-EXPRESSION AND SELF-EXPERIENCE**  
Wendi L. Gardner¹, Erica B. Slotter¹; ¹Northwestern University — The motivation to draw close to a relationship partner impacts the self-concept in a multitude of ways. For example, past work has shown that the motive to be close to a current romantic partner, or even the mere desire for a potential partner can quickly evoke the incorporation of a partner’s characteristics into an individual’s own self-concept (Slotter & Gardner, 2009). This malleability of the self-concept to responsively “tune in” to the partner was assumed to facilitate relational closeness, though this was not previously examined directly. In the present research, general motives for closeness are examined in terms of their impact on tuning personal experience and altering self attributes to better match an interaction partner. First, we will present research examining the need to belong — demonstrating how heightened belonging needs increase the likelihood that one will incorporate a partner’s emotions into one’s own experience, and how this enhanced emotional contagion in turn facilitates closeness. Next, we will present research examining attachment anxiety — showing how the strong desire to be close/fear of abandonment that is experienced by individuals higher in attachment anxiety significantly increases the likelihood that they will incorporate a partner’s self aspects into their own self-concept. In combination, these lines of work highlight the importance of relational motivations in both the experience and the expression of the self, and shows how spontaneously “tuning” the self to match a partner may serve as a vehicle to enhance closeness.

**HEALTHY SELF, HEALTHY RELATIONSHIP? EXAMINING LINKS BETWEEN SELF-IDENTITY AND INDIVIDUAL AND RELATIONSHIP FUNCTIONING OVER TIME**  
Ronald D. Rogge¹, Soonhee Lee¹; ¹University of Rochester — The study sought to examine the role of self-identity and individual processes in the longitudinal course of romantic relationships. A sample of 587 individuals in relationships completed an extensive initial assessment and 179 of those individuals consented to completing follow-up assessments every 3mo for one year. The results demonstrated that both conscious (e.g., self-reported self esteem) and implicit (e.g., performance on a self-focused Go/No-Go Association Task, self-GNAT; see Lee, Rogge & Reis, 2010) self identity factors were associated with trajectories of: self-reported relationship quality, implicitly assessed relationship quality (e.g., performance on a partner-GNAT) and psychological distress. These results suggested that individual functioning is critical to both individual and relationship health over time. Further analyses
examined the possible mediating roles of the individual processes of need satisfaction (perceptions of autonomy and competency in relationships) and the integration of a romantic partner in one’s self (e.g., a partner-focused IOCS) in the links between self-identity and functioning over time. The results offered partial support for mediation by need satisfaction, suggesting that higher self-esteem was associated with better functioning in part through its association with higher levels of need satisfaction. Limitations and implications will be discussed.

Symposia Session 12

CUES TO CONFIDENCE AND CONSISTENCY

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

Chair: Matt Wallaert, Chumless

Co-Chair: Leaf Van Boven, University of Colorado at Boulder

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

This symposium examines social information attributes that influence the confidence, consistency, and shape of behavior -- often in ways unwarranted by actual information quality. The presented papers focus, in particular, on attributes integral to information (precision of expression, argument structure, and consistency). Wallaert provides evidence that people have greater confidence in more precisely expressed estimates than in less precisely expressed estimates, even when precision is unrelated to accuracy; people also generate less variable affective forecasts when using more precise scales, and people are more likely to bet on precisely expressed odds. Petty suggests that cues to informational informativeness (whether arguments are presented as two-sided versus one-sided, whether information is presented as a series of questions versus statements) increases confidence in one’s judgments about that information, and hence the weight given to that information when forming behavioral intentions. The next talks broaden the discussion to examine how confidence is influenced by consistency, which can also influence self-perceptions and behavior. Dunning suggests that the application of a consistent decision strategy increases one’s confidence in decisions, even when the decision strategy is flawed. This possibility explains why people of both very low competence and very high competence are equally confident in their decisions -- both groups apply consistent decision strategies. Finally, Nelson suggests that people’s desire to be consistent has the ironic effect that costly pro-social behavior engenders more future pro-social behavior, whereas costless pro-social behavior engenders less future pro-social behavior -- a kind of moral licencing effect.

Abstracts

PROMISELY RIGHT: INFORMATIONAL PRECISION INCREASES CONFIDENCE AND INFLUENCES BEHAVIOR Matthew Wallaert1, Jacob Westfall1, David Pizarro2, Leaf Van Boven2; 1Chumless, 2Cornell University, 3University of Colorado at Boulder -- Although informational precision and accuracy are often naturally associated in everyday life, the association is imperfect and the contingency between precision and accuracy is asymmetric. Whereas more accurate information necessitates greater precision (e.g., a sample average of 7.37 is typically more accurate than a sample average of 7 or 8), more precise information is not sufficient to increase accuracy (7 and 7.00 are equally accurate). We hypothesized that the association between precision and accuracy increases people’s confidence in the accuracy of precisely expressed information. In Study 1, participants read summaries of customer satisfaction ratings. Participants generated narrower confidence intervals containing the “true average rating” when the sample average was more precisely expressed (e.g., 57.54) than less precisely expressed (e.g., 57). In Study 2, we examined the effect of precision on confidence for self-generated rather than other-generated estimates. Participants predicted their emotional reactions for 10 days following an upsetting event. The range of participants’ affective forecasts was narrower when made on a more precise scale (0.0 to 100.0) than a less precise scale (0 to 100). Finally, in Study 3, we examined behavioral consequences of informational precision. During the 2008 Democratic primaries, participants read polling results indicating that Obama was leading Clinton, and were asked to bet money on Obama’s chance of winning the primary. Participants bet more that Obama would win when the polling results were expressed with greater precision (51.00% vs. 43.00%) than with lesser precision (51% vs. 42%).

MERE PERCEPTIONS OF INFORMATIVENESS INFLUENCE JUDGMENTAL CONFIDENCE AND BEHAVIOR Richard Petty1, Derek Rucker2, Pablo Briñol3; 1Ohio State University, 2Northwestern University, 3Universidad Autónoma de Madrid -- Considerable research suggests that not all of a person’s attitudes and judgments have an impact on behavior. At least when people are being deliberative, only judgments that are perceived as valid or held with confidence are used. Judgments viewed as inaccurate or held with doubt are mentally discarded. Although validity and confidence assessments are sometimes based on sensible factors such as how much information people really have about an issue, the current research suggests that people easily can be fooled into thinking they have more or less information than they really do. Two studies are reported showing that manipulating how informative a message seems (rather than really is) can affect judgmental confidence and subsequent behavioral intentions. In Experiment 1, we varied whether a message appeared to consider one or both sides of an issue without changing the actual information presented. Although this manipulation had no impact on the judgment formed, when the message was framed as one sided, people expressed less confidence in their judgments and were less willing to act on them when than when the message appeared to be two-sided. In Experiment 2, information about a political candidate was presented as a series of questions or statements. Although both messages conveyed the exact same information, people felt less confident in and were less likely to act on their judgments when the information was presented in the question than the statement format. Thus, peripheral features of a message can have important implications for people’s behavioral responses by affecting judgmental confidence.

THE HOBGOBLIN OF CONSISTENCY: RATIONAL ERRORS UNDERLIE MISGUIDED CONFIDENCE AMONG THE INCOMPETENT David Dunning1, Eleanor Williams2, Justin Kruger3; 1Cornell University, 2University of Florida, 3New York University -- Why do incompetent performers fail to recognize their poor performances? We suggest that the tendency to make “rational errors” prompts poor performers to imbue their decisions with too much confidence. By rational error, we refer to the fact that mistakes are often not random or haphazard, but produced because the individual applies some systematic algorithm to a problem that just happens to be incorrect. Thus, if poor performers follow some general rule that leads to systematic error, the presence of that rule may make them incorrectly more confident in the decisions they reach. To test this assertion, we present an extensive reanalysis of data from Kruger and Dunning (1999) Study 4, in which participants solved a series of Wason selection tasks, a common test of logical reasoning. Overall, to the extent that participants were consistent or algorithmic in their reasoning, they tended to be more confident—but this was equally true of participants following the wrong algorithm as it was of those following the right one. Thus, relative to mediocre performers, performers at the very bottom were more systematic in their problem-solving approach—it was just the wrong approach, leading them to inappropriately high levels of confidence despite disastrous performance. At the extreme, those at the bottom who answered each problem with 100% consistency—always solving each problem the exact same but mistaken way—were just as confident in their performance as those achieving perfect scores on the test.

COSTLINESS, CONSISTENCY, AND LICENSING OF GOOD DEEDS NOW AND LATER Leif Nelson1, Katie Baca2, Amber Brown2, Ayelt Gneezy3, Alex Imas4, Michael Norton1; 1University of California, Berkeley, 2Disney Research, 3University of California, San Diego, 4Harvard University -- We suggest that the costliness versus costlessness of current pro-social behavior moderates the tendency for pro-social behavior to elicit future pro-social
behavior versus moral licensing. Whereas costly pro-social behavior elicits future pro-social behavior because of consistency (people infer that they are the type of person to behave pro-socially given their willingness to incur costs to do so), costless pro-social behavior elicits moral licensing (because costless pro-social behavior can offset the self-perceptual risks of future selfish behavior). In Study 1, participants learned about a $2 charitable donation on their behalf that was either made from their own pocket (costly donation) or as additional (costless donation). Later, participants who made a costly donation were more honest in the face of financial incentives for lying compared with participants who made either a costless donation or no donation at all. In Study 2, participants in a field experiment who purchased a costly “socially responsible” product (i.e., half the price went to charity) were more likely to make subsequent charitable donations compared with participants who purchased a costless product or who learned about but did not purchase a socially responsible product. In Study 3, hotel guests were asked to commit to help the environment or not, and where given a small pin conveying a pro-environment message or not. Commitment increased towel reuse (an environmentally friendly pro-social behavior) for those with and without a pin, whereas non-committed participants who were given a pin actually decreased towel reuse, suggesting a kind of moral licensing.

Symposia Session I3

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

Saturday, January 29, 5:00 – 6:15 pm, Room 7 A-D

Chair: Kumar Yogeeswaran, University of Massachusetts - Amherst
Co-Chair: Nilanjana Dasgupta, University of Massachusetts - Amherst
Speakers: Miguel M. Unzueta, Kumar Yogeeswaran, Cheryl R. Kaiser, John F. Dovidio

Immigrant nations like the U.S. have historically embraced assimilationist ideologies which call for its citizens to shed their ethnocultural identities and embrace common values and practices prescribed by mainstream society. However, a contemporary alternative—multiculturalism—argues that the recognition of unique cultural identities is fundamental for harmonious co-existence. Recent research has provided abundant evidence for benefits of multiculturalism, while highlighting detrimental effects of assimilationism and its cousin, colorblindness. The present symposium challenges premature conclusions that multiculturalism is all good, while assimilationism and colorblindness are all bad. We bring together several research programs that paint a more complex picture of when and why these ideologies have positive vs. negative effects on majority and minority group members. First, multiculturalism calls for its citizens to shed their ethnocultural identities (i.e., half the price went to charity) and a shared commitment to core values and public service (civic responsibility prototype). Three experiments investigated how these differing prototypes influence the inclusion of ethnic majority vs. minority groups as legitimately American. Experiments 1-3 showed that highlighting the ethnic identification of minority group members (i.e., emphasizing their embodiment of multiculturalism) made their entire ethnic group appear less American relative to equivalent individuals whose ethnic allegiance was downplayed (i.e., emphasizing their embodiment of assimilationism). However, highlighting or downplaying the ethnic allegiance of equivalent Whites had no impact on constructs of Whites as legitimately American. Process data revealed that the national exclusion of ethnic minorities was driven by perceived threats to American distinctiveness (i.e., fears that non-European cultural practices would contaminate American society). Experiments 2-3 then manipulated minority group members’ fit with the civic responsibility prototype by emphasizing their national service vs. local community service. Data revealed that highlighting ethnic minorities’ national service made their entire ethnic group appear more American relative to highlighting their local community service. Process data revealed that national inclusion of ethnic minorities occurred because these individuals enhanced the perceived distinctiveness of the U.S. in the world. Collectively, these findings highlight the dilemma faced by pluralistic nations on how to best define their national group.

GROUP IDENTIFICATION SHAPES HOW ADVANTAGED GROUPS TREAT DISADVANTAGED GROUPS AND HOW DISADVANTAGED GROUPS TREAT THEIR OWN

Cheryl R. Kaiser 1, Kerry E. Spalding 1, Benjamin J. Drury 2, Lori W. Malathy 1 2

1 University of Washington – This talk advances a theoretical perspective examining whether members of advantaged groups unequally distribute their prejudice in a manner that results in strongly identified disadvantaged group members bearing the brunt of prejudice. We present data from several experiments showing that advantaged groups express more negative attitudes, rejecting language, and negative non-verbal behavior toward members of disadvantaged groups who are typic minority targets. In two experiments, participants were exposed to either a multicultural or colorblind prime and subsequently asked to indicate their impressions of a stereotypic or counterstereotypic minority target. Results suggest that multiculturalism and colorblindness have different effects on the likability of minorities to the extent that these targets confirm the existence of fixed or permeable ethnic group boundaries. Specifically, a stereotypic target was liked more than a multicultural target when participants were exposed to multiculturalism – suggesting that multiculturalism creates a preference for individuals who remain within the boundaries of their ethnicity. Conversely, a counterstereotypic target was liked more than a stereotypic target when participants were exposed to colorblindness – suggesting that colorblindness creates a preference for individuals who permeate the boundaries of their ethnicity. Given the effect of likability on various important outcomes, including hiring and promotion decisions (Rudman & Glick, 1999, 2001), future research should explore the implications of employing these ideological approaches in actual organizational settings (e.g., Flaut and colleagues, 2009). Perhaps an alternate approach, such as the Model of Subgroup Relations (IMSR; Hornsey & Hogg, 2000) is needed. By allowing individuals to identify with subgroups, IMSR may satisfy proponents of multiculturalism by recognizing the different cultural experiences of distinct racial groups (Sleeter, 1991). And by encouraging individuals to also take on a superordinate identity, IMSR may satisfy proponents of colorblindness who desire a unifying identity with which everyone can identify.
strongly rather than weakly identified with that group. We also identify processes that mediate this effect, including the assumption that strongly identified members of disadvantaged groups endorse beliefs that de-legitimize status differences more than their weakly identified counterparts. We next discuss implications of the differential distribution of prejudice for how disadvantaged group members treat their own group. Specifically, weakly identified disadvantaged group members who advance in society may engage in outgroup favoring behaviors that unwittingly contribute to their groups’ disadvantage. Three studies show that group identification predicts how people randomly assigned to succeed in a domain in which their group is disadvantaged or those who actually succeed in such a domain in the natural world (women in STEM fields) respond to ingroup and outgroup subordinates. Specifically, weakly identified group members engage in climbing-and-kicking; they help the outgroup more than the ingroup. Strongly identified group members, however, engage in climbing-and-lifting; they help the ingroup more than the outgroup. Together, these studies have implications for diversity achievement programs that assume that people who are selected to advance in domains where their group is disadvantaged will advocate on behalf of their own group.

**ABSTRACTS**

**IDEOLOGICAL FIT: THE CONSEQUENCES OF MAJORITY AND MINORITY GROUP PREFERENCES FOR ASSIMILATION AND MULTICULTURALISM**

John F. Dovidio,1 Daan Scheepers,2 Tamar Saguy,3 Samuel L. Gaertner4, Erin L. Thomas5; 1Yale University, 2University of Leiden, 3Interdisciplinary Center, Herzliya, 4University of Delaware – This presentation considers how the relationship between the intergroup ideologies of majority and minority group members interact to influence intergroup attitudes, behaviors, and motivations. The present research extends previous work which has consistently demonstrated that minority group members prefer a multicultural ideology, while majority group members more strongly endorse an assimilationist ideology. In the present research, we show that these different ideological orientations are strategically preferred and have important consequences for intergroup outcomes. In three studies, we (a) demonstrate systematic shifts in preferences for multicultural and assimilationist strategies as a function of whether Whites and Blacks are the numerical majority in that particular context; (b) show that majority group members systematically reinforce the behavior of minority group members to encourage assimilative responses and discourage expressions of separate or multicultural identities; and (c) demonstrate, by experimentally manipulating the ideological endorsement of majority and minority group participants to show that although majority group members show more positive attitudes toward minority group members whose ideologies correspond with their own, they show greater motivation to actively engage (i.e., physiological challenge) with their partner when they share a multicultural mindset as opposed to when they commonly share an assimilationist mindset. Implications for social science research and public policy are further considered.

**WHAT LIES BENEATH: USING LANGUAGE TO UNDERSTAND DECEPTION**

Jeffrey Hancock; 1Comell Univeristy – Can language reveal deception? When people lie they are subject to a variety of social and cognitive pressures. Social pressures often provide the motivation for a deception (e.g., self-presentation needs) and the impetus for avoiding detection, while cognitive pressures involve representing truthful and false propositions, assessing the target’s knowledge state, and handling any unexpected emotions. Each of these pressures should be reflected in word patterns produced by liars (and perhaps by their partners). Here we review several studies using computerized textual analysis to compare deceptive and truthful speech. In each of the studies, several dimensions of language (e.g., pronoun use, exclusive terms, emotional words, discrepancy terms, and emotion-related words) are statistically compared across deceptive speech and a control, truthful condition. The first two studies involve laboratory experiments in which one participant is asked to lie to another. In the first study, participants lied about personal facts and opinions. In the second study, participants lied about their intentions regarding future behavior. The third study examines political speech and compares false versus non-false statements by US presidents. The results across these studies reveal common discourse patterns: relative to truthful language, deceptive language involves fewer first person singular pronouns and exclusive terms, but more emotional words and discrepancy terms. There are also several language features that seem to vary by language context. Overall, the use of computerized text analysis...
appears to be a promising approach for understanding the social psychological effects of deception.

**COMPUTER ANALYSES OF LANGUAGE AND DISCOURSE CAN UNVEIL SOCIAL, PERSONALITY, AND EMOTIONAL STATES.** Art Graesser

1University of Memphis — Our goal is to understand how the social, personality, and emotional states of people are manifested in their patterns of language and discourse. When some people communicate, the ideas flow from their minds in a disconnected fashion rather than being logically and coherently tidy: They talk Yiddish rather than British. Some people tell interesting stories, whereas others talk like encyclopedias. Some have simple syntax, but others tangled dense syntax. Some use many concrete words, but others lean to the abstract. All of these characteristics of language and discourse (plus more) have been automated with a computer facility we have developed called Coh-Metrix. The program has been validated on nearly 40,000 texts with principal components analyses. We have used the major Coh-Metrix components to analyze a variety of discourse samples to explore social, personality, and emotional states. In one project, we analyzed the speeches of major leaders (such as Mao Zedong of China and President Hosni Mubarak of Egypt) in order to explore their leadership and thinking styles. How does their language and discourse coherence change when there is emotional public turmoil or when the leader is trying to be persuasive? In another project, we analyzed conversations between tutors and students. Language and discourse patterns were able to predict student emotions, such as confusion, frustration, boredom, surprise, and delight; the accuracy was comparable to measures of students’ facial expressions. Our use of Coh-Metrix and LIWC together has provided a new window into measuring social processes and psychological attributes of people.

**LANGUAGE OF THOUGHT AND MOTIVATION: EXPERIMENTALLY INDUCING SYNTAX AND GRAMMAR IN SOCIAL AND PERFORMANCE CONTEXTS** Dolores Albarracin

1University of Illinois at Urbana Champaign — A fundamental psychological question concerns how thoughts are structured within a quickly evolving and diverse train of thought. In the novel Ullyses, James Joyce portrays characters’ raw inner experiences. There is no flawless train of thought but rather a random arrangement of words and feelings that readers rarely witness outside of their own minds. Despite this characterisation of thought as somewhat haphazard and fragmented (Marcus, 2008), evidence suggests that people commonly maintain a coherent (see Bickle, 2003) and purposive (Klinger, 1999) inner voice (see also Girbau, 2007; Heavey & Hurlbut, 2008). We have analyzed how this internal voice is constructed by the order in which words appear in working memory as well as the pronouns and verb aspect of our verbal thoughts. In one series of experiments, the phrase nice act (vs. act nice) produced greater levels of deflection over a series of competitive games, implying that actors constructed the implicit proposition that they had been sufficiently nice already (vs. must be nicer). In a second series of experiments, the use of grammatical questions in experimentally guided thought increased intrinsic motivation and behavior performance, as did the use of the first person singular pronoun I. In a third series of experiments, the use of an imperfective verb aspect (I was doing) led to better memory for the person singular pronoun I. In a third series of experiments, the use of an imperfective verb aspect (I was doing) led to better memory for the person singular pronoun I. In a third series of experiments, the use of an imperfective verb aspect (I was doing) led to better memory for the person singular pronoun I.

By applying a psychological lens to the study of political behavior, researchers are in a keen position to offer insights on hotly-contested political issues. This symposium presents four lines of research that directly examine some of today’s most relevant political issues, while advancing theory in current basic social psychological literatures. Speaking to the American military’s ban on openly gay service (“Don’t Ask, Don’t Tell”) and the ego depletion literature, Critcher and Ferguson find that concealing one’s sexual orientation is depleting, hindering physical and mental acuity. Addressing public skepticism toward global warming and the visceral states literature, Risen and Critcher find that belief in the scientific theory has less to do with scientific consensus on the issue and more to do with the ease of simulating a future world plagued by hot temperatures. When participants felt hot, they could more frequently simulate this world, and believed in global warming more. Examining how role models can be used to shape educational policy, Purdie-Vaughns and colleagues conducted a field study in which schoolchildren reflected about Obama’s inspirational success story. This served to alleviate race-based concerns and improved minorities’ (and even White students’) academic performance. Finally, Jost synthesizes the results of several recent lines of research linking political conservatism and system justification. In so doing, he lays out a trajectory by which political change can be successful even with strong pressures to embrace the status quo. These lines of work reflect ways in which psychologists can develop basic theory by studying immediately relevant issues.

**ABSTRACTS**

**CONCEALMENT AND EGO DEPLETION: DOES “DON’T ASK, DON’T TELL” HINDER PERFORMANCE?** Clayton R. Critcher, Melissa J. Ferguson

1University of California, Berkeley; 2Cornell University — In 1993, President Clinton signed into law “Don’t Ask, Don’t Tell” (DADT), a policy that permits gay and lesbians to serve in the American military as long as they hide their sexual orientation. Clinton defended the policy on meritoric grounds, for talented citizens would not be unconditionally barred from military service. But might the demands of identity concealment exact a self-regulatory cost, and thereby hinder performance? In the present research, participants spent 10 minutes being interviewed by a confederate under different instructions on how to modify their speech (e.g., to conceal their sexual orientation). After just ten minutes of concealment, participants—gay and straight—displayed significant deficits in their spatial reasoning ability and physical strength. Mechanistic evidence disentangled what was responsible for the depletion effects: the need to monitor one’s speech for content to inhibit (self-monitoring) and the need to alter the content of what one would have said (impression management). We found consistent support only for the self-monitoring hypothesis. Participants continued to show ego depletion effects when concealing content they would not have spontaneously revealed. Merely having to alter or embellish one’s speech did not produce a similar effect. Ego depletion effects have been widely documented, but this work reflects one of the first efforts to identify which ingredient of self-regulation may be particularly depleting. This work also suggests that Congressional debate on DADT may be focused too narrowly on the moral question of whether DADT is discriminatory. Its impact on performance and readiness should be considered as well.

**AMBIENT TEMPERATURE INFLUENCES BELIEF IN GLOBAL WARMING** Jane L. Risen

1University of Chicago, 2University of California, Berkeley — People’s belief in global warming has been shown to wax and wane over seasons and years, even when the scientific evidence remains relatively constant. Given that people seem not to simply consult expert opinion on the matter, what variables impact people’s beliefs? Across seven studies, we found that people judge states of the world associated with their current visceral experience to be more likely. Regardless of whether it was experienced indoors or outdoors, a hotter ambient temperature produced greater belief in global warming. The effect of experiencing heat was similar for liberals and conservatives. In addition, we found that participants who were experiencing thirst were...
more likely to believe that drought and desertification were looming crises. Our studies distinguished between three mechanistic accounts: temperature as information, conceptual accessibility, and fluency of simulation. We found support for the third (“simulational fluency”) account. Participants who were in a hot room constructed more vivid mental representations of hot (versus cold) outdoor scenes, and those who were led to construe these same hot outdoor images with greater clarity believed more in global warming. Psychologists have examined how to motivate collective action to forestall future environmental calamities, but even those efforts are premised on people believing problems do lie ahead. The present research found that what makes future events feel more real is not necessarily well-conducted research or impressive meta-analyses, but instead are factors that facilitate the ability to picture what that future event would look and feel like.

**PSYCHOLOGY OF SYMBOLIC FIRSTS: HOW OBAMA’S PRESIDENCY IMPACTS STUDENT ACHIEVEMENT ACROSS RACIAL AND POLITICAL DIVIDES** Valerie Purdie-Vaughns¹, Jonathan Cook², Geoffrey Cohen³; ¹Columbia University, ²Stanford University — President Obama’s remarkable political success has stimulated much interest in questions about the power of symbolic firsts—role models and pioneers widely expected to inspire others—to alter people’s perceptions of the constraints and opportunities afforded to individuals and groups within society. In short, the power to alter people’s contingencies of identity (Steele, 2010). Our analysis focuses on the influence of the first African American President as a symbolic first that influences contingencies of identity for students across the racial and political spectrum in the United States. We present research from our experimental-longitudinal study, conducted in a middle school in the Northeastern United States highlighting the positive effects of symbolic firsts such as Obama. One week after the 2008 presidential election, African American/Latino and White sixth grade students were primed with election of Obama. Identity threat and grades (GPA) were then tracked through the fall of seventh grade, a full calendar year post election. Results from this study revealed that subtly reflecting on Obama’s achievement boosted grades for White and African American students, and significantly reduced African American students’ sense of identity threat in school. That our findings held for both white and minority students is noteworthy in light of conservative activists’ explicit fears that Obama’s presidency might ultimately hinder white students in America’s public schools. We conclude with a practical discussion about how role model research might be applied to influence educational policy and programs across the racial, religious, and political divide.

**A SYSTEM JUSTIFICATION PERSPECTIVE ON CONSERVATIVE RESISTANCE TO CHANGE IN CONTEMPORARY U.S. POLITICS** John T. Jost¹; ¹New York University — A large number of progressive initiatives throughout the 20th century—including child labor laws, women’s suffrage, civil rights for minorities, and so on—were opposed by political conservatives when they were initially introduced. However, few conservatives today would oppose them, because they are now part of the status quo. These historical facts are highly consistent with a theory of ideology as motivated social cognition, which suggests that, in comparison with liberals and moderates, conservatives are more highly motivated to resist social change and oppose greater equality (see Jost et al., 2003a, 2003b, 2007, 2008). In this talk, I will summarize several lines of research linking political conservatism and system justification to elucidate the social, cognitive, and motivational dynamics of recent political events and outcomes, including persistent ideological differences with respect to economic redistribution, environmental attitudes, and health care reform. In new research, we find that system justification mediates the effect of political orientation on belief in global warming and that framing environmental initiatives in a pro-system manner reduces conservative resistance to change. Other evidence of motivated political cognition as a function of situational and dispositional variability in system justification tendencies will be presented. All of this suggests that conservative resistance to social change and increased egalitarianism is to be expected, but if liberals are politically successful then conservatives and others will eventually come to accept the legitimacy of even those policies that were once regarded as progressive challenges to the status quo.

**Symposia Session I**

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

Saturday, January 29, 5:00 - 6:15 pm, Room 214 A-B

Chair: Ann Bettencourt, University of Missouri

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

As noted long ago by Horner (1972), success in male domains poses a challenge for women. The research presented in this symposium describes several contemporary approaches to understand why this problem still exists. Manning will explain the results of two meta-analyses. The first indicates that women may need to work twice as hard as their male counterparts in order to earn praise. At the same time, and as indicated by a second meta-analysis, other women in the workplace may judge women less favorably when they violate normative expectations for their ingroup. Eidelman will present three studies demonstrating that women use gender stereotypes against their group as a means to discount failure and to augment success in achievement contexts. Biernat will show that gender stereotypes lead to subtle forms of bias in workplace performance evaluations of attorneys in a Wall Street law firm; numerical ratings and qualitative comments differentially correspond for women and men. Finally, Gervais will explain the consequences of workplace gender bias for those who try to confront it. Two studies reveal that public, high-hostility confronting predicted competence, self-esteem, and empowerment for female leaders, but that ironically, female leaders were evaluated most favorably for private, low hostility confronting. Together these findings indicate that gender stereotypes have complex patterns of outcomes for women in male domains. The symposium will provide time for discussion with the audience to puzzle over the complications faced by women in traditionally male domains.

**ABSTRACTS**

**META-ANALYTIC TESTS OF NORM AND EXPECTANCY VIOLATIONS; IMPLICATIONS FOR GENDER EVALUATIONS**

Mark Manning¹, Lisa Molix², Scott Eidelman³, Rebecca Schlegel¹, Monica Biernat², B. Ann Bettencourt¹;

¹University Of Missouri, ² Tulane University, ³University of Arkansas, ⁴Texas A&M University, ⁵University of Kansas, ⁶University Of Missouri — Two theories outline the evaluative consequences of expectancy violations for group members. Expectancy violation theory suggests that when a group member (e.g., a female) violates stereotyped expectations he or she will be judged more extremely, in the direction of the information valence (i.e., positive or negative). By contrast, norm violation theory suggests that when a group member (e.g., a female) violates an ingroup norm, the individual will be judged more extremely negative, regardless of information valence. These predictions are not necessarily in conflict, because stereotyped and norm expectations are not necessarily the same. These theories were tested in two meta-analyses. 449 effect sizes from 117 studies were available to test EV-T, and 72 effect sizes from 21 studies were available to test NV-T. Consistent with EV-T, when target information violated stereotyped expectancies and was positive, participants evaluated the high status target (e.g., female) more favorably than the low status target (e.g., male). But when the individuating information violated stereotyped expectancies and was negative, participants evaluated the high status target (e.g., male) more negatively than the low status target. Consistent with NV-T, when target information was negative and violated an ingroup norm, ingroup participants (e.g., females) evaluated the ingroup target more negatively. Even when the information was positive and violated an ingroup norm, ingroup participants evaluated the ingroup target more negatively. These results suggest that women may need to work twice as hard to earn praise while simulta-
nously being concerned about rejection from ingroup members for their work.

**USING STEREOTYPES TO DISCOUNT FAILURE AND AUGMENT SUCCESS** Scott Edelman; 1University of Arkansas – Three studies demonstrate that performers use stereotypes against their group as a means to discount failure and augment success. In Study 1, women took an easy or difficult anagram test followed by bogus success feedback. Consistent with predictions, women who received non-contingent success feedback (i.e., women who succeeded but didn’t know how) were more likely to endorse gender stereotypes before taking a second test than women who received contingent success feedback. In Study 2, women took a difficult math test and its importance was manipulated. Women were more likely to endorse gender stereotypes when the test was said to be important than when it was said to not be important. These data suggest stereotypes are used strategically; when concerned about future success, women appeared to self-handicap with stereotypes in order to discount potential failure. In a third study, women were randomly assigned to succeed on a test said to favor men, women, or to be unbiased. Women reported even higher self-esteem when they succeeded on a test described as favoring men in the other two conditions. Said another way, the evaluative implications of success were augmented when success occurred in the presence of an obstacle (stereotypes). Like perceivers, targets of stereotypes may use standards and expectancies about group members to discount and augment. In this way, stereotypes may be tools to protect and enhance the self, but with consequences for other group members.

**THE LANGUAGE OF PERFORMANCE EVALUATIONS: GENDER-BASED SHIFTS IN CONTENT AND CONSISTENCY OF JUDGMENT** Monica Biemot, 1MJ Tocci, 2Joan C. Williams; 3University of Kansas, 4Fulcrum Advisors, 5University of California Hastings College of the Law – This talk will examine a subtle form of gender bias in workplace performance evaluations: differential correspondence between numerical ratings and qualitative comments for women and men. Numerical ratings, one of the most common forms of performance evaluation, require supervisors to provide open-ended narrative reviews, and one question is whether and how these forms of evaluation relate to each other: does a positive numerical rating of an employee map onto positive open-ended comments about women than men? Open-ended positive numerical rating of an employee map onto positive open-ended comments about women than men. Open-ended positive numerical rating of an employee map onto positive open-ended comments about women than men. Open-ended positive numerical rating of an employee map onto positive open-ended comments about women than men. Open-ended positive numerical rating of an employee map onto positive open-ended comments about women than men. Open-ended positive numerical rating of an employee map onto positive open-ended comments about women than men.

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

Saturday, January 29, 5:00 - 6:15 pm Room 214 C-D

Chair: Maya Tamir, The Hebrew University of Jerusalem
Speakers: June Gruber, Iris B. Mauss, Maya Tamir, Weiting Ng

Happiness is considered one of the main indices of well-being. Indeed, people all over the world want to be happy. But is the pursuit of happiness always a good thing? This symposium will suggest that while happiness is highly beneficial, it may not be beneficial at every level, in every context, and for every individual. Specifically, there may be costs to experiencing too much happiness (Gruber), to putting too much value on happiness (Mauss, Anderson & Savino), to wanting to be happy regardless of context (Tamir & Ford), and to assuming everyone wants happiness to the same degree (Ng & Diener). Gruber will discuss experimental work examining the link between the persistent experience of positive emotions and psychopathology (i.e., bipolar disorder). Mauss, Anderson and Savino will present correlational and experimental evidence showing that people who greatly value happiness end up feeling less happy. Tamir and Ford will present evidence showing that people who want to be happy in contexts in which happiness may not be useful for goal pursuit have lower well-being. Finally, Ng and Diener will conclude by demonstrating that highly neurotic individuals may be less inclined to use positive thinking to be happy. Taken together, these lines of research suggest that the pursuit and experience of happiness might sometimes lead to negative outcomes. Implications for mental health, education, and self-regulation will be discussed.

**ABSTRACTS**

**CAN PEOPLE BE TOO HAPPY? POSITIVE EMOTION PERSISTENCE AND PSYCHOPATHOLOGY** June Gruber; 1Yale University – While positive emotion research has begun to flourish, the extremes and potential costs of positive emotion remain understudied. An ideal clinical model for studying the ways in which positive emotions is disrupted is bipolar disorder. Bipolar disorder is characterized by extreme bouts of expansive and persistent positive feelings (American Psychiatric Association, 2000). Recent research indicates that individuals at risk for, and diagnosed with, bipolar disorder exhibit an increased degree of positive emotion reactivity across both experiential (e.g., Johnson, 2005; Johnson, Gruber, & Eisner, 2007) and physiological (e.g., Gruber, Johnson, Oveis, & Keltner; Sutton & Johnson, 2002; Yurgelun-Todd et al., 2000) levels of measurement. Furthermore, these elevated positive emotional responses in
bipolar disorder are also evident across negative and neutral contexts (Gruber et al., 2008; Johnson, Gruber, & Eisner, 2007). In this talk, I will briefly review data organized along three questions regarding how positive emotion may be disrupted in bipolar disorder; namely: (1) Are amplified positive emotional reactions part of bipolar disorder?; (2) Is bipolar disorder associated with impaired regulation of positive emotions?; and (3) Which positive emotions are impacted in bipolar disorder? I will conclude by synthesizing these findings into a novel framework for understanding positive emotions in psychopathology and implications for the study of positive emotions more generally.

**CAN WANTING TO BE HAPPY MAKE PEOPLE UNHAPPY? PARADOXICAL EFFECTS OF VALUING HAPPINESS** Iris B. Mauss, Craig L. Anderson, Nicole S. Savino, University of Denver, University of British Columbia, Vancouver—Happiness is a key ingredient of well-being. It is thus reasonable to expect that valuing happiness will have beneficial outcomes. We argue that this may not always be the case. Instead, valuing happiness could be self-defeating because the more people value happiness, the more likely they will feel disappointed. This should apply particularly in positive situations, in which people have every reason to be happy. We present two studies that support this hypothesis. In Study 1, participants who valued happiness more (vs. less) reported lower happiness when under conditions of low, but not high, life stress. In Study 2, compared to a control group, participants who were experimentally induced to value happiness reacted less positively to a happy, but not a sad, emotion induction. This effect was mediated by participants’ disappointment at their own feelings. Paradoxically, therefore, valuing happiness may lead people to be less happy just when happiness is within reach.

**IS SEEKING HAPPINESS ALWAYS ADAPTIVE? EMOTIONAL PREFERENCES AND WELL-BEING** Maya Tamir, Brett Q. Ford, The Hebrew University of Jerusalem, University of Denver—If well-being is linked to the experience of pleasure, it should be adaptive to prefer pleasant emotions and avoid unpleasant emotions across contexts. In contrast, if well-being is linked to successful goal pursuit, it may be adaptive to avoid pleasant emotions when they can be harmful and prefer unpleasant emotions when they can be useful. To examine these possibilities, this study assessed indices of adaptive functioning and preferences for pleasant and unpleasant emotions (i.e., happiness and anger, respectively) in contexts in which they may promote and impair goal pursuit. Consistent with a motivational account, we found that people who reported stronger preferences for anger when it can be useful (i.e., confrontation) experienced greater well-being, were more healthy, and performed better academically. On the other hand, an opposite pattern was found for people who reported greater preferences for happiness when it may be harmful (i.e., confrontation). Such findings suggest that rather than seeking happiness at all times, what may be most conducive to well-being is seeking happiness at the right time.

**DOES EVERYONE WANT TO BE HAPPY? NEOURTICISM AND POSITIVE THINKING** Weitling Ng, Ed Diener, SIM University, University of Illinois at Urbana-Champaign—The advent of positive psychology has led to an increasing emphasis on promoting happiness. However, the path for happiness may be different for individuals high vs. low in neuroticism. Four studies demonstrate that neuroticism moderates the effectiveness of cognitive regulation strategies on mood repair. Reappraising an unpleasant real-life event or a hypothetical situation decreased negative emotions among low-neuroticism, but not high-neuroticism individuals. On the other hand, negatively reappraising a positive event, by thinking about unsatisfactory aspects of it, decreased positive emotions among high-neuroticism individuals, but not low-neuroticism individuals. High neuroticism individuals, therefore, are able to use cognitive regulation strategies, but they do so differently from low neuroticism individuals. These findings suggest that high-neuroticism individuals may not seek to enhance their happiness to the same extent as low-neuroticism individuals, because they may not value it as much, or they may not be as proficient at doing so.

**Symposia Session I**

**BEYOND DECEPTION DETECTION: NEW QUESTIONS AND RESEARCH DIRECTIONS**

Chair: Claire E. Ashton-James, University of Groningen
Co-Chair: Catrin Finkenauer, VU University Amsterdam
Speakers: Claire E. Ashton-James, Mariëlle Stel, Justin J. Lehmiller, John Caughlin

The literature on deception and concealment has been dominated by research trying to improve deception detection. Despite considerable efforts, individuals’ deception detection rarely exceeds chance, and we know little about the interpersonal processes that facilitate concealment, nor the intrapersonal and interpersonal consequences of concealment. This symposium breaks with the traditional focus of deception research, asking not “How is deception revealed?”, but rather “How is deception so effectively concealed?”, and “What are the intrapersonal and interpersonal consequences of such concealment?” Our first speakers examine the automatic interpersonal processes that facilitate concealment. Claire Ashton-James (with Catrin Finkenauer) demonstrates that automatic behavioral mimicry varies as a function of concealment, and importantly, that these fluctuations in mimicry serve to increase trust between interaction partners. Mariëlle Stel then shows that deception is effectively concealed by the expression of positive facial emotions (genuine or otherwise), which nonconsciously influence liking for the deceiver thereby undermining deception detection. Then, Justin Lehmiller and John Caughlin present new research on the intrapersonal and interpersonal consequences of concealment. Justin Lehmiller’s longitudinal data reveals the deleterious impact of concealment on individuals’ health and self-esteem, even if such concealment is not detected. In such cases where deception is detected, John Caughlin argues that it is the perceived goal of the concealment that is predictive of interpersonal outcomes rather than detection of the concealment itself. In sum, this symposium highlights new theories and empirical paradigms designed to better understand the interpersonal processes that facilitate concealment, and the intrapersonal and interpersonal costs of concealment.

**ABSTRACTS**

**BEHAVIORAL MIMICRY AS AN EFFECTIVE AND EFFICIENT (AUTOMATIC) STRATEGY FOR CONCEALING DECEPTION** Claire E. Ashton-James, Catrin Finkenauer, University of Groningen, The Netherlands, VU University Amsterdam, The Netherlands—Concealment is an inevitable and often functional form of human behavior. Concealing one’s true thoughts, feelings, and knowledge about others, for instance, facilitates cooperation and is thus adaptive in many social contexts. When detected, however, concealment can be extremely corrosive for interpersonal relationships, undermining trust, feelings of inclusion, and ultimately the longevity of relationships (e.g., Finkenauer, Kerkhof, Righetti, & Brande, 2009). Hence, skillful concealment is an important human adaptation. The present research investigates how automatic interpersonal behaviors vary as a function of concealment. Specifically, we examined whether unconscious behavioral mimicry— which functions to facilitate affiliation and social cohesion—is affected by concealment and how these changes affect the relationship between the deceiver and the target of concealment. To this end, we video-taped interactions between strangers and friends in which one partner either concealed or did not conceal information from the other. We hypothesized and found that motivations to conceal increase unconscious behavioral mimicry of strangers, and that behavioral mimicry acts as a buffer against deception detection by increasing the perceived trustworthiness of the deceiver. These findings support the notion that people have automatized strategies for conceal-
ing information, enhancing the efficiency and effectiveness with which information is concealed and relationships are maintained.

DETECTING DECEPTION FROM EMOTIONAL FACES: IS THAT REALLY HOW YOU FEEL? Mariëlle Stel; 1 University Utrecht, The Netherlands — Facial expressions of emotion do not always correspond to the emotion that is actually experienced, especially when deception is involved. The detection of deception is thus facilitated by the accurate perception of false emotional displays. The present research investigates how the detection of false emotional displays is affected by the valence of facial expressions. We expected that people would be better able to distinguish liars from truth tellers when assessing the genuineness of negative facial expressions compared with positive facial expressions. This hypothesis is derived from research by Berridge (1999) showing that positive expressions, either truly experienced or simulated, elicit more liking. Liking influences whether or not information is carefully considered (e.g., Schul et al., 2004), and could therefore undermine the detection of deception. Three studies are presented in support of our hypothesis. Participants judged persons either simulating or truly experiencing positive or negative emotions while being in their immediate presence (Study 1) or while watching video fragments (Studies 2-3). Deception detection was measured by participants’ assessments of the persons’ emotions and by participants’ direct judgments of deception. As expected, participants could more accurately distinguish liars from truth tellers when assessing the experienced emotions from facial expressions, but only from negative expressive faces (Studies 1-3). This effect was due to differences in liking for the person expressing positive or negative emotions (Study 3), which influenced whether the presented information was carefully considered. False negative emotions may thus be revealed, while a smile may always work!

ROMANTIC RELATIONSHIP CONCEALMENT: A LONGITUDINAL ASSESSMENT Justin J. Lehmiller; 1Colorado State University — Although romantic relationship concealment is commonplace (Kelly, 2002), research indicates that keeping a romance secret from others is often stressful and is linked to an array of poor outcomes. These include lower commitment to the relationship and worse health for the partners involved (Lehmiller, 2009). However, whether secrecy actually causes such effects remains unclear. In order to understand whether romantic secrecy might precipitate poor outcomes at both the personal and relational levels, the present study employed a one-year longitudinal design. Romantically involved individuals were recruited online (n = 173). At Time 1, participants completed a measure of relationship secrecy (Foster & Campbell, 2005). At Time 2, measures of break-up status, relationship commitment, self-esteem, and health symptoms were administered. Results indicated that greater levels of secrecy at Time 1 were associated with a higher likelihood of break-up at Time 2, with Time 1 commitment mediating this association. That is, persons keeping their relationships secret appeared more likely to break-up because they were less committed to their partners. Furthermore, Time 1 secrecy significantly interacted with future breakup status in predicting both Time 2 self-esteem and health symptoms. The nature of these interactions was that people who stayed in their secret relationship over time experienced worse outcomes, whereas people who broke up (thereby ending the secrecy) had more positive outcomes. These compelling results suggest that romantic secrecy may not only threaten relationship stability, but also the long-term health of the partners involved. Thus, romantic relationship concealment may carry significant hidden costs.

THE EFFECTS OF CONCEALMENT DEPEND ON THE PERCEIVED GOALS OF CONCEALMENT John Caughlin; 1University of Illinois, Urbana-Champaign — Multiple goals theories are the most prominent explanation for why individuals produce particular messages (Wilson, 2002). The present research argues that a multiple goals perspective can be extended with important implications for the literature on secrecy. In particular, a multiple goals perspective suggests that the way that information is concealed, and the perceived purposes of concealment, influence our perceptions of concealment and consequently the effects of concealment on interpersonal relationships. This theoretical perspective provides a framework for understanding how concealing information can have qualitatively different meanings in different circumstances. To illustrate, data are drawn from two studies. The first is a quantitative investigation in which undergraduates (N = 990) evaluated the relational effects of secrets that another person was keeping from them. Results indicated that the perceived reasons for keeping the secret influenced whether participants thought the secrecy was hurtful or had a negative effect on the relationship. The second study involved in-depth qualitative interviews of adults who had lost a parent to lung cancer (N = 35). Participants reported on what information was avoided or concealed among family members before and after the parent’s death. The interviews indicated that the meaning of concealment, and consequently the relational impact of concealment, was largely defined by the perceived motivations for that concealment. Depending on the attributed goals, concealment was sometimes viewed as extremely harmful but other times viewed as functional. To conclude, new avenues for research into the interpersonal consequences of concealment that stem from the multiple goals perspective are discussed.

Symposia Session I9

SELF-REGULATION THROUGH VISUAL PERCEPTION Saturday, January 29, 5:00 - 6:15 pm, Room 207 A-B

Chair: Emily Balcetis, New York University Speakers: Emily Balcetis, Jay Van Bavel, Bruce D. Bartholow, Sean Duffy

How do people pursue goals and effectively self-regulate? This symposium offers an novel, interdisciplinary answer; the authors propose that visual perception is one tool that assists in effective self-regulation. Across divergent social and biological goals and through a variety of processes that comprise visual perception, evidence converges to suggest that vision is biased systematically in ways that serve perceivers’ goals. Emily Balcetis presents data suggesting that biased perceptions of distance serve the fundamental goal to engage in appropriate action, given the constraints of the perceivers’ environment and the visual perception of distance changes physiology to prepare the perceiver for goal-relevant action. Jay Van Bavel’s data indicate that biased activation in the fusiform face area, implicated in visual information processing, serves the goal to establish distinguishable social identities. Bruce Bartholow investigates the role of visual attention, as measured through event-related potential markers of early orienting and reorienting, in the self-regulation of alcohol consumption among people at high versus low risk for alcoholism. Finally, Sean Duffy argues for the existence of a reciprocal relationship between visual attention and cultural modes of being. People focus on and remember the contents of their environment in ways that reflect cultural goals; simultaneously, visual ecologies of environments influence patterns of visual attention in ways that serve culturally specific goals. Together, the talks in this symposium reveal that divergent aspects of basic visual perceptual processes are highly dependent on the motivational needs of the perceivers, ultimately pointing to the conclusion that biased visual experiences serve self-regulatory functions.

ABSTRACTS

SEEING IS FOR DOING: MOTIVATED PERCEPTION AND ACTION REGULATION Emily Balcetis1, Shana Cole1; 1New York University — How do people engage in goal-relevant action? We suggest that visual perception serves self-regulation. We propose that people perceive distances, a naturally occurring ambiguous stimulus, in biased ways in order to prepare the perceiver for appropriate action. What constitutes appropriate action is determined by the perceiver’s physiological resources and the objects contained in the environment. In Studies 1 and 2, perceivers’ resources, defined as their chronic energy levels, interacted with active goals to reach a location when perceiving distance. We found that active...
goals compensated for low energy and shaped distance perception in a way that encouraged goal-relevant action. In Study 3, we tested whether threatening objects in the environment, relative to disgusting objects, produced different perceptual biases. Participants perceived a threatening needle as closer than a disgusting one or a neutral object. Study 4 suggested that perceptual biases produced in response to valenced objects affect changes in perceivers’ physiology that assist in appropriate action. Perceivers estimated the distance to a threatening, disgusting, or neutral confederate person. Participants perceived the threatening confederate as closer than the disgusting or neutral confederate. Importantly, we measured changes in systolic blood pressure (SBP) to assess preparation for action. SBP increased in the presence of a threatening relative to disgusting or neutral confederate, and SBP correlated with perceptions of distance. We suggest that the function of motivated visual perception is to assist in preparing the perceiver physiologically for appropriate goal-relevant action.

**THE TOP-DOWN INFLUENCE OF SOCIAL IDENTITY ON LOW-LEVEL VISUAL PROCESSING** Jay Van Bavel; \(^1\) New York University — Correctly identifying group members is critical for successfully navigating complex social environments. The current research uses neuroimaging to examine whether the motivation to identify in-group members can modulate brain regions involved in low-level visual perception. A region of the fusiform gyrus (the fusiform face area; FFA) is both critical for face recognition, and sensitive to extensive visual expertise. The current research tests whether contextual, motivational factors can bias FFA processing during facial recognition. We predicted that group membership would enhance the value of in-group members and therefore provide a top-down influence on perceptual processing in the FFA. We assigned participants to a minimal group and had them visually identify in-group and out-group faces during neuroimaging. Faces were randomly assigned to groups and assignment was counterbalanced so that no perceptual cues allowed participants to visually distinguish category membership. As predicted, FFA activity was heightened following the presentation of in-group faces compared to out-group or unaffiliated faces. This occurred even when the intergroup distinction was random, there were no visual cues to distinguish group membership, and exposure to the faces was equivalent, recent, and relatively brief (~10 minutes). In addition, there was a correlation between the brain activation differences in the FFA for in-group and out-group faces and recognition memory differences for in-group and out-group faces. This research provides evidence that the FFA is sensitive to top-down motivational influences and may be involved in individuation of in-group members in the absence of long-term exposure to aid successful self-regulation in dynamic social contexts.

**IS THAT A BEER I SEE? BIASED VISUAL ATTENTION TO ALCOHOL CUES IN AT-RISK DRINKERS** Bruce D. Bartholow; \(^1\) Joseph B. Hopfinger; \(^2\) University of Missouri, \(^3\) University of North Carolina at Chapel Hill — This work suggests one mechanism by which people regulate alcohol consumption, proposing that visual attention serves self-regulation of drinking behavior. Models of addiction propose that drug seeking behavior is facilitated by processes that increase the salience of drug-related cues. Previous event-related potential (ERP) evidence from our lab demonstrated that alcohol cues are motivationally salient for individuals at risk for alcohol dependence. Here, we tested the hypothesis that low sensitivity to the acute effects of alcohol, a known risk factor for development of alcoholism, is associated with biases in visual selective attention toward alcohol-related cues. We investigated at which stage(s) of information processing this potential bias emerges. High-sensitivity (HS) and low-sensitivity (LS) participants performed a task in which alcoholic and nonalcoholic beverage cues were presented bilaterally followed by a target that required categorization by color. Response times were faster for targets appearing in alcohol-cued than nonalcohol-cued locations for LS but not for HS participants. ERP markers of early attention orienting (P1 amplitude) and subsequent attention reorienting (ipsilateral invalid negativity [IIN] amplitude) indicated preferential selective attention to alcohol-cued locations among LS individuals. Neural responses to alcohol cues predicted self-reported drinking 4 months later. Controlling for previous drinking did not affect the findings for LS participants; however, among HS participants relatively heavy recent drinking was associated with difficulty reorienting attention away from alcohol-cued locations. Together, these data suggest that self-regulation of drinking behavior is influenced by early, spontaneous visual attention processes that guide selection of salient visual cues for further processing.

**A RENEWED LOOK AT SOCIO-CULTURAL INFLUENCES ON VISUAL ATTENTION** Sean Duffy; \(^1\) Rutgers University — This work explores how visual attention serves the self-regulation of culturally divergent modes of being a self. Western culture promotes an independent mode of being a self; this mode of being requires a focused strategy of attention that emphasizes absolute properties of objects, individuals, and events at the expense of contextual information. However, East Asian culture promotes an interdependent mode of being a self; this mode of being requires a divided strategy of attention that emphasizes relational properties of objects, individuals, and events, at the expense of the focal properties of these entities. I will report the results of three studies elaborating on the perceptual and cognitive underpinnings of socialized attention and explore the social consequences. In Study 1, Japanese participants were better able to incorporate physical context in their perceptual estimates of an object’s size, and American participants were better able to include focal properties of an object in their estimates. In Study 2, Japanese participants’ memories of simple perceptual stimuli, such as lines and circles, were influenced by mnemonic, conceptual content stored as category-level information to a greater extent than North Americans. Study 3 will discuss some recent work on structural and aesthetic differences in the visual ecologies of North American and Japanese physical environments that have implications for differences in patterns of visual attention. Together, these studies suggest that people engaging in divergent cultures actually see the world in different ways, and culturally specific patterns of visual attention regulate the pursuit of culturally specific modes of being.

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

Chair: J. David Creswell, Carnegie Mellon University
Speakers: J. David Creswell, Christine Logel, Jennifer L. Cerully, David K. Sherman

In recent years, experimental investigations of self-affirmation processes have revealed two things: (1) new links continue to emerge between self-affirmation and adaptive behavioral outcomes and (2) we have a much improved understanding of how self-affirmation exerts its effects. Specifically, early research showed that self-affirmation could buffer people’s self-image from threat and reduce the need to engage in defensive biases. More recently, emerging studies suggest that self-affirmations may facilitate a much broader array of adaptive behaviors, including enhancing academic performance and health outcomes in self-threatening contexts. Further, this recent work sheds light on the mechanisms underlying self-affirmation effects. This symposium brings together four programs of research that describe intriguing new links between self-affirmation and stress, weight loss, adaptive health behaviors, and academic performance. Moreover, each talk will highlight new findings describing the mechanisms involved in these effects. In the first presentation, Creswell will describe how self-affirmation reduces stress responses in ways that improve physical health and academic performance outcomes. In the second presentation, Logel & Cohen show that self-affirmation can improve self-control for long-term weight management goals, reducing weight and abdominal circumference in overweight adults. In the third presentation, Cerully, Harris, & Klein will describe a series of studies examining how self-affirmation can modify...
one's attentional resources and threat perceptions in ways that promote greater vigilance to adaptive health behavior change. In the fourth presentation, Sherman & Hartson will describe an integrative model (and supporting data) that addresses how self-affirmation can affect such a broad range of adaptive behavioral outcomes.

ABSTRACTS

THE ROLE OF STRESS PATHWAYS IN EXPLAINING THE EFFECTS OF SELF-AFFIRMATION ON REDUCED THREAT RESPONDING  J. David Creswell; 1Carnegie Mellon University — Self-affirmation has been shown to reduce threat responding in a broad array of social psychological experiments. For example, self-affirmation reduces defensiveness to threatening health information, buffers stereotype threat responding in academic settings, and decreases rumination after failure feedback, to name a few. This talk explores the role of stress pathways as one mechanism for the effects of self-affirmation on reduced threat responding in these studies. In demonstrating the initial stress buffering effects of self-affirmation, Study 1 (N=85) shows that self-affirmation reduces salivary cortisol responses to an acute laboratory stress-challenge task in healthy volunteers. Studies 2 & 3 suggest that stress pathways may underlie the effects of self-affirmation on long-term health outcomes and academic performance. Study 2 (N=60) tests the effects of self-affirmation during expressive writing in early-stage breast cancer survivors, showing that self-affirmation writing buffers acute distress during writing and is predictive of fewer physical symptoms at 3-month follow-up. Study 3 (N=80) shows that chronic stress can impair academic problem-solving performance on a remote associates task, and that self-affirmation can improve problem-solving performance in these at-risk stressed participants. In combination, this work sheds light on the adaptive role of self-affirmation in buffering stress in ways that can impact real-world health and performance outcomes. Discussion will focus on characterizing the conditions when self-affirmation can impact stress, health, and academic performance.

SELF-AFFIRMATION AND WEIGHT LOSS  Christine Logel1, William Hall1, Geoffrey L. Cohen; 3University of Waterloo, 2Stanford University — Building on theorizing on self-affirmation, the authors suggest that guiding people to affirm their self-worth in alternative domains may facilitate weight loss and health. By boosting their self-integrity, affirmation could help people who are motivated to lose weight function better when their self-control is depleted, thereby helping them adhere to their weight-loss goals in tempting situations. Participants were women whose actual weight exceeded their ideal weight, and whose body mass index exceeded 23. At Time 1, participants in the affirmation condition wrote about an important personal value unrelated to health such as relationships or creativity, and participants in the control condition wrote about an unimportant value. Participants in both conditions had equivalent weight at the Time 1 baseline. However at Time 2, eight to ten weeks later, affirmed women weighed less, had lower BMIs, and had smaller abdominal circumferences than nonaffirmed women. These effects were robust among those with BMIs exceeding the recommended health goals, as the affirmation intervention also increased the number of participants in the healthy BMI range (i.e., 25 or below). Affirmation also reduced body dissatisfaction and disordered eating behaviors among at-risk women. Additional data suggest that the affirmation worked by reducing type threat, and the impact of self-affirmation on group-serving judgments.

A MULTI-STAGE MODEL FOR THE EFFECTS OF SELF-AFFIRMATIONS ON DEFENSIVENESS, STRESS REDUCTION, AND ACADEMIC PERFORMANCE  David K. Sherman, Kimberly A. Hartson; 1University of California, Santa Barbara — Since the inception of self-affirmation theory, there have been many demonstrations, in both the laboratory and the field, that when people affirm the self, they are less defensive and more open to otherwise threatening information. Studies have also found that among those experiencing high levels of stress due to stereotype threat, affirmations, such as having people write about their important values, can reduce physiological stress responses and improve academic performance. After reviewing the evidence for these different effects, this talk will pose the question: How is it that relatively simple self-affirmation manipulations exert such effects? Drawing on recent research from several laboratories, we propose a multi-stage model that suggests that self-affirmations may reduce threat, stress, and defensiveness by the following process: 1) Self-affirmations boost self-resources, the psychological resources that one has to cope with a threat; 2) With self-resources salient, an individual can view the threat from a broader perspective; 3) This broader perspective reduces the threat’s potency at affecting the self. We present recent evidence that supports this model from field and laboratory experiments demonstrating the effect of self-affirmation on sympathetic nervous system responses to stressful events, the impact of self-affirmation on construal level among students experiencing stereotype threat, and the impact of self-affirmation on group-serving judgments.

Symposia Session II1

LIVING VICARIOUSLY? SELF-REGULATION AS A SOCIAL PROCESS

Saturday, January 29, 5:00 - 6:15 pm, Room 205

Chair: Kathleen C. McCulloch, Idaho State University
Co-Chair: Gráinne M. Fitzsimons, Duke University
Speakers: Josh Ackerman, Brian C. Gunia, Kathleen C. McCulloch, Keith Wilcoxon

Why do people succeed or fail at their goal pursuits? Given the importance of successful self-regulation to health and well-being, it is important to understand the factors that encourage versus impair success. Recently, growing research has examined social influences on self-regulation, an exciting complement to social psychology’s traditional focus on individual drivers of success and failure. The current symposium draws together four distinct programs of research, each of which describes a novel phenomenon in which “living vicariously through others” impairs individual self-regulation. Ackerman demonstrates that people become vicariously depleted by others’ efforts at exerting self-control. When individuals imagine self-control acts by others, they per-
sist less towards their goals. Gunia and colleagues present results from negotiation and decision-making studies suggesting that people become vicariously entrapped by others’ sunk costs. When individuals feel connected to others, they take on their psychological investments, which undermines decision-making. McCulloch presents social cognitive evidence suggesting that people become vicariously fulfilled by others’ successes. When individuals observe others succeed, they inhibit the goal themselves, and perform worse. Finally, Wilcox and colleagues present lab and field evidence suggesting that vicarious fulfillment can happen even just from imagined choices. When individuals see that alternative (healthier) choices are possible, they are less likely to make healthy choices themselves. The presentations span social, consumer, health, and organizational psychology, highlighting the important implications of understanding social effects on self-regulation for consequential real-world behaviors like healthy eating, negotiating, financial investments, and spending.

**ABSTRACTS**

**VICARIOUS SELF-CONTROL DEPLETION: ONE’S SUCCESS BEGETS ANOTHER’S FAILURE** Josh Ackerman1; 1Massachusetts Institute of Technology — Acts of self-control can deplete individuals’ self-regulatory resources, leading to a focus on short-term outcomes and increased consumption. But what are the consequences of one person’s self-control activities on another person’s behavior? In several studies, mentally simulating another’s use of self-control vicariously depletes the simulator, leading people to feel like more time had passed, become less resistant to persuasive messages, and exert relatively less restraint over spending. These negative effects occurred even though the people being simulated succeeded in their own self-control struggles. Conversely, perceiving (but not simulating) self-control boosted one’s own abilities, suggesting that social experiences with self-control can either be harmful or beneficial depending on the degree to which people mentally engage with others.

**VICARIOUS ENTRAPMENT: YOUR SUNK COSTS, MY ESCALATION OF COMMITMENT** Brian C. Gunia1, Niro Sivanathan2, Adam Galinsky1; 1Northwestern University, 2London Business School — Individuals often honor sunk costs by increasing their commitment to failing courses of action. Since this escalation of commitment is fueled by self-justification processes, a widely offered prescription for preventing escalation is to have one individual make the initial decision and then have a separate, different individual make subsequent resource allocation decisions. In contrast to this proposed remedy, we present four experiments that explored a phenomenon we call vicarious entrapment, which occurs when a psychological connection between two decision-makers leads to a separate, second decision-maker to invest further in the failing program orchestrated by the first. Across three different contexts (financial investments, personnel decisions, and auctions), we found that multiple forms of psychological connectedness (perspective-taking, shared attributes, and interdependent mindsets) led decision-makers to vicariously justify others’ initial decisions and escalate their own commitment to these decisions — even in the face of direct financial costs to themselves, and even among economics students trained in the irrationality of honoring sunk costs. For example, when a second decision-maker simply shared a birthday with the first decision-maker, they were more likely to lose their own money, with twice as many shared birthday decision-makers going into debt compared to when the two decision-makers had different birthdays. Additionally, vicarious self-justification mediated the relationship between psychological connectedness and escalation of commitment. The ability of subtle psychological connections to undermine the conventional prescription for de-escalation has important theoretical and practical implications. Entrapment represents a new domain of vicarious experience, with troubling implications for the person entrapped.

**VICARIOUS GOAL SATIATION: UNDERMINING EFFECTS OF OTHERS’ SUCCESS** Kathleen C. McCulloch1; Gráinne M. Fitzsimons2; 1Idaho State University, 2Duke University — A signature feature of self-regulation is that once a goal is completed or satisfied, it becomes deactivated, thereby allowing people to engage in a new pursuit. In this presentation, we discuss new findings demonstrating that merely observing someone else’s goal pursuit can derail that same goal in the observer. Across three experiments, we found evidence for vicarious goal satiation, a novel phenomenon in which individuals experience “post-completion goal inhibition” as a result of unwittingly taking on another person’s goal pursuit as their own. In other words, observing a goal being completed causes observers to strive less on the same task. At first glance, this basic effect could appear to be a general motivational effect; we rule out this alternative account by demonstrating goal-specific effects. Namely, we varied the actor’s strength of commitment to the goal, the observed goal’s success, and the relatedness of the actors’ and observers’ goals. Results showed that observing stronger goal commitment led to lower accessibility of goal-related words, but only when the goal being observed was completed. Furthermore, observing successful goal striving in tandem with its completion resulted in less persistence, but only when the subsequent task was related to the actor’s goal. Hence, vicarious goal satiation is most likely to occur in situations where people observe strongly committed, successful, and completed goal pursuit. We discuss the implications of vicarious goal satiation for goal pursuit in social settings, such as cooperative study groups or work teams.

**VICARIOUS GOAL FULFILLMENT: WHEN THE PRESENCE OF A HEALTHY OPTION LEADS TO AN INDULGENT DECISION** Keith Wilcox1, Beth Vallen2, Lauren Block1, Gavan Fitzsimons2; 1Babson College, 2Loyola University Maryland, 3The City University of New York, 4Duke University — This research examines how individuals’ food choices differ when healthy items are included in a choice set compared with when they are not available. Results demonstrate that many individuals are, ironically, more likely to make indulgent food choices when a healthy item is available compared to when it is not. While a handful of individuals select the healthy option across a variety of tested contexts (e.g., side items at a fast food restaurant, Oreo cookies, lunch sandwiches, etc.) we find that the vast majority of people end up choosing the least healthy option. For example, the addition of a side salad to a menu of unhealthy sides at a restaurant leads many consumers not only to avoid the side salad, but to shift to the least healthy option available. Support is found for a vicarious goal fulfillment explanation for these findings, whereby the mere presence of the healthy food option vicariously fulfills nutrition-related goals and provides consumers with a license to indulge. We also find that individuals with chronically active health related goals are most vulnerable to this effect (e.g., the influence of the mere presence of a healthy item on indulgent choice is stronger for those with higher perceptions of personal self-control).
Culture

A1 THE CONTEXT OF RESILIENCE AMONG AT-RISK BAHAMIAN YOUTH
Giavana Jones1, Kathryn D. Lafreniere1; 1University of Windsor — The purpose of this study was to identify the challenges that exist, which threaten positive outcomes, in urban Bahamian communities. The study also sought to gain a culturally sensitive definition of resilience through identification of the mechanisms that protect and promote resilience among the urban youth.

A2 MEASUREMENT OF CULTURAL TIGHTNESS AND LOOSENESS
Irem Uz1; 1UNR — By operationalizing cultural tightness/looseness as standard deviation, an index of cultural differences in the strength of and tolerance for deviations from norms was developed. The index was validated through its moderate correlation with individualism, r = .49 (p = .005), and its lack of correlation with Hofstede’s (2000) other cultural dimensions, all p > .4.

A3 CONFUCIANISM STILL REMAINS IN MIND OF KOREAN PEOPLE
Kyungsub Shim1, Yoshiyuki Inumiya2, Sangyoon Yoon1, Shinhwa Suh1, Kyungjai Song1, Yang Zhang1, Seongyeul Han1; 1Korea University, 2Sejong College University — This was a preliminary study for developing a measurement of Confucian values in Koreans. When we conducted factor analysis, we found three factors (9 items) in a world view, four factors (22 items) in perspective on human and two factors (26 items) in perspective on society.

A4 VALIDATION OF A CONTINUOUS MEASURE OF THE CULTURE OF HONOR IN THE U.S.
Michael Tamborski1, Ryan P. Brown1; 1The University of Oklahoma — Previous research on the Culture of Honor (COH) has relied on dichotomous indicators. We attempted to develop a valid, continuous COH variable by factor-analyzing four state-level variables representing different aspects of COH. This latent COH factor was superior to the dichotomous COH in predicting suicides, voting patterns, and school shootings.

A5 WHAT YOU HAVE IS WHO YOU ARE: SELF-UNCERTAINTY LEADS TO SEEING YOURSELF IN YOUR POSSESSIONS
Camille Johnson1, Kimberly Morrison1; 1San Jose State University — Uncertainty about the self-concept can motivate people, particularly individualists to perceive their material possessions as extensions of themselves (i.e., as value-expressive). Four studies examine this hypothesis and demonstrate that: European Americans rate their jeans, and individualists rate experiencing self-uncertainty.

A6 CULTURAL DIFFERENCES IN THE EFFECTS OF COMPENSATION AND APOLOGY ON FRIENDSHIPS
Asuka Komiyama1, Hiroki Ozono1, Motoki Watabe1, Yuri Miyamoto2; 1Kyoto University, 2Waseda University, 3University of Wisconsin-Madison — This questionnaire study examined the cultural differences in the effects of compensation and apology on friendships. The results showed that Japanese are more likely than Americans to forgive a friend who apologizes, whereas Americans are more likely than Japanese to forgive a friend who offers compensation.

A7 THE INFLUENCE OF CULTURAL DIFFERENCES IN IDEAL AFFECT ON SELF-PRESENTATION AND OTHER-PERCEPTION OF FACEBOOK PROFILES
Alice Moon1, Louise Chim2, Jeanne Tsai2, Yuen Wan Ho2, Helene Fung2; 1UC Berkeley, 2Stanford University, 3Chinese University of Hong Kong — We examined whether cultural differences in ideal affect were reflected in how people presented themselves and perceived others on Facebook. As predicted, European Americans presented themselves as more exciting than did Chinese, and European Americans perceived exciting (vs. calm) profiles to be friendlier than did Asian Americans.

A8 DIFFERENCES IN GROUP-LEVEL EMOTIONS BETWEEN CHINESE STUDENTS AT HOME AND IN THE UNITED STATES
Charles R. Seger1, Ishani Banerji2, Yufang Sun2, Jingyu Zhang1, Yongquan Chen1, Eliot R. Smith2; 1University of East Anglia, 2Indiana University, Bloomington, 3Institute of Psychology, Chinese Academy of Sciences, 4Beijing Normal University — Group-level emotions were assessed for Americans, Chinese in China (C-C), and Chinese in the USA (C-USA), across four types of groups. C-C reported stronger positive emotions for intimacy groups; group identification was more predictive of emotions for C-USA. C-C felt more positive emotions toward task groups than C-USA.

A9 CULTURE AND EMPATHIC ACCURACY: THE MODERATING ROLE OF TARGET FAMILIARITY
Christine Ma1, Jim Blascovich1; 1University of California, Santa Barbara — Three studies examine East-West differences in empathic accuracy (EA). We predict that cultural differences in contextual sensitivity and interpersonal concern will differentially predict EA as a function of target familiarity. While European-Americans are more accurate in reading the emotions of non-familiar targets, Asians are more accurate in reading familiar targets.

A10 THE RELATIONSHIP BETWEEN EXPRESSIVE SUPPRESSION AND PSYCHOLOGICAL FUNCTIONING AMONG EUROPEAN AMERICANS AND HONG KONG CHINESE
Christopher R. Perez1, Elizabeth A. Lee1, Young-Hoon Kim2, Mark R. Minnick1, José A. Soto1; 1The Pennsylvania State University, 2University of Pennsylvania — Expressive suppression has been consistently linked to adverse psychological functioning, but little attention has been given to cultural influences of this relationship. We found no evidence for negative associations in Hong Kong (where emotional restraint is encouraged, relative to America), highlighting the importance of studying cultural contexts in emotion regulation.

A11 CROSS-CULTURAL REPLICATIONS OF AUTHENTIC AND HUBRICSTIC PRIDE
Joanne Chung1, Richard Robins1; 1University of California, Davis — An etic-emic approach was used to test whether the authentic/hubristic pride distinction found in previous research replicated in China and Korea. Chinese participants rated pride-related words derived in the US, while American and Korean participants rated pride-related words derived in Korea. Two factors replicated, supporting a universalist stance.

A12 CULTURAL DIFFERENCES IN THE IMPORTANCE OFought AFFECT FOR MENTAL HEALTH
Louise Chim1, Jeanne L. Tsai1, Lei Zhu1, Xiulian Zhang2; 1Stanford University, 2Beijing Normal University — We examined whether there were cultural differences in the importance of ought and ideal affect for mental health. As predicted, discrepancies between ideal and
actual affect accounted for greater variance in depression than discrepancies between ought and actual affect for European Americans whereas the reverse was true for Mainland Chinese.

A13
DICHOS AND CONSEJOS, ETHNIC IDENTITY, AND EMOTION SOCIALIZATION BELIEFS AND BEHAVIORS IN LATINA MOTHERS Marie Belle Perez Rivera 1, Julie Dunsmore 1; 1Virginia Polytechnic Institute and State University — Consejos, messages passed on intergenerationally within Latino communities, are influential within Latino culture. We examined how 40 Latina mothers’ ethnic identity and interpretations of consejos related to their emotion socialization practices. Results suggest that understanding Latino ethnic identity and social location may be helpful to promote culturally sensitive socialization practices.

A14
ELEVATED BASELINE ANXIETY AMONG AFRICAN AMERICANS IN PSYCHOPHYSIOLOGICAL RESEARCH: A TUSKEGEE LEGACY? Nana Dawson-Andoh 1, José A. Soto 1, Nicole A. Roberts 1, Nnamdi Pole 3, Arlene R. King 1, Alifiee Breland-Noble 1, Robert W. Levenson 1; 1The Pennsylvania State University, 2Arizona State University, 3Smith College, 4Duke University Medical Center, 4University of California, Berkeley — African Americans have historically been subjected to research abuses (e.g., Tuskegee study), resulting in well-documented research anxiety. We attempted to quantify this anxiety among African Americans who do participate in psychological research. Baseline data from three studies showed greater subjective and physiological anxiety among African Americans who did not differ across prime conditions.

A15
RESIST AGING OR EMBRACE IT? CONSEQUENCES FOR EMOTIONAL ADJUSTMENT AMONG OLDER CHINESE-AMERICANS AND EUROPEAN-AMERICANS Tamara L. Sims 1, Jeanne L. Tsai 1, Ewart A. C. Thomas 1, Clara Park 1, Janie Hong 1, Helene H. Fung 2; 1Stanford University, 2Chinese University of Hong Kong — Ethnographic descriptions suggest that North American culture resists aging more than many East Asian cultures. We examined whether these cultural views of old age shaped the emotional goals of Chinese and European Americans across the life span and discuss implications for how each cultural group may respond to age-related change.

A16
SOMATIC AWARENESS AND COHERENCE BETWEEN PERCEIVED AND ACTUAL PHYSIOLOGICAL CHANGES IN RESPONSE TO EMOTIONAL ELICITOR Yulia Chentsova Dutton 1, Vivian Dzokoto 2; 1Georgetown University, 2Virginia Commonwealth University — Does the cultural emphasis on the somatic awareness enhance interoception? Ghanaian participants rated changes in their heartbeat while watching a scary film. Higher levels of somatic awareness were associated with higher degree of coherence between actual and perceived heartbeat. Thus, culture may affect coupling between actual and perceived physiological changes.

A18
BODY SIZE AND CROSS-CULTURAL VARIATION IN INDIVIDUALISM AND COLLECTIVISM Tieyuan Guo 1; 1University of Macau — In history, humans with large body size may have more strength and thus rely on each other less in hunting, farming, etc.. As a result, individualism tends to emerge and prevail in those societies. The preliminary data showed that height predicted individualism at societal level after controlling GDP per capita.

A19
GROUP FAILURES CAUSE DIFFERENT PATTERNS OF ATTRIBUTION AND GROUP MEMBERSHIP CHANGE ACROSS CULTURES HeeJung Jung 1, Zoe Kiniias 1; 1INSEAD — We examined how cultural variation in attributions for group failures affects group membership change. When asked the reason for the group’s failure, Westerners held a specific individual responsible and intended to leave their group. However, Asians held the entire group responsible and thus did not intend to change group membership.

A20
“DON’T TAKE THAT OUT OF CONTEXT!”: CULTURAL INFLUENCES ON GROUP DISPOSITIONAL BIAS J. Patrick Boyle 1; 1The New School — To examine dispositional inference, 60 US and 60 Indian participants appraised hypothetical agents under different contextual conditions. Results revealed a stronger tendency among US than Indian participants for both individual and group dispositional inference. The results call into question past claims that collectivism is associated with a group dispositional bias.

A21
TWO SIDES OF THE SAME COIN: BICULTURALISM AND ENDORSEMENT OF CULTURAL IDEOLOGIES Stephanie A. Quezada 1, Isabel J. Gonzalez 2, Michael A. Zárate 1; 1University of Texas at El Paso — The present study tested the cultural inertia model. Latino or American identity was primed for Latino-American biculturals, and endorsement of assimilation and multiculturalism was measured. Relative to the American prime, Latino-Americans in the Latino prime condition expressed greater endorsement of multiculturalism. Endorsement of assimilation did not differ across prime conditions.

A22
THE ROLE OF CULTURAL VALUES IN SHAPING SOMATIZATION AMONG URBAN AND RURAL CHINESE OUTPATIENTS Jessica Dere 1, Shuqiao Yao 1, Xiongzhao Zhu 2, Qiuping Tang 2, Lin Cai 2, Andrew G. Ryder 1, 3; 1Concordia University, 2Central South University, 3Sir Mortimer B. Davis — Jewish General Hospital — This study provides an examination of cultural values and somatization, among urban (n=182) and rural (n=120) Chinese outpatients. As hypothesized, Euro-American values were associated with lower levels of somatization in both groups. The rural group showed higher levels of somatization, and Euro-American values mediated the effect of group on somatization.

A23
PERCEPTIONS OF TREATMENT OPTIONS FOR DEPRESSION: THE INFLUENCE OF CULTURE AND SYMPTOM TYPE Kaitlyn Chambers 1, Miki Talebi 1, Kimberly Matheson 1, Hymie Anisman 1; 1Carleton University — Online studies indicated that among first year university students, cultural differences exist in both public and private stigma regarding affective and somatic symptoms of depression. Depending on the symptoms presented, treatment suggestions and perceptions of the likelihood of recovery differed between Asians and Caucasians.

A24
A SOCIO-ECOLOGICAL APPROACH TO SOCIAL REJECTION AND ANXIETY: THE CASE OF TAIJIN KYOFU-SHO Kosuke Sato 1, Masaki Yuki 2; 1Hokkaido University — The cross-cultural differences in Tajiin Kyofu-sho (TKS) a subtype of social anxiety between the U.S. and Japan was mediated by relational mobility (RMob), defined as the general amount of opportunity to form new relationships in a given society. The society low in RMob, TKS was higher than that of high.

A25
NONATTACHMENT ON THE EAST: THE RELATIONSHIP OF NONATTACHMENT AND PSYCHOLOGICAL WELL-BEING AMONG TAIWANESE Shu-He Chao 1; 1National Taiwan Normal University, Taiwan — This study cross-validated the validity of nonattachment scale (Sahdra, Shaver, Brown, 2010) and explored its relationship with a variety of psychological constructs (e.g., psychological well-being, state-trait anxiety, and subjective stress evaluation). The implications of how nonattachment may result in psychological well-being from an eastern culture point of view were discussed.
A26
ARE VARIATIONS OF GAMBLE ADDICTION PREVALENCE TRUE? : A META-
ANALYSIS WITH CULTURAL AND METHODOLOGICAL FACTORS
Seung-Hyuk Choi1, Moonki Hong1, JiHyu Kwon1, Yonghun Kim1, Cheongyeul Park2, Taekyun Hur1; 1Korea University, 2Human Management Institute — This study examined the roles of cultural and methodological factors in variations of gambling addiction prevalence by a meta-analysis of 47 data reported in the 36 previous studies. The results revealed the significant differences between Asian and Western cultures and also across gambling addiction concepts, scales, and survey formats.

A27
AMAZING GRACE: CULTURAL DIFFERENCES IN PROTESTANT THEOLOGY
AND SELF-AWARENESS
Christena Cleveland1, Joni Sasaki2; 1St. Catherine University, 2University of California, Santa Barbara — Drawing from self-awareness theory, we hypothesized that Arminians would exhibit greater increases in self-awareness when perceiving a moral self-discrespancy relative to Calvinists because Arminians possess a shared cultural belief that salvation can be lost and Calvinists do not. Arminians in the discrepancy condition reported higher levels of self-awareness than Calvinists.

A28
CULTURAL DIVERSITY OF ACHIEVEMENT: INDIGENOUS PSYCHOLOGICAL
APPROACH OF THE KOREAN ACHIEVEMENT
Kyunglje Song1, Kyungsup Shim1, Shinhwa Suh1, Sangyeon Yoon1, Monica Kim1, Seongyeul Han1; 1Korea University — The present study aimed to identify the cultural difference in conceptualizing achievement. We examined how Koreans conceptualize “Bo-ram” (Korean vernacular: sense of achievement). We found three factors that elicited achievement: attaining goals, overcoming adversity, and exhibiting capacity. Koreans are shown to feel achievement from the interaction of all three factors.

A29
APPLYING A VALUE FRAMEWORK TO UNDERSTAND MORALITY IN
RELIGIOUS AND NON-RELIGIOUS
Noga Sverdlik1, Sonia Roccas2, Lilach Sagiv3; 1Open University of Israel and Interdisciplinary Center (IDC) Herzliya, 2The Hebrew University of Jerusalem — Applying values framework in two studies (N=200, N=134) I explore variability in the meaning of morality between religious and non-religious people. Results suggest that religious participants relate morality to emphasis on benevolence and tradition and a de-emphasis of universalism, whereas non-religious participants relate morality to emphasis on benevolence and universality.

A30
SHIFITNG PSYCHOLOGICAL TENDENCIES WITH POST-INDUSTRIAL
ANOMIE: SELF, MOTIVATION, AND THE SOCIAL PATHOLOGY OF
MARGINALIZED JAPANESE
Vinal Norasakkunkit1, Yukiko Uchida1; 1Kyoto University, 2Minnesota State University — There are currently at least five million individuals in Japan who do not meet any DSM diagnostic criterion but have either partially or fully withdrawn from participating in society. The current study examined the self and motivational processes of such individuals as signs of shifting psychological tendencies in post-industrial Japan.

A31
THE DOUBLE EDGED SWORD - COLLECTIVISM AND SOCIAL
COMPARISON
Deborah Ko1, Heejung Kim2; 1HKU, 2UCSB — Past research on face has shown that cultures differ in protection of self-face (personal dignity) and other-face (another’s dignity). Three studies were conducted to understand the impact of social comparison on face-work in the East. Results provide an explanation to its paradoxically competitive yet collective nature.

A32
COMMON BELIEFS, BEHAVING BY ANTICIPATING OTHER’S RESPONSE, AND
SELF-SUSTAINING MECHANISM OF JAPANESE
INTERDEPENDENCE
Hirofumi Hashimoto1,2, Kanako Ohashi1, Toshio Yamagishi1; 1Hokkaido University, 2The Japan Society for the Promotion of Research science fellow DC — Japanese interdependent behaviors are reinforced by common beliefs that being independent is a socially unwise way of life and that behaving in an interdependent manner is socially wise. Four studies demonstrated these common beliefs which trigger Japanese to behave interdependently are propelled by a type of self-fulfilling prophecy.

A33
TRANSMISSION OF CULTURAL VALUES THROUGH NARRATIVE
COMMUNICATION IN THE UNITED STATES AND JAPAN
Toshie Imada1, Steven R. Yussen2; 1University of Minnesota — The study investigated cultural values in people’s narrative communication. When re-telling a story to others in serial-reproduction chains, Americans transmitted information that reflected individualistic values more than collectivist ones whereas the pattern was the opposite for Japanese, suggesting an important role narrative communication plays in transmitting and maintaining cultural values.

A34
HOW CONFUCIAN VALUE REN ( PREFECT GOODNESS) BENEFITS
MODERN SOCIETY -- MEASUREMENT OF REN
Xiaowei Li1, Kaiping Peng1, UC Berkeley — The traditional Confucian value concept “Ren” was defined and measured in current research. A two-dimensional model (loyalty and Tolerance) was established. Both ideal and realistic Ren concepts were measured in American and Chinese sample. Item analysis and factor analysis were conducted to establish a reliable measurement tool for this concept.

A35
HOME AND SCHOOL AS DISTINCT CULTURAL CONTEXTS AMONG
EUROPEAN AMERICANS, ASIAN AMERICANS, AND ASIAN
IMMIGRANTS
Christopher Schroth1, Janxin Leu2; 1University of Washington — We examined how home and school represent cultural contexts. Participants were randomly assigned to write about home or school. Content analysis revealed that Asian participants showed significantly more interdependence, especially in the home condition. Results provide insight into how context elicit cultural values and differences among first- and second-generation immigrants.

A36
MEANING AND DEGREE OF FANSHIP IN THREE CULTURES
Jamie Snider1, Stephen Reysen1, Iva Katzarska-Miller2, Shannukh V. Kamble3, Nandini Vithoji2, Lindsey Pierce1; 1Texas A&M University-Commerce, 2Transylvania University, 3Kamata University — We examined the degree of fandom and the meaning of being a fan in three cultures (U.S., Bulgaria, and India). Results suggest that the meaning of being fan is similar across the three cultures, and the degree of fandom is similar regardless of type of fan interest.

A37
ORIGINS OF CROSS-CULTURAL DIFFERENCES IN ZERO-SUM
THOUGHT
Louisa Egan1, Daniel Diemeier2; 1Kellogg School of Management — The tendency to think in zero-sum terms negatively impacts negotiation outcomes. Zero-sum thought is believed to be more prevalent in individualistic than collectivist cultures. The current work examines zero-sum thought in 4-, 8-, 12-year-olds, and adults in the United States and Singapore to understand the origins of these differences.
Virtue orientation) and their intercultural change were measured in Germany and China. Mind orientation was more pronounced among German then Chinese students with a reverse direction for the virtue orientation. Cross-sectional results indicate an increase in mind orientation over time, for Chinese students in Germany.

**A39**
INTERPERSONAL COMMUNICATION OF CHINESE PEOPLE ACROSS SITUATIONS: THE STUDY FOCUSED ON DYADIC INTERACTION BY STRANGERS

Masanori Kimura, Xinhuo Mao; Kobe Gakuin University, Osaka University – More and more Chinese people are going abroad to study or work these days. To succeed in cross-cultural communication with them, it’s essential to understand how they communicate with each other usually. In this study, we examined the characteristics of interpersonal communication of Chinese people between strangers through the experiment.

**A40**
CULTURE AND COGNITION: PERCEPTUAL AND ATTENTION PROCESSES IN GUATEMALA AND THE UNITED STATES.

Sara Estrada-Villalta; University of Northern Iowa – Participants from Guatemala and the United States completed the Individualism-Collectivism Scale and carried out three cognitive tasks. Guatemalan participants reported higher Collectivism and Individualism than the U.S. participants, and paid more attention to the context as a whole. Emphasis on social relationships and harmony might influence perception and attention processes.

**A41**
CULTURE AND CREATIVITY: HOW CULTURAL ORIENTATION INTERACTS WITH THE TYPE OF PROBLEM IN AFFECTING PROBLEM-SOLVING

Sharon Arieli, Lilach Sagiv; Hebrew University of Jerusalem – Four studies were designed to investigate how culture orientation (autonomy vs. embeddedness) interacts with the type of problem (rule-based vs. context-based) in effecting creative problem-solving. Focusing on riddle solving, our findings indicate that embedded culture promotes success in context-based riddles whereas autonomy culture promotes success in rule-based riddles.

**A42**
WHY ARE CHINESE STUDENTS IN JAPAN DISTRESSED IN THEIR INTERPERSONAL RELATIONSHIPS WITH JAPANESE?

Xinhuo Mao; Osaka University – The current study explored the distress felt by Chinese students in their interpersonal relationships with Japanese. 153 Chinese students in Japan answered a free description questionnaire. The result showed Chinese students feel uncomfortable from 3 aspects, and they put forward some ideas about how to build friendship with Japanese.

**A43**
SHOWING OR HIDING YOUR STRENGTH IN COMPETITIONS: CULTURE, SELF-PRESENTATIONAL TACTICS, AND THREAT APPRAISALS

Albert Lee, Li-Jun Ji; Queen’s University – Compared to Chinese, Euro-Canadians tended to advertise their strength to their opponents more than concealing it. Also, relative to an opponent who conceals, an opponent who projects a competitive image was considered more threatening by Euro-Canadians than by Chinese. Psychological mechanisms were examined to account for these differences.

**A44**
I LIKE YOU BECAUSE YOU THINK IN THE “RIGHT” WAY: CULTURE AND IDEAL THINKING

Jinyoung Na, Incheol Choi, Sunhao Sul; University of Michigan, Seoul National University – We proposed that the holistic vs. analytic cognitive style would be idealized in Eastern and Western cultures, respectively. In support of the proposal, we found that Koreans evaluated a holistic person more positively than an analytic one whereas the opposite was the case for Americans.

**A45**
BEING DIFFERENT LEADS TO BEING CONNECTED: ON THE ADAPTIVE FUNCTION OF UNIQUENESS IN “OPEN” SOCIETIES

Kosuke Takemura; Kyoto University – Current research proposes that in circumstances where social relationships are generally open, rather than closed, need-for-uniquness brings more positive life outcomes to individuals by helping them be connected with others. Regional differences within Japan examined by a secondary analysis of representative social survey data confirmed the hypothesis.

**A46**
EFFECTS OF MACHISMO AND ACCULTURATION ON HPV VACCINATION STATUS AND WILLINGNESS AMONG WHITES AND LATINAS

Andrea Lund, Melissa Deer, Rachel Reimer; University of Minnesota, Morris, Des Moines University – This study examined influence of the cultural principles of acculturation and machismo on women’s attitudes towards HPV vaccination. A community sample of White and Latina women participated in a cross-sectional survey study. Results indicated that increased agreement with machismo decreased odds of vaccination, while effects of acculturation were not significant.

**A47**
A CROSS-STRAIT COMPARISON OF OPERATING MECHANISM OF FILIAL PIETY IN CONTEMPORARY CHINESE SOCIETIES

Kuang-Hui Yeh; National Taiwan University – This study examined influence of the cultural principles of filial piety in mainland China and Taiwan to test the two-aspect and operating argument of DFPM.

**A48**
WHY DO WESTERNERS HELP STRANGERS MORE FREQUENTLY THAN EASTERNERS?

Ruokang Han, Masaki Yuki; Hokkaido University – The study examines cultural differences in helping strangers from a socio-ecological perspective, focusing on relational mobility. Six hundred and eight participants, sampled from a representative database in the US, completed a questionnaire study. A significant positive correlation was found between helping strangers and relational mobility on a state level.

**A49**
CULTURAL INFLUENCE ON VISUAL ATTENTION AND ITS ACCULTURATION PROCESSES DURING MOVIE PERCEPTION

Sawa Senzaki; University of Defence and Space, Japan examined by a secondary analysis of representative social survey data confirmed the hypothesis.

**A50**
IT’S NOT ABOUT ME… OR IS IT?: CULTURAL VARIATION IN INTERPRETING AND RESPONDING TO FAILURE

Alyssa Fu, Hazel R. Markus; Stanford University, Northwestern University, Kellogg Graduate School of Management – Asian Americans (AAs) tend to excel on measures of academic achievement compared to European Americans (EAs). What accounts for this difference? This research shows that after experi-
cross-role consistency and authenticity, and the relationship between self-concept certainty. Dialecticism moderated the relationship between cross-role and within-role self-concept consistency, and characterized by holism, change, and contradiction predicted lower Commerce, Greenwood, Amiot, Kamble, found to positively correlate with social justice, national equality, inter-countries (USA, Bulgaria, India). Global Citizenship identification was organisations for multiple cultural identities: identifying with one culture over others; maintaining separate identities; and connecting identities with Chilean university students found that priming globalization leads to higher perceived life satisfaction, confidence, and clarity of identity. These findings suggest Chileans associate globalization with (1) stronger, more positive experience of personal identity, and (2) more interdependence. Among the Chinese. We recruited 207 Chinese college students and measured their different types of self-discrepancies as well as psychological distress. Values and identifications may thus represent separate dimensions of cultural identity. A survey study examined how self-worth based on others' approval and affinity for favorite female media figures contributed to body concerns of young Black and White women. Approval-based self-worth predicted body concerns for all women, whereas wishful identification with a favorite character predicted body surveillance for White women only. A study of models of self as independent and interdependent in American and Taiwanese cultures — this study examined cultural differences between Americans and Taiwanese who make choices based on opposing models of independent and interdependent selves. Results showed a trend, replicating prior research. Findings suggested further investigation on other factors which may influence the construction of self and personal choice. A study aimed at testing our proposition that achieving the ideal and the ought self goals can be congruent among the Chinese. We recruited 207 Chinese college students and measured their different types of self-discrepancies as well as psychological outcomes. Our findings challenged Higgins' (1987) self-discrepancy theory.

A51 MULTICULTURALISM AND CREATIVITY: THE EFFECTS OF CULTURAL CUES ON THE CREATIVITY OF CHINESE-AMERICANS Carmel Gabriel, Rodica Damian; ¹University of California, Davis — Researchers suggest that biculturals' multicultural experience enhances creativity. However, this may not apply to all biculturals. We exposed 283 Chinese-Americans to monocultural or multicultural primes before assessing creativity. Biculturals perceiving their cultures as compatible were more creative in the multicultural condition, but those viewing them as incompatible were less creative.

A52 ETHNICITY AND BODY IMAGE CONCERNS: THE ROLE OF OTHERS' APPROVAL AND FAVORITE FEMALE MEDIA CHARACTERS Dara Greenwood; ¹Sonya Dal Cin; ¹University of Michigan — This survey study examined how self-worth based on others' approval and affinity for favorite female media figures contributed to body concerns of young Black and White women. Approval-based self-worth predicted body concerns for all women, whereas wishful identification with a favorite character predicted body surveillance for White women only.

A53 THE DIALECTICAL SELF-CONCEPT II: CROSS-ROLE AND WITHIN-ROLE CONSISTENCY, WELL-BEING, SELF-CERTAINTY, AND AUTHENTICITY Helen C. Boucher; ¹Bates College — Naıe dialecticism (a belief system characterized by holism, change, and contradiction) predicted lower cross-role and within-role self-concept consistency, and moderated the relationship between consistency and both subjective well-being and self-concept certainty. Dialecticism moderated the relationship between cross-role consistency and authenticity, and the relationship between authenticity and subjective well-being.

A54 BEING A GLOBAL CITIZEN?: IDENTIFICATION AND CORRELATES FROM THREE COUNTRIES Iva Katarska-Miller, Stephen Reysen, Shannmukh V. Kamble; ¹Transylvania University, ¹Texas A&M University-Commerce, ¹Kamatak University — We examined the degree of identification as a global citizen and the relation to proposed correlates in three countries (USA, Bulgaria, India). Global Citizenship identification was found to positively correlate with social justice, national equality, intergroup empathy, intergroup helping, and concern for global warming.

A55 PSYCHOLOGICAL CONSEQUENCES OF GLOBALIZATION IN CHILEAN CULTURAL CONTEXTS Margaret Tankard, Krishna Savani, Hazel Markus; ¹Princeton University, ²Columbia University, ³Stanford University — Two studies with Chilean university students found that priming globalization leads to higher perceived life satisfaction, confidence, and clarity of identity (Study 1) and more interdependence-oriented sociograms (Study 2). These findings suggest Chileans associate globalization with a (1) stronger, more positive experience of personal identity, and (2) more interdependence.
A63  THE RELATIONSHIP BETWEEN CULTURALLY-EMPHASIZED LUCK BELIEFS AND SUPERSTITIOUS BEHAVIOR  Ning Chen; 1Clarion University of Pennsylvania — The current research explores the relationship between trait-like and state-like luck beliefs and superstition predisposition among Americans and Asians in the context of decision making. It was hypothesized and found that more superstition and less hope relate to state-like luck beliefs among Americans and trait-like luck beliefs among Asians.

A64  SHARED BELIEF OF SOCIAL SUPPORT SEEKING IN FRIENDSHIPS: SITUATION SAMPLING IN CANADA AND JAPAN  Kenichi Ito1, Takahiko Masuda1, Koichi Hioki2, Asuka Komiya1;1University of Alberta, 2Kobe University, 3Kyoto University — Investigating social support seeking across cultures, we had Canadian and Japanese participants report favors they have actually asked of their close friends. Whereas Canadians reported higher proportion of instrumental support than the Japanese, the Japanese reported higher proportion of emotional support, informational support, and shared activity than did Canadians.

A65  BENEFITS AND UTILIZATION OF IMPLICIT AND EXPLICIT SOCIAL SUPPORT AMONG LATINO AND EUROPEAN AMERICANS  Taranee Mojaverian1, Heejung S. Kim1;1University of California Santa Barbara — Two studies including Latino and European American student and community samples explored the frequency and benefits of implicit and explicit social support in both cultures. Overall results found that Latinos reported using more implicit support and acquired greater benefits from its use compared to European Americans who preferred explicit support.

A66  EXPLORING THE ROLE OF CULTURAL FACTORS ON MENTORSHIP  Yan Yang1, Cody Cox1;1University of Texas at Brownsville — We explored the effects of cultural factors (i.e., collectivism and power distance) of protégés on perceptions and experiences with mentors. Protégé power distance was negatively associated with wanting mentor psychosocial support while collectivism was positively associated with wanting and receiving psychosocial support from mentors. Implications are discussed.

A67  LOOK INTO THE MIND OR LOOK AT THE EYES: BELIEFS OF LYING BEHAVIOR ACROSS CULTURES  Ning Zhang1, Tingyu Zhang2, Yuqing Zhang1, Kankan Wu1;1Institute of Psychology, Chinese Academy of Sciences — Two studies using questionnaire and open-ended questions explored native Chinese’s beliefs of liars and lying behavior and compared the results with those of the Global Deception Research Team. The results suggested that there are both similarities and differences between Chinese and Westerner’s beliefs of liars and lying detection.

A68  ‘TWO SOULS, TWO THOUGHTS’, TWO SELF SCHEMAS? SELF AND BEHAVIOR IMPLICATIONS FOR AFRICAN AMERICANS  Tiffany Brannon1, Hazel Rose Markus1;1Stanford University — We investigate the psychological implications for self and behavior of a pervasive sense of ‘twoness’ experienced by African Americans — a sense of oneself as an American and African American. We provide evidence that African Americans have two distinct self-schemas — an African American (interdependent) and a mainstream American (independent) self-schema.

A69  CROSS-CULTURAL DIFFERENCES IN CONTEXT-RELATED PERCEPTION: A META-ANALYTIC REVIEW  William Clay1, Laura Kiken1;1Virginia Commonwealth University — The current meta-analysis examines the influence of culture on visual perception. Our analysis provides strong evidence that East-Asians tend to be more sensitive to changes in contextual information relative to North Americans, though there appears to be a chronic lack of diversity in participant samples to date.

A70  THE BELIEF IN MERITOCRACY, INTERNAL ATtributions FOR STATUS DIFFERENCES, AND THE CONSEQUENCES FOR WELLBEING  Brandon Cosley1, Shannon McCoy1, Ellen Newell1, Joseph Wellman1, Ryan Pickering2;1University of Maine — When low-status was salient, endorsing meritocracy increased internal attributions for one’s low-status. Moreover, in the low-status condition, attributions to internal stable causes (e.g. ability) were protective of mood and attributions to unstable causes (e.g. effort) were not. The role of stable (vs unstable) internal attributions in perpetuating inequality is discussed.

A71  AGING AND WELL-BEING IN CULTURAL CONTEXT: WITH MULTIPLE WELL-BEING SCALeS  Chiemii Kan1, Mayumi Karasawa2, Shinobu Kitayama2, Carol Ryff1;1Tokyo Woman’s Christian University, 2University of Michigan, 3University of Wisconsin — This study investigated multiple aspects of psychological well-being among probability middle age and aging samples of Japanese to test above patterns of aging and well-being are found in Japan. Findings indicated that patterns of aging and well-being are influenced by culture as well as their status in aging.

A72  THE WAYS CULTURE INFLUENCES EATING ATTITUDES AND BEHAVIORS FOR AFRICAN AMERICAN COLLEGE STUDENTS  Christina Oney1, Rebecca Corsa1, Ashley Evans1, Robert Sellers1;1University of Michigan — Culture contributes to group differences in eating-related pathologies (obesity, bulimia, and anorexia). This study explores the role of cultural orientation in predicting eating attitudes and behaviors in African American undergraduates. Results extend our knowledge of the ways in which cultural attitudes shape the physical and mental health of African Americans.

A73  INTERDEPENDENCE ADDS TO MY STRESS: ENDORSEMENT OF CULTURAL VALUES AND WELL-BEING ACROSS CULTURAL GROUPS  Eunsoo Choi1, Yulia Chentsova-Dutton1;1University of Cambridge, 2University of Sheffield — Endorsement of independent and interdependent cultural values had different effects on well-being across cultural groups. Whereas independent values did not affect well-being across cultural groups, interdependent values predicted higher levels of perceived stress for individuals from independent cultural contexts but not for individuals from interdependent cultural contexts.

A74  NAIVE DIALECTICAL THINKING STYLE AS A MODERATOR OF JOB INSECURITY AND WELL-BEING  Shih-Jung Lee1, Chia-Huei Wu1;1University of Michigan, 2University of Sheffield — This research examined the moderator effect of naive dialectical thinking style on job insecurity and well-being. Based on the stressor-copying model, results demonstrated the negative association between job insecurity and well-being. Moreover, individuals with higher dialectical thinking style were less affected by the negative effect of job insecurity on well-being.
A76

FUTURE LONG-TERM ORIENTATION AND CHINESE PSYCHOLOGICAL ADJUSTMENT: THE MEDIATION EFFECT OF BASIC PSYCHOLOGICAL NEED SATISFACTION

Szu-Hsien Yu1, Yi-Cheng Lin1, Chin-Lan Huang2; 1National Taiwan University, 2National Taiwan University of Science and Technology — The present study examined the relationship between future long-term orientation (FLTO) and Chinese psychological adjustment. We found that only satisfaction with relatedness mediated the positive relationship between FLTO and Taiwanese undergraduates’ psychological adjustment when the three need satisfactions (i.e., autonomy, relatedness, and competence) were scored separately.

Evolution

A77

DO WOMEN AND MEN DIFFER IN THE WAY THEY INTERROGATE UNFAITHFUL PARTNERS?

Barry X. Kuhle1, Justine G. Zolton1, Sarah H. Afriecq2, Kylie M. McColligan3, Oscar V. Solís4, Cindy N. Comerford5, Matthew T. Suda6; 1University of Scranton — Study 1’s exploration of self-reported reactions to imagined infidelity scenarios (N = 172) and Study 2’s analysis of actual behavior in the face of real infidelities (N = 89) provided converging evidence in support of our hypothesis that humans have sex differences in the way they interrogate unfaithful partners.

A78

THE STRUCTURE, RELIABILITY AND PREDICTIVE VALIDITY OF MATING INTELLIGENCE

Benjamin Crosier1,2, Glenn Geher3, Scott Barry Kaufman4, Justin Garcia1,2; 1University of Florida, 2State University of New York at New Paltz, 3New York University, 4Binghamton University — Mating Intelligence is the hypothesized constellation of mental adaptations that collectively guide mate choice, allowing one to function in the mating market. This study illuminates the construct’s factor structure, reliability and predictive validity above and beyond existing psychological constructs in an investigation that examines sexual behavior and preference.

A79

CHANGES IN WOMEN’S THOUGHTS ABOUT THEIR ROMANTIC PARTNERS ACROSS THE OVULATORY CYCLE

Christina Larson1, Martie Haselton1, Kelly Gildersleeve1; 1UCLA — Women in relationships were brought into the laboratory at high and low-fertility points in their ovulatory cycles. In high-fertility sessions, women were less satisfied by their relationship and more critical of their partners than in low-fertility sessions. These effects were stronger among women who rated their partners as less attractive.

A80

SICK AND SEXY: PATHOGEN PREVALENCE AND MATE PREFERENCES

Stephanie Cantu1, Vladas Griskevicius1, Jeffry A. Simpson1; 1University of Minnesota — According to the Strategic Pluralism Model (Gangestad & Simpson, 2000), women’s mate preferences should be sensitive to the level of pathogens in the environment. Accordingly, we find that experimentally priming pathogen cues leads women to shift mate preferences toward men who exhibit cues associated with genetic fitness (e.g., attractiveness, sexiness).

A81

THE INTERNATIONAL BODY PROJECT: PREFERENCES FOR MALE MUSCULARITY AND BODY FAT ACROSS 10 WORLD REGIONS

David Frederick1, Viren Swami2; 16 IBP Project Members; 1UCLA, 2University of Westminster, 3Multiple Universities — Females in many species prefer males with traits generated by high levels of testosterone. In this study, women preferred relatively high levels of muscularity in 41 sites across 10 world regions (N = 7432). There was notable variation across cultures, suggesting that cultural and ecological factors shift preferences for muscularity.
SINGLES VIEW OTHER SINGLES AS SEXY: THE INFLUENCE OF RELATIONSHIP STATUS ON JUDGMENTS OF ATTRACTIVENESS

Randy Denis, Courtney Cantrell, Jenna Wells, R. Weylin Sternglanz; Nova Southeastern University — Participants rated the attractiveness of supposedly single or romantically involved opposite-sex targets. Single participants rated single targets more attractive than romantically involved targets. Results were not due to a halo effect of perceived similarity, because participants did not rate single targets more positively than romantically involved targets on other traits.

FORGET THE LITTLE BLACK DRESS: FERTILITY, WOMEN’S USE OF RED, SEXUAL DESIRE, AND MEN’S MATING-EFFORT

Joseph E. Gonzales, Victor X. Luévano; California State University, Stanislaus — Ten women completed online sessions over a two week span and performed LH tests to determine when ovulation occurred. During high-fertility women reported using the color red more than during low-fertility. The use of red was associated with sexual desire and male mating-effort, but only during high-fertility.

A NATURAL PERSPECTIVE-TAKING ORIENTATION AS A MODERATOR IN PREJUDICE INTERVENTIONS: WHEN DOES IT MATTER?

Caroline Mann, Michael Olson; Randolph College, University of Tennessee at Knoxville — This study examined how natural perspective-taking/empathic-orientation impacts a perspective-taking intervention. Results showed that perspective-taking orientation influenced prejudice only in the control condition. There was no significant moderation when the DV was social distance, but there was a main effect for empathic-orientation, with the action again centered on the control condition.

THE E-T SCALE: INDIVIDUAL DIFFERENCES IN PREFERENCE FOR EPISTEMIC VS. TELEOLOGIC STRATEGIES OF DELIBERATE SELF-PERSUASION

Cheryl Taylor, Charles G. Lord, Amanda Morin; Texas Christian University, Texas Christian University — Based on Maio and Thomas’ landmark article reviewing two types of strategies for changing one’s attitudes (i.e., epistemic and teleologic), Taylor, Lord and Morin (2010) developed a psychological scale to measure individuals’ preferences for these two strategies. The Epistemic-Teleologic Scale’s initial development, test-retest reliability and validity measures will be presented.

HYPOCRISY IN UPHOLDING THE STATUS QUO

Claire Baxter, Ian Newby-Clark; University of Guelph — This study examined the effect of status quo, threat and conservatism on system injunctiveness (Kay, 2009). Results revealed that participants upheld the left-wing SQ more than the right, regardless of political leaning. Both psychological conservatives and liberals rejected their respective status quo under threat. Theoretical implications will be discussed.

REASONS VERSUS EMOTIONS: INTERACTIONS BETWEEN INDIVIDUAL DIFFERENCES AND MESSAGE CONTENT IN ANTI-SMOKING ARGUMENTS

Colin Smith, Jan De Houwer; Ghent University — Participants read an affective or cognitive anti-smoking message before completing an IAT and NFC and NFA scales. Although message type did not differentially affect implicit evaluations of smoking, there was a significant interaction between the type of message and individual levels of both NFC, F(3,39)=4.55, p=.04 and NFA, F(3,39)=5.65, p=.03.

TIMING MATTERS: ON THE (MIS)ATTRIBUTION OF TRAIT SELF-CONFIDENCE IN PERSUASION

Cory Davenport, Kenneth G. DeMarree, Pablo Brinol, Richard E. Petty; Texas Tech University, Universidad Autónoma de Madrid, Ohio State University — We explored misattribution of trait self-confidence in persuasion. When thoughts in response to a message were salient, people high (versus low) in self-confidence used their thoughts. This effect was not found when participants’ pre-message attitudes were salient. As with situational variables, trait levels of confidence are attributed to salient targets.

PREDICTING VIEWS TOWARD PATRIOTISM FROM POLITICAL PARTY AFFILIATION

David P. Naibone, Amanda L. Tuohy, Samantha F. Ramsay; Purdue University Calumet — Recent national elections have shown that at least two different working definitions of patriotism are in regular use. The current work examined different definitions of patriotism, and found evidence that different groups (e.g., liberals, conservatives) define patriotism differently. Implications of these results for future elections are discussed.

PREDICTING RISK-TAKING BEHAVIOR FROM A PERFORMANCE-BASED MEASURE OF THE WEIGHTING OF POSITIVE VERSUS NEGATIVE INFORMATION

Evava Pietri, Russell Fazio; Ohio State University — The relation between the negativity bias in attitude generalization and risk-taking behavior was tested. The more heavily participants weighted resemblance to a negative stimulus (relative to resemblance to a positive) when judging novel stimuli, the less likely they were to engage in risky behavior during a gambling task.

BOOSTING CREATIVITY: PRIMING INCREASES CONTENT-SPECIFIC CREATIVITY

Hwajin Yang, Sujin Yang, Gi-Ho Park, Gracia Jie-Hui Chen; Singapore Management University, Tyndale University College, Institute of High Performance and Computation — We hypothesized that priming of positive images of elderly, compared to that of neutral images of objects or scenery, would improve creativity in a elderly-related domain. As predicted, priming manipulation did not change content-general creativity but significantly improved content-specific creativity. No difference appeared either in mood or ageism.

WEIGHING POSITIVE VERSUS NEGATIVE AS AN INITIAL DEFAULT RESPONSE

Matthew D. Rocklage, Russell H. Fazio; Ohio State University — Individuals differ as to how they weigh the positive versus negative aspects of a stimulus. Higher self-confidence and efficacy was associated with a significantly stronger relation between this weighting bias and risk-taking behavior. Self-confidence and efficacy may allow for greater trust in the initial judgment suggested by one’s weighting bias.

WHAT ATTITUDES ARE MORAL ATTITUDES? PERSONAL IMPORTANCE UNDERLIES MORAL CONVICTION

Ryan Puhkmann, Mark Brandt, Geoffrey Wetherell; DePaul University — In the current study we examine the nature of moral conviction and the factors that may underlie that conviction. Across 42 issues and three samples, moral conviction was consistently predicted by the personal importance of the issue, while the certainty, extremity, and religiousness of the attitude were less robust predictors.
A101
META-BASES AND STRUCTURAL BASES: IMPLICATIONS FOR MOTIVATION AND ABILITY PROCESSES IN PERSUASION  Ya Hui Michelle See1, Richard E. Petty2, Leandre R. Fabrigar3; 1National University of Singapore, 2Ohio State University, 3Queen’s University — Recent research has made the distinction between metacognitive and structural properties of attitudes (See, Petty, & Fabrigar, 2008). How might meta-bases and structural bases differentially influence these outcomes? Across three studies, we examined the hypothesis that meta-bases influence motivational factors whereas structural bases influence ability factors for information selection.

A102
BABIES, SEX AND FAMILIES: THE OTHER SIDE OF CONSERVATISM Zeljka Buturovic1; 1Zogby International — Several surveys of thousands of Americans show moderate and consistent correlations between ideology and a number of primary race non-ideological issues such as attitudes toward babies, animals and the nature of humans. This points to possible limits of conceptualization of conservatism as resistance to change and tolerance of economic inequality.

A103
NEUROTIC COMPUTING: INDIVIDUAL DIFFERENCES IN AFFECTIVE COMPUTING Jeremy Schwartz1, Igor Dolgov2, Daniel Hor1, William Graves1; 1New Mexico State University — The current study found that personality, self-esteem, and narcissism could be used to predict affect change caused by a computer in 9 of 13 state affect scales. Neuroticism was the primary predictor in overall affect change. The authors conclude that neuroticism is an important factor to consider in affective computing.

A104
EXPERIENTIALITY AND BODY MASS INDEX: A PERSONALITY CHARACTERISTIC SUSCEPTIBLE TO MINDLESS EATING Mitsuru Shimizu1, Brian Wansink1; 1Cornell University — Research indicates that environmental cues such as larger package size increase food intake because they often cause people to eat more mindlessly. Across 4 studies, participants high in experientiality were higher in body mass index, suggesting that they were more susceptible to environmental cues that could increase their food intake.

A105
THE EXPERT-GENERATED FIVE FACTOR MODEL PROFILE OF THE PSYCHOLOGICALLY HEALTHY INDIVIDUAL Edward Witt1, M. Brent Donnellan1, Christopher Hopwood1, Robert Ackerman1; 1Michigan State University — We created a Five Factor Model profile of the psychologically healthy individual by averaging ratings collected from 137 members of the SSPS and the SPA. We then assessed the profile’s inter-rater agreement, correlations with existing personality disorder profiles, and associations with criterion variables in a combined sample of 2,024 undergraduates.

A106
PSYCHOMETRIC VALIDATION OF THE NEWLY DEVELOPED COMPETITIVENESS ORIENTATION MEASURE Jennifer Newby1, Rupert Klein1; 1Lakehead University — The goal of the present research was to provide theoretical and psychometric support of a new measure of competitiveness: the Competitiveness Orientation Measure (Newby & Klein, in prep.). Theoretically, the Competitiveness Orientation Measure is the first comprehensive, psychometrically valid scale that adequately captures individual differences in competitiveness across four dimensions.

A107
LEARNING STYLES AND PERCEIVED SATISFACTION IN AN ONLINE COURSE Lindsey Pierce1, Jamie Snider1, Stephen Reysen1, William G. Masten2; 1Texas A&M University-Commerce — We examined the relationship between types of learning styles and measures of satisfaction in an online psychology course. Results showed that students with sensing, verbal, and reflective learning styles perceived the class as more useful and satisfying compared to students who used opposing learning styles.

A108
DEVELOPMENT AND VALIDATION OF AN IRRELIGIOSITY SCALE Sean E. Moore1, Puneet Toor1, Shungu-Ellaine Mushayandebvu1; 1University of Alberta-Augustana Campus — Little research has examined individual differences in irreligiosity (i.e., a person’s absence of religion). In two studies, we found that several distinct types of irreligiosity can be reliably assessed (e.g., atheism, agnosticism) and that these belief orientations are distinguishable from existing religious orientation measures. Implications of these results are discussed.

A109
INDIVIDUAL DIFFERENCES IN A BIASED PREFERENCE FOR POSITIVELY-ORIENTED RELIGIOUS INFORMATION Michael B. Kitchens1, Ashley Collins1, Mariela Homa1, Rachel Leer1, MaryKatherine Mitchell1, Tanisha Rine1, Anh Tran1; 1Lebanon Valley College — People likely prefer positively-oriented information about their religious beliefs, but comfort and struggle associated with these beliefs may influence this bias. To test this, Christian participants rated their attitudes of positively-oriented, negatively-oriented, and neutral-control fictional journal-abstracts about Christianity. Religious struggle significantly and negatively predicted a bias towards positively-oriented information.

A110
BEYOND DEMOGRAPHICS: INDIVIDUAL DIFFERENCES AND ATTITUDES TOWARDS INTERMARRIAGE Michelle Russo1, George Bizer2; 1Union College — We explored how personality variables might predict attitudes toward intermarriage. A national sample reported attitudes toward intermarriage, perceived peers’ attitudes toward intermarriage, self-monitoring, social dominance orientation, and demographics. SDO was a robust predictor of participants’ attitudes, whereas the effect of SM was mitigated when controlling for peer attitudes.

A111
NOT TOO SCARED TO THINK CAREFULLY: OPTIMISM FOSTERS PROCESSING OF PERSUASIVE MESSAGES REGARDING HEALTH RISK Watcharaporn Pengchit1, Lisa G. Aspinwall1; 1University of Utah — The present study examined the role of dispositional optimism in processing self-relevant health-risk information. Among caffeinated-beverage drinkers exposed to a message describing cardiac risks of caffeine use, optimism predicted fewer unpleasant emotions and greater cognitive elaboration. These responses mediated the relationship between optimism and increased negative attitudes toward caffeine consumption.

A112
FOOLS RUSH IN: EMOTIONAL PROMISCUITY PREDICTS LOW IQ Daniel Jones1, Delroy Paulhus1; 1University of British Columbia — Emotionally promiscuous people tend to fall in love quickly and often. Unfortunately, they suffer interpersonal consequences including poor mate choices. In three large samples, they tended to score poorly on a standard IQ test. This association could not be explained by overlap with sexual promiscuity, or insecure attachment.
A113
DOES POWER PROTECT AGAINST SOCIAL EVALUATIVE THREAT? Adam Dayan1, Belinda Campos2, Ilona Yim1, David Busse1; 1University of California, Irvine — This study examined how people high in self-reported power respond to the Trier Social Stress Task. Power was positively correlated to positive emotions before the stress task, after the stress task, and at the end of the day. Results suggest that those with power are less sensitive to social evaluation.

A114
TRAIT EMOTIONAL CLARITY INFLUENCES THE EFFECT OF MOOD ON JUDGMENTS Elizabeth L. Foreman1, Kristen L. VonWaldner2, Angela M. Rosen1, Aprai Foreman3, Carol L. Gohm4; 1University of Mississippi — This study asked whether being high/low in trait emotional clarity would lead individuals to rely more/less on their current affective states when making judgments following mood manipulations. Results indicated that judgments for persons high in emotional clarity depended on mood, but judgments for persons low in this trait did not.

A115
EXPLORATIONS OF DISPOSITIONAL CHALLENGE: DISTINCTIONS BETWEEN CHALLENGE AND INTEREST Jannay Morrow1, Michele M. Tugade2; 1Vassar College — We conceptualized change as an affective trait and developed a corresponding dispositional measure. Across four samples, findings indicate that dispositional challenge is infused with positive affect. Moreover, challenge can be differentiated from interest, as well as other conceptually-related traits and emotions, in several domains.

A116
INTUITION, POSITIVE AFFECT, AND FACIAL FEEDBACK Jason Trent1, Laura A. King1; 1University of Missouri - Columbia — We predicted that individual differences in intuitive processing and state positive affect moderate facial feedback effects. Trait intuition and state mood were measured, and participants posed positive, negative, or neutral expressions while evaluating comics. As predicted, highly intuitive individuals in a positive mood were more susceptible to facial feedback effects.

A117
WHAT EMOTIONS DO PEOPLE WANT TO EVOKE IN THE DIFFERENT ROOMS IN THEIR HOMES? Lindsay Graham1, Samuel Gosling1, Christopher Travis2; 1University of Texas at Austin, 2Sentient Architecture — Why do people devote so much effort to selecting and decorating their living spaces? Here we characterize the emotions that individuals aim to elicit in themselves and in others in the rooms of their ideal homes. Desired emotions vary across rooms and support the importance of environments in emotion regulation.

A118
EMOTION PROCESSING AND CREATIVITY: IS RESPONSE BIAS FOR REMEMBERING NEGATIVE INFORMATION ASSOCIATED WITH HIGHER CREATIVITY? Marina Drus1, Aaron Kozebelt1, Kofi A. Anim1; 1CUNY Graduate Center - Brooklyn College — We examined how processing emotional information contributes to the creative personality. High creative achievers showed a greater response bias and higher false alarm rates in recognizing previously presented negative emotional words. Furthermore, decreased emotional repair served as a mediator between creativity and response bias, with response bias predicting creativity.

A119
OCCUPATIONAL INTERESTS AS PREDICTORS OF MASCULINITY/FEMININITY (M/F) WITHIN SEXES Julie Pozzebon1, Beth Visser1, Michael Ashton1, Anthony Bagar1; 1Brock University — The relations between M/F occupational interests and other M/F indicators such as agency and communion, and sexual fantasy themes were examined within sex.

Intercorrelations were strong in the combined-sex sample but were only weak within sex. Results suggest that occupational interests are not necessarily good indicators of M/F within sex.

A120
IS MENTAL ROTATION ABILITY PREDICTED BY PSYCHOLOGICAL MASCULINITY AND FEMININITY? Scott Charlton1, Victor X. Luevano2; 1California State University, Stanislaus — Sixty-one participants (11 male) completed a mental rotation task (MRT) and the Bem Sex Role Inventory (BSRI). Men performed better on the MRT than women. However, the BSRI did not predict MRT scores, suggesting that masculinity and feminity (as measured by the BSRI) is largely the product of culture.

A121
GOING OFF THE RAILS: THE IMPACT OF SUB-CLINICAL PERSONALITY TRAITS ON LEADER DEVELOPMENT Seth Spain1, Peter Harms2, Sean Hannah3; 1University of Nebraska, Lincoln, 2US Military Academy — We formulated leader development as an individual process, with subclinical personality traits slowing the process. US Military Academy cadets (N = 913) completed measures of subclinical personality traits. Supervisors completed developmental reviews each fall for three years. Multilevel models supported individual differences in trajectories, which were partially explained by personality.

A122
A PRELIMINARY STUDY ABOUT A DEVELOPMENT OF A SENSATION SEEKING SCALE FOR JAPANESE OLDER PEOPLE Yuki Shibata1; 1National Institute for Longevity Sciences (NILS), National Center for Geriatrics and Gerontology (NCGG) — To develop a Sensation Seeking Scale for Japanese older people, 140 older people (60 years old and over) participated in this study. The result of this study suggested that the scale had three subscales: Thrill and Adventure Seeking, Disinhibition, and Internal Sensation Seeking. The implications of these results were discussed.

A123
INDIVIDUAL VULNERABILITY TO SUICIDE: THE ROLE OF SOCIAL AXIOMS AND PERSONALITY Ben C. P. Lam1, Michael Harris Bond2, Sylvia Xiaohua Chen1, Wesley C. H. Wu1; 1Hong Kong Polytechnic University — Research investigating worldviews is relatively scarce in the suicide literature. We conducted two studies to examine how worldviews was linked with individual vulnerability to suicide. Results showed that worldviews and personality traits interplay to predict suicidal thoughts. We then discussed the application of these results in suicide research and practice.

A124
THE EFFECT OF IMPULSIVITY, COMPULSIVITY, AND PSYCHOPATHY ON SELF-INJURIOUS BEHAVIOR IN NONCLINICAL ADOLESCENTS Keita Masui1, Yoshinori Sugiyura1; 1Hiroshima University — This study investigated the effect of impulsivity, compulsivity, and psychopathy on the frequency of self-injurious behavior in healthy adolescents. The results showed significant influence of those three individual differences on the frequency of self-injurious behavior in males. On the other hand, there was no interaction effect in females.

A125
INVARIANCE OF A TWO-FACTOR MODEL OF SOCIAL DOMINANCE ORIENTATION ACROSS GENDER Kacy Pula1, Sterling McPherson1; 1Washington State University — Multiple-group confirmatory factor analysis was used to examine measurement and structural invariance of Social Dominance Orientation (SDO) across gender. Results from three studies (N = 3550) support a two-factor model of SDO and demonstrate that males possess greater support for group-based dominance and greater levels of general opposition to equality.
A126
SELF-MONITORING AND SELF-SELECTION TO EMPLOYMENT OPPORTUNITIES
Christopher Leone1, Harari Michael1, Smith Rachel1;
1University of North Florida — We explored self-monitoring differences in self-selection to employment. High self-monitors more often choose jobs containing attributes (short-term commitment, interpersonal skills, high performance, rapid advancement) consistent with their needs. Low self-monitors more often choose jobs containing attributes (long-term commitment, personal satisfaction, comfort with job ambiguity/conflict) consistent with their needs.

A127
GOALS TO CHANGE PERSONALITY TRAITS
Nathan W. Hudson1, Brent W. Roberts1; 1University of Illinois at Urbana-Champaign — The present study explored whether and why individuals are motivated to change aspects of their personality traits. Results revealed that goals to change personality traits are negatively related to existing personality traits, as well as satisfaction with specific life domains. This study demonstrates that individuals desire to change personality traits.

A128
WHAT DO COMPULSIVE BUYERS PURCHASE? EXAMINING THE LINKS BETWEEN COMPULSIVE BUYING AND EXPERIENTIAL PURCHASES
Amy Harrison Sanchez1, Ryan T. Howell1; 1San Francisco State University — We examined whether compulsive buyers endorse purchasing material items over experiential items. Regression models demonstrated that compulsive buying is related to material purchasing, even controlling for materialistic values. Material purchases lack the planning and sociality of experiential purchases, and thus, may better satisfy the urgency of compulsive buying.

A129
TOMKINS’ POLARITY THEORY AND THE DIFFERENCES BETWEEN HUMANISM AND NORMATIVISM
Artur Nilsson1,2, John Jost1; 1New York University, 2Lund University, Psychology, Sweden — Previous research has shown that Humanism and Normativism, derived from Tomkins’ (1963, 1965) Polarity Theory, are distinct dimensions of the personal worldview. The current research sought to further delineate their differences in terms of other related worldview aspects, emotional foundations, and manifestations in political, religious, and moral ideology.

A130
THE IMPACT OF NATURALISTIC PARENTAL PRAISE ON CHILDREN’S STABILITY BELIEFS
Elizabeth Gunderson1, Sarah Gripshover2, Carissa Romero2, Susan C. Levine2, Carol S. Dweck1; 1University of Chicago, 2Stanford University — In experimental situations, young children given process-directed praise, rather than person-directed praise, are less likely to believe traits are stable (Mueller & Dweck, 1998). This study extended experimental work by showing that parents’ naturalistic use of process praise at 14-38 months was related to children’s stability beliefs at 8 years.

A131
THE INDEPENDENCE OF FREE WILL AND DETERMINISM IN JUDGMENTS OF MORAL RESPONSIBILITY
Jasmine Carey1, Delroy Paulhus1; 1University of British Columbia — We investigated the independent effects of free will and deterministic belief on assignment of moral responsibility. Weaker belief in free will leads to less assignment of punishment. There was no correlation with deterministic belief. Determinism led to decreases in blame, not punishment, after a reason for the transgression is given.

A132
SOCIAL AVOIDANCE IS INVERSELY RELATED TO UNCONSCIOUS PROCESSING OF PERSONALLY SIGNIFICANT NAMES
Jason F. Anderson1, Vivian Zayas1, Richard Abrams2; 1Cornell University, 2Dickinson College — Using a subliminal priming paradigm, we show that (i) names of liked personally significant individuals (e.g., friend, partner) presented subliminally (below conscious awareness) undergo processing. And, (ii) the extent of unconscious processing for personally significant names was weakest for individuals high (vs. low) on social avoidance and distress.

A133
DIMENSIONS OF CONSERVATISM AND THEIR RELATIONS TO RELIGIOSITY, SPIRITUALITY, PERSONALITY, AND ACTION: A 4-FACTOR SOLUTION
Jeff Brooks1, Paul Stey1, Darcia Narvaez1, Chris Anthony2, Todd Junkins3, Brian Bettonville1; 1University of Notre Dame, 2Penn State University, 3Habitat for Humanity — We examined the multi-dimensionality of conservatism. Using factor analysis on several measures of conservatism, we found four factors of conservatism: economic, cultural, punitive and defensive. Each relates distinctively to personality factors, ethical identity, religiosity, spirituality and moral action, suggesting that different types of conservatism diverge in moral motives and actions.

A134
THE RELATIONSHIP BETWEEN INTERNET USAGE, ONLINE ACTIVITIES, AND INTERPERSONAL SENSITIVITY
Katrina Fong1, Raymond A. Mar2; 1York University — This study examined the relationship between internet usage (including social-networking sites) and interpersonal sensitivity using a measure of mental inference. The results indicated that this relationship is different for males and females, and might differ depending on the type of online activity.

A135
MEASURING AND UNDERSTANDING PLACE ATTACHMENT
Man Yu Li1; 1University of Pittsburgh — A Place attachment scale was developed and its relations with other variables were examined. Participants’ place attachment, residential length, family ties, social relations and migration desire were surveyed with a sample of 174. Questions about attachment to Pittsburgh were found to be reliable and related to predicted correlates as expected.

A136
INDIVIDUAL DIFFERENCES AND FACEBOOK: SELF-CONTROL AND NEED TO BELONG PREDICT FACEBOOK USE
Nicole L. Muscanell1, Seth A. Gitter1, Rosanna E. Guadagno; 1University of Alabama — Self-control and the need to belong were examined as predictors of Facebook use. We predicted that individuals with high self-control would engage in fewer Facebook activities and that those with a higher need to belong would more frequently use communication features of Facebook. Results confirmed these expectations.

A137
 DOES TALKING TO YOURSELF REDUCE FALSE MEMORY FORMATION?
Paul Connell1, Daniel Rubin2; 1Stony Brook University, 2Baruch College, CUNY — The purpose of this research was to investigate potential situational and dispositional boundary conditions for false memory formation. We find that introverts produce more false memories than extraverts when processing resources are not constrained, but that extraverts produce more false memories than introverts when processing resources are constrained.
A138
IT’S NOT “WHAT” YOU LIKE: “HOW” AND “WHY” DIMENSIONS OF TASTE PREFERENCES
Yogesh Raut1, Carson Sandy1, Samuel Gosling1; 1University of Texas at Austin — Using survey data, this research examines how people arrive at preferences for movies, music, television, books, and websites and what it is they enjoy about them. By going beyond understanding merely what people like, these data provide a framework for understanding the genesis of media preferences.

A139
FACE TO (FACE)BOOK: COMPARING ONLINE AND OFFLINE SOCIAL BEHAVIOR
Zorana Ivcevic1, Nalini Ambady2; 1Tufts University — We compare social interactions on Facebook and offline. Results showed that: (1) Facebook activity is consistent through time; (2) People are aware of their online behavior; and (3) The number of online friends correlates with offline sociability, but positive offline relations are associated with fewer back-and-forth conversations on Facebook.

A140
IDEAL-MATE PREFERENCES OF LIBERALS AND CONSERVATIVES
Erica Baranski1, Lindsay Graham1, Samuel Gosling1; 1University of Texas at Austin — To examine the role of political orientation in mate choice we examined ratings of ideal-mate characteristics in liberal and conservative men and women. We identified unique configurations of preferred traits (e.g., personality, wealth, religiosity), pointing to the interaction between gender and political orientation in mate choice.

A142
“DON’T YOU WANT ME BABY?”: A PROSPECTIVE ANALYSIS OF MEN’S MISPERCEPTION OF WOMEN’S SEXUAL INTENT
Rhiana Wegner1, Antonia Abbey2; 1Wayne State University — Personality and attitudinal measures and frequency of misperception of sexual intent were assessed one year apart. Path analysis indicated a direct effect of impulsivity on misperception; alcohol consumption mediated the effect of alcohol expectancies on misperception. Results demonstrate the importance of including individual difference measures in future misperception research.

A143
IS EVERYBODY A SUPECT? THE IMPACT OF POLITICAL IDEOLOGY ON TRUST
Sean Stevens1, Lee Jussim1, Dave Wilder1; 1Rutgers University - New Brunswick — Two studies were conducted to investigate how political ideology impacts perceptions of trust. In study 1 conservatives exhibited faster slower times when deciding if a target was trustworthy. In study 2 signal detection analysis indicated that conservatives set a lower criterion to detain targets suspected of terrorism or illegal immigration.

A144
WHOSE MISFORTUNES PLEASE US MORE?: RELATIONAL FACTORS OF SCHADENFREUDE
Wei Zhang1, Taekyun Hur1; 1Korea University — The present study manipulated interpersonal closeness and domain relevance of comparison, and examined their impacts on the experiences of envy and schadenfreude, the pleasure from other’s misfortune. The mediating roles of perceived competitiveness in the impact of envy on schadenfreude was found. Findings were discussed in cultural and motivational implications.

A145
WHY HIM OR WHY HER? SOCIAL COGNITIVE PREDICTORS OF FISHER’S PERSONALITY TYPES
Ashalee C. Hur1, Sean McMillan1, Robert D. Mathew1; 1University of Central Oklahoma — We examined how the four personality types identified in Fisher’s Personality Type Test (2009) relate to several other social cognitive scales. Many relationships among these measures emerged. Implications of these findings for social cognition and Fisher’s personality types are discussed.

A146
FOUR MEANINGS OF INTROVERSION: SOCIAL, THINKING, ANXIOUS, AND INHIBITED INTROVERSION
Jennifer O. Grimes1, Jonathan M. Cheek1, Julie K. Norem1; 1University of Central Florida, 2Wellesley College — Based on a review of multi-factor measurement models of introversion since the 1930s, we identified 19 contemporary personality scales that could be organized into four domains. For social, anxious, and inhibited introversion, factor scores (N = 225) showed moderate convergence, whereas thinking introversion was distinct from the other three domains.

A147
PROPERTIES OF PERSONS AND SITUATIONS RELATED TO PERSONALITY-BEHAVIOR CONGRUENCE
Ryne Sherman1, Christopher Nave1, David Funder1; 1University of California, Riverside — Measures the congruence between personality and behavior and demonstrates that personality and behavior are congruent on average in situations people face in their daily lives, and that individual differences in congruence are related to one’s level of psychological adjustment and the degree to which the situation meets one’s social needs.

A148
AN AVOIDANT WAY OF BEING: DISPOSITIONAL NEGATIVE AFFECT AND PSYCHOLOGICAL DISTANCE
Scott Ode1, Sara K. Moeller1, Michael D. Robinson1; 1North Dakota State University — Avoidance motivation is a core component of dispositional negative affect (NA). If so, high NA individuals may interpret reality in terms of increased psychological distance. Consistent with this idea, high (vs. low) NA individuals believed events would occur further off in the future and that words were receding more quickly.

A149
EXTRAVERTED JERKS DON’T MAKE GOOD COWORKERS: EXTRAVERSION AND AGREEABLENESS INTERACT TO PREDICT CONTEXTUAL PERFORMANCE
Christopher Berry1; 1Texas A&M University — Three-hundred-fifty employees’ self-reported Extraversion and Agreeableness scores interacted to predict supervisor/coworker/subordinate ratings of employees’ contextual job performance (CJP). Greater levels of Agreeableness strengthened the Extraversion-Agreeableness relationship. This suggests that, despite a weak bivariate relationship with CJP, Extraversion plays a role in determining CJP, but only when coupled with Agreeableness.

A150
THINKING ABOUT MORAL DILEMMAS IN PICTURES VS. WORDS
Elinor Amit1, Joshua Greene1, Rebecca Fine1; 2Harvard, 3Yale — In the current study, subjects made moral judgments. Subsequently, they performed a speeded task drawing on verbal vs. visual working memory. It was found that verbalizers made more utilitarian judgments, while visualizers made more deontological judgments. This finding suggests that utilitarian and deontological judgments are supported by distinct, modality-specific processes.

A151
ATHIEISM EXPLORED: DIMENSIONS AND TYPES OF NON-RELIGIOSITY
Nicholas J. S. Gibson1, Kirsten Barnes1; 1University of Cambridge — We present data from a new scale intended to capture dimensions of non-religiosity within a sample of adults self-describing as atheists or agnostics. Factor analysis revealed four dimensions with acceptable alphas; cluster analysis based on these dimensions allowed categorization of the sample into meaningful types, such as militant atheists.

A152
THE HUNT FOR THE NEXT JOHNNY DEPP: THE COOLNESS BAROMETER
Iranlineh Dar-Nimrod1; 1University of Rochester — Coolness is ubiquitous in 21st Century life. In the present study, 225 participants completed a newly developed additive self-report measure, which utilized 14 coolness-rele-
vant categories identified in previous research. The 132-item measure was a better predictor of self-rating coolness than a host of personality measures and demographics.

A153
I KNOW WHAT I'M NOT: PERSONALITY DEFICITS AND SELF-INSIGHT IN AUTISTIC SPECTRUM DISORDERS Roberta Schriber1, Richard Robbins2, Marjorie Solomon2; 1University of California, Davis, 2University of California, Davis, Medical Center; M.I.N.D. Institute — The personality deficits and lack of self-insight reputedly associated with autistic spectrum disorders (ASDs) were systematically examined using the Big Five model of personality. Self- and informant reports showed that ASD individuals, relative to typically-developing controls, had strong, pervasive, and persistent personality deficits, but had comparable levels of self-insight.

A154
EXPLORING THE RELATIONSHIP BETWEEN EXTRANSCENT CONTINGENCY FOCUS, THREAT AND THE DESIRE FOR SOCIAL INCLUSION Todd John Williams1, Joseph Hayes2, Brianne Schloegl3, Hailey Wilmont1, Samantha Heinen1; 1Grand Valley State University, 2University of Alberta — Two studies explored the relationship between extrinsic contingency focus, threat and social connectivity. Study 1 showed that when mortality salient, low ECF individuals chose to sit further away from others than high ECF individuals. Study 2 showed that social exclusion led to lower levels of DTA among low ECF individuals.

A155
VALIDATION OF DOMAIN-SPECIFIC RISK-TAKING WITH THREE TEMPORAL PERSPECTIVE MEASURES James R. Daugherty1, Gary L. Brase1; 1Kansas State University — This study evaluated 2 measurements of domain-specific risk-taking (DSRT) by explored the divergent validity of 3 temporal perspective measures. Results suggest: DSRT is most closely associated with present time perspective. Temporal perspective scales demonstrate divergent validity across DSRT scales. Further research is needed to understand existing conceptualizations of temporal perspective.

A156
WHY PEOPLE AVOID CHOOSING NEW? EFFECTS OF OPTIMISM AND LAY BELIEF ON STATUS QUO BIAS Kimin Eom1, Wonmi Ahn1, Kwang Hee Han1; 1Yonsei University — This research examined effects of optimism and lay belief about ripple effects of an event on the status quo bias. In conclusion, pessimists preferred a non-status quo option less than optimists and participants assuming strong ripple effects preferred a non-status quo option less than their counterparts believing weak ripple effects.

A157
FAMILY SOCIAL/ECNOMIC SUPPORT AND COLLEGE STUDENTS’ GPA SCORES Wen Cheng1, William Ickes1, Lesley Verhovfstadt2; 1University of Texas at Arlington, 2Catholic University of Louvain-la-Neuve — This study revealed the level of perceived family social support was important not only as a “main effect” predictor of the magnitude and stability of college students’ GPAs across semesters, but also as a factor that helped female students to succeed regardless of their level of family economic support.

A158
RAPE VICTIM PERCEPTIONS: A META-ANALYSIS Jericho Mariette Hockett1, Sara J. Smith1, Cathleen D. Klausing1, Donald A. Saucier2; 1Kansas State University — This meta-analysis examines the influences of rape victim, perpetrator, and crime characteristics’ rape myth consistency on gender differences in rape minimizing attitudes, victim responsibility and victim blame attributions. Consistent with feminist theoretical predictions, men (versus women) perceived rape victims more negatively, a sex difference attenuated by rape myth consistency.

A159
THE RELATIONSHIP BETWEEN IMPLICIT AND EXPPLICIT SEXUAL PREJUDICE, DISGUST, AND CONSERVATISM Joseph Pochledy1, Cheryl Dickter1; 1The College of William and Mary — An implicit sexual prejudice measure was shown to be strongly correlated with an explicit sexual prejudice measure. Building on previous research, results also suggest that implicit and explicit sexual prejudice can be distinguished according to how they relate to individual differences in disgust sensitivity and conservatism.

A160
WHY ARE SOME AMERICANS LESS WELCOMING OF IMMIGRANTS? Laura A. Jensen-Campbell1, Andres E. Campbell2, Erika Venzor1, Shaun Campbell3; 1University of TX at Arlington, 2Arlington High School, 3City of Fort Worth (TX) — This study examined individual differences in anti-immigration attitudes. Study 1 participants who were more country-centered had more anti-immigration attitudes. Study 2 participants who were more country-centered held more anti-immigration views even after controlling for attitudes toward minorities. Right-Wing Authoritarianism mediated the link between perceived country size and negative attitudes.

A161
THE DEVELOPMENT AND VALIDATION OF AN OPPOSITIONAL IDENTITY SCALE Rachel Tennial1, Richard Harvey1, Cathryn Blue1, Amy Garczynski1; 1Saint Louis University — The current study sought to validate a measure of Oppositional Identity. One-hundred seventy six non-college student participants completed a 14-item measure of oppositional identity. To balance scale parsimony with reliability/validity, items were eliminated through exploratory factor analysis to form a 5 item unidimensional measure.

A162
NEUROTICISM AND THE TENDENCY TO ENGAGE IN DECISIONAL PROcrastination Ilea Stoltenberg1, Erin K. Freeman2, Luz-Eugenia Cox-Fuenzalida1; 2University of Oklahoma — The relationship between Neuroticism and the tendency to engage in decisional procrastination was examined. Ninety-five undergraduates completed the Melbourne Decision Making Questionnaire and Eysenck’s Personality Inventory. Regression analysis revealed a significant positive correlation, indicating that increased levels of neuroticism are associated with a heightened tendency to engage in decisional procrastination.

A163
THE PERSONALITY CORRELATES OF PERSON CONSISTENCY Krista Hill1, Kari Connolly1, Sun W. Park1, C. Randall Colvin1; 1Northeastern University — This study examined the personality correlates of person consistency (PC). Behavior from four interactions was correlated for each participant to create a PC score. This score was then correlated with personality ratings of the participants from multiple sources. Results indicate that PC is associated with low neuroticism and high agreeableness.

A164
THE EFFECTS OF PERFECTIONISM AND DYSPHORIA ON ACADEMIC ACHIEVEMENT Kristen Blackler1, Jill A. Jacobson1, Kevin Rounding1; 1Queen’s University — Perfectionism is related to higher achievement but also to dysphoria, which in turn is related to lower achievement. In this study, greater dysphoria was associated with a lower first semester average for those low in maladaptive perfectionism. For those high in maladaptive perfectionism, dysphoria was not related to objective achievement.

A165
HIDDEN MALAISE: CONVERGENT EVIDENCE FOR A NEGATIVE RELATION BETWEEN SELF-CONCEALMENT AND WELL-BEING Andreas Wismeijer1, Marcel van Assen1, Klaas Sijtsma1, Ad Vingerhoets1; 1 Tilburg University — Self-concealment is the predisposition to actively conceal from others distressing personal information. Three studies are summarized that sug-
gest that being a secretive person has negative effects on one's well-being, which can in part be explained by the worries these people have related to their secrets.

A166
NEED SATISFACTION AND ADAPTIVE AND MALADAPTIVE OUTCOMES: THE MEDIATING ROLE OF PASSION
Daniel R. Lalande1, Marc-André K. Lafrenière1, Robert J. Vailland1; 1Université du Québec à Montréal — Three studies provide support for a model whereby obsessive passion results from satisfaction of one’s needs within a passionate activity coupled with a lack of need satisfaction in one's life in general, leading to less adaptive outcomes than harmonious passion which results only from need satisfaction within the passionate activity.

Lifespan Development

A167
AGE DIFFERENCES IN THE STRUCTURING OF SHORT-TERM HEDONIC SEQUENCES: WHO SAVES THE BEST FOR LAST?
Corrina Loockenhoff1, Andrew Reed1, Skye Maresca2, Julie Pillittere2; 1Cornell University — A lifespan sample (n = 87, aged 20-87) selected a sequence for viewing 10 positive, 10 negative, and 10 neutral images. Advanced age was associated with a preference for balanced over increasingly positive sequences. Supporting socioemotional selectivity theory, age effects were mediated by future time perspective but not cognition.

A168
WHEN A FLEXIBLE SOCIAL IDENTITY RESULTS IN FLEXIBLE SOCIAL JUDGEMENTS: AN EXAMINATION OF TOMBOYISM
Sheana Jannone1, May Ling Halim1, Faith Greulich2, Leah Luryé2, Diane Ruble2; 1Stony Brook University, 2New York University — Tomboys may be an important resource for understanding how children conceptualize gender. The present research finds that tomboyism is related to increased gender flexibility on several measures including reduced intergroup biases, defining tomboyism in less essentialist and more flexible terms, and lower rigidity regarding others’ gender norm violations.

A169
DIVORCE PREDICTS INTERINDIVIDUAL DIFFERENCES IN PERSONALITY CHANGES IN MIDDLE ADULTHOOD
Regula Lehmann1, Mathias Allemand1, 1University of Zurich — Using hierarchical linear modeling the present study examined the impact of divorce on individual differences in personality changes in middle adulthood over 12 years. The findings suggest that individuals who reported a divorce before the initial measurement occasion show a decrease in extraversion and in conscientiousness across middle adulthood.

A170
SOCIAL RELATIONSHIPS AND PERSONAL CONTROL: FACTORS THAT INFLUENCE STRESS ACROSS THE LIFESPAN
Jennifer Mendiola1, Kelly A. Cotter1; 1California State University, Sacramento — Stress has negative consequences for well-being across the lifespan. Thus, social relationships and control beliefs were examined in undergraduates and seniors (N = 364, ages 18 to 97) for their relationships to multiple domains of stress. Results suggest the importance of reducing social strain and minimizing constraints across the lifespan.

A171
AGING WELL AND WISELY: SOME PROTECTIVE AND DETRIMENTAL CONSEQUENCES OF PERCEIVED CONTROL
Judy Chipperfield1, Raymond Perry1, Reinhard Pekrun2, Petra Barchfeld2; 1University of Manitoba, 2University of Munich — Possible reasons were examined to consider why perceived control generally shows a survival effect but it paradoxically has the opposite effect if health is devalued. Results suggest that the paradoxical effect may be due to these individuals seeing themselves as invincible and to their avoidance of physicians over several years.

A172
STRONGER, FASTER, HAPPIER: IMMEDIATE EFFECTS OF EXERCISE ON COGNITION AND EMOTION ACROSS THE LIFE SPAN
Candice Lowdemil1, Jutta Mata1, Susanne Scheibe1, Laura Carstensen1; 1Stanford University — Physical activity has been shown to improve emotional experience and augment cognitive processing. This study tested the effects of acute exercise on emotion and cognition across the life span. Overall, results from this study suggest that older adults may benefit across domains following an acute bout of exercise.

A173
MORAL CERTAINTY UNDER STRESS: SOCIAL AND PSYCHOPHYSIOLOGICAL STRESS ON MORAL CONGRUITY
Kymbrelee O’Brien1, Arthur Wingfield1; 1Brandeis University — The present study included 101 adults (age 18-80) to investigate stress, physiological reactivity, and age on moral decision-making. Older adults’ judgments remained congruent, reported positive affect and showed increased parasympathetic activity to stress, suggesting reciprocal influences between positive cognitive appraisals, stable physiological responses, and congruity in moral judgments with age.

A174
PERSONALITY DEVELOPMENT “BENEATH” THE BIG FIVE: FACET-LEVEL AGE TRENDS ACROSS FOUR DECADES OF ADULTHOOD
Christopher J. Soto1, Oliver P. John2; 1Colby College, 2University of California, Berkeley — Examined mean-level age trends for several more-specific “facet” traits within each broad Big-Five domain, using data from both a longitudinal sample and a cross-sectional sample. Results converged strongly between the two samples, and indicated that within most Big-Five domains, different facets showed different age trends.

A175
THE MIDUS PERSONALITY ADJECTIVE ITEMS: FACTOR STRUCTURE AND MEASUREMENT INVARIANCE ACROSS THE ADULT LIFESPAN
Mathias Allemand1, Daniel Zimprich1, Margie E. Lachman1; 1University of Zurich, 2Brandeis University — The present study addresses issues of measurement invariance and comparability of factor parameters of Big Five personality adjective items across the adult lifespan in two large cross-sectional samples. The results indicate that the structure and the factor parameters of the measure are comparable across ten age groups.

A176
GENERAL PARENTAL RELATIONSHIP QUALITY OR SPECIFIC PARENTING PRACTICES: EFFECTS ON TROUBLED ADOLESCENT EATING ATTITUDES
Emma Aurora Back1, Susanne Scheibe1, Laura Carstensen1; 1Stockholm University — Troubled eating may result from parenting practices such as restricting access to (unhealthy) foods, and encourage eating (e.g. “clean your plate”). A questionnaire study showed that the general quality of the parent-child relationship in terms of attachment better predicted troubled eating than such specific parental rules for adolescent girls.

A177
CHANGES IN WELL-BEING ACROSS THE LIFESPAN: A CROSS-SECTIONAL SURVEY OF YOUNG, MIDDLE, AND OLDER ADULTS
Eric Charlaos Karaoylas1, Corey Scott Mackenzie1; 1University of Manitoba — The purpose of this study was to clarify the influence of lifespan changes in well-being using Ryan, Huta, and Deci’s (2008) theory of eudaimonia. Questionnaires completed by 270 young, middle-aged, and older relatives indicated that age had a positive effect on hedonic well-being but an inconsistent influence on eudaimonic well-being.
Mental Health

A178
HOW YOU TALK TO FLUFFY DEPENDS ON WHETHER YOU’RE DEPRESSED
Asia Myrland1; Jenna Baddeley1; James Pennebaker1; Christopher Beevers1; 1University of Texas at Austin — Do people with a pet experience less negative emotion and less loneliness in general, or only when interacting with their pet? Analyses revealed that depressed individuals, compared to the non-depressed, use less negative language and more first-person singular pronouns (indicative of more social integration) when interacting with their pets.

A179
INTRASEXUAL COMPETITION AND EATING RESTRICTION IN HETEROSEXUAL AND HOMOSEXUAL INDIVIDUALS
April Smith1; Norm Li2; 1Florida State University; 2Singapore Management University School of Social Sciences — We examined how exposure to high-status, competitive same-sex individuals influenced eating concerns. For heterosexuals, intrasexual competition cues led to worse body image and eating attitudes for women, not men. For homosexuals, intrasexual competition led to worse body image and eating attitudes for gay men, not for lesbian women.

A180
POSITIVITY BIASES DURING EXTREME CHALLENGE MAY SPELL TROUBLE IN BIPOLAR DISORDER
Luma Muhtadie1; Sheri L. Johnson1; 1UC Berkeley — Bipolar disorder is characterized by elevated approach motivation and heightened engagement with difficult tasks involving reward. We examined the response style of 55 bipolar individuals as a task became increasingly difficult. A liberal response bias during extreme challenge was correlated with unrealistic financial ambitions and predicted mania three months later.

A181
CAN IMPLICIT THEORIES ABOUT DEPRESSION PREDICT HELP-SEEKING ATTITUDES AND BEHAVIORS IN THE FACE OF DEPRESSION?
Alexandra Russell1; Carol Dweck1; 1Stanford University — The authors hypothesized that lay theories of the malleability of depression might affect related attitudes and behaviors. A more incremental theory was expected to predict an increased likelihood of seeking help, perceived importance of seeking help, and desire to seek help despite potential labeling and stigmatization. Results confirmed these hypotheses.

A182
THE INFLUENCE OF NEGATIVE EXPECTANCIES AND MODERATION INEfficacy ON MOTIVATION TO ABSTAIN FROM PROBLEMATIC GAMBLING
Amanda E. R. Robinson1; Kenneth E. Hart1; 1University of Windsor — The current sample consisted of gamblers who were pursuing a change goal of abstinence without professional assistance. As expected, negative expectancies and moderation inefficacy concerning continued problematic gambling were found to be significant predictors of readiness to change. These results have implications for the development of brief online motivational enhancements.

A183
DOES TV CAUSE UNHAPPINESS AND LONELINESS? A NATURALISTIC INVESTIGATION OF TV-WATCHING, BEHAVIOR, AND EMOTION
Frances E. Deavers1; Anne L. Kleinsasser1; Jenna L. Baddeley1; James W. Pennebaker1; Christopher G. Beever1; 1University of Texas at Austin — The current study investigated associations between TV-watching, social isolation, and negative emotion in everyday behavior. Across 3 days of monitoring, people who watched more TV expressed more negative emotion and were with others less often, especially while watching TV. We conclude that TV may replace social interactions and lower mood.

A184
DON’T DWELL ON THE PAST: A MEDIATION MODEL OF SOCIAL ANXIETY, RUMINATION, AND PERFECTIONISM
Jaclyn Brown1; Nancy Kocovski2; 1University of Texas at Austin; 2Wilfrid Laurier University — Two mediation models were used to examine the relationships among social anxiety, rumination and perfectionism in a sample of 238 students. Ruminaton completely mediated the relationship between social anxiety and perfectionism (Sobel z=3.98, p<.001). Perfectionism also partially mediated the relationship between social anxiety and rumination (Sobel z=2.08, p<.05).

A185
THE RELATION BETWEEN MEANING SEARCHING AND UNCONTROLLABLE THINKING: IMPLICATIONS FOR DEPRESSION
Nathida Siripaipant1; Michael Conway1; Giuseppe Alfonso1; Concordia University — Participants (N =349) in a 2-year longitudinal study who ruminated to find meaning were more likely to engage in uncontrollable rumination one year later, which in turn increased the likelihood of more meaning searching two years later. Only uncontrollable rumination was directly linked to self-reported depression at each time point.

A186
THE BENEFITS OF SECRET CONFESSIONS: AN INVESTIGATIONAL STUDY OF THE POSTSECRET PHENOMENON
April Phillips1; April Kitchens1; Hillary Parramore1; Columbus State University — Two studies were conducted examining the benefits of anonymously revealing personal secrets. In study 1, participants revealed a personal secret. In study 2, fans of PostSecret.com completed an online survey. The results supported the hypothesis that revealing secrets in an anonymous forum such as PostSecret might have mental health benefits.

A187
THE EFFECTS OF FEEDBACK ON THE RELATIONSHIP BETWEEN DYSPHORIA AND EMOTION RECOGNITION
Nathalie Cote1; Jill Jacobson1; 1Queen’s University — The effects of positive and negative feedback on the relationship between dysphoria and emotion recognition were examined. Feedback was manipulated, being either true (reflecting actual performance) or false. Greater dysphoria was related to greater accuracy in both true and false negative conditions with an even stronger relationship in the latter.

A188
MALADAPTIVE EFFECTS OF ANXIETY ON SOCIAL SUPPORT: A LINGUISTIC ANALYSIS OF GAD FORUMS
Nicole Vu1; Molly Ireland1; James W. Pennebaker1; 1University of Texas at Austin — This study analyzed the language in Generalized Anxiety Disorder (GAD) forums to identify behavioral tendencies that influence the effectiveness of anxiety sufferers' attempts to gain social support. Anxiety posts were characterized by language patterns that may hinder social support, including more self-references, fewer other-references, and greater rumination relative to controls.

A189
PERCEIVED SOCIAL UNDERMINING IN BIPOLAR DISORDER
Sarah Greenberg1; Kelly A. Ryan1; Lauren Grove1; Gloria Hamlington1; Melvin G. McInnis1; University of Michigan — In a sample of euthymic bipolar patients and controls, patients felt more socially undermined than controls but reported a similar level of positive social support. Social undermining was related to negative life events, neuroticism, hospitalizations, and residual depressive symptoms. Undermining should be a target of treatment for clinically-stable bipolar patients.

A190
PRONOUN USE AMONG DEPRESSED VICTIMS OF COMMUNITY TRAUMA
Alyssa Boasso1; Janet Ruscher1; Christine Sassane1; Tulane University — Four years after Katrina, residents’ depressive symptoms and feelings of interpersonal connectedness predict their use of pronouns in trauma narratives. Depression predicted increased use of first
person plural pronouns as feelings of interpersonal connectedness increased, and increased use of third person plural pronouns as feelings of interpersonal connectedness decreased.

A191
DIFFERENT PATHWAYS FOR MAKING MEANING AND FINDING GROWTH FOLLOWING THE 9/11 TERRORIST ATTACKS Crystal Park1, Kristen Riley2; 1University of Connecticut – Examined differential pathways to meaning and growth in a nationally representative sample of 1004 US residents six weeks after the 9/11 terrorist attacks. Results suggest different patterns of personal, contextual, and coping variables predict finding meaning and perceiving growth following a highly stressful experience.

A192
EXPLORING PATHWAYS BETWEEN TRAIT MINDFULNESS AND DEPRESSIVE SYMPTOMS: MEDIATING EFFECTS OF COPING AND INTERNALIZED STIGMA Kelly-Lyn Christie1, Valerie Repta2, Hymie Anisman1, Kimberly Matheson1; 1Carleton University – Self-stigma exacerbates depressive symptoms, however, factors that inhibit self-stigmatization are unknown. In this study, mindfulness inversely predicted depressive symptoms, however, factors that inhibit self-stigmatization were mediated by self-stigma. Mindful participants were less likely to self-stigmatize and employ emotion-focused coping, which predicted reductions in depressive symptoms. Mindfulness strategies may promote well-being and stigma resistance.

A193
DISCRIMINATION AND DISTRESS: MODERATING FACTORS FOR NON-HISPANIC BLACK CARIBBEANS IN THE UNITED STATES Ishtar O. Govia1; 1University of the West Indies, Mona – Data from a complex survey sample of non-Hispanic Black Caribbeans showed that ethnic group moderated the relationship between discrimination and distress. Furthermore, among those born outside the US, psychological distress was greater among Haitians (vs Anglophone Caribbeans) who perceived discrimination and lived in the US for more years.

Personality Processes

A194
DOES DEVIANCE ACT AS A PROXIMAL CUE TO SOCIAL EXCLUSION? MOTIVATIONS FOR RECONNECTION AND INCLUSION Jennifer Lord1, Norbert Kerr1, 2; 1University of Kent, 2Michigan State University – Research on exclusion has demonstrated that threats to inclusionary status results in attempts to motivate reconnection with the group. The current study investigates the hypothesis that an anticipated act of deviance acts as a proximal cue to social exclusion and motivates similar attempts at reconnection (via social vigilance & conformity).

A195
THE EFFECT OF PERCEIVER PERSONALITY ON PERCEPTIONS OF SUPPRESSORS Allison Tackman1, Sanjay Srivastava2; 1University of Oregon – Are perceptions of individuals who suppress emotion-expressive behavior dependent on a perceivers’ personality? Participants observed targets either suppressing or not to emotion-elicitng videos. Among other attributes, perceivers’ agreeableness affected perceptions such that the bias among agreeable perceivers to attribute favorable characteristics to others was not apparent for targets who suppressed.

A196
WHAT IS BEAUTIFUL IS GOOD AND MORE ACCURATELY UNDERSTOOD Genevieve L. Lorenzo1, Jeremy C. Biesanz2, Lauren J. Human1; 1University of British Columbia – Consistent with the “beautiful-is-good” stereotype, physically attractive individuals are viewed with greater normative and distinctive accuracy. Overall, we do judge a book by its cover, but when it is beautiful, this also prompts us to read it more closely, leading physically attractive people to be seen more positively and accurately.

A197
YOUR BEST SELF REVEALS YOUR TRUE SELF: POSITIVE SELF-PRESENTATION LEADS TO MORE ACCURATE PERSONALITY IMPRESSIONS Lauren J. Human1, Jeremy C. Biesanz2, Kate L. Parisotto3, Elizabeth W. Dunn4; 1University of British Columbia, 2University of California, Berkeley, 3Washington University in St. Louis – Rather than leading perceivers astray, the current studies found that positive self-presentation actually enhances the accuracy of first impressions. Specifically, self-presenters elicited more attention from perceivers and behaved more confidently, which enabled perceivers to more accurately understand their personalities. In sum, putting one’s best self forward reveals one’s true self.

A198
IMPLICIT PERSONALITY ASSESSMENT USING ERP/N400 SIGNAL AMPLITUDE: FIRST STEPS Karen Sikkiler1, Jason Cornel1, Kara Fedemier1; 1University of Illinois – Much of personality is implicit. In this study we investigated the implicit ERPs elicited during comprehension of personally referent statements, ("Your favorite dessert is pie"). ERP-N400 signals to personal and general statements were strikingly similar, supporting our hypothesis and suggesting they may be used to implicitly assess personality.

A199
PERSONALITY AND REAL-IDEL DISCREPANCIES IN FRIENDSHIP Fanita Tyrell1; 1Northern Arizona University – The correlates of real-ideal discrepancy in friendship remain relatively unobserved. The present study examined whether personality predicts real-ideal discrepancies in friendship, in males and females. Findings revealed that neuroticism marginally predicted discrepancy scores in males, whereas agreeableness predicted discrepancy scores in females.

A200
YOUR RELATIONSHIP CHANGES YOU: EFFECTS OF RELATIONSHIP VARIABLES ON PERSONALITY CHANGE Yanna J. Weisberg1, Jeffry A. Simpson1, Colin G. DeYoung1; 1University of Minnesota – The current research investigated how one’s romantic relationship can effect personality change across two months. Relationship variables such as interpersonal trust, partner responsiveness, and relationship quality were related to change in personality. Change in personality was affected most strongly by the amount of interpersonal trust held for one’s partner.

A201
THE EFFECTS OF CONSCIENTIOUSNESS AND GUILT ON ACADEMIC PERFORMANCE Jennifer V. Fayard1, Brent W. Roberts2, Richard W. Robins3, David Watson4; 1University of Illinois, Urbana-Champaign, 2University of Illinois, Urbana-Champaign, 3University of California, Davis, 4University of Notre Dame – We examined the influences of conscientiousness and guilt on grades. Initially, higher exam-guilt led to lower grades; however, when controlling for conscientiousness and trait guilt, exam-guilt bolstered subsequent performance, consistent with the idea that guilt serves a reparative function. This highlights the importance of understanding interactions between personality and emotions.

A202
DO OUR PERSONAL RELATIONSHIPS AFFECT OUR WELL-BEING? Katrina Jongman-Sereno1, Erika Carlson1, Simine Vazire1; 1Washington University in St. Louis – This study examined self-perceptions of well-being and perceptions of the quality of personal relationships between participants and six informants. Well-being was correlated with parents’ ratings of quality of relationship and self-perceptions of quality of relationship with romantic partner. This connection is noteworthy because well-being is related to better living.
A203
AN ADAPTATIONIST APPROACH TO THE TWO FACTOR PSYCHOPATHY MODEL: FAST AND SLOW LIFE HISTORY STRATEGIES
Melissa McDonald1, Carlos Navarrete2; 1Michigan State University — Using a life history framework, we provide evidence that the two dimensions of psychopathy, fearless dominance and impulsive antisociality, represent slow and fast life strategies, respectively. Results indicate that family relationship quality differentially predicts each factor, and the two factors differentially predict academic achievement, self-monitoring, mating effort, impulsivity, and aggression.

A204
MAKING A NAME FOR YOURSELF: AGREEABILITY AND NEGOTIATOR BEHAVIOR, OUTCOMES, AND REPUTATION
Aiwa Shirako1, Cameron Anderson; 1New York University, 2University of California, Berkeley — Research on negotiation has found little evidence for personality effects. We argue that personality does shape behavior, however, only when examined in aggregate. Accordingly, personality should shape reputations. We found support for these hypotheses in a longitudinal study of negotiator communities: agreeableness predicted cooperative behavior, which led to positive reputations.

A205
PERSONALITY CERTAINTY: STABILITY OF NEED FOR COGNITION
Brittany Shoots-Reinhard1, Richard Petty1, Kenneth DeMarree2; 1University of Maryland, College Park — We investigated stability of Need for Cognition (NFC) as assessed by both the 10-item Need for Cognition Scale and the 22-item Short Form of the Need for Cognition Scale. Results revealed consistent in their responses to the same scale one week later. These data suggest that measuring personality certainty could be a useful addition to studies including self-report personality inventories.

A206
BEING OPEN TO NEW IDEAS AND DIFFERING VIEWPOINTS: TOWARD A MORE TARGETED CONCEPTION OF OPENNESS
Celia Anna Manning1, Alex Rothman1; 1University of Minnesota — The present study (1) expands the conceptual framework underlying the openness to experience construct by providing evidence for an additional facet, openness to new ideas and to differing points of view, and (2) broadens research by examining emerging properties of a new scale.

A207
CAN’T WAIT TO DELAY: AVOIDANT PROCRASTINATION AND IMPULSIVITY
Erin K. Freeman1, Luz-Eugenia Cox-Fuenzalida1, Steven Steer1; 1University of Oklahoma — The relationship between avoidant procrastination and impulsiveness was examined. Ninety-five undergraduates completed the Adult Inventory of Procrastination and the Eysenck Personality Inventory. Regression analysis revealed a significant positive correlation, indicating that increased impulsivity is associated with an individual’s heightened tendency to engage in avoidant procrastination.

A208
PATHOLOGICAL PERSONALITY RELATED TO PERCEPTION OF STRESSFUL LIFE EVENTS BUT NOT ACTUAL EXPERIENCE OF EVENTS
Marcia E. J. Gleason1, Abigail D. Powers2, Thomas F. Oltmanns2; 1University of Texas at Austin, 2Washington University in St. Louis — Pathological personality patterns have been associated with experiencing more negative life events. Adults higher in pathological personality reported more major stressful life events, but this association disappeared after correcting life event reporting. This suggests that pathological personality relates to the perception of more events, not the actual experience of them.

A209
A SNAPSHOT OF PERSONALITY AND TWITTER
Bennett Porter1, C. Raymond Kne1, Rodríguez Lindsey1; 1University of Houston — Two studies examined the relationship between Twitter use and personality. Narcissism, the Big Five, and self-esteem weren’t related to creating a Twitter account. A second study, obtained through Twitter, examined correlations with patterns of use. Narcissism moderately correlated with accounts followed and contentiousness with posting. All other correlations were nonsignificant.

A210
PERSONALITY CORRELATES OF DIFFERENT CREATIVE PROCESSES: PERCEPTUAL SENSITIVITY AND EFFORTFUL CONTROL AS MAJOR CONSTRUCTS
Kung-Yu Hsu1, Wei-Lun Lin2, Hsueh-Chih Chen2; 1National Taiwan Normal University, 2National Taiwan University — The personality correlates of divergent thinking and insight-problem solving processes were investigated. Openness, perceptual sensitivity and effortful control were the major personality traits. Results showed that openness, extraversion, and effortful control were correlated to divergent thinking but not to insight-problem solving, while perceptual sensitivity were correlated to both creative performances.

A211
“WHITE-LIES” IN EVERYDAY LIFE: A DIARY STUDY OF PERSONALITY AND DAILY DECEPTION
Jana S. Spain1; 1High Point University — This diary study examined the personality traits associated with telling “white-lies”. Self and friends’ ratings indicated that frequent tellers were skilled at pretending and humor but deceitful, disagreeable, unconscientious, ethically inconsistent, and impulsive. Friends also described frequent tellers as hostile, irrational individuals who tended to undermine and blame others.

A212
DIFFERENTIAL ACCURACY OF PERSONALITY JUDGMENT
Joelle Fanciullo1, R. Michael Furr1; 1Wake Forest University — This research examines a new, ecologically-meaningful conceptualization of the accuracy of personality judgments — “differential accuracy” (DA). Results revealed significant average DA for Extraversion, Agreeableness, and Openness. Moreover, judges who were highly self-disclosing and who had a high Need to Belong were particularly good judges of Extraversion.

A213
CHILDHOOD TRAUMA, PERSONALITY AND HEALTH: DOES PERSONALITY MEDIATE THE RELATIONSHIP BETWEEN TRAUMA AND HEALTH?
Elizabeth Gonzalez1, Patrick Hill1, Brent Roberts1; 1University of Illinois at Urbana Champaign — Childhood trauma has been linked to personality traits such as low conscientiousness, high neuroticism, and low agreeableness all of which are associated with poor health in adulthood. Evidence from a national, representative sample of 2136 adults supports the notion that specific personality traits mediate the relationship between trauma and health.

A214
THE ARCHITECTURE OF EMPATHY: THE RELATIVE ROLES OF REINFORCEMENT SENSITIVITY AND BASIC TENDENCIES
Conrad Baldner1, Mark Scott1; 1Virginia Tech — The present research posits, and tests, a comprehensive personality architecture underpinning the prosocial motive of empathy. If Reinforcement Sensitivity is more distal to behavior than the Five-Factor traits, it may be useful in selection/assessment contexts where the criterion is long-term behavior which is affected by a variety of external influences.

A215
INDIVIDUAL DIFFERENCES IN STRESS REACTIVITY: THE ROLE OF PERSONALITY
Stefan Agrigoroaei1, Michael, J. Polito1, Margie, E. Lachman1; 1Brandeis University — This study examined individual differences in stress reactivity to two challenges in the lab. We analyzed the relations of the Big-Five personality traits and facets to physiological indicators including cortisol, skin conductance, and heart rate variability. Facet-level analyses proved more informative in understanding the relationship between personality and stress reactivity.
NARCISSISM AND INTERPERSONAL TRANSGRESSIONS

Amy Brunell1, Mark Davis2, Joshua Rhodes1, Julia DePaulo1; 1The Ohio State University at Newark, 2The Ohio State University — We assessed how narcissists responded to minor annoyances versus major transgressions. Participants completed personality questionnaires and reacted to hypothetical scenarios. Results revealed that narcissists were less forgiving and more vengeful, regardless of how major or minor the infraction. This suggests that narcissists respond disproportionately to the severity of the grievance.

COPING MECHANISMS AS CORRELATES OF COLLEGE GRADE POINT AVERAGE

Alanna Beeman1, Gretchen Reevy2; 1University of California San Diego, 2California State University East Bay — This study examined the relationship between college GPA and a teachable potential correlate: coping mechanisms (e.g., planning, denial). Planning correlated positively and behavioral disengagement (giving up) correlated negatively with GPA.

GRANDIOSE AND VULNERABLE NARCISSISM: A NOMOLOGICAL NETWORK ANALYSIS

Brittany Gentile1, Joshua D. Miller1, Brian J. Hoffman1, Eric T. Gaugham1, Jessica Maples1, W. Keith Campbell1; 1University of Georgia — The present study examined the nomothetic networks associated with grandiose and vulnerable narcissism. A factor analysis conducted on three self-report measures of narcissism supported a two-factor solution. The nomological networks of these narcissism variants were then compared using a variety of constructs. Substantial differences were found between the resulting profiles.

SELF-RATED PERSONALITY PREDICTS DIRECTLY OBSERVED BEHAVIOR IN A PERSONALITY INTERVIEW YEARS LATER

Christopher S. Nave1, Ryne A. Sherman1, David C. Funder1, Sarah E. Hampson2, Lewis R. Goldberg3; 1University of California-Riverside, 2Oregon Research Institute — The current study links self-rated personality on the Big Five with directly observed behavior from a videotaped personality interview conducted between two and nine years later. Four coders each watched the videotaped personality interview and rated each participant (N = 155) on a wide range of directly observed behaviors.

NARCISSISM IN ONLINE COMMUNITIES

Ruth Grant1, Patricia Owen1; 1St. Mary’s University — The purpose of this study was to determine whether narcissism and vanity were associated with the design of a physically attractive avatar in online communities. Participants designed an avatar and completed narcissism and vanity questionnaires. Results showed that vanity was associated with an ideal body shape.

CONSERVATIVES ARE HAPPIER THAN LIBERALS, BUT WHY?

PERSONALITY CORRELATES OF POLITICAL IDEOLOGY AND LIFE SATISFACTION

Bonnie Le1, John Chambers1, Barry Schlenker1; 1University of Florida — Conservatives have been found to report more happiness than liberals. In two studies, we found that personality and value differences in personal control and responsibility, traditional/religious attitudes, commitment to moral principles, tolerance of moral transgressions, work ethic, and system justification, all mediate the conservative-liberal life satisfaction gap.

CONTRALATERAL MOTOR CORTEX EEG MIRROR NEURON ACTIVITY TO WATCHING MOTOR BEHAVIOR

Laura Graves1, Thomas Price1, Eddie Harmon-Jones1; 1Texas A&M — Research examined EEG motor cortex lateralization in response to videos of moving objects on right or left that were controlled by a visible person or by remote control. Right vs. left actor movements caused greater relative left motor cortex activity; this “mirror neuron” response was correlated with openness and conscientiousness.

IDIOSYNCRASY INFLUENCES MPFC ACTIVITY DURING JUDGMENTS OF OTHERS’ ENDURING TRAITS

Locke Welborn1, Emily Falk2, Elliot Berkman3, Meghan Meyer1, Matthew Lieberman2; 1UCLA, 2University of Michigan, 3University of Oregon — Using functional magnetic resonance imaging (fMRI), we present evidence suggesting that the idiosyncrasy of a target’s personal traits influences activity within the mPFC during a trait attribution task. Trial-by-trial idiosyncrasy scores predicted greater recruitment of a ventral subregion of mPFC when evaluating others’ traits, controlling for perceived similarity.

SOCIAL WORKING MEMORY

Meghan Meyer1, Elliot T. Berkman2, Bob P. Spunt1, Lian T. Rameson1, Matthew D. Lieberman1; 1UC, 2University of Oregon — Here we examine the neural mechanisms involved in social working memory. Participants completed trials in which they made judgments about two, three, or four of their friends’ traits, while undergoing an fMRI scan. Neural regions associated with social cognition showed a linear increase in activation as participants consider more traits.

META-ANALYTIC REVIEW OF THE RELATION BETWEEN IMPULSIVITY AND PROBLEM BEHAVIOR

Erin K. Davison1, Rick H. Hoyle1; 1Duke University — In a meta-analysis, we examined the extent to which impulsivity is predictive of problem behaviors, including alcohol use, drug use, risky sexual behavior, and violent/aggressive behavior. Results revealed stronger effects of impulsivity for risky sexual behavior and alcohol. Moderators included gender, race, age, and the measure of impulsivity used.

USING PERSONALITY TRAITS TO PREDICT GENERAL AFFECTIVE STATES

Tera D. Letzring1; 1Idaho State University — Personality traits were used to predict affect. Extraversion most strongly predicted positive affect and neuroticism most strongly predicted negative affect. Agree-
A229 INFLUENCE OF ANXIETY ON MATH TEST PERFORMANCE UNDER STEREOTYPE THREAT Grace Kao 1, Jeffrey Liev 1, Heather Lench 1; 1Texas A&M University — The study examined the influences of gender and trait versus state anxiety on college students’ math performance in both non-stereotype and stereotype threat conditions. Results show differing contributions of state and trait anxiety for the favored group in a threat condition. Findings have implications for learning and testing strategies.

A230 FLYING WITHOUT WINGS: RE-EXAMINING INDIVIDUAL DIFFERENCES IN IMAGINATIVE INVOLVEMENT Russell J. Webster 1, Donald A. Saucier 1, Michael Conway 1, 2; 1Kansas State University — The current study found that across different imaginative involvement tasks (e.g., visualizing oneself flying or visualizing the setting sun), frequency and intensity of fantasy/daydreaming (a subscale of fantasy proneness) best predicted individuals’ cognitive experiences (imagery vividness), while absorption best predicted individuals’ emotional experiences (task engagement).

A231 LOWER SUBJECTIVE SOCIAL STATUS DOES NOT MAKE YOU DEPRESSED: NEUROTICISM AS COMMON DETERMINANT Giuseppe Alfonsi 1,2, Michael Conway 1, 2, 1Concordia, 2Centre for Research in Human Development — It has been argued that lower subjective status may lead to poorer psychological adjustment. However, both of these constructs are influenced by neuroticism. Participants completed several questionnaires. Using SEM, greater neuroticism was associated with lower subjective status and poorer adjustment. However, the latter two were unrelated when including neuroticism.

A232 RELATIONSHIPS FOR PERSONALITY, THE EXTENT OF SOCIAL NETWORKING, AND THE MOTIVATIONS FOR NETWORK USE Nimeen Valiani 1, Valerie Bussell, PhD 1, 1Houston Baptist University — This study examined the relationship between the extent of use of social network sites (SNS), with personality traits (Five-Factor Model) while exploring motivational factors for using social network sites. Results noted significant relationships between Conscientiousness, Neuroticism, the extent of use of SNS, and motivations of passing time and seeking companionship.

A233 PERSONALITY CORRELATES OF AUTHENTICITY IN PARENTAL AND PEER RELATIONSHIPS Alexandra Hummel 1, Joelle Fanciullo 1, Madison Barfield 1, R. Michael Furr 1, 1Wake Forest University — The purpose of this study was to investigate personality correlates of both the emission and reception of authenticity, across parental and peer relationships. Some personality characteristics are linked to one’s own authenticity (e.g., Self-Disclosure and Conscientiousness), but it is not yet clear what types of people elicit authenticity from others.

A234 BIG 5 TRAITS, COPING MECHANISMS, AND COLLEGE GRADE POINT AVERAGE Gretchen Reey 1, 1California State University, East Bay — This study investigated coping mechanisms as potential mediators of relationships between Big 5 traits and college GPA. For freshmen, the coping mechanism planning mediated the relationship between conscientiousness and GPA. For the full sample, no coping mechanisms were mediators. These results help explain the mechanism whereby conscientiousness relates to GPA.

A235 A SELF-CONTROL MECHANISM FOR TRAIT STABILITY: CONTRA-TRAIT EFFORT IN CONTEXTUALIZED BEHAVIORS Patrick Gallagher 1, Rick Hoyle 1, 1Duke University — This study tested a hypothesized mechanism for trait stability: That contra-trait behaviors, those that are different from average trait levels, demand more effort than do trait-typical behaviors. Participants rated many contextualized behaviors on trait content and effortfulness, and reported that non-habitual contra-trait behaviors were significantly more effortful.

A236 BEING CONSCIENTIOUS BENEFITS MORE THAN PERFORMANCE: ASSOCIATIONS WITH INTERPERSONAL RELATIONSHIPS Cliff Rone 1, Tera D. Letzring 1, 2; 1Idaho State University — Previous research has established that conscientiousness is related to being orderly, responsible, and dependable. However, recent research has found more diverse outcomes. The current analyses demonstrated that college students’ self-rated conscientiousness correlated with more interpersonal support and feelings of belonging, greater social network size and diversity, and less loneliness.

A237 COMPLEMENTARY PERSONALITY STYLES IN COUPLES COPING WITH BREAST CANCER RELATE TO BETTER MARITAL ADJUSTMENT Emily Rock 1, Kevin Rand 1, Silvia Bigatti 1, 1Indiana University-Purdue University Indianapolis — Breast cancer patients and their partners were recruited to study how personality relates to adjustment. Regression analyses were used to understand how combinations of patient and partner hope and optimism relate to patient marital and psychological adjustment. Results suggest that in this population, complementary personality styles predict optimal marital adjustment.

A238 THREATENED BY EVALUATION? DISPOSITIONAL INTEREST AND RESILIENCE PREDICT TASK PREFERENCES AND REACTIONS TO NEGATIVE FEEDBACK Matthew R. Grossman 1, Jannay Morrow 1, 1Vassar College — We explored the role of dispositional interest and resilience in responses to evaluation. The findings suggest that resilience may lessen the threat of evaluative feedback and promote proactive coping. Both interest and resilience may help to explain task preferences, reactions to feedback, and behavioral and emotional reactions to future situations.

A239 INFORMATION QUALITY IN PERSONALITY JUDGMENT: THE RELATIVE VALUE OF PERSONAL DISCLOSURES Andrew Beer 1, 1USC Upstate — Participants in unacquainted groups divulged personal information in one of two distinct types: core values or individualizing facts. Neither revelation type showed a clear, generalized advantage in terms of judgmental accuracy for Big Five traits. However, some trait-specific asymmetries arose. Implications for the formalized study of information quality are discussed.

A240 SNAPSHOT JUDGMENTS: ACCURACY AND SOCIAL IMPLICATIONS Jenny M. Porter 1, Alexander Todorov 1, 1Princeton University — Research has focused on how appearance-based judgments from still images vary across individuals. However, snapshots of the same person often vary and could lead to vastly different social inferences. We demonstrate that natural variation in photographs could lead to drastically different judgments of a person, and may bias social decisions.

A241 AGENCY, COMMUNALITY, AND ORIENTATION TO TIME Katrina Messina 1, Michael Conway 1, 1Concordia University — Agentic relative to communal priming in Study 1 led participants to perceive a photographed target individual as thinking about the future as opposed to the
past. In Study 2, agentic relative to communal priming led to greater adoption of an ego-moving, as opposed to a time moving metaphor for time.

A242 PERSONALITY TRAITS FUNCTION AS CAUSAL CONCEPTS Laura Kressel¹, James Uleman²; ¹NYU — Unconscious, “spontaneous,” trait inferences are ubiquitous. When exposed to trait-implying information about actors, people unwittingly infer personality traits and these traits are linked to actor representations. Three studies demonstrate that isolated trait-action pairs are represented analogously to nonsocial causal concepts. Spontaneous trait inferences, therefore, are causal (not descriptive) inferences.

A243 RUDE HUMANS, ROBOTS, AND OBJECTS: INFLUENCE OF ACTOR AGENCY ON SPONTANEOUS AND CONTROLLED TRAIT INFERENCES Maaike Roubroeks¹, Jaap Ham¹, Cees Midden¹; ¹Eindhoven University of Technology — Why would people react socially toward technology, as earlier research suggests? The current research compared people’s automatic and controlled social reactions to humans, computer agents, and objects. Results suggest people’s automatic reactions to computer agents are social in nature, but people can control their reactions taking into account actor agency.

A244 AWARENESS OF SPONTANEOUSLY INFERRED TRAITS IS RELATED TO CONTROLLED, BUT NOT AUTOMATIC, PROCESSES Randy McCarthy¹, John Skowronsks³; ¹Northern Illinois University — Participants completed a false-recognition paradigm—a commonly used measure of spontaneous trait inferences. Further, participants reported their level of confidence. Using the process dissociation procedure—a method for quantifying the contributions of controlled and automatic processes—we show that confidence is associated with controlled, but not automatic, processing.

A245 THE REPRESENTATION AND RETRIEVAL OF ORDER INFORMATION IN IMPRESSION FORMATION Rui S. Costa¹, Leonel Garcia-Marques², Jeffrey W. Sherman¹; ¹University of Lisbon, Princeton University; ²University of Lisbon, ³University of California, Davis — Order information has been absent from person memory research. Five experiments suggest that forming impressions enables the representation, retrieval and use order information for judgments and recall, and that this representation does not seem to be based on the inter-item associations but, instead, on the items’ level of informativeness.

A246 THE INFLUENCE OF DECISION DOMAIN ON OPENNESS TO EXPERIENCE AS A PREDICTOR OF COUNTERFACTUAL-SEEKING Amanda R. Trask-Tolbert¹, Amy Summerville¹; ¹Miami University — Previous research suggests that Openness to Experience can lead to information search about foregone alternatives (counterfactual-seeking). In this study, we examined whether the interest level of the domain of the decision influences the relationship between Openness and counterfactual-seeking. Implications for the intersection of personality and decision-making are discussed.

A247 DISTANCE AND ABSTRACTION IMPROVES DECISION-MAKING PERFORMANCE VIA TRAIT CATEGORIZATION Jun Fukukura¹, Kentaro Fujita², Melissa Ferguson¹; ¹Cornell University, ²Ohio State University — Distance and abstraction lead us to more readily infer traits about others. Although this causes us to misremember specific details, it suggests that distance and abstraction help create an organized impression. We show that distance and abstraction improves performance on decision-making and that performance is mediated by trait categorization.

A248 THE CONSISTENCY OF VIRTUE TRAITS Peter Meindl¹, William Fleeson¹; ¹Wake Forest University — Some philosophers argue that there is no such thing as a virtuous person, because virtuousness is inconsistent. The results of an experience sampling study suggest that this argument is untenable, as virtuousness appears to be highly consistent.
Close Relationships/Belonging/Rejection

B1
AN APPROACH-AVOIDANCE MOTIVATIONAL ANALYSIS OF LYING AND WELL-BEING IN ROMANTIC RELATIONSHIPS
Amber L. Bush1,2, C. Raymond Knee1, Robert Wickham1; 1University of Houston; 2Baylor College of Medicine — Two studies examined motives for telling and perceiving everyday lies (Study 1) and the consequences of lying for both members of dating relationships (Study 2). Three reliable and valid motives for telling lies emerged. Telling and perceiving lies were generally associated with lowered well-being for both partners, regardless of motives.

B2
DEVELOPING THE MATE RETENTION INVENTORY SHORT FORM JAPANESE VERSION AND ITS CORRELATION WITH VIOLENCE
Hitomi Terashima1; 1Tsukuba University — The Japanese version of Mate Retention Inventory short form (Buss, Shackelford & McKibbin, 2008) was developed in this study. 1046 Japanese participants completed questionnaires. The validity and reliability of this inventory was established. Results suggest that mate retention behaviors is related to subsequent violence to their partners.

B3
IS HIGH EXPECTED FORGIVENESS A LICENSE TO TRANSGRESS?: COMPARING ACTUAL BEHAVIOR TO FORECASTED BEHAVIOR
Laura B. Luchies1, Eli J. Finkel1, Jody L. Davis2, Jeffrey D. Green3, Anthony E. Coy2; 1Northwestern University, 2Virginia Commonwealth University — Two studies demonstrated that (a) individuals tend to treat high expected forgiveness as a license to transgress and that, (b) whereas individuals forecast that other people would transgress against forgiving partners more than they would transgress against unforgiving partners, they forecast that they, themselves, would not.

B4
LASHING OUT IN LUST: EFFECT OF PORNOGRAPHY ON NONSEXUAL, PHYSICAL AGGRESSION AGAINST RELATIONSHIP PARTNERS
Nathaniel Lambert1, C. Nathan DeWall1, Brad J. Bushman2, Tyler F. Stillman1, Frank D. Fincham3, Richard S. Pond1; 1Florida State University, 2University of Kentucky, 3Ohio State University, 4Southern Utah University — In 5 Studies we examined the connection between pornography consumption and violence toward intimate partners. We found that pornography consumption increased violence toward a partner and that social disconnection mediated this relationship.

B5
ALL THESE THINGS I HAVE DONE: ACCOMMODATION TO POTENTIAL ROMANTIC PARTNERS FUELS POST-REJECTION HOSTILITY
Rainer Romero-Canas1, Kavita S. Reddy1, Sylvia Rodriguez2, Geraldine Downey1; 1Columbia University — In relationships, compromise and accommodation help maintain harmony and may foster intimacy. However, accommodation may also magnify negative reactions to behavior that normatively triggers hostility, such as rejection. This experimental study provides evidence that accommodation may increase post-rejection hostility toward a potential dating partner.

B6
RELATIONSHIP THEORIES AND RELATIONSHIP VIOLENCE: THE BENEFITS OF BELIEVING IN SOULMATES
Renae Franiuk1, Ashley Shain1, Courtney Murray1, Lauren Bieritz1; 1University of California, 2University of Chicago — The current research expanded on past research on implicit theories of relationships and relationship violence. Research with a diverse sample showed that those with high soulmate theory and low work-it-out theory had the lowest reported violence in current and past relationships, whether they were experiencing or committing violence.

B7
I’LL STICK WITH MY IDEA: EXCLUSION INCREASES SOCIALLY DOMINANT BEHAVIORS
Yanine Hess1, Cynthia Pickett1; 1University of California, Davis — This research addresses the question of whether social exclusion leads to non-aggressive but socially dominant behaviors. Participants experienced exclusion or non-exclusion in a game of Cyberball and their subsequent levels of social dominance in an interactive decision-making task were assessed. As predicted, excluded participants exerted more dominance than non-excluded participants.

B8
THE GENERAL BELONGINGNESS SCALE (GBS) STRONGLY PREDICTS SUBJECTIVE WELL-BEING
Glenn Malone1, David Pillow1; 1University of Texas at Austin — The basic need for human affiliation has been the aim of countless studies and theories. It has been postulated that belongingness deprivation is linked to negative affect, depression, and suicidal ideation. Our goal is to develop a reliable general measure of belongingness that would strongly predict subjective well-being.

B9
CONSERVATISM AND REASONS FOR PREMARITAL SEX
Amy K. Dicke-Bohmann1; 1Texas A&M University-San Antonio — Reasons for premarital sex (PS) were examined with respect to conservatism and religiosity, including religious reasons, human need, relationship benefit, and free choice. Differences in conservatism/religiosity based on reasons for approving PS were hypothesized. Some hypotheses were not supported, but approval of PS did correlate significantly with internal religiosity.

B10
THE NEG: A COUNTERINTUITIVE RELATIONSHIP INITIATION STRATEGY
Brian Richards1, Jessica Turchik1, Keith Markman1; 1Ohio University — The “neg” is a counterintuitive practice employed by Pickup Artists to attract women. At its core, the neg is negative feedback that a man communicates to an attractive woman. Women rated a man who “negged” them as more desirable than one who complimented, and one in the control condition.

B11
FORGIVENESS AS A MECHANISM OF SELF-REGULATION: AN EGO-DEPLETION MODEL
Nellie Jenkins1, Embery Sinclair1, Lindsay Myerberg2, Jeni L. Burnett1; 1University of Richmond — Offenses are an inevitable component of intimate relationships. Forgiveness after such conflict is important for maintaining healthy lasting relationships. However, forgiveness is not easy. We suggest the challenge is due, in part, to the required self-regulation. Results from an experimental study of high maintenance interactions support an ego depletion model.

B12
VICTIMS AND PERPETRATORS PERCEPTIONS OF INFIDELITY BEHAVIORS
Rowan Sciban1, Susan Boon1, Sarah Watkins1; 1University of Calgary — The current research project examined if prior experience with infidelity lead people to view specific behaviors as more or less likely to be perceived as an infidelity. Participants judged whether 53 behaviors constituted infidelities and if they had ever been the “victim” or a “perpetrator” them.
B13
SIMILARITY PREDICTS RELATIONSHIP SATISFACTION IN BRAZIL
Erina Lee1, Gian C. Gonzaga1,2; eHarmony Labs, University of California, Los Angeles
— Two studies investigated the impact of similarity on relationship satisfaction in Brazil. In study 1, couples’ independent ratings of similarity across personality, values, and interests predicted satisfaction. In study 2, perceived similarity in personality and interests (coded from open-ended text) predicted satisfaction. Results support the importance of similarity in relationships.

B14
MOTHERS’ EXPECTATION FULFILLMENT: DIFFERENCES ACROSS RELATIONSHIP STATUS AND RACE/ETHNICITY GROUPS.
R. Roudi Nazarinia Roy1, Walter R. Schumm2, Farrell J. Webb1, Anthony B. Walker2; 1Kansas State University, 2University of Texas at Austin — Expanding on the transition to parenthood literature, the current investigation evaluates new heterosexual mothers’ expectation fulfillment by their child’s father. Analysis of data from 1,195 first time mothers indicates expectation fulfillment differences across relationship status and race/ethnicity groups. Such differences suggest a need for further research with more diverse populations.

B15
LOVE AND FALLING IN LOVE ARE DEFINED DIFFERENTLY IN THE UNITED STATES AND CHINA
Suzanne Riela1, Linda Kudla1, Vaneela Jaikaran1, Arthur Aron2; SUNY Stony Brook — Definitions of “love” and ‘falling in love’, collected in the United States and China, were analyzed for love style and triangular component. Results indicated that both love style and triangular component interacted with definition type and culture. Different cultures had their own interpretations of love and falling in love.

B16
COMPASSIONATE AND SELF-IMAGE GOALS IN U.S., JAPAN, AND INDIA
Yu Niiya1, Dominik Mischkowski2, Jennifer Crocker2, Shannukh V. Kamble2; 1Hosei University, 2Ohio State University, 3Karnatak University — In the U.S., Japan, and India, compassionate goals to support others predicted reduced zero-sum thinking and greater growth goals whereas self-image goals to construct and defend desired self-images predicted greater validation goals. Results suggest that compassionate and self-image goals are meaningful in non-American cultures too.

B17
ATTENTIONAL DISENGAGEMENT FROM THE SAD FACE OF A ROMANTIC PARTNER PREDICTS RELATIONSHIP QUALITY
Brigitte Hanna1, Caroline S. Ostiguy1, Mark A. Elenbogen1; 1Concordia University — Biased attention for negative cues displayed by a romantic partner may be an important marker of relationship quality. Participants completed an attention task with pictures of their partner. Men who were slow to shift away from the sad face of their partner reported high levels of conflict in their relationship.

B18
TEASING AND RELATIONSHIP ORIENTED EMOTIONS IN ENGAGED COUPLES
Heather Setrakian1, Gian Gonzaga1; eHarmony Labs — Teasing increases positive emotion and strengthens relationships. Engaged couples teased each other, rated their emotions, and their partner’s intentions behind the tease. Perceptions of partner’s intent related to relationship-related positive emotions (i.e., love) more than self-related positive emotions (i.e., determined) or negative emotions suggesting teasing strengthens the romantic bond.

B19
AFFECTIVE REACTIONS TO PEER REJECTION: THE MODERATING EFFECTS OF ATTACHMENT ANXIETY
Leigh C. Tumer3, Tara K. MacDonald1; 1Queen’s University — We assessed whether manipulated peer rejection and attachment anxiety interact to predict specific affective states. Women were/ were not rejected by a peer and then reported their affect. Rejection condition interacted with anxiety: rejected women low in anxiety reported more anger and confusion; rejected women high in anxiety reported more depression.

B20
IT’S A MATTER OF TRUST: A LINK BETWEEN TRUST AND REACTIONS TO HURT FEELINGS
Lisa B. Reddick1, Kelley J. Robinson2, Jessica J. Cameron3; 1University of Victoria, 2University of Manitoba — Dating partners, friends, and parent/adult-child pairs indicated their trust in each other and their tendencies to react to hurt feelings with relationship-destructive behaviors. Actor-Partner Interdependence Model analyses revealed that overall, greater trust within a dyad was linked to a lowered tendency for either pair-member to react destructively to hurt feelings.

B21
COUPLES’ EMOTION BEHAVIORS IN EVERYDAY LIFE: LINKS TO RELATIONSHIP SATISFACTION AND STABILITY
Richard B. Slatcher1, Jana Ranson2; 1Wayne State University — Here we report findings from a naturalistic study of 50 couples who wore the Electronically Activated Recorder (EAR) for six days. Negative emotion behaviors (e.g., anger, contempt) rated from couples’ conversations were negatively associated with one’s own relationship satisfaction, partners’ satisfaction, and relationship stability 6 months and 2 years later.

B22
THE EFFECTS OF CONFLICT ON THE ACCURACY AND PROJECTION OF MOOD JUDGMENTS IN CLOSE RELATIONSHIPS
Sean Lane1, Gertraud Stadler2, Niall Bolger2; 1New York University, 2Columbia University — When making judgments about affective experiences, individuals are affected by their partner and by their own experience. The current analysis provides evidence that subjective reports of conflict influence the degree to which individuals are accurate and biased, particularly when only one partner reports conflict versus when both are in consensus.

B23
EX APPEAL: SUBSTITUTING CURRENT PARTNERS AND EX-PARTNERS TO SATISFY THE NEED TO BELONG
Stephanie S. Spielmann1, Samantha Joels1, Geoff MacDonald1; 1University of Toronto — Individuals in relationships reported their relationship quality and longing for an ex-partner at three waves over the course of nine months. Results revealed that decreases in relationship quality over time led to increases in longing for an ex, demonstrating a substitution of partners to satisfy the need to belong.

B24
THE EFFECT OF POSITIVE EMOTIONS ON PARTNER PERSPECTIVE TAKING
Thery Prok1, Shelly Gable1; 1University of California, Santa Barbara — This study examined the effects of positive emotions on partner perspective taking. Participants watched a video clip that elicited either amusement, awe, disgust, fear, or neutrality. This was followed by a partner perspective taking task. Results revealed that positive emotions increased partner perspective taking and attachment moderated this effect.

B25
PERCEIVED PARENTAL INVESTMENT AND THE SELF-PERCEIVED COST OF FUTURE OFFSPRING
Amanda M. Hooch1, Joseph P. Coleman1, Matthew Mulvaney2; 1State University of New York College at Brockport — Parents typically invest highly in children. Nevertheless, it tends to be the children’s perception regarding this investment that later determines the perceived
personal costs of parenting. Results revealed that perceptions of high parental investment lead young adult children to have increases in the perceived future cost of parenting for themselves.

**B26**

**"HONEY, SHE'S JUST A FRIEND": AN INVESTIGATION OF JEALOUSY OVER ROMANTIC PARTNERS' CROSS-SEX FRIENDS**

Brittany K. Jakubiak1, Theresa E. DiDonato1, Loyola University Maryland — Using Facebook pages as our stimuli, in three studies we investigated the characteristics of cross-sex friendships and cross-sex friends that promote romantic jealousy. Our results supported our expectation that cross-sex friendships characterized by high self-disclosure and cross-sex friends with desirable mate traits (physical attractiveness and wealth) produce greater jealousy.

**B27**

**FROM THE BEDROOM TO THE ALTAR AND BEYOND: ROMANTIC COUPLES’ SOCIOSEXUALITY AND RELATIONSHIP FUNCTIONING**

Gregory Webster1, Jean-Philippe Laurenceau2, Veronica Smith3, Amanda Mahaffey4, Angela Bryan5, University of Florida, 1University of Delaware, 2University of Mississippi, 3CIS/ISCTE-Lisbon University Institute, 4University of New Mexico — Sociosexuality and measures of relationship functioning in couples (62 dating, 238 engaged, and 120 newlywed over three time points) were examined using actor-partner interdependence modeling (APIM). Actor effects, partner effects, or both, were found for couples’ commitment, sexual satisfaction, divorce beliefs, relationship dissolution, and relationship quality, efficacy, and satisfaction.

**B28**

**MAINTAINING HARMONY ACROSS THE GLOBE: THE CULTURAL ROLE OF CLOSENES IN INTERPERSONAL FORGIVENESS**

Johan Karremans1, Camillo Regalia2, Giorgia Paleari3, Frank Fincham4, Ming Cui5, Naomi Takada6, Ken-Ichi Ohbuchi7, Karl Terzino8, Susan Cross9, Ayse Uskul10, University of Bergamo, 2Catholic University of Milan, 3University of Mississippi, 4The Florida State University, 5Tohoku University, 6Iowa State University, 7University of Essex — We examined the closeness-forgiveness link across individualistic and collectivistic cultures. Results revealed a robust association between closeness and forgiveness, but this association was somewhat weaker in collectivistic countries. The findings are discussed in terms of the possible evolutionary origins of forgiveness, and the role of individualism/collectivism in shaping forgiveness.

**B29**

**"TELL ME I'M SEXY...BUT STAY FOREVER:" INTERACTIVE EFFECTS OF OBJECTIFICATION AND COMMITMENT IN RELATIONSHIPS**

Andrea Meltzer1, James McNulty2, University of Tennessee — How does sexual objectification by a romantic partner affect women’s relationships? Two studies revealed that women’s perceptions of partner objectification interacted with their perceptions of partner commitment to positively predict relationship satisfaction and one study demonstrated that this association was mediated by women’s perceptions of the likelihood of partner infidelity.

**B30**

**DO MEN AND WOMEN LOVE DIFFERENTLY? AN EMPIRICAL TEST OF CANCIAN’S THEORY OF LOVE**

Carrie Bredow1, Elizabeth Schoenfield2, Ted Huston2, University of Texas at Austin — Diary data collected from 168 couples provided partial support for Canclian’s theory that men and women “love differently.” Although men and women were equally likely to express love through verbal affection and household task performance, men were more likely than women to show love through sex and shared leisure activities.

**B31**

**ACCOMMODATION RESPONSES FOLLOWING INFIDELITY SCENARIOS: THE ROLE OF GENDER AND RELATIONSHIP CONTEXT**

Dana Weiser1, Daniel J. Weigel2, University of Nevada, Reno — This study utilized the EVLN and Investment models to explore how individuals believed they would respond after learning of a partner’s infidelity. Individuals were more likely to use exit and less likely to use voice and loyalty as infidelity seriousness increased. Relationship context and investment variables differentially predicted responses.

**B32**

**IS IT A DATE? HOW PAYMENT AFFECTS PERCEPTIONS OF ROMANTIC INTEREST**

Emily C. Randall1, Christine M. Brown2, University of North Carolina Wilmington, 2Saint Louis University — This study examined the effect of financial payment on perceptions of romantic interest. Results suggest that a meal is more likely to be defined as a date when the man pays fully and that men view partial payment by a man as detrimental to the female partner’s romantic interest.

**B33**

**DIFFERENTIAL NATURE OF CROSS-SEX FRIENDSHIPS AS A FUNCTION OF ROMANTIC STATUS**

Jarred Willis1, Robert Fuhrman2, University of Texas at San Antonio — A meta-analytic investigation (n = 700) compared attachment styles of single and romantically involved college-aged participants (396 females) across romantic relationships, cross-sex, and same-sex friendships. Romantically involved individuals exhibited highest attachment anxiety for their romantic partners, whereas single individuals exhibited highest anxiety for their cross-sex friends.

**B34**

**CHANGES IN MARITAL SATISFACTION ACROSS THE TRANSITION TO PARENTHOOD**

Jennifer Fillo1, Jeffrey A. Simpson1, W. Steven Rhodes2, University of Minnesota, 1Texas A&M University — Whereas the birth of a child is typically anticipated with much enthusiasm, the impact of this event on the marital relationship can be decidedly less positive. This study explored the role of the division of labor and attachment style in predicting changes in marital satisfaction across the transition to parenthood.

**B35**

**SCRIPTING THE SCRIPTLESS: MEDIA PORTRAYALS OF THE REJECTER’S SIDE OF UNREQUITED LOVE**

John Mac Arthur1, Katherine Collier2, H. Colleen Sinclair3, Mississippi State University — We conducted a quantitative content analysis of media portrayals of unrequited love. Rejecters fell into one of four types, male rejecters the more “hostile” rejecter, and women the “romantic.” Women’s rejections were more direct but were portrayed as token resistance and thus less successful at ending the courtship than men’s.

**B36**

**SEX DIFFERENCES IN JEALOUSY: THE ROLE OF SOCIAL DOMINANCE ORIENTATION**

Kelly Barnes1, Michael Tagliari1, Ball State University — We predicted that Social Dominance Orientation (SDO) would moderate sex differences in responses to hypothetical sexual versus emotional partner infidelity. College students responded to both forced choice and continuous infidelity distress scales. Although significantly more men than women chose sexual infidelity as most distressing, SDO was strongly predictive of distress.

**B37**

**WHEN COUPLES READ STORIES ABOUT OTHER COUPLES’ RELATIONSHIPS**

Linda K. Acteteli1, Robert E. Wickham1, Julie Brunson2, Mai-Ly Nguyen3, University of Houston — When 238 couples read stories about marital interactions, they rated fictional spouses’ feelings after each story. Results suggest that men and women possess similar expec-
tations regarding gender differences in reactions to various marital interactions. We concluded that social norms inform relationship scripts, creating a cognitive blueprint for relationship expectations.

B38
RESPECT IN FRIENDSHIPS ASSOCIATED WITH LEVEL OF FRIENDSHIP, GENDER, AND ROMANTIC RELATIONSHIPS  Michelle F. Guthrie1, Clyde Hendrick1, Susan S. Hendrick1; 1Texas Tech University — We investigated respect’s variation according to level of friendship and romantic relationship involvement. Participants reported more respect toward and from closer friends. Women reported more respect toward and from their friends than men. Participants in romantic relationships reported more respect toward friends than participants not in romantic relationships.

B39
OSTRACISM BY IN/OUT-GROUPS SOCIAL NEEDS DAMAGE SUGGESTS EXPLANATIONS BEYOND SOCIAL IDENTITY THEORY’S IMPLICATIONS  Alison Dingwall1, Candice Wallace1, Dominique Hubbard1, Lloyd Sloan1; 1Howard University — White or Black, and male or female, Cyberball co-players ostracized or included 169 Black participants. Ostracism damaged social well-being. After delay-produced recovery, co-player race x ostracism impacted belonging. White but not Black co-player ostracism effects remained. Complex belonging protective motive construals may provide better explanations than simplistic Social Identity interpretations.

B40
EFFECT OF REJECTION SENSITIVITY ON UNDERGRADUATE ALCOHOL USE  Marie Chesaniuk1, Kenzie Snyder1, Niall Bolger1; 1Columbia University — Existing literature using clinical samples associates rejection sensitivity with higher levels of drinking. Does this generalize to college samples? Contrary to predictions, results show lower rejection sensitivity college students had higher frequency of alcohol use and an intersection trend of lower at-home drinking frequency among subjects higher in rejection sensitivity.

B41
WHEN REJECTION LOSES ITS MOTIVATIONAL STING: THE POWER OF AUTOMATIC PARTNER ATTITUDES IN CLOSE RELATIONSHIPS  Brianna Harris1, Sandra L. Murray1; 1State University of New York at Buffalo — We examined whether possessing more positive automatic attitudes towards a dating partner lessens the motivational sting of rejection. The results revealed that rejection automatically activates the tendency to devalue a rejecting partner unless people possess positive automatic attitudes they have little capacity to correct (i.e., low in working memory capacity).

B42
REJECTION SENSITIVITY AND THE PERCEPTION OF INCLUSION IN CYBERBALL  Courtney K. Shade1, Robert Arkin1; 1Ohio State University — Two studies investigated the role of rejection sensitivity (RS) on accurate perceptions of inclusion and subsequent reactions to those perceptions. Participants experienced a range of inclusion levels in Cyberball. The perceptions of high and low RS participants were equal, but reactions to those perceptions greatly differed.

B43
CONNECTION TO NATURE AS A MEANS TO MEET BELONGING NEEDS  Cynthia McPherson Frantz1, Lovell Case1, Polit Jonathan1, Mayer F Stephan1; 1Oberlin College — Can nature fulfill belonging needs? Two studies tested whether connection to nature (CN) is a functional analog to interpersonal connection in buffering the effects of ostracism. Relative to low CN individuals, high CN individuals attended more to nature information after social rejection, and were buffered from its negative effects.

B44
PERCEPTIONS OF ATHLETIC FEMALE FIGURES  Deana Julka1, Megan Sweeney1; 1University of Portland — Perceptions of physical attractiveness differ cross-culturally. Females want to be thinner, males are split. Body weight relates to self-worth. This study used questionnaires to examine perceptions of athletic figures and self esteem. Female athletes were most attracted to musculature in males and females and had higher ratings of self-esteem.

B45
ATTACHMENT & CLOSENESS IN INTIMATE RELATIONSHIPS: EXPLORING THE MEDIATING EFFECTS OF RELATIONAL UNCERTAINTY  Eliane Boucher1; 1University of Texas of the Permian Basin — The current study found that people with higher levels of avoidant attachment report more uncertainty about their romantic relationships and that these doubts, particularly doubts about their own involvement as well as their partner’s involvement in the relationship, mediate the relationship between avoidant attachment and interpersonal closeness.

B46
WHEN SELF-COMPLEXITY EASES THE STING OF REJECTION  Erika Koch1; 1St. Francis Xavier University — Having multiple roles that one perceives in harmony may predict reactions to rejection. Participants listed their most important social roles and rated each possible pairing on role harmony. Participants wrote about a previous acceptance or rejection experience. In the rejection condition, high roles/high harmony predicted relatively less negative reactions.

B47
DECONSTRUCTING THE ASSOCIATION BETWEEN THE PYGMALION PHENOMENON, ATTACHMENT ANXIETY, AND RELATIONSHIP DISSATISFACTION  Grace Larson1, Jessica Borelli1; 1Pomona College — We evaluated the association between attachment anxiety, within-individual change in romantic relationships, and dyadic adjustment in a cross-sectional investigation of individuals in recently initiated romantic relationships. Attachment anxiety was associated with within-individual change, and individuals who were high in both attachment anxiety and within-individual change had the lowest dyadic adjustment.

B48
MAINTAINING ROMANTIC RELATIONSHIPS: THE PRINCIPLE OF LEAST INTEREST AND ATTACHMENT  James Brooks1; 1University of Illinois Urbana-Champaign — Examined the relations between relative dependence on a romantic relationship and self-reported attachment style and relationship maintenance. Results indicate that participants in a balanced relationships more frequently used relationship maintaining behaviors, (i.e. sacrifice), than those in imbalanced relationships. Additionally, anxious attachment moderates the relationship between relative dependence and maintenance behaviors.

B49
QUALITY OF POST-DISSOLUTION RELATIONSHIPS MEDIATES THE EFFECT OF ATTACHMENT ANXIETY ON FORGIVENESS FOLLOWING RELATIONAL DISSOLUTION  K. Edwin Sheppard1, Susan D. Boon1; 1University of Calgary — The present study explored the extent to which the quality of post-dissolution relationship mediates the attachment-forgiveness link. Participants (N = 314) had recently experienced the dissolution of a relationship. Results suggest that attachment security is associated with the tendency to forgive as a result of the quality of post-dissolution relationship.

B50
ANXIOUS ATTACHMENT PREDICTS REJECTION SENSITIVITY ACROSS MULTIPLE SAMPLES  Kenzie Snyder1, Gertraud Studler2; 1Columbia University — How are rejection sensitivity, attachment anxiety and avoidance, and relationship status interrelated? Results across two samples using two measures showed anxious indi-
vinduals were higher on rejection sensitivity regardless of relationship status. However, relationship status interacted with avoidance: Among individuals not in a relationship, avoidance was positively correlated with rejection sensitivity.

B51 UNDERSTANDING THE MECHANISMS LINKING RELIGIOSITY WITH RELATIONSHIP SATISFACTION: RELIGIOSITY PREDICTS PARTNER REPORTS OF NEGATIVE INTERACTIONS Kimberly Kristine McAdams, M. Brent Donnellan, Sarah K. Spilman, Frederick O. Lorenz, Rand D. Conger

This poster provides evidence linking religiosity to behavioral interaction patterns based on the hypothesis that individuals higher in religiosity will treat partners with less hostility and negativity. Actor-Partner analyses were conducted on data from 363 couples. Religiosity had actor effects for predicting relationship quality and partner reports of negative interactions.

B52 WHEN POWER ENCOURAGES (AND DISCOURAGES) INTERPERSONAL CONNECTION Kyle Conlon, Jon Maner

The present study found that among participants high in dominance motivation, power decreased their desire for social connection; in contrast, power increased a desire for social connection among participants low in dominance motivation. These results demonstrate an important tradeoff between the fundamental social motives of power and interpersonal connection.

B53 HOW ARE WE DOING? IT DEPENDS ON WHO I COMPARE TO AND MY ANXIETY LEVEL Marian Morry, University of Manitoba

Social comparisons occur in close relationships in a multitude of ways and are interpreted through one’s attachment style. Three studies examined attachment dimensions and comparison direction relative to a friend’s dating relationship on relationship outcomes. Higher anxiety predicted more upward comparisons and interacted with comparison direction to predict relationship outcomes.

B54 SELF-REPORTED ATTENTION TO ALTERNATIVE ROMANTIC PARTNERS PREDICTS JUDGMENTS OF OTHERS AND RELATIONSHIP OUTCOMES Rowland S. Miller, Jeremy P. Angus, Christopher D. Felder, Victoria A. Shibley, Amanda M. Williams, Sam Houston State University

Validation of a new inventory of interest in potential alternative romantic partners demonstrated that attention to alternatives has four facets: active prowling, passive awareness, willful disinterest, and cluelessness. Only prowling distinguished partnerships that ended from those that continued. In the lab, men’s prowling predicted evaluations of women’s attractiveness.

B55 DEPRESSION, PERSPECTIVE TAKING, AND RELATIONSHIP SATISFACTION IN ROMANTIC RELATIONSHIPS Rugile Tuskeviucute, Amie Gordon, Serena Chen, University of California, Berkeley

In two studies I show that people who are more depressed are less satisfied in their romantic relationships because they take their partner’s perspective less, and people who think their partners are more depressed are less satisfied because they perceive their partners as engaging in less perspective taking.

B56 ATTACHMENT AND THE IMPACT OF RELATIONSHIP REFLECTION ON COGNITION AND ATTENTION Sarah Stanton, Lorne Campbell, Timothy J. Loving, University of Western Ontario, University of Texas at Austin

Two studies investigated the impact of relationship reflection on cognition and attentional capacity for individuals high in attachment anxiety.

Results support the idea that the attachment system of these individuals is activated by thinking of both negative and positive qualities of their relationships, and this activation influences task performance.

B57 WHY ARE SOME FRIENDSHIPS MORE SATISFYING THAN OTHERS? RELATIONAL-INTERDEPENDENT SELF-CONSTRUAL AND FRIENDSHIP PREFERENCES Simmi Mann, Marian M. Morry, University of Manitoba

The present research examined whether the degree to which others include relationships into the self (relational interdependent self-construal [RISC]), predicted greater friendship quality. Across two studies, individuals preferred similar others as friends, partly because of RISC. This preference was not due to an increasing difficulty in recalling a dissimilar other.

B58 MAKE NEW FRIENDS, BUT KEEP THE OLD: THE ASSOCIATION BETWEEN INTIMACY, ATTACHMENT, AND COLLEGE ADJUSTMENT Stephanie Grossman, Catherine Sanderson, Amherst College

This research examines the links between attachment styles, intimacy goals and college adjustment in first-year students, as well as the mediators of these links. The attachment style-adjustment links were mediated by dissatisfaction with friendships and loneliness, while the intimacy-goals-adjustment link was mediated by friendship satisfaction, loneliness, and avoidance.

B59 THE INFLUENCE OF ROMANTIC CONFLICT ON ALCOHOL AND DRUG USE Tammy Lowery Zaccchilli, Kristine Bauknight, Ashleigh R. Protus, Amanda Townsend, Kimberly M. Young, Chenelia Valero, Saint Leo University, Lynn University

Romantic conflict can affect the relationship as well as individual feelings and experiences. The purpose of the current studies was to examine the relationship between conflict strategy and substance use. Constructive strategies were negatively related to substance use while destructive strategies were positively related to substance use. Implications are discussed.

B60 THE RELATIONSHIPS BETWEEN STABILITY/EXCLUSIVITY OF ROMANTIC RELATIONSHIPS AND ITS EFFECT ON FRIENDSHIPS Yuko Shimizu, Ikuo Dalbo, Graduate School of Human Sciences, Osaka University

This study examined whether stability/exclusivity of romantic relationships would affect individuals’ behavior toward their friends. Results revealed that participants who maintained a stable romantic relationship had less interaction (exchanging e-mail) with opposite-sex friends and that participants who had a romantic partner talked about themselves with their opposite-sex friends more often.

B61 INTRASEXUAL COMPETITION AND DIFFERENCES IN ACCEPTANCE OF MALE-MALE VS. FEMALE-MALE INTERRACIAL COUPLES Megan Hainstock, Michael R. Baumann, University of Texas at San Antonio

This study tested the role of intrasexual competition in perceptions of interracial relationships. Participants rated male-female and female-male pairings of Asians, Blacks, Hispanics, and non-Hispanic Whites and competition of their own group with each. Results suggest that the role of competition varies by the perceiver’s ethnicity and gender.

B62 EMOTION PROCESSING NOW AND THEN: CHILDHOOD STRESS AND ADULT SUPPORT PROVISION DURING MARITAL CONFLICT Dana Roth, Paula Pietromonaco, Sally Powers, University of Massachusetts, Amherst

The present work examined whether growing up in a risky family environment characterized by conflict, lack of support, or neglect predicts support provision during a conflict among newlywed couples. As predicted, husbands and wives who experienced a harsh early family environment reported providing less spousal support during the conflict interaction.
B63
SEX IS GOOD: THE SOCIAL, INTIMACY, AND HEDONISTIC POSITIVE CONSEQUENCES OF SEXUAL ACTIVITY Erika Montanaro1, Angela D. Bryan1, Joshua M. Ybar1; 1University of New Mexico — This study aims to develop and validate a multi-dimensional measure of positive sexual outcomes. Factor analysis revealed intimacy, social, and hedonistic positive sexual outcome factors. Data suggest a coherent measure of the positive consequences that may play a critical role in promoting safer sexual behavior.

B64
COPING WITH DIVORCE: A PROSPECTIVE STUDY OF LANGUAGE USE AND PSYCHOLOGICAL ADJUSTMENT OVER NINE MONTHS Ashley Mason1, David Sbarra1; 1University of Arizona — This study addresses the role of pronoun use following a stressful relationship separation experience. Longitudinal growth models revealed that both self-focused and other-focused language were significantly and positively associated with psychological distress over time, and that the magnitude of the association between other-focused language and psychological distress decreased over time.

B65
PTSD SYMPTOMS MIGHT BE DESTROYING YOUR INTIMACY: A TEST OF MEDIATIONAL MODELS Colin Perrier1, Stan Sadava1; 1Brock University — Intraindividual and dyadic models were developed to explain the relationships between PTSD symptoms and intimacy. The results are consistent with a sequence in which PTSD symptoms result in pronounced alexithymia and negative affect, which in turn contribute to poor communication patterns, resulting in attenuated intimacy.

B66
PARASOCIAL BONDS WITH AN ELECTRONIC DIARY: ASSOCIATIONS WITH ATTACHMENT ANXIETY, MENTALIZATION, AND BORDERLINE PERSONALITY DISORDER Stephanie Jameson1, Kathy Berenson1, Rainer Romero-Canyas1, Geraldine Downey1, Estholm Rafaeli2; 1Psychology, Columbia University, New York, NY, 2Psychology, Barnard College, Columbia University, New York, NY, and Bar-Ilan University, Ramat-Gan, Israel — To examine parasocial interaction in borderline personality disorder (BPD), participants with BPD and controls rated their parasocial interactions with an electronic experience-sampling diary. Parasocial interaction was associated with BPD diagnosis, attachment anxiety, and difficulty identifying others’ internal states. Implications are considered for understanding parasocial interaction, BPD, and diary methods.

B67
SENSITIVE RESPONSE OR SENSITIVE DETECTION?: DIFFERENT MODERATION EFFECTS ON RELATIONSHIPS BETWEEN SOCIAL EXCLUSION AND DEPRESSION Taishi Kawamoto1, Mitsuhito Ura1; 1Hiroshima university — We focused on both Rejection Sensitivity (RS) and Ability to Detect Social Exclusion (ADSE) to examine the moderation effects of RS and ADSE on the relationship between experiences of social exclusion and depression. Our results revealed that RS and ADSE might evoke different processes after the experience of social exclusion.

B68
MONITORING CHANGE IN ATTACHMENT ANXIETY: A GENERALIZABILITY THEORY APPROACH TO MEASUREMENT Joy Xu1; 1New York University — Although working models of attachment are often stable, we find evidence of subtle but systematic change in attachment anxiety in college students over four weeks. We report generalizability theory analyses that suggest that all 18 anxiety items of the ECR-R are needed to separate reliable change variance from measurement error.

B69
FOR BETTER OR FOR WORSE? UNINTENDED EFFECTS OF DYADIC DIARY STUDY PARTICIPATION ON CLOSE RELATIONSHIPS Ruixue Zhaoyang1, Lynne Cooper1; 1University of Missouri-Columbia — The present study examined the influence of participation in a dyadic diary study on couples in dating and marital relationships. Results indicated that participation fostered self- and relationship examination that most people found beneficial. Attachment style and relationship quality played a significant role in influencing participation effects.

B70
INCREASING SOCIAL ENGAGEMENT AMONG LONELY INDIVIDUALS: THE ROLE OF ACCEPTANCE CUES AND PROMOTION MOTIVATIONS Gale M. Lucas1, Megan L. Knowles2, Wendi L. Gardner1, Daniel C. Molden3, Valerie E. Jeffers4; 1Willamette University, 2Franklin & Marshall College, 3Northwestern University, 4Ohio State University — Acceptance should make social gains salient and thus evoke promotion motivations; associated eagerness could improve social interactions among lonely individuals, who tend to interact conservatively. Indeed, a subtle acceptance prime induced promotion motivations among lonely and non-lonely individuals; separately, priming acceptance increased social engagement among lonely, but not non-lonely, participants.

B71
ATTACHMENT AVOIDANCE AND MARITAL SATISFACTION IN NEW PARENTS: THE ROLE OF PERCEIVED AUTONOMY Jamie L. Rentfro1, W. Steven Rhoeles1, Jeffry A. Simpson2, A. McLeish Martin III1, SiSi Tran1, Carol L. Wilson3; 1Texas A&M University, 3University of Minnesota, Twin Cities Campus, 4Statistics New Zealand, 5University of Toronto at Scarborough, 6Pennsylvania State University, Erle — We examined how attachment avoidance predicted change in marital satisfaction during the first 2 years of parenthood. We explored work-family conflict and perceptions of the baby. A reduction in autonomy moderated decreases in satisfaction for highly avoidant partners. This may aggravate avoidant partners’ insecurities, leading to dissatisfaction with their marriages.

B72
CHICKEN SOUP REALLY IS GOOD FOR THE SOUL: COMFORT FOOD FULFILLS THE NEED TO BELONG Jordan D. Troisi1, Shira Gabriel2; 1University at Buffalo--SUNY — What makes comfort foods “comforting?” Three studies show that these foods fulfill the need to belong because they are associated with primary relationships. Their ability to reduce loneliness predicted their enjoyment, eating them activated belongingness in a word-completion task, and writing about them alleviated a belongingness threat.

B73
READING BETWEEN THE LINES: GENDER, SELF-ESTEEM, AND EFFECTS OF IMPLICIT MESSAGES IN POPULAR DATING BOOKS Kelley J. Robinson1, Jessica J. Cameron2; 1University of Manitoba — Do popular dating books prime self-protective or connectedness orientations? The present study investigated how being exposed to real dating book titles depicting either avoidance, approach, or neutral messages influenced dating goals. Results revealed that participants’ dating goals differed by book title condition and were moderated by gender and self-esteem.

B74
INTERPERSONAL CHEMISTRY AMONG ATHLETES AT THE OLYMPIC GAMES Kelly Campbell1, Kelly Myers1; 1California State University, San Bernardino — Olympic athletes were interviewed about relationships formed at the 2010 Vancouver Games. Athletes indicated it was rare to form friendships with athletes from differing countries, but cross-cultural romantic connections were common. Athletic performance was both helped and hindered from having a romantic partner, and athletes thought relationship characteristics influenced performance.
B75
MOTIVATION AND PROSPECTS OF SELF-CONCEPT CHANGE AFFECT DESIRE TO FORM FRIENDSHIPS  Kevin P. McIntyre1, Brent A. Mattingly2, Gary W. Lewandowski Jr.3, Rebecca Carey1, Lindsay Nieman1, David Russak1; 1Trinity University, 2Ashland University, 3Monmouth University — We hypothesized that approach motivated individuals seek self-expanding friendships, whereas avoidance motivated individuals avoid self-contraction. Participants in this study imagined meeting a self-expanding or self-contracting potential friend. In the self-expansion condition, only approach predicted increased avoidance, whereas in the self-contraction condition, only avoidance predicted reduced anticipated self-expansion.

B76
COMMITMENT MEDIATES THE EFFECT OF PERCEIVED PARTNER GOAL INSTRUMENTALITY ON FORGIVENESS  Laura Adams1; 1Midwestern State University — Participants were asked to think of their most committed relationship and to bring to mind a recent offense committed by their partner. The relationship partner’s perceived goal instrumentality significantly predicted forgiveness for the offense. Furthermore, the link between perceived goal instrumentality and forgiveness was significantly mediated by relationship commitment.

B77
SELF-EXPANSION IN CURRENT ROMANCE, INTEREST IN RELATIONSHIP ALTERNATIVES, AND SUSCEPTIBILITY TO INFIDELITY  Laura VanderDrift1, Gary Lewandowski2, Christopher Agnew1; 1Purdue University, 2Monmouth University — We hypothesized that lacking relationship-derived self-expansion would lead to failures of the motivational bias (i.e., devaluing attractive alternatives) and the perceptual bias (i.e., overlooking attractive alternatives) to influence perceptions of alternatives. In two cross-sectional studies, we found that relationship-derived self-expansion was negatively associated with attending to and liking alternatives.

B78
EXPLOREING MOTIVATIONS TO FORGIVE USING HIGGINS’ GENERAL PRINCIPLES PERSPECTIVE  Mary Kate Law1, Cara Cheshire1, Danny Assom1; 1Virginia Tech — In two web-based undergraduate samples, Higgins’ (2000) general principles perspective was used to investigate the relationship between motivations for forgiving a relationship transgression and forgiveness. Results supported an association between forgiveness and factors representing regulatory focus and need for closure (e.g., prevention-focused motivation & forgiveness, r = .51).

B79
ARE ALL ACTS OF KINDNESS CREATED EQUALLY? THE EFFECT OF AVOIDANCE GOALS ON FAIRNESS CONCERNS  Maya Aloni1, Sandra Murray2; 1Middlesex County College, 2University at Buffalo, SUNY — We hypothesized that relationship maintenance behaviors motivated by avoidance goals would lead to greater concerns with fairness than behaviors motivated by approach goals. Participants primed with avoidance goals for engaging in hypothetical behaviors were more concerned with fairness than participants primed with approach or no goals. Gender moderated these effects.

B80
DRAWING OTHERS NEAR: PERCEPTIONS OF DISTANCE FOLLOWING SOCIAL REJECTION AND ACCEPTANCE  Megan L. Knowles1, Alicia Weidel1, Allison Green1; 1Franklin & Marshall College — To examine whether belonging needs can influence perceptions of physical distance, we ran two studies. They revealed that (1) individuals perceive inclusive others to be physically closer than exclusive others, and (2) rejected individuals perceive friends more attractively others to be closer than nonsocial targets whereas accepted individuals do not.

B81
AN INTERPERSONAL EVALUATION-BASED APPROACH TO UNDERSTANDING IMPPLICIT BELIEFS ABOUT INTELLIGENCE  Sara Etchison1, Mark W. Baldwin1; 1McGill University — We theorize and test the link between interpersonal evaluation expectancies and beliefs about the malleability of intelligence. Participants self-reported their own intelligence beliefs and whether people in their lives typically provide them with incremental or entity-based feedback. We found more incremental social feedback correlated with more incremental self-beliefs about intelligence.

B82
THE EFFECTS OF REJECTION THREAT AND SELF-ESTEEM ON ASSESSMENTS OF PARTNER INSTRUMENTALITY IN ROMANTIC RELATIONSHIPS  Sarah Gomillion1, Sandra Murray2; 1University at Buffalo, SUNY — An investigation the effects of self-esteem and relationship threat on assessments of partner instrumentality to high self-esteem participants with noninstrumental partners performed better on an academic task after threat. Low self-esteem participants with non-instrumental partners performed worse after threat.

B83
TRANSFERENCE AND SOCIAL POWER  Bryan Dickerson1, Michael Kraus2, Serena Chen1; 1UC Berkeley — Participants reported information about their relationship with a significant other on whom they possessed authority and then expected to interact with a new person who either resembled their significant other or not. Transference led participants to express optimism and positive affect, consistent with their authority role to their significant other.

B84
SELF-EXPANSION AND INFIDELITY IN ROMANTIC RELATIONSHIPS: THE MEDIATING ROLE OF SATISFACTION  Benjamin Le1, Allison K. Farrell1, Gary W. Lewandowski2; 1Haverford College, 2Monmouth University — In a three-wave longitudinal study, we examined the associations between self-expansion, satisfaction, and infidelity. With a sample of nearly 300 participants in romantic relationships, self-expansion was found to significantly predict infidelity. However, this association was fully mediated by relationship satisfaction, suggesting a convergence of the self-expansion model and interdependence theory.

B85
THE USE OF SOCIAL NETWORKING SITES, SOCIAL SELF-EFFICACY AND ATTACHMENT STYLE  Betty Witcher1; 1Peace College — The association between using social networking sites and individual differences in relationship styles is examined. Participants completed measures including self-efficacy, attachment style and social networking activities. Engaging in social networking activities was correlated with avoidance and self-efficacy. Future research should compare outcomes associated with social networking sites versus face-to-face interactions.

B86
EXTENDING RUSBULT’S INVESTMENT MODEL: THE ROLE OF POWER IN INTIMATE RELATIONSHIPS  Carter A. Lennon1, Andrew L. Stewart1, Jennifer J. Harman2, Elizabeth Keneski1; 1University of Connecticut, 2Colorado State University, 3University of Texas at Austin — This study examined the role of power in dating relationships in the context of the investment model (Rusbult, 1980). Dyadic analyses reveal that satisfaction and quality of alternatives mediate the relationship between power and commitment for men, and quality of alternatives mediates the relationship between power and commitment for women.
RELATIONAL BOREDOM: VERIFICATION OF A Prototype STRUCTURE USING EXPLICIT AND IMPLICIT MEASURES Cheryl Harasymchuk, Beverley Fehr; Carleton University, University of Winnipeg — A prototype approach was used to elucidate the concept of relational boredom using centrality rating reports (Study 1), a logical inferences paradigm (Study 2), and reaction time methodology (Study 3). Evidence was found for a prototype structure of relational boredom with the core features supporting the self-expansion model.

RELATIONSHIP SATISFACTION AND INDEPENDENT VERSUS COOPERATIVE ACTIVITIES Holly Hackett, Laura Madson; New Mexico State University — The purpose of this experiment was to determine if engaging in novel and challenging activities affects couples’ relationship satisfaction and attraction. Couples engaged in activities either cooperatively or independently for either a short or long time. Couples who engaged in the activities cooperatively versus independently reported greater satisfaction and attraction.

SELF-EXPANSION AS A PREDICTOR OF ATTENTION TO ALTERNATIVE ROMANTIC PARTNERS Irene Tsapelas, Arthur Aron; Stony Brook University — This research examines key relationship factors associated with attention to alternative partners. Compared to a neutral control condition, visual attention to photos of attractive alternatives was lower for participants primed for either love, commitment, or self-expansion in their current relationship. Implications for the self-expansion model of close relationships are discussed.

KILLING YOUR URGE TO CHEAT: THE EFFECTS OF MORTALITY SALIENCE ON PERCEPTIONS OF INFIDELITY Jana Hackathom, Katheryn Blankmeyer, Amanda Whitworth Bequette, Eddie Clark; Saint Louis University, Missouri Institute of Mental Health — Participants engaged in a romantic relationship prime and death salience manipulation and then completed the Perceptions of Dating of Infidelity Scale (PDS). Results suggested relationship and death salient individuals reported more conservative views of explicit cheating behaviors. Additionally, relationship primed or death salient individuals reported more liberal ambiguous cheating attitudes.

PARASOCIAL RELATIONSHIPS PROMOTE PROSOCIAL BEHAVIOR Jaye L. Derrick; University at Buffalo, SUNY — The current research examines the effect of parasocial relationships on prosocial beliefs and behavior. Participants were more likely to volunteer for another experiment, report prosocial beliefs, and sacrifice for their romantic partner in a favorite television show condition than in non-favorite television, positive mood, or neutral control conditions.

LICENTIATUS LEADERS: POWER INCREASES ADULTERY Joris Lammers, Janka I. Stoker, Diederik A. Stapel, Jennifer Jordan; Tilburg University, Rijksuniversiteit Groningen — Using a large field-study among 1500+ professionals, we show that power increases adultery. We find that powerful respondents (higher level managers) were 25% more likely to cheat on their romantic partner than those with less power (non- or low-level managers). We also demonstrate the underlying process.

‘TIL DEATH DO WE PART: EFFECTS OF MORTALITY SALIENCE ON ROMANTIC RELATIONSHIP FACTORS Katheryn Blankmeyer, Jana Hackathom, Amanda Whitworth Bequette, Eddie M Clark; Saint Louis University, Missouri Institute of Mental Health — Participants in a committed relationship (n=92) completed a death salience manipulation and commitment, attraction, and similarities scales. Results indicate that individuals in mortality salience conditions report higher perceived commitment, similarity and physical attraction to their partner. This study provides evidence that mortality salience can have positive effects on romantic relationships.

THE ROLE OF SELECTIVITY IN ROMANTIC ATTRACTION Kathleen T. Payne, Jessica Jade Fulton; University of Southern Mississippi — The current study examined associations between attractiveness, selectivity, and desirability among undergraduates in a speed-dating context. Attractiveness, desirability, and selectivity were positively correlated. A gender by selectivity by attractiveness interaction predicted desirability, such that women were less attracted to and rejected less selective men. However, women were not similarly rejected.

ATTACHMENT FEATURES AND FUNCTIONS IN ADULT ROMANTIC RELATIONSHIPS Marie E. Heffeman, R. Chris Fraley; University of Illinois at Urbana-Champaign — To examine the sequence in which attachment features emerge in adult romantic relationships, we administered the WHOTO Survey in a cross-sectional, internet survey. Our data support the proposed sequence of attachment features, but also reveal some unexpected patterns. Theoretical and measurement implications are discussed.

TESTING THE ROMANTIC CONSTRUAL MODEL: THE IMPACT OF PERSONALIZATION, SPECIALNESS, AND VALUE FOR ROMANTIC ACTIONS Marie-Joelle Estrada, Mark R. Leary; University of Rochester, Duke University — This model proposes actions are perceived as romantic if they are personalized, special, and convey relational value. Participants modified behaviors to make them more/less romantic. Higher mean levels of all variables were found when behaviors were made more romantic but only coded specialness and value predicted participant ratings of romance.

TO DATE, OR NOT TO DATE: EXAMINING ATTACHMENT AS A MODERATOR OF ROMANTIC INTEREST Sadie Leder, Sandra L. Murray; High Point University, University at Buffalo, SUNY — The current work examined a risk regulation model of romantic expression. Results revealed that more securely attached participants responded to the presence of potential romantic partners with approach behaviors, whereas less secure individuals evidenced avoidance tendencies. This discrepancy was the result of automatic connection goal activation experienced only by secure.

THE RELATIONAL ASPECTS OF SATISFACTION WITH NONRELATIONAL SEX: SEXUAL ENCOUNTERS WITH CASUAL VERSUS COMMITTED PARTNERS Sal Meyers; Simpson College — This study used a within-participant design to compare casual sexual encounters with sexual encounters between people in romantic relationships. Whereas both relational and sexual aspects of sexual encounters predicted satisfaction with committed partners, the relational aspects rather than the sexual aspects of the sexual encounter predicted satisfaction in casual relationships.

COMMITMENT TO FAVORITE TELEVISION CHARACTERS: AN INITIAL APPLICATION OF THE INVESTMENT MODEL TO PARASOCIAL RELATIONSHIPS Sara Branch, Kari Wilson, Christopher Agnew; Purdue University — Current research adapted the Investment Model Scale to parasocial relationships. Two samples measured satisfaction with, alternatives to, and investments in PSRs. Commitment positively correlated with satisfaction and investments, negatively with three alternatives. Overall variance accounted for by satisfaction, investments, and alternatives (no characters) was considerable for fictional and non-fictional characters.
B101
SELF-DISCLOSURE GIVEN VERSUS RECEIVED IN INITIAL ACQUAINTE: DIFFERENTIAL EFFECTS ON LIKING, CLOSENESS, AND ENJOYMENT Susan Sprecher1, Stanislav Treger1; Josh Wondra1; 1University of Tennessee — Are insecurely attached individuals and their partners more vulnerable to engaging in infidelity? Two longitudinal studies demonstrated that own anxiety, partner anxiety and partner avoidance were all associated with increased likelihood of infidelity whereas own avoidance was negatively associated with infidelity.

B102
ATTACHMENT INSECURITY AND INFIDELITY IN MARRIAGE V. Michelle Russell1, James K. McNulty2; 1University of Tennessee — Are insecurely attached individuals and their partners more vulnerable to engaging in infidelity? Two longitudinal studies demonstrated that own anxiety, partner anxiety and partner avoidance were all associated with increased likelihood of infidelity whereas own avoidance was negatively associated with infidelity.

B103
PERSONALITY PREDICTORS AND BEHAVIORAL CONSEQUENCES OF ONLINE SOCIAL COMMUNICATION Aaron C. Weidman1, Adam A. Augustine1; 1Washington University in St. Louis — We investigated the relationship between internet use and behavior. Participants completed self-report measures of internet use and social ability. Participants also completed an interaction task with, and had their interaction abilities rated by, a stranger. Results indicate that internet users show deficits in both self-report measures and the conversation task.

B104
THE EFFECTIVENESS OF FEMALE DATE-INITIATION TACTICS Ashley Enke1; 1St. Olaf College — This study validates the present claim that males respond positively to female-initiated dates. Participants viewed one of three videotapes in which a woman directly asked the participant on a date, hinted at wanting to go on a date, or merely waited to be asked.

B105
THE JOKE IS THE WINDOW TO THE SOUL: EVALUATION AND INFERENCES OF HUMOR Christopher J. Wilbur1, Lorne Campbell1; 1University of Western Ontario — An examination of online dating profiles revealed that women request humorous partners. A second study showed that women’s ratings of a target’s humor predicted their romantic interest; no relation emerged for men. The perception of humor is systematically associated with the perception of other traits especially valued in romantic relationships.

B106
THE INFLUENCE OF PSYCHOSOCIAL RESOURCES AND SOCIAL EXCLUSION ON THE PERCEPTION OF HUMAN MOVEMENT Jamie Gorman1, Harber Kent1; 1Rutgers University at Newark — The current study examined how social experience and psychosocial resources jointly influence the perception of human movement. Participants were either included or excluded in a game of Cyberball prior to a person-detection task. Results indicated that psychosocial resources moderate the effects of social exclusion on human motion perception.

B107
STATUS UPDATES VS. PRIVATE MESSAGES: THE EFFECTS OF FACEBOOK COMMUNICATION ON RELATIONSHIP CLOSENESS Jordan Carpenter1, Jeffrey LaFlam1, Melanie Green1; 1UNC Chapel Hill — This field experiment examined the effect of Facebook communications on relationship closeness. Results revealed that among classmates, sending private messages had significantly positive closeness benefits over posting status updates, but the opposite pattern emerged for long-time friends. These results suggest Facebook effects may differ depending on the users’ relationship.

B108
DOES NOVEL INFORMATION ABOUT FRIENDS LEAD TO THEIR ATTRACTION IN SAME-SEX FRIENDSHIPS? Makiko Nishiura1, Ikuo Daibo1; 1Osaka University — This study examines whether getting novel information about friends keeps friends’ attraction from decreasing. When participants in the novel condition were told something novel about their friends, their attraction was maintained at the initial level. In the control condition, as participants could not get it, their attraction decreased.

B109
WHAT’S IMPORTANT FOR ROMANTIC RELATIONSHIP FUNCTIONING? OVERLAPPING AND UNIQUE PROTOTYPE FEATURES OF RELATIONSHIP QUALITY CONCEPTS Mie Kito; 1University of Manitoba — Participants rated overlapping features across multiple relationship quality concepts as more important for romantic relationship functioning compared to unique features. In addition, this judgment was made faster for the overlapping features than the unique features. The current findings suggest the importance of these overlapping features in evaluations of romantic relationships.

B110
STRANGERS MOVING TOGETHER: INTERACTIONAL SYNCHRONY PREDICTS HIGH-QUALITY CONNECTIONS Tanya Vacharkulksemsuk1, Barbara L. Fredrickson1; 1University of North Carolina, Chapel Hill — The present study examines the role of behavioral interactional synchrony in creating high-quality social connections. Paired strangers (n=88) participated in a videorecorded laboratory session. Experimental pairs completed a get-to-know-you activity; controls proofread text. Each pair was videocoded for interactional synchrony. Findings suggest critical behavioral components are involved in relationship formation.

B111
THE UNFORGIVEN: NOT FORGIVING DISTORTS VISUAL PERCEPTION OF GEOGRAPHICAL SLANT Xue Zheng1, Tze Suen Tai1, Jayanth Narayanan1; 1National University of Singapore — Not forgiving has deleterious consequences. We examine the effect of forgiveness on visual perception and find that individuals who do not forgive perceive the hill as being steeper, suggesting that holding of grudges not only impact physical and psychological health but also distorts people’s visual perception of the world.

B112
ATTACHMENT TO GOD: DIFFERENTIATING THE CONTRIBUTIONS OF PARENTS USING THE EXPERIENCES IN PARENTAL RELATIONSHIPS SCALE Alicia Limke1, Patrick B. Mayfield1; 1University of Central Oklahoma — The purpose of this study was to investigate the contributions of attachment to mothers, fathers, and romantic partners on attachment to God. Attachment anxiety towards God was predicted by attachment anxiety with fathers and partners whereas attachment avoidance towards God was predicted by attachment avoidance with fathers and partners.

B113
I LIKE YOU (...YOU AND YOU): EXAMINING ATTACHMENT STYLES WITHIN MONOGAMOUS AND CONSENSUAL NON-MONOGAMOUS RELATIONSHIPS Amy C. Moors1, Terri D. Conley1; 1University of Michigan, Ann Arbor — This research examined the relationship between attachment styles and attitudes toward romantic relationships for individuals in monogamous and consensually non-monogamous relationships. Results indicated that avoidance predicted positive attitudes toward alternative
relationships for monogamous individuals, but not consensual non-monogamous individuals. Additionally, anxiety predicted negative attitudes toward alternative relationships for both groups.

**B114**

**TEMPTING DREAMS: ALTERNATIVE PARTNERS AND INFIDELITY IN DREAM REPORTS** Dylan Seterman, Stony Brook University — This study examined associations between relationship/personality variables and dream content involving romantic partners, alternative partners, and cheating behavior. Participants recorded their dreams for 14 days. Relationship closeness, interdependence, conscientiousness and attachment insecurity predicted dreams containing alternative partners, feelings of temptation, and infidelity.

**B115**

**THE ROLE OF EPISODIC MEMORIES IN SUSTAINING AND FORGING ROMANTIC RELATIONSHIPS** Frederick L. Philippe, Richard Koestner, Joannie Lessard, Genevieve Beaulieu-Pelletier, Serge Lecours, McGill University, University of Montreal — Results of four studies showed that need satisfaction in couple-related episodic memories and in their associated networked memories can predict a number of relational outcomes, including changes in couple relationship quality and breakup over time and whether people will find a new partner over a one-year period.

**B116**

**EFFECTS OF EXTRAVERSION ON UNDERGRADUATE ROOMMATE CLOSENESS OVER AN ACADEMIC YEAR** Grace Jackson, Patrick Shrodt, New York University — In a study of 371 pairs of undergraduate roommates, higher levels of extraversion predicted greater closeness during the first semester of the academic year. This effect was amplified by one’s roommate’s extraversion level. However over time, there is a trend for the benefits of extraversion to be reduced.

**B117**

"LEAN ON ME": FACTORS THAT INFLUENCE THE SELECTION OF BEST FRIENDS Jacqueline McCormick, Laura Boettcher, Gayle Dow, Christopher Newport University — The goal of the current study was to investigate the influence of birth order status and personality on the selection of best friends. Although ANOVAs revealed no significance on friends’ birth order and participants’ personality, trends were present.

**B118**

**SELF-MONITORING AND THE IMPLICATIONS OF MEETING IDEAL STANDARDS IN ROMANTIC RELATIONSHIPS** Lindsey Rodríguez, C. Raymond Knee, University of Houston — This research examined for whom the ideal standards model (ISM) may differ. Results from individuals in relationships revealed that self-monitoring and ideal-perception discrepancy were negatively associated with need satisfaction in relationships. Further, the association of discrepancy and need satisfaction was stronger for high self-monitors across all dimensions of the ISM.

**B119**

**DO NARCISSISTS’ RELATIONSHIPS BENEFIT FROM COMMITMENT?** Loredana Torchetti, Rebekka Steiner, Carolyn C. Morf, Madoka Kumashiro, Michael K. Coolsen, Institute of Psychology, University of Bern, Goldsmiths, University of London, Shippensburg University — The current research examined the beneficial impact of commitment on relationship functioning among narcissists. Across-partner analyses of married couples found that such beneficial effects were limited: Commitment buffered destructive relationship behavior of narcissistic men (but not women) and was important for narcissists’ own couple-wellbeing but not for their partners.

**B120**

**PARENT AND ADULT ATTACHMENT MANIFESTED IN EMOTIONAL STABILITY AND SENSE OF SELF** Navneet K. Thind, Lawrence S. Meyers, California State University, Sacramento — This study explored the impact of attachment type (secure, avoidant, or anxious) on seven domains of personality in 127 introductory psychology students. Three functions were extracted from a Canonical correlation analysis. The results suggest that attachment type is a potentially important factor in the formulation of three distinct personality types.

**B121**

**ESTABLISHING THE CONCURRENT AND PREDICTIVE VALIDITY OF CAUSAL UNCERTAINTY AND IMPORTANCE IN ROMANTIC RELATIONSHIPS** Robert Wickham, Amber L. Bush, C. Raymond Knee, University of Houston, Baylor College of Medicine — Cross-sectional and diary data from heterosexual couples was utilized to investigate the concurrent and predictive validity of Causal Uncertainty and Causal Importance in Romantic Relationships. APIM analyses revealed significant Actor, Partner, and ActorXPartner effects for CUR and CIR predicting a number of well-validated measures of relationship functioning.

**B122**

**ADULT ATTACHMENT ACROSS THE LIFESPAN: GENDER AND RELATIONSHIP STATUS MODERATE AGE-RELATED DIFFERENCES IN ATTACHMENT ORIENTATIONS** William J. Chopik, Robin S. Edelstein, R. Chris Fraley, University of Michigan, Ann Arbor, University of Illinois, Urbana-Champaign — This cross-sectional study (N = 43,171) revealed meaningful age-related changes in attachment orientations. Anxiety decreased from age 15 to 99 and avoidance increased until middle age. Women reported higher anxiety than men, and relationship-status differences in attachment increased with age. Findings are discussed in the context of lifespan personality development.

**B123**

**YOU’VE CHANGED: PERCEPTIONS OF BODY SHAPE AND MARITAL FUNCTIONING IN LONG-TERM RELATIONSHIPS** Sarah Novak, University of California Berkeley, Hofstra University, University of Mississippi, Ohio State University — Are body perceptions associated with marital satisfaction, commitment, and sexual satisfaction? 358 couples selected figures representing current, past, and ideal bodies. Neither partner’s current weight was associated with marital functioning, nor were self-perceptions of change. Perceived change in the spouse’s body consistently predicted poorer outcomes, with no gender differences observed.

**B124**

**LOVE IN THE TIME OF CANCER SCREENING: DYADIC ANALYSES OF MARITAL QUALITY, DECISION-MAKING, AND SCREENING** Yan-Chi Le, Scott B. Cantor, Robert J. Volk, University of Texas Health Science Center at Houston, University of Texas MD Anderson Cancer Center — Interdependence theory suggests that married couples will coordinate efforts to maximize outcomes for both persons. Yet, interdependence may not equally enhance outcomes for both individuals across all domains. We explored the associations among marital quality, preferences for shared decision-making, and cancer screening preferences in 168 healthy, married couples.

**B125**

**COUNTING BLESSINGS: THE UNIQUE RELATIONAL BENEFITS OF FEELING APPRECIATIVE AND FEELING APPRECIATED** Amie Gordon, Dacher Keltner, UC Berkeley — In two studies with multiple methods (i.e., daily experience, longitudinal, observation), we examined the unique ways in which feeling appreciative and feeling appreciated influence relationship quality and found that prosocial emotions such as appreciation are signaled, in part, through behaviors that are responsive to a romantic partner’s needs.
B126
PSYCHOLOGICAL AND INTERPERSONAL CONSEQUENCES OF CLAIMING BELONGING  Wendy de Waal-Andrews1,2, Ilja van Beest;1 University of Southampton, 2Tilburg University — In two experiments, not receiving and failing to claim belonging were equally detrimental for fundamental needs and prosocial behavior. However, people who successfully claimed belonging thought interaction partners perceived them as less warm than people who received belonging. Consequently their needs were less satisfied and they exhibited less prosocial behavior.

B127
A THREAT VS. CHALLENGE VIEW OF CONFLICT IN ROMANTIC RELATIONSHIPS  Casey DeBuse1, Paula Pietromonaco, Sally Powers;1 University of Massachusetts, Amherst — The current research measured newlywed couples’ anabolic balance as an index of partners’ threat or challenge orientations to conflict and then examined whether these orientations were predicted by partners’ attachment style. Anxiety and avoidance interacted in predicting husbands’ anabolic balance trajectory; wives, however, did not show any association.

B128
SEXUAL FREQUENCY MODERATES CORTISOL RESPONSES TO A PASSIONATE LOVE PRIME  Erin Crockett, Timothy Loving;1 University of Texas at Austin — The current study explored the role of sexual frequency in cortisol responses to passionate love. Salivary cortisol samples were obtained prior to and after a guided imagery task designed to induce feelings of passionate love. Analysis revealed that sexual frequency moderated participant’s acute cortisol responses to the passionate love prime.

B129
EXPANDING THE IDENTITY: SELF-EXPANSION AND IDENTITY FORMATION IN ROMANTIC RELATIONSHIPS  Allison K. Farrell1, Benjamin Le;1 Haverford College — Self-expanding relationships are theorized to be important avenues for identity formation. We investigated whether dimensions of self-expansion predicted identity formation eight months later. Measures of current self-expansion predicted identity exploration, but expectations for future self-expansion predicted identity commitment. These findings highlight the complex associations between self-expansion dimensions and identity formation.

B130
A LONGITUDINAL STUDY OF INTRAPERSONAL AND INTERPERSONAL AFFECTIVE FORECASTING FOR HURTFUL BEHAVIORS BY COUPLES  Chelsea A. Reid1, Jody L. Davis1, Eli J. Finke2, Laura B. Luchies2, Anthony A. Coy1, Daryl R. Van Tongeren1, Jeffrey D. Green;1 Virginia Commonwealth University, 2Northwestern University — Ninety five couples forecasted how they would feel and how their partner would feel if either committed one of 20 hurtful behaviors. They then reported occurrences of these behaviors every two weeks for five months. Individuals underestimated both the positive and negative affect they felt regarding these hurtful behaviors.

B131
INFLUENCE OF PERCEIVED DISCRIMINATION ON PERCEIVED REGARD IN LESBIANS’ AND GAY MEN’S FRIENDSHIPS  Jennifer Smith, Rodrigo Aguayo;3 Loyola University Chicago, 2George Washington University — The effects of perceived discrimination and stigma-consciousness on lesbians’ and gay men’s perceived regard in friendships was examined. After recalling a time they were discriminated against, participants high (versus low) in stigma consciousness reported that their friends viewed them less positively. This effect was not found in the control condition.

B132
THE RELATIONSHIP BETWEEN PERCEIVED ACCEPTANCE AND LOCUS OF CONTROL IN A YOUNG ADULT SAMPLE  Jessica Williamson, John Maxwell, Ginette C. Blackhart;1 University of South Carolina, 2East Tennessee State University — The current study examined the relationship between perceived acceptance and locus of control in young adults. Results show that greater acceptance from friends (but not family) resulted in greater internal locus of control, while lower perceived acceptance from friends and family was related to greater external locus of control.

B133
EFFECTS OF SELF-ENHANCING PRESENTATIONS ON PERCEPTIONS OF ACCURACY OF THEIR FRIENDS’ EVALUATIONS  Junichi Taniguchi, Hiroshi Shimizu;1 Tezukayama University, 2Kwansei Gakuin University — The present study examined the effects of the freshmen’s self-enhancing presentations toward their friends on perceptions of accuracy of their friends’ evaluations. The result showed that the closer the relationships between the freshmen and their friends were, the more positive and accurate the freshmen became to perceive their friends’ evaluations.

B134
ADULT ATTACHMENT SECURITY AND SELF-ACTUALIZATION  Kathy Camellsey, Lorna Otway;1 University of Southampton — Despite parallels between attachment security and self-actualization, their link has not been tested. We found that attachment avoidance and anxiety predicted low levels of self-actualization. Avoidance predicted low self-transcendence. Self-liking and self-competence predicted high self-actualization. Bootstrapping revealed that self-liking and self-competence partially mediated the relationship between attachment dimensions and self-actualization.

B135
I HAVE EYES ONLY FOR YOU: RELATIONSHIP-SPECIFIC IDENTITY AND SPONTANEOUS RELATIONSHIP-PROTECTIVE RESPONSES  Lisa Linardatos, John E. Lydon1, Humara Edell;1 McGill — When a relational threat was present, heterosexual participants highly identified with their relationship showed less attentional adhesion to an attractive image of the opposite sex than did low identifiers. In the control condition, when no relational threat was present, no significant differences were found between high and low identifiers.

B136
SOCIAL POWER AND BELONGING NEEDS  Maya M. Kuehn1, Serena Chen;1 University of California, Berkeley — Examined belonging needs as a boundary condition for the interpersonal insensitivity of high- and low-power people. Participants in two studies were assigned to high or low power conditions, completed sensitivity tasks, and underwent a rejection manipulation. High-power participants were less socially sensitive and less affected by rejection than low-power participants.

B137
AN EXAMINATION OF THE DETERMINANTS AND CONSEQUENCES OF HARMONIOUS AND OBSESSIVE ROMANTIC PASSION  Noemie Carbonneau, Robert J. Vallerand;1 Universite du Quebec a Montreal — Based on the passion and self-expansion models, the results of the present study provided support for an integrative model of specific determinants (i.e., internalization of the partner in the self, self-determined vs. controlled personality style) and consequences (i.e., self-expansion and self-construction) of harmonious and obsessive romantic passion.

B138
THE EFFECT OF PERCEIVED DISCRIMINATION ON ROMANTIC RELATIONSHIP FUNCTIONING  Tracy DeHart;1, Erika Price, David Matthew Doyle;1 Loyola University of Chicago, 2Tulane University — Two studies revealed that after perceiving discrimination, women sensitive to marginalized group membership (high in stigma consciousness or gender identity centrality) reported lower romantic relationship functioning.
compared to women less sensitive to stigmatized group membership. Sensitivity to marginalized group membership was unrelated to women’s relationship functioning in the control condition.

B139
COMMITMENT AS A MODERATOR BETWEEN “WE PRONOUN” USAGE AND RELATIONSHIP SATISFACTION  
Wei-Chuan Cheng1, Yi-Cheng Lin1;  
1National Taiwan University — Previous studies had discussed the connection between “we” word usage and relationship satisfaction in close relationship but carried out inconsistent results. The authors argued that commitment as a moderator between we usage and relational satisfaction. One meta-analysis and one experiment were manipulated to test and most of them supported these hypotheses.

B140
THINKING ABSTRACTLY MAKES ME FEEL LOVED: HOW TO HELP LOW SELF-ESTEEM INDIVIDUALS ACCEPT RELATIONAL COMPLIMENTS  
David Kilie1, Richard Ebach1, John Holmes1, Joanne Wood1;  
1University of Waterloo — We investigated whether priming an abstract mindset (vs. a concrete mindset) would help people with low self-esteem (LSE) benefit from a positive relationship event. LSEs who were primed to engage in an abstract mindset through an unrelated task before they recalled a partner’s compliment reported greater relational quality and optimism.

B141
INTERACTIVE EFFECTS OF ATTACHMENT ANXIETY AND REJECTION ON PERCEIVED PARTNER REGARD AND APPEARANCE  
Erica J. Refling1, Tara K. MacDonal1;  
1Queen’s University — Women high and low in attachment anxiety were randomly assigned to a rejection threat or control condition and we assessed perceptions of their own appearance and perceptions of their partners’ regard. For women high in attachment anxiety only, rejection threat significantly increased the correlation between appearance and perceived partner regard.

B142
KINDNESS BLINDNESS: NEGATIVE PARTNER PERCEPTIONS IN PEOPLE WITH LOW SELF-ESTEEM  
Joanna E. Anderson1, John G. Holmes1, Joanne V. Wood1;  
1University of Waterloo — Results from two studies supported the prediction that, unlike those with high self-esteem, people with low self-esteem (LSEs) would devalue sacrifices their romantic partners made for them. This did not occur when the partner’s behavior was extrinsically motivated, suggesting the perception of a partner’s caring was threatening to LSEs’ beliefs.

B143
IMPLICIT SELF-ESTEEM AND NONVERBAL ANXIETY DURING ROMANTIC RELATIONSHIP CONFLICT: THE IMPORTANCE OF PARTNER EXPLICIT SELF-ESTEEM  
Julie Longua1, Tracy DeHart2;  
1University of New England,  
2Loyola University Chicago — We explored the relation between implicit self-esteem, partner explicit self-esteem, and nonverbal anxiety and stress during relationship conflict. Multilevel regression analyses revealed that when partner explicit self-esteem was low, people high (vs. low) in implicit self-esteem displayed more nonverbal anxiety during the conflict and reported more stress following the conflict.

B144
SECOND THOUGHTS OVERRIDE FIRST IMPULSES: HOW EXECUTIVE CONTROL INFLUENCES RESPONSES TO INTERPERSONAL RISK  
Justin V. Cavallo1, Grainne M. Fitzsimons1, John G. Holmes1;  
1University of Waterloo,  
2Duke University — We hypothesized that the divergent responses of high and low self-esteem people to interpersonal risk (Murray et al., 2006) are not as automatic as traditionally characterized, but instead stem from executive-based processes. Results from two experiments revealed that cognitive load attenuated the influence of self-esteem on responses to relationship threat.

B145
SELF-ESTEEM, RUMINATION, AND EMOTIONAL REGULATION IN RESPONSE TO RELATIONSHIP EVENTS  
Maire Ford1;  
1Loyola Marymount University — The goal of the current study was to investigate the role of self-esteem in shaping emotional, cognitive, and behavioral responses to relationship events. Results indicated that low self-esteem is associated with maladaptive responses to positive and negative relationship events and that emotional control and rumination are key factors.

B146
HELP OR HINDRANCE: THE IMPACT OF TECHNOLOGY ON INTERPERSONAL RELATIONSHIPS  
Melissa Nadel1, Heidi Waymient1, Ann H. Huffman1;  
1Northern Arizona University — We explored the effects of online social networking on self-esteem, bonding, and intimacy within friendships. Our findings suggest that online communication and maintaining internet relationships may have a hidden cost: it may affect self-esteem through the adverse effects of keeping individuals from bonding with those around them.

B147
IF IT’S BROKEN, FIX IT: RESTORING BELONGING NEEDS FOLLOWING ROMANTIC BREAKUPS  
Sara Quinn1, Stephanie S. Spielmann2;  
1Geoff MacDonald;  
2McGill University,  
3University of Toronto — After individuals experienced a belonging threat by reliving a romantic breakup, they were given the opportunity to self-affirm. Results revealed that individuals who most vividly recalled the breakups were most likely to prefer affirmation strategies aimed at restoring romantic bonds, yet felt the least positive about making platonic social connections.

B148
STRESS SPILLOVER IN EARLY MARRIAGE: THE ROLE OF SELF-REGULATORY DEPLETION  
April A. Buck1, Lisa A. Neff1;  
1The University of Texas at Austin — Stressful experiences external to marriage often predict poor relationship functioning and lowered marital satisfaction. To explain this effect, this study provides evidence that on days when spouses experience high stress, their self-regulatory resources become depleted, leaving spouses less energy to effectively cope with relationship difficulties and vulnerable to satisfaction declines.

B149
EFFECTS OF VIRTUAL OSTRACISM ON SELF-CONTROL AND MOOD  
Courtney Johnson1, Kevin Rand1;  
1Indiana University-Purdue University Indianapolis — This study examined the effects of ostracism via Cyberball on self-control and mood, as measured by tracing and handgrip tasks and the PANAS scale. Ostracized participants persisted for less time on tracing tasks and reported less positive affect. No differences were found for the handgrip task or negative affect.

B150
IF YOU ARE ABLE TO CONTROL YOURSELF I WILL TRUST YOU  
Francesca Righet1, Catrin Finkenauer1;  
1Vrije Universiteit Amsterdam — The present research investigated whether, both in interactions between strangers and in established relationships, people detect the level of another person’s self-control which affects trust. Results of four experiments supported this hypothesis. Participants trusted more others that were high in trait self-control or that were not depleted of this resource.

B151
SEEKING SECURITY OR GROWTH: A REGULATORY FOCUS PERSPECTIVE ON MOTIVATIONS IN ROMANTIC RELATIONSHIPS  
Heike Winterheld1, Jeffry Simpson2;  
1California State University, East Bay,  
2University of Minnesota, Twin Cities Campus — We tested the effects of chronic and manipulated regulatory focus on individuals’ perceptions of their romantic partners during actual and after recalled conflict discussion. We further examined the effects of regulatory focus on romantic partners’ conflict resolution behaviors, and identified partner behaviors to which people responded with regulatory goal-congruent emotions.
Increases in inflammatory activity.

Sensitivity to social rejection is associated with greater social stress-induced reactive responding following stressful birth.

In the present study, we show that greater neural sensitivity to social rejection is mediated by attenuated social stress-induced inflammatory responses to stress.

We hypothesized maternal neural sensitivity to social rejection mediates maternal reactive responding at 6 months postpartum following stressful birth.

We predicted maternal neural sensitivity to social rejection mediates maternal reactive responding at 6 months postpartum following stressful birth.

Maternal felt security predicts fussiness at 12 months among infants born with severe medical complications.

This association remained significant when talkative insecure-infant dyads were excluded.

The current study examined the influence of attachment anxiety and avoidance and attachment security on affiliation motivation among adolescent girls.

We investigated the relationship between attachment security and knowledge about romantic relationships among adolescent girls.

The goal of the study was to examine the association between positive and negative things that adolescents learn about romantic relationship and their level of attachment security in parent adolescent, romantic, and general relationships.

This shows that attachment security plays an important role as an internal working model about romantic relationships.

The University of Texas at Austin — The current study examined the influence of rejection sensitivity on individuals’ willingness to initiate romantic relationships and also investigated the role of perceived partner availability in moderating these effects.

Results revealed rejection-sensitive individuals were less comfortable expressing romantic interest compared to those who were low in rejection sensitivity.

The University of Texas at Austin — The current study examined the influence of rejection sensitivity on individuals’ willingness to initiate romantic relationships and also investigated the role of perceived partner availability in moderating these effects.

Results revealed rejection-sensitive individuals were less comfortable expressing romantic interest compared to those who were low in rejection sensitivity.

We predicted how much participants voiced, while relational expectancies predicted the style of voice (positive versus negative).

Results revealed the effect of network disapproval type (explicit vs. vague) and source (friend vs. parents) on a hypothetical dating relationship.

If the disapproval made participants distrust their friends/family, then they were more content with the romantic relationship than when the disapproval did not lead to network distrust.

We used virtual reality technology to examine the influence of attachment style on attributions for supportive or neglectful partner behavior during a stressful task.

Secure individuals made relationship promoting attributions regardless of condition, while insecure individuals made attributions more consistent with their partner's behavior. Implications for relationship outcomes are discussed.

We examined whether implicit theories of relationships (destiny vs. growth) determines whose disapproval (friends vs. parents) has more influence on couple commitment.

All were negatively affected by friend disapproval, but those high in growth were less impacted by parental disapproval than those low in growth or high in destiny.

University of California — This study examined the influence of attachment anxiety and avoidance and partner presence on exploration.

Eighty six couples completed a meditation activity with their romantic partner or alone. Partner presence moderated the link between exploration and actor anxiety and avoidance, though in opposite ways.

According to attachment theory seeking others at times of stress is an adaptive strategy. Talking to others when distressed — assessed with week-long experience-sampling — was associated with a faster decline in cortisol across the day (a marker of good health).

This association remained significant when talking to others when not distressed was controlled.

Results supported a self-verification framework with some exceptions, depending on stress levels and traits assessed.

This study examined the influence of attachment anxiety and avoidance and partner presence on exploration.

Eighty six couples completed a meditation activity with their romantic partner or alone. Partner presence moderated the link between exploration and actor anxiety and avoidance, though in opposite ways.
B164
EFFECTS OF RELATIONAL EFFICACY ON SAFE HAVEN FUNCTION AND SECURE BASE FUNCTION IN CLOSE RELATIONSHIPS  Ryousuke Asano,1 Nagoya University — This study investigated how relational efficacy promotes the safe haven function and secure base function in close relationships. Results of 97 dating heterosexual couples and 119 same-sex friendships showed that the effects of relational efficacy in romantic relationships are stronger than those in same-sex friendships.

B165
DOES HAVING SEPARATE NETWORKS IMPAIR THE QUALITY OF A RELATIONSHIP?  Toshikazu Soma,1 Kawaguchi Junior College — I conducted a panel survey to examine the effect of separate networks on relational satisfaction in a dyad. Results demonstrated that having networks that are not shared with close ones does not depress the level of outcomes from the relationships but rather facilitates the circumvention of the escalation of trouble.

B166
PERSONALITY AND APPRAISALS OF ROMANTIC RELATIONSHIPS: A META-ANALYSIS  Esther Guillaume,1 University of California, Riverside — Some studies suggest that personality has little association with self-reported relationship appraisals (i.e., quality or satisfaction), whereas other studies reveal significant correlations. To clarify these mixed findings, a random effects meta-analysis was conducted examining the association between the Big Five personality traits and romantic relationship appraisals. Moderator variables are discussed.

B167
INTIMACY, ATTACHMENT, AND WELL-BEING IN HETEROSEXUAL ROMANTIC RELATIONSHIPS OVER TIME  Carolyn Jean Birnie,1 St. Mary’s University,1 University of North Carolina Charlotte,2 — Changes in intimacy, attachment and well-being in heterosexual romantic relationships were examined over eight months. Intimacy predicted future relationship, sexual, and life satisfaction independent of attachment style, as well as a decrease in attachment avoidance. The importance of perceptions of intimacy in romantic relationships for overall well-being is discussed.

B168
THE IMPACT OF MEANING MAKING ON FORGIVENESS FOLLOWING INFIDELITY  Erinn C. Squires,1 University of Wisconsin-Madison,1 — The present study examined meaning making following a recent experience with infidelity in a romantic relationship. Forgiveness was granted to the extent that meaning was found, but only among those who remained in the relationship. Reductions in partner blame mediated this effect. Implications for relationship maintenance following infidelity are discussed.

B169
THE OVERLAPPING EFFECTS OF SOCIAL AND PHYSICAL PAIN ON BASIC HUMAN NEEDS  James H. Wirth,1 Paolo Riva,2 University of North Florida,1 University of Milano-Bicocca,2 — Do social and physical pain overlap in their psychological consequences? Using both recalled and induced social and physical pain, we found social and physical pain both lead to less basic need satisfaction than controls, but social pain thwarted basic needs more than physical pain. These results support pain overlap theories.

B170
A COMPARISON OF ROMANTIC COUPLES’ COPING TECHNIQUES AND COUPLE WEIGHT TYPE  Jessica H. Post,1 Ashley K. Randall,1 Shannon A. Corkery,1 Leslie Bosch,1 Emily A. Butler,1 University of Arizona,1 — This study examined how emotional and relationship processes may contribute to a healthy lifestyle. We examined communal coping, protective buffering, and demand/withdraw strategies for couples of different weight combinations: overweight-overweight, mixed-weight, normal-normal. Overweight-overweight partners tended to use demand/withdraw techniques, while mixed-weight partners provided discrepant reports regarding use of communal coping.

B171
GIVE ONLY WHEN IT’S GOOD: THE NEGATIVE IMPLICATIONS OF INVESTING IN AN UNSATISFYING RELATIONSHIP  Levi R. Baker,1 James K. McNulty,1 Nathaniel M. Lambert,2 Frank D. Fincham,2 — The University of Tennessee,1 The Florida State University,2 — Do intimates always benefit from investing in their romantic relationships? Two cross-sectional studies and one longitudinal study demonstrated that the implications of investments for well-being are moderated by relationship quality. Whereas investments were associated with greater well-being among satisfied intimates, they were associated with poorer well-being among unsatisfied intimates.

B172
DAILY FLUCTUATIONS IN LONELINESS, SOCIAL INTERACTION, AND WELL-BEING  Michael R. Maniaci,1 Harry T. Reis,1 Jennifer M. Tomlinson,1 University of Rochester,1 Stony Brook University,2 — Results of a daily diary study indicate that loneliness decreases on days characterized by meaningful interaction and feeling understood and appreciated by others, and increases on days characterized by rejection and feeling judged. In turn, increased loneliness predicts poorer physical and mental well-being and reduced sleep quality.

B173
IMPACT OF DAILY RELATIONSHIP STRESS AND ATTACHMENT ANXIETY ON SELF-REPORTED HEALTH BEHAVIORS AND WELL-BEING  Sandra Regina Marques,1 Tara MacDonald,2 Lome Campbell2, John Lydon,1 University of Toronto,1 University of Western Ontario,2 McGill University,2 — A multilevel diary study examined day-to-day within-person effects of relationship stress on health. Results suggest that women high on attachment anxiety experience more negative health outcomes in general, whereas the health habits of women low in attachment anxiety are more likely to vary as a function of relationship stress.

B174
LINKING ATTACHMENT THEORY AND INTERDEPENDENCE THEORY: A DYADIC VIEW OF COUPLES  SiSi Tran,1 Jeffry A. Simpson,1 University of Toronto Scarborough,1 University of Minnesota, Twin Cities,1 — The present research links Attachment Theory and Interdependence Theory by adopting a dyadic perspective to the study of relationships. Results are presented that document how greater commitment from at least one partner enhances both partners’ relationship security, emotional responses, and behavioral outcomes, buffering the negative coping strategies of insecure attachments.

B175
TO SEEK OR TO AVOID? HOW AN APPEARANCE THREAT IMPACTS THE DESIRE FOR SOCIAL CONTACT  Vanessa Buote1, Erin Strahan,2 Anne Wilson,3 Keyano College,3 Wilfrid Laurier University,3 — While people desire high perceived relational value (PRV), it can be influenced by appearance self-appraisals (Buote et al., 2010). An appearance threat decreased appearance self-appraisals, which led to decreased PRV, and, subsequently, to decreased desire for social interaction and a greater desire for seclusion and for electronic contact with others.

B176
DOES EQUITY IN WAYS OF SHOWING LOVE MATTER FOR MARITAL SATISFACTION?  Zeija Kamenov,1 Aleksandra Huic,1 Ted Huston,2 University of Zagreb,1 University of Texas at Austin,2 — A new Ways of Showing Love Scale was used in a test of equity theory on a Croatian sample of 302 married couples. Highest satisfaction was found for men and women with high scores on both showing and perceiving love, and lowest satisfaction for those with low scores on both.
B177
IGNORANCE IS NOT BLISS: DIVERSITY PROGRAMS AND SOCIAL NETWORKS REDUCE LEVELS OF PREJUDICE  Jennifer Herrington1, Valerie Platt1, Steven Brandow2, Charlene Christie1;1 SUNY Oneonta — We assessed the demographics of student friendship networks and attendance at diversity-related programs. Students were also asked to complete a series of prejudice measures. Both diversity-related programs and diverse friendship networks helped to decrease prejudicial attitudes and increase awareness of how openness to different life experiences can be beneficial.

B178
ROLE DIFFERENCES IN THE PERCEPTION OF JUSTICE  Leanne Lynn Gosse1;1 Brock University — Two studies examine role differences (victim and offender) in the perception of justice within the context of restorative and retributive justice. Results demonstrate that offenders were more likely than victims to endorse all methods of restoration, while victims were more likely to frame the injustice in terms of restorative justice.

Other

B179
FREE WILL, DETERMINISM, AND ENVIRONMENTAL CUES  Brandon Randolph-Seng1, Kathleen Vohs2, Darcy Reich1;1 Texas Tech University, 2University of Minnesota — In the current research we predicted that an anti-free will belief can heighten the influence of environmental stimuli upon people’s cognitive processing. Across two studies, the results suggest that weakening a belief in free will can make people more open to the influence of environmental stimuli.

B180
MOOD ORIENTATION AS A MODERATOR OF THE RELATIONSHIP BETWEEN NEGATIVE MOOD AND HELPING  Brittany Day1, Cathy McFarland1, Roger Buehler2;1 Simon Fraser University, 2Wilfrid Laurier University — This experiment examined how a behavioral mood-repair strategy (i.e., helping others) was affected by mood negativity and mood orientation manipulations. Among high dysphoric (or low self-esteem) persons, those adopting a reflective mood orientation helped more, and those adopting a ruminative mood orientation helped less, in a negative (vs. neutral) mood.

B181
POWER AND EXPECTATIONS OF SEXUAL INTEREST  Brooke G. Lemer1, Jonathan W. Kunstman1, Jon K. Maner1;1 Florida State University — Power differences are a major component in many cases of sexual harassment. Having power sets the stage for the possibility of unwanted sexual advances when those in power direct sexually-tinged thoughts and behaviors toward subordinates, colleagues, and co-workers. The current work combines theories of power with theories of motivated perception to test power’s effect on sexual perceptions. The current study explored whether the experience of power leads to heightened perceptions of sexual interest. We suggest that power’s effect on sexual perceptions may be a byproduct of power’s general capacity to activate goals and enhance motivations. We hypothesize that power will increase perceptions of sexual interest from subordinates of the opposite sex. To test this hypothesis, we manipulated the conditions under which participants believed they would interact with an opposite sex partner. Participants believed they would either work as equals (control) or have authority (power) over a partner of the opposite sex. Participants in power reported greater expectations of sexual interest than controls. Implications for research on power and motivated perception are discussed.

B182
THE MODERATING ROLE OF TRIOS IN THE EMOTIONAL REGULATION ABILITIES OF HEAD START MOTHERS  Charlotte A. Marshall1, James M. Jones1, E. Stephanie Krauthamer Ewing1, Aundrea Wilkins1;1 University of Delaware — The present study tested the hypothesis that the emotional regulation abilities of African American mothers of children who participate in Head Start classrooms would be related to their TRIOS level (an African derived composite of Time, Rhythm, Improvisation, Ora lity, and Spirituality) that has been show to buffer depression and anxiety.

B183
BIG FISHES OR A SMALL POND? A RE-META-ANALYSIS OF TWO DECADES OF MORTALITY SALIENCE RESEARCH  Chih-Long Yen1, Chung-Ping Cheng2;1 National Defense University, 2National Cheng Kung University — This research reanalyzed Burke, Martens, and Faucher (2010)’s data of meta-analysis of 277 terror management theory (TMT) experiments. Major TMT research teams are identified by cluster analyzing the authorships of studies. The teams differ in their effect sizes of TMT experiments and the implications of researcher effect were discussed.

B184
WHAT IS BEAUTIFUL IS AUTOMATICALLY GOOD…AND MIMICKED  Clara Michelle Cheng1, Vera M. Bosse1;1 Carlow University, 2American University — We examined whether automatic evaluation of attractiveness had downstream consequences for behavioral mimicry. Results indicated that participants with an automatic bias for attractiveness were more likely to mimic someone perceived to be attractive rather than unattractive, but this was not the case for those with low automatic bias for attractiveness.

B185
HANDLER PERCEPTIONS OF DESIRED PERSONALITY TRAITS IN MILITARY WORKING DOGS  David Sinn1, Samuel Gosling1, Stewart Hilliard1;1 University of Texas, 2United States Air Force — Military working dogs (MWDs) perform a variety of odor- and personnel-protection duties. However, there is no empirical data concerning which dog personality traits predict performance in real-life conditions. Here we report findings from a questionnaire that begins to characterize how different dog personality types may fit different military working environments.

B186
SAVE THE BEST FOR LAST? INVESTIGATING SOCIAL PSYCHOLOGY TAUGHT IN INTRODUCTORY PSYCHOLOGY COURSES  Drew Alan Curtis1;1 Texas Woman’s University — The current study explored social psychology as it is taught within introductory psychology courses. Sixty syllabi were examined. Social psychology is typically taught in the last quarter of the course (51.2%) and a majority (75%) dedicated no more than 3 sessions. Broader implications will be discussed.

B187
MOTIVATED INFORMATION PROCESSING IN THE SERVICE OF THE SYSTEM: THE CASE OF ANTHROPOGENIC CLIMATE CHANGE  Erin P. Hennes1, John T. Jost1, Irina Feygina1;1 New York University — We demonstrate that denial of environmental problems may be facilitated by motivated information processing. Individuals whose motivation to justify their socioeconomic system had been experimentally heightened derogated climate scientists and the quality of their empirical findings, minimized human responsibility for climate change, and reported less willingness to take pro-environmental action.

B188
THE PREPARATORY FUNCTION OF COUNTERFACTUAL THINKING: EFFECTS OF GROUP MEMBERSHIP AND PERCEIVED THREAT  Hyeman Choi1, Hoon-Seok Choi1;1 Ohio University, 2Sungkyunkwan University — Two experiments examined the preparatory effect of counterfactual thinking about others. When there was no threat to self, participants generated...
more upward and internally-focused counterfactuals for an ingroup actor than for an outgroup actor. Conversely, when self-threat was elicited, the pattern was reversed.

**B189**

**SOCIAL CONTAGION OF MEMORY: FACT IS MORE CONTAGIOUS THAN FICTION**  Ryan Rush1, Steven E. Clark2; 1University of California, Riverside — Research on collaborative memory focuses primarily on the transmission of error. In the present experiment, collaborating individuals exchanged information that was largely correct, and were more likely to incorporate correct rather than incorrect information in their subsequent recall. These results suggest fact may be more contagious than fiction.

**B190**

**SPSP GCS POSTER: DO GRADUATE STUDENTS REALLY THINK STRAIGHT ABOUT WEIRD THINGS?**  Sean Hughes1, Kristin Dukes2, Carmel Gabrieli3, Haylie Gomez2, Robin Kaplan3, Amy-Jo Lynch4, Austin Lee Nichols5, Fiona Lyddy6; 1National University of Ireland Maynooth, 2Tufts University, 3University of California, Davis, 4University of Texas at Arlington, 5University of California, Irvine, 6University of Kent, 7University of Florida — A variety of popular misconceptions about psychology continue to flourish in the absence of any serious empirical support. The GSC tested 668 SPSP student members to see if they could distinguish psychological fact from fiction. Check out our findings and see if graduate students really think straight about weird things!

**Physical Health**

**B192**

**PAST CONSEQUENCES OF DRINKING AND READINESS TO CHANGE: MEDIATING EFFECTS OF FUTURE ALCOHOL OUTCOME EXPECTANCIES**  Tyler M. Carey1, Kenneth E. Hart1, Phillip A. Ianni2, Amanda Robinson1, Stephen Hibbard3; 1University of Windsor — We compared the predictive value of two factors thought to motivate readiness to change one’s alcohol consumption: anticipation of negative future drinking consequences, and memory of past negative drinking consequences. A mediational analysis found that pessimistic outcome expectancies partially mediated the effects of historical consequences on readiness to change.

**B193**

**RELATIONSHIP BETWEEN STATE LIBERALISM AND STATE SEX EDUCATION AND HEALTHCARE POLICIES**  Merritt O’Boyle1, Lisa Brown2; 1Austin College — Project investigated the relationship between liberalism of state residents and states’ sex education and STI healthcare policies. Liberalism generally correlated with more comprehensive sex education policies, higher state funding for STI healthcare and lower STI rates. Federal funding for STI programs was not correlated with liberalism but with state population.

**B194**

**EARLY DETECTION BEHAVIORS AMONG MEN: TESTOSTERONE, ANXIETY, AND THE DISMISSAL OF THREATENING MEDICAL INFORMATION**  Scott Liening1, Stephen Ristvedt2, Robert Josephs2; 1University of Texas at Austin, 2Washington University in St. Louis — Ignoring medical symptoms increases personal health risk and overburdens the healthcare system. In an experiment utilizing a rigged medical test, men with high basal testosterone were more dismissive of positive diagnoses, potentially leading to dangerous inaction in response to a medical threat, especially when paired with low anxiety.

**B195**

**DO MACHISMO AND RELIGIOSITY PREDICT RISKY SEXUAL BEHAVIOR AMONG HISPANIC COLLEGE STUDENTS?**  Lynn M. Fahey1, Lauren M. Sanders2, Erica Westbrook1, Amy E. Houlihan1; 1Texas A&M University - Corpus Christi — This study consisted of a questionnaire assessing religiosity, two dimensions of machismo, and risky sexual behavior (e.g., casual sex, drug or alcohol use before sex) among Hispanic college students. Regression analyses revealed that traditional machismo is a significant predictor of risky sexual behavior.

**B196**

**EXPLORING PHYSICIAN ATTITUDES TOWARD THE CDC’S STI/HIV SCREENING GUIDELINES AND WOMEN’S STI/HIV TESTING**  Lindsey Harkabus1; 1Colorado State University — In 2006, the CDC revised their STI/HIV screening guidelines. This study examined OB/Gyn’s attitudes toward the new guidelines and procedures. Results indicate differences in STI/HIV training for both physicians and non-physicians in the OB/Gyn field, as well as the existence of a multitude of factors that influence whether screening occurs.

**B197**

**REALITY TV AND ALCOHOL USE AMONG WOMEN: A LONGITUDINAL STUDY**  Sonya Dal Cin1; 1University of Michigan — In a longitudinal study of young women, cross-lagged SEM analysis reveals that reality TV viewing predicts increased alcohol consumption. In contrast, alcohol use did not predict reality TV viewing, suggesting that viewing reality TV is associated with increases in alcohol consumption over time.

**B198**

**DAYS OF WINE AND TREADMILLS: EXAMINING THE LINK BETWEEN EXTRAVERSION AND ALCOHOL USE**  Susan Whitbourne1, Gillian Freeman1, Catherine Sanderson2; 1University of Massachusetts, 2Amherst College — Exercise adherence and alcohol use are positively correlated in college students, a finding interpreted in terms of ego depletion and peer influence. We replicated this result in a sample of 927 adults ranging from 18-85 years old finding, in addition, that extraversion but not stress moderated the exercise-alcohol use relationship.

**B199**

**CANCER RISK PROCESSING BY AFRICAN-AMERICAN PATIENTS IN VIRTUAL ENCOUNTERS WITH RACIALLY CONCORDANT OR DISCORDANT PHYSICIANS**  Susan Persky1, Kimberly A. Kaphingst2, Vincent C. Allen Jr.1, Ibrahim Senay1; 1National Human Genome Research Institute, 2Washington University School of Medicine, 3University of Illinois at Urbana-Champaign — It is important that patients accurately perceive health risks. Processing of lung cancer risk information differed for racially discordant versus concordant patient-provider dyads in a simulated clinical interaction. Racial concordance between African-American patients and a virtual physician led to more accurate risk perception and reduced health information seeking.

**B200**

**WHAT HAPPENS WHEN TEACHERS ARE THE BULLIES?**  Erika Venzi1, Lauri A. Jensen-Campbell2; 1The University of Texas at Arlington — College students (N = 364) completed surveys assessing current peer and teacher bullying as well as academic motivation and health outcomes. Teacher-bullied students had more health problems, poorer motivation, and lower GPAs. Findings suggest a unique association between teacher-bullying and developmental outcomes that cannot be accounted for by peer-bullying alone.
B201
PREDICTING OBESITY LONGITUDINALLY FROM CAUSAL BELIEFS ABOUT WEIGHT: EVIDENCE FROM THE GROWTH AND HEALTH STUDY
Jeffrey M. Hunger1, A. Janet Tomiyama2,3, Barbara Laraia1; 1California State University, Fullerton, 2University of California, San Francisco, 3University of California, Berkeley — Recent research has linked controllability beliefs about obesity to weight-management behaviors (i.e., diet and exercise). The present research examined this relationship longitudinally using the NGHS. Results suggest that both believing obesity is natural and believing that obesity is a result of controllable factors independently influence BMI and weight management behaviors.

B202
SOCIOSEXUALITY AND SEXUAL HEALTH BEHAVIORS IN AN ADOLESCENT SAMPLE
Shannon Henry1, Joshua M. Tybur1, Angela D. Bryan1; 1University of New Mexico — We examine individual differences in sexual unrestrictedness among adolescents. Results indicate that sexual unrestrictedness is related to lifetime partner number, but not intentions to use condoms or frequency of condom use. Hence, openness sexual unrestrictedness is not meaningfully related to multiple behavioral and mental health risks in adolescent populations.

B203
VALUES AFFIRMATION PROMOTES LONG-TERM WEIGHT LOSS
William Hall1, Christine Logel2, Elizabeth Page-Gould1, Geoffrey L. Cohen1; 1University of British Columbia, 2University of Waterloo, 3University of Toronto, 4Stanford University — At Time 1, participants completed either a self-affirmation task or a control task. While participants in both conditions had equivalent weight at baseline, eight to ten weeks later affirmed women had lost more weight, had a lower BMI index, and had smaller abdominal circumference than nonaffirmed women.

B204
LIFECOURSE SOCIOECONOMIC STATUS, THREAT PERCEPTIONS, AND ADOLESCENT PHYSIOLOGICAL RESPONSES TO FAMILY CONFLICT
Meanne Chan1, Edith Chen1; 1University of British Columbia — Previous research shows that lower socioeconomic status (SES) is associated with greater vigilance, which is in turn associated with heightened cardiovascular responses to acute laboratory stressors. The present study examined how SES trajectories predict vigilance, and how vigilance of one family member spillovers to affect others’ physiological response to conflict.

B205
MORTALITY INDUCED CANCER THREATS AND EFFICACY MESSAGES INCREASE SUN PROTECTION INTENTIONS
Douglas Phillip Cooper1, Jamie L Goldenberg1, Jamie Arndt2; 1University of South Florida, 2University of Missouri — We examined the effects of mortality induced fear appeals and response efficacy messages on sun protection intentions among public beach patrons. Conscious cancer threats, but not appearance threats, increased sun protection behavioral intentions when the behaviors were framed as effective, compared to non-effective, in preventing skin cancer.

B206
YOUNG ADOLESCENTS’ COMPARATIVE OPTIMISM ABOUT SKIN CANCER: THE EFFECTS OF AGE, BEHAVIOR, AND COMPARISON REFERENT
Megan Roberts1, Meg Gerrard1,2, Frederick Gibbons1, Marissa Alert1,2,3; 1Dartmouth College, 2Norris Cotton Cancer Center, Dartmouth Medical School — This study examined comparative optimism for skin cancer among adolescents aged 11-14. Results indicated a three-way interaction when comparing the effects of age (11- and 12-year-olds vs. 13- and 14-years-olds), aspects of the self (tanners vs. non-tanners), and aspect of the comparison referent (fair-skinned vs. tanned).

B207
RACIAL DIFFERENCES IN ACCEPTANCE OF THE HUMAN PAPILLOMAVIRUS (HPV) VACCINE
John Kingsbury1, Meg Gerrard2, Rick Gibbons1; 1Dartmouth College, 2Dartmouth Hitchcock Medical Center — This study examined racial differences in predictors of acceptance for the HPV vaccine. Predictors of acceptance for Whites were having a regular doctor and likelihood of developing cancer. In contrast, Blacks who thought that HPV causes cancer and with poor self-reported health were more accepting of the vaccine.

B208
EXPLAINING THE OBESITY EPIDEMIC: DISTORTIONS IN ESTIMATES OF CALORIC INTAKE AND EXPENDITURE
Scott Allison1,2, Scott Allison1, James Beggar2; 1University of Richmond, 2University of Louisville — Given that the primary treatment for obesity is dieting and exercise, the present research explored people’s ability to estimate caloric intake and expenditure. We found systematic biases in people’s ability to judge the consumption and burning of calories, biases that may explain the obesity epidemic.

B209
INTOLERANCE OF UNCERTAINTY, STRESSOR APPRAISALS AND COPING STRATEGIES IN RELATION TO H1N1 ANXIETY
Sheena Aislinn Taha1, Kimberly Matheson1, Hymie Anisman1; 1Carleton University — The H1N1 pandemic was surrounded by considerable distress and anxiety. We report that intolerance for uncertainty was associated with increased anxiety. Appraisals of the situation (stressfulness, threat, and control over the situation) mediated this relationship, but varied with the coping strategy endorsed to deal with the distress.

Social Support

B210
EXTENDING THE BUFFERING HYPOTHESIS: COMPUTER MEDIATED SOCIAL SUPPORT IN THE MILITARY
Benjamin Rosenberg1, Joshua Lewandowski1, M. Jordan Parks1; 1Claremont Graduate University — The present research sought to extend Cohen and Wills’ (1985) buffering hypothesis into the realm of computer mediated communication. Survey data indicated that, in a military sample, the medium through which social support is received determines its ability to mitigate the impact of stressful, negative life events.

B211
LINGUISTIC CORRELATES OF SOCIAL SUPPORT
Alexandra Suppes1, Niall Bolger1; 1Columbia University — Support that recipients don’t notice (invisible support) has not been associated with the emotional costs of support receipt. During support discussions providers of invisible support both shared their own struggles and took attention away from anxious moods, suggesting that receiving invisible support may normalize the upsetting experience of needing support.

B212
THE EFFECTS OF A FRIEND VS. STRANGER’S PRESENCE ON ANXIETY WHEN MAKING AN ACQUAINTANCE
Beth McCallum1, Melanie Whitmire1, Laura Bennett1, Caitlin Ducate1, Beth Pontari1; 1Furman University — The effects of the mere presence of others on those under stress are mixed. Participants had an interaction alone and with either a friend or stranger present. Participants felt less anxiety with a friend than when alone or with a stranger. Anxiety didn’t differ in the stranger versus alone conditions.

B213
THE PROVISION OF RESPONSIVE SUPPORT IN GOOD TIMES AND BAD
Courtney Gosnell1, Shelly Gable1; 1University of California, Santa Barbara — A diary study was utilized to explore support provision within romantic couples. Results showed that providing especially responsive support for positive events was associated with increased relationship satisfac-
tion and subjective vitality whereas providing especially responsive support for negative events was associated with greater anxiety and decreased relationship satisfaction.

**B214**

**SATISFACTION PREDICTS SUPPORT RECEIPT IN DAILY DIARY AND LABORATORY STUDY**

Elizabeth Pitula, Gertrud stadler, Kenzie A. Snyder, Niall P. Bolger; Barnard College, Columbia University — This study examined predictors of support receipt in romantic couples. Participants (n=174) completed 35 daily diaries, which included measures of support and satisfaction. 48 couples engaged in lab support discussions interactions then rated their partner's support. Emotional and practical support were associated with higher relationship satisfaction on the same day.

**B215**

**WARMTH REDUCES MONETARY-LOSS PAIN**

Jina Lee, Eunkook Suh; Yonsei University, Korea — Experiencing physical warmth is known to promote interpersonal warmth (William and Bargh, 2008). We examined whether physical warmth has pain-buffering effects as interpersonal warmth does. Participants who held a can filled with warm liquid reported lower levels of psychological pain after monetary-loss than those who held a cold can.

**B216**

**MY PARTNER IS ALSO ANXIOUSLY SEEKING SUPPORT: ATTACHMENT STYLE AND SUPPORT SEEKING**

Karen Winkler, Gertrud stadler, Adeena Gabriel, Maryhope Howland, Eshkol Rafaeli; Barnard College, Columbia University, Fairohck Dickinson University, University of Minnesota, Bar-Ilan University — Do anxious and avoidant attachment styles have similar effects on support availability and support seeking? Results showed that Attachment style did not matter for own support receipt and partner's support provision, and that anxious attachment - but not avoidant attachment - was associated with support seeking.

**B217**

**SUPPORT PROCESSES IN COUPLES: DO MEN AND WOMEN DIFFER IN RESPONSIVENESS TO THEIR PARTNERS' NEEDS?**

Molly Metz, Heidi S. Kane, Christena Cleveland, Thery Prok, Nancy L. Collins; University of California, Santa Barbara, University of California, Los Angeles, Westmont College — Although conventional wisdom views women as more emotionally supportive than men, the present study of social support in couples provides evidence from behavioral responses to a laboratory stressor that men and women are equally supportive and may manifest that support differently. Implications for sex stereotypes in support provision are discussed.

**B218**

**SOCIAL CONTROL OVER PHYSICAL ACTIVITY: INTERACTIONS WITH AGE**

Kelly Cotter, Samia Javaid, Kellie Painter; Sacramento State University — Hierarchical regression examining 371 adults (ages 18 to 97) revealed that support and strain were not correlated with physical activity, while more positive social control and less negative social control predicted more frequent physical activity. Interactions revealed that social control was effective for younger adults but not for older adults.

**B219**

**NATURALISTICALLY OBSERVED SWARING PREDICTS DECREASED EMOTIONAL SUPPORT AND INCREASED DEPRESSION IN WOMEN COPING WITH DISEASE**

Megan Robbins, Elizabeth Focella, Matthias Mehli, Shelley Kasle, Ana Maria Lopez, Karen Welsh; University of Arizona — Thirteen rheumatoid arthritis and 21 breast cancer patients wore the Electronically Activated Recorder to track swearing in their daily interactions. Swearing in the presence of others, but not alone, was related to decreases in emotional support and increases in depression, suggesting that swearing can repel social support and undermine adjustment.

**B220**

**SOCIAL RESOURCES AND GENDER DIFFERENCES: ASSOCIATIONS WITH COPING METHODS, SELF-ESTEEM AND DEPRESSIVE SYMPTOMS**

Opal McInnis, Kate Raspopow, Kimberly Matheson, Hymie Anisman; Carleton University — Among undergraduate students, social support and negative support (unsupport) were related to depressive symptoms and perceived self-esteem. These relations were mediated by coping methods, but the particular link between support/unsupport and depression/self-esteem varied with the specific coping methods endorsed (emotion vs. problem focused coping) and differed yet again with gender.

**B221**

**VISIBLE OR INVISIBLE: EFFECTS OF SUPPORT-VISIBILITY ON ADJUSTMENT TO STRESS FROM A SELF-DETERMINATION THEORY PERSPECTIVE**

James N. Masciale, Richard M. Ryan, Gerard L. Markham Jr.; University of Rochester — This research seeks to explain previous findings regarding social support from a Self-Determination Theory framework. First, we replicate previous findings, also investigating contributing motivational factors. We propose that much of the deleterious effect of support visibility can be attributed such support typically being provided in a controlling, non-autonomy supportive way.

**B222**

**THE RELATIONSHIP BETWEEN ETHNICITY, ALCOHOL CONSUMPTION, AND SOCIAL SUPPORT IN COLLEGE STUDENTS**

Michelle Herrera, Grace Jackson, Kenzie Snyder, Gertrud stadler, Niall Bolger, Patrick Shroult; Columbia University, New York University — There are important ethnicity differences in college student alcohol consumption and use of coping mechanisms. Results confirm previous findings of significantly more alcohol consumption by White than by Asian students, but also show that compared to other ethnicities Asians sought more instrumental support and Whites coped more through substance use.

**B223**

**GREATER PHYSIOLOGICAL LINKAGE IN COUPLES PREDICTS LESS ENACTED SUPPORT**

Jeffrey Craw, Turu stadler, Kenzie Snyder, Niall Bolger; Columbia University — Previous research shows that physiological interrelatedness (“linkage”) between romantic partners predicts marital satisfaction (Levenson & Gottman, 1983). Data were collected from heterosexual, cohabiting couples who engaged in support discussions. Analyses showed that greater physiological linkage between romantic partners predicted less emotional support receipt, adjusting for the effects of relationship satisfaction.

**B224**

**FROM WE TO ME: DECLINING EMPATHY IN COLLEGE STUDENTS AND REPRESENTATIVE SAMPLES**

Courtney Hsing, Anna Linda Hagen; Edward Hughes O’Brien; University of Michigan, Philipps-Universität Marburg — Are Americans less empathic now than before? In Study 1, we show that dispositional empathy is declining across samples of college students between 1979-2009; today’s students score lower. In Study 2, we find parallel results in representative samples. We discuss why low empathy matters and speculate on causes.

**Well-Being**

**B225**

**DO PEOPLE UNDERMINE THEIR HAPPINESS BY CHOOSING HOMES THAT ISOLATE?**

David Russak, Thuy Anh Ngo, Brandi Jackson, Harry Wallace; Trinity University — In the past half century, American suburban home design trends have served to reduce social exposure. Participants in our research valued social connections but did not consider how homes affect these connections. Participants who preferred isolating home features were significantly less happy.
and implications for research on well-being and PI will be discussed. (South&East Asian vs European&other Canadians) in positive illusions. The relationship group experienced more positive emotions overall, and high positive emotions in a variety of ways (instrumental). Neurotic individuals engage in fewer (temperamental) and more ineffective regulation behaviors.  

B233 DISTANCING FROM DAILY NEGATIVE AND POSITIVE EXPERIENCES DIFFERENTIALLY CHANGES SATISFACTION WITH LIFE Mary Y. Liu1, Ethan Kross1, Ozlem Ayduk2; 1University of Michigan, Ann Arbor, 2University of California, Berkeley — Distancing from (relative to immersing in) daily negative and positive experiences differentially influences satisfaction with life (SWL). Findings revealed that SWL decreased across 7 days when participants spontaneously immersed in negative and distanced from positive experiences. For participants who immersed in negative experiences, immersing in positive experiences buffered this decrease.

B234 PAST, PRESENT, FUTURE: SELF-ESTEEM AS A MODERATOR OF TEMPORAL SELF-COMPARISONS AND SOCIAL-COMPARISONS OF LIFE SATISFACTION Becky L. Choma1,2, Michael A. Busseri2, Stan W. Sadava2; 1Wilfrid Laurier University, 2Brock University — We examined evaluations of past, present, and future life satisfaction for self and other in an undergraduate sample (n = 400), along with self-esteem as a moderating factor. Results highlight the role of temporal self-comparisons and social comparisons to understanding how people evaluate their lives as unfolding over time.

B235 ENJOY THE MOMENT OR PLAN FOR THE FUTURE? TIME PERSPECTIVES INFLUENCING WELL-BEING AND FINANCIAL BEHAVIORS Jia Wei Zhang1, Ryan Howell1; 1San Francisco State University — We examined how time perspectives predicted SWB and financial behaviors. Results demonstrated having a future orientation balanced with little present-fatalism was linked with increased life satisfaction. Also, a future time perspective was associated with greater financial clarity, move financial savings, and a tightwad personality type.

B236 MANAGING EMOTIONAL OUTCOMES: A MATTER OF PERSONALITY? Mark Kurai1, Ryan Howell2; 1University of California, Davis, 2San Francisco State University — Across two studies, the relation between traits and affect level was mediated by affect regulation styles. Extravers regulate emotions in a variety of ways (instrumental). Neurotic individuals engage in fewer (temperamental) and more ineffective regulation behaviors.

B237 WISE OPTIMISM AND WELL BEING: OPTIMISTIC PREDICTIONS ARE OFTEN (BUT NOT ALWAYS) IDEAL Sara E. Andrews1, David A. Armor2; 1San Diego State University — Is there more to optimism than always expecting the best? We examined three aspects of “wise optimism” across 30 situations: overall level, cross-situational flexibility, and correspondence to prescribed ideals. Results (N=347) revealed that all three aspects of optimism can be measured reliably, and each is a unique predictor of well-being.

B238 DEGREE OF TECHNOLOGY USE INFLUENCES COLLEGE ADJUSTMENT Deletha P. Hardin1, Betty S. Witcher2; 1University of Tampa, 2Peace College — Researchers disagree about whether technology negatively or positively impacts us. This research compares adjustment to college between groups that differentially use technology. Students completed technology use and College Adjustment questionnaires. Highest technology users were significantly more homesick and experienced somewhat greater negative affect than lowest technology users.
B239
THE JOYS OF PARENTHOOD: THE RELATIONSHIP BETWEEN PARENTHOOD AND HAPPINESS  S. Katherine Nelson1, Sonja Lyubomirsky2; 1University of California, Riverside — The current study used data from the World Values Survey to compare the happiness and life satisfaction of parents and non-parents. Analyses were conducted to disentangle this effect, examining the impact of number of children, sex, differences, age, and marital status.

B240
GRATEFUL WRITING OF THE TRAUMATIC LIFE EVENTS LEADS TO INCREASED POSITIVE AFFECT OVER TIME Anjali Mishra1, Robert Emmons1; 1University of North Carolina—Chapel Hill — Grateful processing of traumatic life events has been found to promote well-being. In this 4-day paper-and-pencil daily diary study (preceded by a pretest, posttest and one month follow-up) the grateful writing group showed significantly more positive affect over time, compared to the fact and neutral writing groups.

B241
LOVING-KINDNESS MEDITATION INCREASES POSITIVE VALUATION Lahma Isabel Catalino1, Barbara L. Fredrickson1; 1University of North Carolina–Chapel Hill — Participants either engaged in a loving-kindness meditation intervention or served in a monitoring, waitlist control group. Participants in the loving-kindness meditation group increased in positive valuation (PV), the extent to which positive emotional states are valued. Results illustrate another benefit of meditation and reveal one way PV can be raised.

B242
OPTIMAL MENTAL PEACEFULNESS: THE INTEGRATION OF MINDFULNESS AND COMPASSIONATE GOAL Yi Cheng1, Yi-Cheng Lin1; 1National Taiwan University — This study presents that the integration of intra-personal tranquility and interpersonal compassion leads to full functioning well-being. We argue that those who strongly value compassionate goal, taking others’ needs into consideration, will achieve the highest experiences of peace of mind (POM) if they could simultaneously obtain high level of mindfulness.

B243
THE EFFECT OF A “BEST POSSIBLE SELF” INTERVENTION ON EXPECTANCY FOR SUCCESS Kristin Layous1, S. Katherine Nelson1, Sonja Lyubomirsky1; 1UC Riverside — The current study implemented a positive activity intervention in which participants were instructed to reflect on their best possible selves. Results indicated that this positive activity led to improvements in well-being and expectancy for success.

B244
EXPLORATIONS OF THE INCOME AND HAPPINESS LINK: ROLE OF TIME USE, WEALTH AND CONSUMPTION Felicity Miao1, Shigehiro Oishi1; 1University of Virginia — We present findings from the nationally representative Health and Retirement Study showing that time use, when measured both directly and indirectly moderates the income and well-being relationship. We also present findings on the utility of other measures of economic circumstances in the study of well-being, such as wealth and consumption.

B245
MORAL JUDGMENT AND ATTRIBUTIONS OF HAPPINESS Jonathan Phillips1, Sven Nyholm2, Joshua Knobe1; 1Yale University, 2University of Michigan, Ann Arbor — Two studies investigated the impact of moral evaluations on attributions of both happiness and unhappiness. The results suggest that attributions of happiness can actually be influenced by moral judgments, while attributions of unhappiness simply depend on the agent’s mental states.

B246
USING A MOTIVATIONAL FRAMEWORK TO UNDERSTAND SELF-ASSESSED HEALTH Becca Franks1, Katie Manley1, E. Tory Higgins1; 1Columbia University — Self-assessed health (SAH) predicts health outcomes, but what determines SAH is unknown. We suggest that how effective people feel is critically associated with SAH and find evidence for this hypothesis across two studies. Organizing our understanding of SAH within this framework may provide insights for future health studies and interventions.

B247
A PROSPECTIVE STUDY OF POSITIVE PSYCHOLOGICAL WELL-BEING AND CORONARY HEART DISEASE Julia Boehm1, Christopher Peterson2, Mika Kivimaki1, Laura Kulzansky1; 1Harvard School of Public Health, 2University of Michigan, 3University College London — The prospective association between two aspects of well-being (emotional vitality and optimism) and coronary heart disease was examined in a sample of 8,576 men and women. Emotional vitality and optimism were associated with reduced risk of coronary heart disease for both genders, despite accounting for cardiovascular risk factors and ill-being.

B248
SOMETIMES IT FEELS SAFER IN THE CLOSET: AUTONOMY SUPPORT VERSUS CONTROL IN COMING OUT Nicole Legate1, Richard Ryan1, Netta Weinstein2; 1University of Rochester, 2University of Hamburg — This research examines within-person variation in outness and wellness as a function of the autonomy supportive versus controlling character of social contexts. Results showed that lesbian, gay and bisexual individuals were more out in autonomy-supportive contexts; outness in autonomy supportive contexts fostered more wellness than did outness in controlling contexts.

B249
DIVERSE WAYS OF RELATING TO THE SACRED: VARIETIES OF RELIGIOUS/SPIRITUAL IDENTITIES AND ALCOHOL MISUSE Phillip A Ianni1, Kenneth E. Hart1, Tyler Carey1, Amanda Robinson2, Stephen Hibbard3; 1University of Windsor, 2Windsor, Ontario — The current study assumes some of the diverse ways in which people relate to the sacred are healthy while others are unhealthy. This study found agnostics and those claiming to be ‘spiritual only’ scored significantly higher on alcohol misuse than respondents who identified themselves as being both ‘religious and spiritual’.

B250
FINDING THE APPLE OF MY EYE: CATEGORIZATION AND SATISFACTION FROM HEDONIC CONSUMPTION Eugene Chan1, Andrew Mitchell2; 1University of Toronto — In this study, we examine the beneficial effects of categorization on making hedonic versus utilitarian choices. Our findings suggest that the structure of choice sets can influence satisfaction from hedonic but not utilitarian consumption, offering new perspectives on the benefits of categorization to particular consumer goods in today’s marketplace.

B251
MICRO FAIRNESS MEDIATES THE RELATIONSHIP BETWEEN SOCIAL INEQUALITIES AND PSYCHOLOGICAL WELL-BEING Nobuyoshi Kawasaki1, Ken-ichi Ohbuchi1; 1Tohoku University, 2The Japan Society for the Promotion of Science — Consistent with our hypothesis, a survey research with 986 Japanese in 2010 indicated that respondents in lower socioeconomic status felt that they were not fairly treated in the society (low micro fairness) and the perception deteriorated their psychological well-being.
B252
DOES SOCIAL SUPPORT BUFFER THE EFFECTS OF WIDOWHOOD? EVIDENCE FROM TWO PROSPECTIVE LONGITUDINAL STUDIES
Ivana Anusic1, Richard E. Lucas1; 1Michigan State University — In two nationally representative longitudinal studies, we found no evidence that social support buffers against the stress of widowhood. Although people with more social support were generally happier, they were also more adversely affected by death of a spouse. Moreover, social support did not facilitate adaptation to widowhood.

B253
THE "HAPPIEST AND GREENEST NATION": OPTIMISM, WELL-BEING, ENVIRONMENTAL STRESS AND COPING AMONG COSTA RICAN WOMEN
Judith Nichols1, Michele M. Tugade1, Jannay Morrow1, Jamie E. Stevenson1, Hillary Devlin1; 1Vassar College — We investigated optimism, gratitude, stress, and coping with respect to environmental conservation and well-being among women from Guanacaste Province, Costa Rica. Environmental distress predicted increased environmental coping behaviors in more optimistic individuals, and decreased coping behaviors in less optimistic individuals. Findings also suggest that gratitude may promote health and well-being.

B254
SOCIAL CLASS, SOCIAL STATUS, AND THE PURSUIT OF HAPPINESS
Manana Mesropian1, Michael W. Kraus1, Cameron Anderson2; 1UC Berkeley, 2University of California Berkeley, Haas School of Business — We explored the association between forms of status and subjective well being. Analyses indicated a positive correlation between education and life satisfaction among individuals with low sociometric status, and no correlation among high sociometric status individuals. Results were consistent across all forms of status examined in the research.

B255
LEADING AN AUTHENTIC AND MEANINGFUL LIFE: THE ROLE OF POWER
Yona Kifer1, Daniel Heller1, Hadar Ram1; 1Tel Aviv University — How does social-power alter people’s lives? Building on the approach/inhibition theory of power—according to which having power entails an awareness one can act at will without social consequences—we posited and found, in an extensive 4-wave study, that powerful people lead a more authentic and, therefore, more meaningful life.
Aggression/Anti-Social Behavior

**C1**
**THE EFFECTIVENESS OF A MEDIATION PROGRAM IN SYMMETRICAL VERSUS ASYMMETRICAL NEIGHBOR-TO-NEIGHBOR CONFLICTS**
Elze Ufkes1, Ellen Giebels2, Sabine Otten1, Karen van der Zee1; 1University of Groningen, 2University of Twente — This study demonstrates that conflict asymmetry, the degree to which parties differ in perceptions of the level of conflict, is important for the course and outcomes of neighborhood mediation.

**C2**
**EFFECTS OF PEACEFUL VIDEO GAMES ON PROSOCIAL AND AGGRESSIVE BEHAVIOR**
Jodi Whitaker1, Bushman Brad1; 1Ohio State University — Male participants acted equally aggressive after playing a violent or peaceful video game, and most prosocially after playing a neutral game. Female participants acted most aggressively AND most prosocially after playing a violent game. Feelings of boredom and guilt may have contributed to these surprising findings.

**C3**
**THAT WORLD BECOMES YOU: TRANSPORTATION INTO A VIDEO GAME WORLD**
Paul Stermer1, Melissa Burkley1, Chad Cotner2; 1Oklahoma State University, 2University of Central Oklahoma — Video games are interactive by nature and it is this feature that allows players to become transported into the game’s world. Across two studies, the antecedents and consequences of transportation in video games were examined. Results indicate character choice increases transportation and increased transportation is related to aggressive outcomes.

**C4**
**THE MAD HATER: “ANGER” ATTRIBUTIONS REDUCE THE THREAT OF EXPERIENCING HATE**
Amand Munteanu1, Chris Burris1, John Rempel1; 1St. Jerome’s University — Compared to neutral primes, subliminal “I hate” primes tended to increase motivation to distance oneself from “hate” and “haters” among individuals who retrospectively justified their desire to harm another; “I am angry” primes reversed this relationship. Framing an experience as “anger” thus appears to offer sufficient justification for intended harm.

**C5**
**DOES NEED FOR CONTROL OR NEED TO BELONG MODERATE THE EFFECTS OF OSTRACISM ON AGGRESSION?**
Dorothée Dietrich1, Kaitlyn Hawkinson1; 1Hamline University — We examined which of four fundamental needs are associated with aggression after ostracism. After ostracism or inclusion, participants completed fundamental need fulfillment, verbal and behavioral aggression measures. Ostracized participants felt more rejected, aggressed more, and had lower fundamental needs fulfillment. Threatened need for control was the strongest predictor of aggression.

**C6**
**RELATIONSHIPS MATTER: DIFFERENCES IN SEXUAL ASSAULT CHARACTERISTICS ASSOCIATED WITH THE RELATIONSHIP BETWEEN PERPETRATOR AND VICTIM**
Jennifer Pierce1, Rhiana Wegner2, Antonia Abbey1; 1Wayne State University — This study updates Shotland’s (1992) theory of courtship rape by considering a broader range of types of sexual aggression and by separating relationship commitment from sexual precedence. Results from analysis of variance demonstrate the importance of taking relationship status into account when attempting to explain motives for committing sexual assault.

**C7**
**SOCIAL STATUS DIFFERENCES IN SCHEMA-BASED BIASES TOWARD HOSTILE ATTRIBUTIONS OF INTENT**
James Davis1; 1DePaul University — Across two studies, members of low status groups attribute hostile intent to the actions of others to a greater degree than their high status peers. This research highlights the profound impact social status has on core psychological processes and has numerous implications for stigma and aggression theory.

**C8**
**SENSITIVITY TO OTHERS REGULATES EXTERNALIZING EMOTIONS THROUGH INHIBITING STATUS CONCERNS**
Pinar Celik1, Marrie Bekker1, Ad Vingerhoets1; 1University of Tilburg — Individuals gain interpersonal value through seeking connectedness and status (Huo, Binning, & Molina, 2008). Sensitivity to others entails the extent to which an individual is concerned about connectedness. This research demonstrates that highly sensitive individuals inhibit status concerns in reaction to self-threat, and followingly report lower externalizing emotions.

**C9**
**THE TED BUNNY EFFECT: BODY SYMMETRY AND AVERSIVE PERSONALITY TRAITS**
Nicholas Holtzman1; 1Washington University in St. Louis — Body symmetry is attractive, yielding mating opportunities. Who is symmetrical? A comprehensive study involving over 200 participants, over 200 personality self-report scales, and hundreds of peer-reports revealed that anti-social traits correlate positively with symmetry—the Ted Bundy Effect—named after the attractive psychopath. Results reveal potential evolutionary value in anti-sociality.

**C10**
**STATUS-DRIVEN RISK TAKING: NOT SO DARK**
Beth Viss er1, Julie Pozzebon1, Narnia Worth1, Michael Ashton1, Kibeom Lee2; 1Brock University, 2University of Calgary — Relations between the Status-Driven Risk Taking (SDRT) scale and “dark triad” personality variables were investigated. SDRT and the dark triad predicted antisocial behavior and, in relation to the HEXACO personality framework, were characterized by low Honesty-Humility. SDRT was unique in that it was not also characterized by low Agreeableness.

**C11**
**THE MODERATING ROLE OF ANGER AND HOSTILITY IN THE RELATION BETWEEN RE-APPRAISAL AND AGGRESSIVE BEHAVIOR**
Brittney Henderson1, Christopher Barlett1; 1Iowa State University — While the effects of re-appraisal on physical aggression are beginning to be documented, it is unclear what variables moderate these relations. Emotion regulation theory posits that aggressive affect (i.e., anger) rather than aggressive cognitions (i.e., hostility) should moderate these relations. Results showed that anger, not hostility, was a significant moderator.

**C12**
**VIOLENCE AND COMPETITION AS PREDICTORS OF AGGRESSION FOLLOWING VIDEO GAME PLAY**
Donald Wood III1, Alicia Limke1; 1University of Central Oklahoma — The current study examined the possibility that aggression following video game play results from competition. Results indicated that individuals playing competitive games exhibited more aggression than individuals playing no game. There were no differences in aggression between individuals in the first-person shooter game condition and the competitive puzzle game condition.
C13  REPELLED BY VIOLENCE: DISGUST SENSITIVITY PREDICTS DECREASED AGGRESSION
Richard Pond Jr.1, C. Nathan DeWall2, Nathanial Lambert3, Timothy Deckman3, Ian Bonser3, Frank Fincham3; 1University of Kentucky, 2The Florida State University — Negative emotional valence is often associated with aggression, while the motivational direction of the emotion is ignored. The current work explored whether a negative emotion associated with behavioral avoidance — disgust — will predict less aggression. Across four studies, disgust sensitivity predicted lower levels of trait and behavioral aggression towards strangers and romantic partners.

C14  LONGITUDINAL EFFECTS OF PLAYING M-RATED VIDEO GAMES: ADOLESCENTS’ RECKLESS DRIVING
Ana Maria Draghici1, Timnelly Deckman2, Ian Bonser3, Frank Fincham3; 1University of Kentucky — We tested the hypothesis that video game play is associated with reckless driving in a multi-wave, longitudinal study of adolescents. Consistent with predictions, play of mature-rated video games was associated with reports of moving traffic violations, being pulled over by the police, speeding, tailgating, and willingness to drive after drinking.

C15  AN INCREMENTAL THEORY OF PERSONALITY REDUCES AGGRESSION AND DEPRESSION: A PSYCHOLOGICAL INTERVENTION EXPERIMENT
David Yeager1, Kali Trzesniewski2, Carol Dweck1; 1Stanford University, 2University of California, Davis — This intervention experiment tested the idea that believing people can change (an incremental theory) might buffer adolescents from effects of victimization. We found that adolescents learning an incremental theory were less aggressive following peer rejection one month after the intervention, reported fewer depressive symptoms, and, among Latinos, received higher grades.

C16  BETTER WHEN GOD DAMNS IT? CONCEPTUALIZING GOD AS FORGIVING INCREASES DEVIANCE
Amber DeBono1, Andrew D’Agostino2, Loni Petricone1, Julie Crouch1; 1University of Kentucky, 2University of Albany - SUNY — Conceptualizing God as forgiving, rather than punishing, may lead to greater immorality. In our experiment, Christian participants who read about God’s forgiveness stole more money than those who read about God punishing or participants who read non-religious stories. Thus, focusing on God’s forgiving side may increase deviant behaviors.

C17  AGGRESSION RESPONSE DIFFERENCES BETWEEN LOW AND HIGH RISK PARENTS FOR CHILD PHYSICAL ABUSE
Brett Wells1, Lauren Irwin2, Christopher Shelton2, Julie Crouch2, John Skowronski2, Joel Milner5; 1Northern Illinois University, 2Center for the Study of Family Violence and Sexual Assault — A competitive reaction-time aggression paradigm assessed the role of implicit information processes in aggression for parents at risk for child physical abuse. High risk parents sent louder sound blasts to a fictitious opponent, responded faster/slower to negative/positive words following lost rounds, and endorsed more hostile motives when selecting sound blasts.

C18  PRIMING MORE ADVANCED MORAL SCHEMAS INCREASES OPPOSITION TO TORTURE
Ian Grant Hansen1, Bennett Callaghan2; 1York College, 2John Jay College of Criminal Justice — After undergoing a novel experimental procedure priming selfish, legalistic, or principle moral schema, participants primed with more advanced moral schema expressed more opposition to legalizing torture interrogation. Those primed with principled moral schema were also the most likely to reject 16 specific forms of torture as “inappropriate under all circumstances.”

C19  SOMEONE IS BEING A JERK ON THE INTERNET: ONLINE AGGRESSIVE BEHAVIOR AND ITS CONTAGION
Zackary R. Lemka1, Helen C. Harton1; 1University of Northern Iowa — This study examined contagion of aggression during electronic communication. Participants took part in online discussions in six person groups. In the experimental groups confederates modeled aggression toward each other. Experimental groups exhibited more direct and indirect aggression than control groups, suggesting that online aggression exposure increases aggression.

C20  THE INFLUENCE OF EUHEMISTIC FRAMING ON PERCEPTIONS OF RESPONSIBILITY IN A DOMESTIC VIOLENCE SCENARIO.
J. Guillermo Villalobos1, Donna Garcia1; 1California State University, San Bernardino — In this study, participants read a scenario depicting male-to-female domestic violence. Those who read a version with euphemized rather than clear language rated the event as more harmful, which in turn led them to assign more blame to the victim, less blame to the aggressor, and a lighter sentence.

C21  “I'M HAVING A BAD DAY”: THE EFFECT OF MITIGATING INFORMATION ON AGGRESSIVE AND PROSOCIAL BEHAVIOR
Barri Barlett1, Craig Anderson2; 1Iowa State University, 2University of Missouri at Columbia — While effects of violent media on aggression are well-established, this research shows that a portion of established effects may be due to suppression by the nonviolent media used. Additionally, nonviolent media may produce increases in prosocial tendencies, and both effects can occur even with no explicit prosocial content.

C22  VIOLENT AND NONVIOLENT VIDEO GAMES PRODUCE OPPOSING EFFECTS ON AGGRESSIVE AND PROSOCIAL OUTCOMES
Marc Andrew Sestir1, Bruce Bartolow2; 1Hobart & William Smith Colleges, 2University of Kentucky — Two subliminal hate-related primes increased self-deceptive enhancement relative to a neutral prime, comparable anger-related primes did not. “I hate” participants were uniquely less willing to label a self-disclosed to “hate.” Hate – especially when one is “sender” rather than “receiver” – thus appears to threaten the self.

C23  “DON’T BE HATIN’”: HATE AS A THREAT TO THE SELF
Christopher Burris1, John Rempel1, Armand Menteaux1; 1St. Jerome’s University — Two subliminal hate-related primes increased self-deceptive enhancement relative to a neutral prime, comparable anger-related primes did not. “I hate” participants were uniquely less willing to label a self-disclosed to harm someone as “hate.” Hate – especially when one is “sender” rather than “receiver” – thus appears to threaten the self.

C24  ASSESSING AGGRESSIVENESS: THE DISTINCTIVE ROLE OF SELF-ESTEEM AND NARCISSISM
Hanjoo Kim1, Eunjoo Yoon1; 1Korea University, 2University of South Korea — The present research explored the controversial link between self-esteem, narcissism and aggressiveness. To investigate this, we employed an experimental design that included the manipulation of situations where one’s egoism is threatened. The results indicate that the effects on aggression can be more comprehensively understood when two variables are considered independently.

C25  THE I-3 MODEL AND STALKING: EXAMINING EFFECTS OF REJECTION, SELF-REGULATION, AND NARCISSISM ON STALKING PERPETRATION
Benjamin A. Fay1, H. Colleen Sinclair1; 1Mississippi State University — Applying the Finkel (2008) I-3 model, we experimentally examined the effects of rejection, self-regulation, and narcissism on stalking perpetration. Higher rates of stalking were reported by those who were rejected, especially when self-regulation was depleted, and those high in narcissism reported higher rates of stalking, particularly when internally rejected.
C26
TRAITS ANGER AND EXECUTIVE FUNCTIONING MODERATE THE RELATIONSHIP BETWEEN VIOLENT VIDEO GAME EXPOSURE AND AGGRESSION
Christopher Engelhardt1, J. Scott Saults1, Bruce Bartholow2; 1University of Missouri — Participants were assigned to play a violent or nonviolent video game for 20 min prior to an aggression task. Game condition interacted with both trait anger and self-regulation, wherein dispositionally angry participants and those with behavior regulation problems were most aggressive, but only if they played a violent game.

C27
STEPPING BACK IN THE HEAT OF THE MOMENT: SELF-DISTANCING REDUCES AGGRESSIVE AFFECT AND COGNITION
Dominik Mischkowski1, Ethan Kross1, Brad Bushman3; 1University of Michigan, 2Ohio State University — In one study, we investigated whether self-distancing, i.e., mentally taking a third person perspective, is beneficial after provocation. We found that self-distancing from a provocation reduces angry affect and accessibility of aggressive thoughts compared to self-immersion. Furthermore, self-reported distancing was negatively correlated to hostile behavior towards the perpetrator.

C28
BEING TIRED INCREASES VIOLENT TENDENCIES: ACROPHASE, TIME, AND THE SHOOTER BIAS TOWARD ARABS
Timothy Deckman1, C. Nathan DeWall1, Peggy Keller2, Brad Bushman3; 1University of Kentucky, 2The Ohio State University and VU University, Amsterdam — This study tested the impact of acrophase (peak time of day) on shooter bias against targets wearing turbans. Subjects participated during the morning or evening and completed a shoot/don’t shoot task. Evening people showed the largest shooter bias against people wearing turbans when they were tested in the morning.

C29
STALKING MYTH-ATTRIBUTIONS: THE ROLE OF INDIVIDUAL AND CONTEXTUAL VARIABLES ON JUDGMENTS OF UNWANTED PURSUIT
Katherine Collier1, John Mac Arthur2, H. Colleen Sinclair3; 1Mississippi State University — Investigating perceptions of unwanted romantic pursuits, we found individuals assigned to pursuer’s perspective made more forgiving attributions for pursuer behavior and attributed more blame to rejecters than those in the rejecter’s shoes. These differences were particularly evident among men judging female rejecters and among individuals high in stalking myth endorsement.

C30
ALCOHOL INTOXICATION INCREASES THE BIAS TO SHOOT TARGETS OF MIDDLE EASTERN BUT NOT CAUCASIAN APPEARANCE
Timothy P. Schofield1, Christian Unkelbach2, Thomas F. Denson3; 1University of New South Wales, 2University of Heidelberg — Intoxicated and sober participants played a computer game which required them to make quick decisions about shooting or not shooting a target based on whether the target carried a gun. Intoxicated participants displayed a greater bias towards shooting targets of Middle Eastern rather than Caucasian appearance.

C31
PREDICTORS OF RIVAL-DIRECTED AND PARTNER-DIRECTED JEALOUSY AND AGGRESSION
Caitlin Powell1; 1Georgia College & State University — Participants were lead to believe that their romantic partners flirted with either a high-status or average rival, and jealous feelings and aggressive behaviors towards the participants’ partners and rivals were assessed. Additional predictors such as narcissism, and chronic jealousy were also measured. Higher status rivals lead to more rival-directed jealousy.

C32
REAPPRAISAL AND DISTRACTION CAPABILITY AND THE REGULATION OF AFFECT DURING EXERCISE
Bethany Kwan1, Allison Troy2, Iris Mauss3; 1University of Colorado at Boulder, 2University of Denver, 3University of New Mexico — Cognitive reappraisal and distraction are generally effective affect regulation strategies. Based on data from an exercise prescription study, self-rated cognitive re-appraisal (but not distraction) capability predicted more positive affective responses to exercise, controlling for intensity and fitness. Reappraisal may help improve the affective response to exercise and promote regular exercise.

C33
I REMEMBER SHE WAS HAPPY!: POSITIVE EMOTION INCREASES FALSE MEMORIES
Robin Kaplan1, Ian Tingen1, Linda Levine2, Elizabeth Loftus3; 1University of California, Irvine — Can imagining the emotional consequences of events create false memories? We examined the effects of positive versus negative emotional elaboration on memory for true and false details of a witnessed event. Positive elaboration led to greater acceptance of misinformation, and thus higher rates of false memory, than negative elaboration.

C34
MEASURING DISCRETE EMOTIONS IMPLICITLY: A PRELIMINARY INVESTIGATION
Gregory Bartoszek1, Daniel Cervone1; 1University of Illinois at Chicago — To develop an implicit measure of discrete emotions, we asked participants to rate emotions expressed in abstract paintings. When sadness was induced experimentally, participants judged paintings as expressing more sadness, but not more anger or fear. An explicit measure failed to detect this specific change in discrete emotional state.

C35
STATE SELF-CONSCIOUS EMOTIONS SCALE (SSCES): TOWARDS A RELIABLE MEASURE OF SELF-CONSCIOUS EMOTIONS
Jared Plaza1, Roger Giner-Sorolla2; 1University of Kent — Theory and research on self-conscious emotions grows, but the field still lacks an instrument for reliably discriminating the principal self-conscious emotions. We present the State Self-Conscious Emotions Scale and three studies demonstrating its reliability, discriminant and predictive validity as a self-report measure of state guilt, regret, shame, and pride.

C36
EMOTIONAL AMBIVALENCE IN RISK BEHAVIORS
Amparo Caballero Gonzalez1, Pilar Carrera-Levillain1, Dolores Muñoz Caceres1, Luis Oceja1; 1Universidad Autonoma de Madrid — The purpose of this paper is to study the differential and complementary role played by the theory of planned behavior variables and by participants’ emotions when recalling and describing previous experiences of such risk behavior in the prediction of the intention to repeat a risk behavior in the immediate future.

C37
FUTURE-ORIENTED EMOTIONS ON PREDICTION OF BEHAVIORAL INTENTION AND BEHAVIORAL EXPECTATION
Pilar Carrera-Levillain1, Amparo Caballero1, Dolores Muñoz1, Luis Oceja1; 1Universidad Autonoma de Madrid — Theory of Planned Behavior offers a parsimonious explanation of purposive behavior, however in risky behaviors its sufficiency can be questioned. Two studies show a) that behavioral intention and behavioral expectations are not equivalent constructs; b) where anticipated emotions improve TPB explanation on BI, anticipatory emotions did it on BE.

C38
THE EMOTIONAL UNDERPINNING OF PARTISANSHIP
Silvia Mari1, Martin Rosema2, Carla Dazzi3; 1University of Milano - Bicocca, 2University of Twente, 3University of Padova — Data collected in a multiparty system showed that emotional responses (enthusiasm, aversion, anxiety) toward parties had different impact on partisanship (party identification.
and evaluation), which in turn affected voting intentions. The effects of emotions on voting intentions were completely mediated by partisanship, and the findings were consistent across the parties.

**C39**
**EMOTION EXPRESSION AND CONTOGION ONLINE: STATUSES, SENTIMENT, AND SYMPATHY** Adam Kramer, 1,2; Amy Moywerter; University of Arizona — The present study examined the impact of one partner’s purposeful emotion regulation (suppression and reappraisal) on the dynamic emergence of structure and patterns in real-time dyadic interactions between pairs of female strangers. Results suggest that behavioral attractors, emotional entropy, and physiological linkage are impacted by an individual’s emotion regulation attempts.

**C40**
**THE IMPACT OF EMOTION REGULATION ON TEMPORAL INTERPERSONAL EMOTION SYSTEMS (TIES)** Emily A. Butler, 1; Amy Moyer-Ward; 1University of Arizona — The present study examined the impact of one partner’s purposeful emotion regulation (suppression and reappraisal) on the dynamic emergence of structure and patterns in real-time dyadic interactions between pairs of female strangers. Results suggest that behavioral attractors, emotional entropy, and physiological linkage are impacted by an individual’s emotion regulation attempts.

**C41**
**THE DOWNSTREAM CONSEQUENCES OF REGRET IN ROMANTIC RELATIONSHIPS** Florian Fessel; 1Union College — This study investigated the consequences of regret regarding romantic relationships. Participants in dating relationships were asked to describe any regrets they had about their current relationship. Results indicated that participants who made an internal attribution for their regrets reported greater motivation to improve their relationship three months later.

**C42**
**FAMILY ENVIRONMENT, PARENTING STRESS, AND MOTHERS’ RESPONSES TO CHILDREN’S CONTEXTUALLY-APPROPRIATE EXPRESSIONS OF EMOTIONS** Jordan Booker, 1Julie Dunsmore, 1Thomas Ollendick; 1Virginia Polytechnic Institute and State University — Eighty-two mother-child dyads participated in a study of parenting stress, family environment, and maternal encouragement/discouragement of children’s emotional expressions while discussing family events. Maternal reports of family cohesion predicted their encouragement of children’s context-appropriate emotional expressions. Maternal reports of parenting stress were associated with discouragement of children’s context-appropriate emotional expressions.

**C43**
**EMOTION REGULATION STRATEGIES AND GOALS AS PREDICTORS OF RELATIONSHIP QUALITY IN MOTHER-YOUNG ADULT CHILD DYADS** Tanya Martini, 1Michael Busser; 1Brock University — In 91 dyads, ER strategies and goals predicted relationship quality. Suppression predicted greater partner-reported conflict; reappraisal predicted greater self-reported support. Self-oriented goals predicted greater self-reported conflict and lower support; the opposite was true for other-oriented goals. Self- and other-oriented goals were negatively associated with partner-reported support and conflict, respectively.

**C44**
**BEYOND ROMANCE: INDIVIDUAL AND CULTURAL DIFFERENCES IN THE VALUE AND EXPERIENCE OF DIFFERENT LOVE TYPES** Aleksandr Kogan, 1Bonnie Le, 2Cecilia Cheng; 1University of Hong Kong, 2University of Florida — The present study used a daily experience methodology to investigate people’s rankings and experiences of 12 different types of love in two cultures. We found cultural variability in which types of love people value and experience, and cultural universality in rank predicting experience and experience predicting change in rank.

**C45**
**CULTURAL DIFFERENCES IN AVOIDED AFFECT: A COMPARISON OF AMERICAN AND GERMAN CONTEXTS** Birgit Koopmann-Holm, 1Jeanne L. Tsai; 1Stanford University — European Americans wanted to avoid feeling negative more than did Germans. These differences were mediated by how much people value changing (vs. accepting) naturally occurring phenomena, suggesting that Americans are less accepting of their negative emotions than Germans because they believe they can change them more.

**C46**
**DIALECTICAL THINKING AND AMBIVALENT ATTITUDES: THE ROLE OF ACCEPTANCE OF CONTRADICTION** Bradley Stasny, 1Jeff T. Larsen; 1Texas Tech University — Ambivalent attitudes are generally thought to be aversive, but the acceptance of contradiction may allow individuals to accept ambivalent information. Subjects reported how ambivalent they felt toward abortion before and after reading information about abortion. Subjects who accepted contradiction were especially likely to become more ambivalent upon receiving ambivalent information.

**C47**
**THE CONTEXT OF EMOTION: HOW SEX, ETHNICITY AND CULTURE AFFECT EMOTION PERCEPTION** Daniel Gambacorta, 1Seger Breugelmans, 2Bryan Koenig, 1Timothy Ketelaar; 1New Mexico State University, 2Tilburg University, 2Singapore Agency fo Science, Technology and Research — Participants in Singapore, Netherlands, and the US rated pictures depicting a target individual surrounded by others who varied in terms of gender, ethnicity (Caucasian, Asian) and facial expression (angry, happy or neutral). Results revealed that ratings of the target’s emotions were affected by the context in which the face appeared.

**C48**
**HOW INCIDENTAL FEAR CAN INFLUENCE CHINESE PEOPLE’S EVALUATION OF GOVERNMENT: AN EXPERIMENTAL STUDY** Jingyu Zhang, 1Erping Wang; 2Institute of Psychology, CAS, 2Institute of Psychology, CAS — Chinese participants induced to feel fear had lower evaluation in general government (study 1) but higher evaluation in center government (study 2). Fear had more negative influence on people from rural areas than their counterparts from city (study 3). This influence was moderated by specific emotion management policies (study 4).

**C49**
**THE NONVERBAL EXPRESSIONS OF PRIDE, SHAME, AND EMBARRASSMENT IN JAPAN** Kohki Arimitsu, 1Komazawa University — The photograph of the self-conscious emotion expressions were judged by Japanese university students. The prototypical pride expression was the same as Tracy & Robins (2004), but the embarrassment expression was not equal to the previous study (Haidt & Keltner, 1999). The highest rate for shame was so low, that indicate cultural differences.

**C50**
**CHANNELING YOUR FEELINGS: LAY PERCEPTIONS OF HOW INTENSE EMOTION CAN FACILITATE COMPETENCE** Leah Warner, 1Matthew Zawadzki, 2Stephanie Shields; 1Ramapo College of New Jersey, 2The Pennsylvania State University — North American beliefs about intense emotion are paradoxical: while often believed to hinder competence, they are also believed to enhance competence. We found that intense emotions are perceived to possess a powerful energy that can disrupt goals, but also individuals can use this energy by “channeling” it to facilitate goals.

**C51**
**CROSS-CULTURAL DIFFERENCES IN EMOTION PERCEPTION: GENDER AND EMOTION EFFECTS** Maria Parmley, 1Fang Zhang, 2Ping Yao; 1Assumption College, 2Peking University, Beijing, PRC — We compared detection of expressions among American and Chinese targets, hypothesizing an in-group advantage in both the awareness of and accuracy in
detecting emotional expressions. Findings suggest the in-group advantage occurs when identifying emotional expressions but not in how quickly individuals become aware of these expressions.

C52
USE OF FACIAL CUES IN THE ASSESSMENT OF EMOTIONS IN A CHINESE AND QUEBEC SAMPLE  
Marie Lasalle1; Regional B. Adams Jr.2; Robert E. Kleck1; Ursula Hess1; 1University of Quebec at Montreal; 2Pennsylvania State University; 3Dartmouth College — This study used two tasks to investigate the facial cues that are used to assess emotions in two cultures. The results suggest that the weight given to specific facial cues depends not only on perceivers’ cultural background, but on the emotion perceived as well.

C53
TWO TYPES OF ENVY: MALICIOUS ENVY AND BENIGN ENVY IN JAPAN  
Yumi Inoue1; Koji Murata1; Hitotsubashi University — We replicated the study of Van de Ven, Zeelenberg and Pieters (2009) in Japan, under the hypothesis that two qualitatively different types of envy would also be found. Results supported the hypothesis, providing empirical evidence for two types of envy. The implications for cross-cultural research on envy are discussed.

C54
IS THE PRIDE EXPRESSION A NONVERBAL CUE OF EXPERTISE?  
Jason, P. Martens1; Jessica, L. Tracy1; 1University of British Columbia — Participants motivated to succeed were more likely to copy a confederate displaying pride than confederates displaying other emotions, despite explicitly judging the proud confederate no more knowledgeable or successful than others. These behavioral findings suggest that despite social norms against displaying pride, motivated individuals nonetheless follow those who show it.

C55
DISGUST AND RELIGIOUS CONSERVATISM AS PREDICTORS OF PREJUDICE TOWARD SEXUAL MINORITIES: A MEDIATIONAL MODEL  
John Terrizzi1; Natalie Shook1; Larry Ventis2; 1Virginia Commonwealth University; 2The College of William & Mary — Disgust is an evolved disease-avoidance mechanism that promotes negative attitudes toward and avoidance of outgroup members. The current research suggests that disgust encourages socially conservative values, which promote prejudice toward outgroup members. In two studies, religious conservatism is shown to mediate the relationship between disgust and prejudice toward sexual minorities.

C56
GOOD MOOD DOESN’T EXPLAIN IT ALL: DIFFERENT POSITIVE EMOTIONS AND ECONOMIC RISK-TAKING  
Samantha Neufeld1; Yixin Jessica Li1; Douglas T. Kenrick1; 1Arizona State University — To examine the effects of different positive emotions on risk-taking, the researchers elicited one of four positive emotions, then administered an economic risk-taking scale. Consistent with the theorized fitness-enhancing function of these emotions, different positive emotions led to different risk-taking choices.

C57
THE COGNITIVE CONSEQUENCES OF ENVY: ATTENTION, MEMORY, AND SELF-REGULATORY DEPLETION  
Sarah Elizabeth Hill1; Danielle DelPriore1; Phillip Vaughan2; 1Texas Christian University; 2University of Texas at Austin — We provide evidence that envy has important consequences for cognitive processing. Our first two studies found that envy increased attention to and memory for fictitious peers. Study 3 demonstrated that envy also corresponded to a diminished ability to persevere on an anagram-solving task in the face of repeated failure.
Increased anger and fear towards minorities, increased sympathy and identification. Thinking about impending demographic changes: intergroup threat and in turn influence intergroup emotions and group dynamics where Whites are a numerical minority would heighten appraisals of self and others. Many studies have shown that positive affect intensity and the difficulty identifying emotions facet of alexithymia uniquely predicted college student depression.

Sherman A. Lee

University, Renée Murray

Renee Murray

University, Indiana University — IU-PU Fort Wayne — Christopher Newport University — University of Rochester — University of Texas at Austin — University of Virginia — University of Western Ontario — University of Waterloo — University of Wisconsin — University of Wisconsin-Madison — Virginia Commonwealth University — Western Michigan University — Western University — Wright State University

Friday, January 28, 12:30 – 2:00 pm, Ballroom C Emotion — Poster Session C

C64 BLASÉ EXPERT OR PASSIONATE CONNOISSEUR? DISPOSITIONAL HAPPINESS MODULATES HEDONIC ADAPTATION TO POSITIVE EXPERIENCES Jordi Quoidbach1, Elizabeth Dunn2; Michel Hansenne1; 1University of Liege, 2University of British Columbia — The present research shows that trait-happiness significantly moderates hedonic adaptation to mundane positive stimuli. After a 10-week training, happy individuals ended up liking mundane wine more, while less happy individuals ended up liking it less. There was no moderation for exceptional wines for which enjoyment increased in both groups.

C65 HOT METACOGNITION AND ANGER: THE ROLE OF THOUGHT CONFIDENCE ON ANGER IN A DRIVING CONTEXT Kevin Blankenship1, Sunde Nesbit2, Renee Murray1; 1Iowa State University, 2University of Northern Iowa — The present research examined the effect of dispositional driving anger and driving scenario type on thought confidence and anger. Relative to participants low in dispositional driving anger, participants high in dispositional driving anger reported greater thought confidence and anger in the provoking than neutral scenario.

C66 "THE CHILLS": CONTENT UNIVERSE, FACTOR STRUCTURE, AND TRAIT ANTECEDENTS Laura Maruskin1, Todd Thrash2, Andrew Elliot3; 1Stanford University, 2College of William and Mary, 3University of Rochester — "The chills," an experience often associated with strong emotion, has been the topic of little psychological research. Card-sorting and event-contingent diary studies indicated that the chills is a multidimensional construct made up of "goosestingles" and "coldsivers," which involve different physical sensations and are predicted by different traits.

C67 RE-ANALYSES OF AFFECTIVE-FORECASTING LITERATURE: PEOPLE ARE GOOD AT PREDICTING THEIR FEELINGS, RELATIVE TO OTHERS Michael Mathieu1, Sam Gosling1; 1University of Texas at Austin — The message associated with affective-forecasting research is that people are poor at knowing how they will feel after an event. Re-analyses of 15 published datasets on individuals assessed before and after an event suggests that individuals are good at knowing how they will feel relative to others.

C68 AFFECT INTENSITY AND ALEXITHYMIA DIFFERENTIALLY PREDICT DEPRESSION SYMPTOMS AMONG COLLEGE STUDENTS Ruth Yeh1, Sherman A. Lee2; 1Christopher Newport University — The present study examined the predictive contribution of specific facets of affect intensity and alexithymia on college student depression with a sample of White students (N = 199). Hierarchical multiple regression analyses revealed that positive affect intensity and the difficulty identifying emotions facet of alexithymia uniquely predicted college student depression.

C69 CAN GROWING DIVERSITY SHIFT INTERGROUP EMOTIONS AND GROUP IDENTIFICATION? THE ROLE OF INTERGROUP THREAT APPRAISAL S H. Robert Ottun1; Michael T. Schmitt2, Daniel A. Miller2; 1Simon Fraser University, 2IU-PU Fort Wayne — We tested whether considering a future where Whites are a numerical minority would heighten appraisals of intergroup threat and in turn influence intergroup emotions and group identification. Thinking about impending demographic changes: increased anger and fear towards minorities, increased sympathy towards Whites and heightened group identification, via intergroup threat appraisals.

C70 POSITIVE EMOTIONS DECREASE CAUCASIAN’S PERCEPTION OF RACIAL DIFFERENCES, BUT INCREASE IT FOR AFRICAN-AMERICANS Kareem Jovan Johnson1; 1Temple University — The present study examined if positive emotions can reduce racial categorizations. Categorization tasks were completed before and after an emotion induction. For Caucasians (N = 61), positive emotions and Duchenne smiles reduced racial categorization accuracy. However, for African-Americans (N = 35) positive emotions increased while negative emotions decreased racial categorizations.

C71 READING OTHERS’ EMOTIONS IN EVERYDAY LIFE: WHEN DO MEN OUTPERFORM WOMEN? Antje Rauers1, Michaela Riediger1; 1Max Planck Institute for Human Development — Typically, women outperform men in recognizing emotional states in others. This multi-method investigation offers a refined account of these differences. Experience-sampling, experimental, and self-report data from 100 heterosexual couples suggest that emotion recognition depends not only on the perceiver’s, but also on the sender’s characteristics, and on the situational context.

C72 AGING AND EMOTIONAL CONTROL IN RESPONSE TO EXPRESSIVE FACES AND WORDS Brandon Stewart1; 1University of Birmingham, UK — While regulation of one’s outward emotional expressions may be retained in later adulthood, there remain questions about how people’s affective reactions influence older adults. Process dissociation analyses on an IAT found that older adults did not show a deficit in emotional control, but did show a deficit in cognitive control.

C73 SELF-RELEVANCE AND THE AGE-RELATED POSITIVITY BIAS IN AUTOBIOGRAPHICAL MEMORY Emily Schryer1, Mike Ross1; 1University of Waterloo — In 2 studies we examined the role of self-relevancy in older and younger adults’ evaluations of autobiographical memories. Older adults generally rated events more positively than younger adults. However, all participants rated their own positive memories more positively and their own negative memories more negatively than a same aged peer.

C74 AROUSAL – COGNITION LINKS IN EVERYDAY LIFE: COMBINING EXPERIENCE SAMPLING AND AMBULATORY BIO-MONITORING Michaela Riediger1, WIrzus Cornelia1, Klipker Kathrin1, Müller Viktor1, Florian Schmiedek1, Wagner Gert1, Lindenberger Ulman1; 1Max Planck Institute for Human Development — We used experience sampling and ambulatory bio-monitoring in 378 participants to investigate associations of psychological and physiological arousal with working-memory capacity in daily life. Low-arousal negative affect and low physiological arousal were associated with better working-memory performance; the latter, however, only in older, but not younger, individuals.

C75 EMOTIONAL RESPONSES TO NORMATIVE AND IDIOGRAPHIC POSITIVE STIMULI: EXPERIENCE, BEHAVIOR, AND PSYCHOPHYSIOLOGY Sunny Dutra1; 1University of Utah, 2Polina Eidelman2, Sheir Johnson2, Allison Harvey2; 1UC Berkeley — Experiential, behavioral, and physiological responses to normative (film) and idiosyncratic (autobiographical memory) positive stimuli were examined, in healthy adults and individuals with positive emotion disturbance (bipolar disorder). Normative stimuli elicited stronger behavioral and experiential responses. The bipolar group demonstrated greater vagal tone overall. Implications for positive emotion research are discussed.
C76 WHEN GETTING ANGRY IS SMART: EMOTIONAL PREFERENCES AND EMOTIONAL INTELLIGENCE Brett Ford1, Maya Tamir2,3; 1University of Denver, 2Boston College, 3Hebrew University of Jerusalem — We examined whether people who prefer useful emotions, even when they are unpleasant to experience, are more emotionally intelligent. We found that people who preferred to feel anger in confrontation were higher in emotional intelligence, whereas people who preferred to feel happiness in such contexts were lower in emotional intelligence.

C77 REMEMBERANCE OF (ENJOYABLE) THINGS PAST: ENDINGS, REFLECTION ON GOOD TIMES, AND MIXED EMOTIONS James L. Cazares1, Jeff T. Larsen1, Hal Ernser-Hershfield2; 1Texas Tech University, 2Northwestern University — On their graduation day, students who were asked to reflect on enjoyable, meaningful times experienced more mixed emotions than control subjects. Coupled with previous correlational evidence that reflection mediates the effect of endings on mixed emotions, results suggest that endings elicit mixed emotions because they prompt reflection on good times.

C78 APPROACH-AVOIDANCE MOTIVATION INFLUENCES RECALLED AFFECT Jennifer Pattershall1, Scott Edelman1, Denise R. Beike1; 1University of Arkansas — People often have trouble recalling the details of their past emotional experiences. Our research considers how dispositional and situational approach-avoidance motivation impacts the intensity of recalled emotions. In two studies, we demonstrate that approach motivation leads to more recalled positive affect, while avoidance motivation leads to more recalled negative affect.

C79AFFECTIVE FORECASTING AND PROMOTION OF MOTIVATION: POSITIVE OR NEGATIVE EXPECTATION FOR FUTURE ACHIEVEMENT Masayo Noda1; 1Kinjo Gakuin University — The present study aims to examine how affective forecasting influences learning motivation by the types of students’ motivation and their expectation for future achievement. The results indicated that the emotional response forecasts would promote learning motivation for people expecting positive achievement.

C80 FEELING GOOD AT THE RIGHT TIME Nadav Klein1, Ayelet Fishbach2; 1University of Chicago, Booth School of Business, 2University of Chicago, Booth School of Business — We find that individuals hesitate to experience positive emotions until positive outcomes are officially announced. In three studies we provide participants with premature information on a positive outcome. Premature information results in mellow emotional response when the outcome is initially revealed as well as later, when it is officially announced.

C81 ARISTOTLE’S VIRTUE OR DANTE’S DEADLIEST SIN? THE PRIDE-CREATIVITY LINK AND THE MEDIATING ROLE OF MOTIVATION Rodica Damian1; 1University of California, Davis — This study examined the relationship between trait pride and creativity, and the mediating role of motivation. As predicted, authentic pride correlated positively with real-life creative achievement and this relationship was fully mediated by intrinsic motivation. Hubristic pride did not correlate with creativity, but correlated positively with extrinsic motivation.

C82 LEAN TOWARD THE MEAN: THE EFFECT OF BODY POSTURE ON ATTENTION TO ANGRY FACIAL EXPRESSIONS Thomas Price1, Eddie Harmon-Jones1; 1Texas A&M — Some positive affects might increase anger because approach motivation underlies these states. Thus, high approach positive affect should increase attention to angry faces. Low and high approach-motivated positive affect was manipulated through body postures. High approach positive posture caused more attentional engagement to angry faces than low approach positive posture.

C83 THE IMPRESSION MOTIVE AND THE EXPERIENCE OF SHAME Allison Earl1, Dolores Albarracin1; 1University of Illinois at Urbana-Champaign — Three studies examined if impression motives elicit shame selectively. Priming impression (Study 1) and the presence of others (Study 2) lead to more shame following stigmatizing scenarios. In contrast, priming impression and the presence of others lead to less shame following control scenarios. Study 3 tested chronic and situational factors.

C84 “SEEING RED AGAIN”: ANGER AND ITS EFFECTS ON PERCEPTION Adam K. Fetterman1, Michael D. Robinson1, Robert D. Gordon1, Andrew J. Elliott2; 1North Dakota State University, 2University of Rochester — A class of metaphors link the experience of anger to perceptions of redness (e.g. “Seeing red”). Accordingly, we hypothesized that priming anger concepts, and inducing anger, would lead to increased subjective perceptions of red. This hypothesis was supported in two experiments, suggesting, that metaphoric effects extend to the perceptual realm.

C85 THE SEXUAL ATTRACTIVENESS OF EMOTION EXPRESSIONS Alec Beall1, Jessica L. Tracy2; 1The University of British Columbia — Two studies using four participant samples (N=1,041) provide the first evidence that the emotion expressions of pride, shame, and happiness influence sexual attractiveness in different ways for men and women. Notably, happiness increases women’s attractiveness but decreases men’s, while pride does the reverse, and shame increases attractiveness of both genders.

C86 INTERSECTION OF GENDER AND THREAT DISPLAYS: SHIFTING ATTENTION ACROSS TIME Anthony Nelson1, Reginald Adams1; 1Pennsylvania State University — Due to perceptual resemblances and emotional stereotypes, we predicted that angry male and fearful female faces signal clear threat whereas fearful male and angry female faces signal more ambiguous threat. A dot-probe paradigm showed initial attentional orienting to fearful females and later attentional maintenance to fearful males and angry females.

C87 EXAMINING THE TEMPORAL DYNAMICS OF EMOTION REGULATION: EVIDENCE FROM LONGITUDINAL REAPPRAISAL PRACTICE Bryan T. Denny1, Harold W. Koenigsberg2, Kevin N. Ochsner1; 1Columbia University, 2Mount Sinai School of Medicine — A fundamental question involving emotion regulation is whether one can improve with practice. We assessed this question using two forms of reappraisal, reinterpretation and distancing, over 4 sessions. Results indicated that distancing training led to decreases in negative affect whereas reinterpretation training did not. Thus, distancing training yields regulatory improvement.

C88 THE EFFECT OF EXPECTATION VIOLATION ON APPRECIATION OF ARTWORK Cheryl Hahn1, Gerald Clore1; 1University of Virginia — Three studies examined reactions to a sculpture made of thousands of plastic cups. Results suggested that the “mental travel” of shifting from the mundane (cups) to the sublime (sculpture) enhanced enjoyment. We propose that experiences of cognitive change when making sense of a work are important in art appreciation.

C89 INTEGRATED KNOWLEDGE IS RESISTANT TO RETRIEVAL-INDUCED FORGETTING — BUT NOT WHEN TESTED IN NEGATIVE STATES Christof Kuhbandner1, Reinhard Pekrun1; 1University of Munich — In achievement settings, negative affect is common, especially during test taking. We investigated in two studies how negative affect influences the memorial
consequences of taking a memory test. Our findings demonstrate that experiencing negative affect during test taking undermines the resistance of integrated knowledge to retrieval-induced forgetting.

C90
FEELING DISGUSTED OR CREATURELNESS: UNDERSTANDING THE EXISTENTIAL THREAT OF DISGUSTING STIMULI
David Webber1, Jeff Schimel1, Erik Faucher1, Joseph Hayes1, Rui Zhang1; 1University of Alberta — The present research proposes that although disgusting stimuli blur the human-animal boundary, they are only existentially threatening because they elicit a disgusted feeling. Study 1 found high death-thought accessibility (DTA) after a disgust inducement unrelated to animal nature. Study 2 found that viewing disgusting images under reappraisal prevented high DTA.

C91
THE EFFECTS OF DISTINCT POSITIVE EMOTIONS ON FACETS OF CREATIVITY FOLLOWING A STRESSFUL EVENT
Eleanor Boothroyd1, Amanda Pesco1, Simone Gelfand1, Michele M. Tugade1; 1Vassar College — This research investigated whether distinct positive emotions would be differentially associated with aspects of creativity. After anxiety was induced, participants were randomly assigned to one of six different positive emotion groups; all then completed a measure of creativity. The results demonstrate the unique contributions of distinct positive emotions on creativity.

C92
ANTICIPATING YOUR SMILE: AN ELECTROMYOGRAPHIC (EMG) INVESTIGATION OF ANTICIPATORY SOCIAL RESPONDING
Erin Heerey1, Helen Crossley1; 1Bangor University — Anticipating interaction partners’ social cues may help keep social interactions smooth and coordinated. We investigated anticipatory facial cues using electromyography to record face-muscle activity as participants learned to anticipate smiles. We found anticipatory activity when participants viewed neutral faces but expected smiles, suggesting that learning aids in coordinating social behavior.

C93
AFFECTIVE PROCESSING PRECEDES EMOTION PROCESSING WHEN CATEGORIZING FACES AT BRIEF EXPOSURE DURATIONS
Jasmine Mote1, Lisa Feldman Barrett1,2,3; 1Northeastern University, 2Harvard Medical School, 3Massachusetts General Hospital, 4Boston College — Participants judged backwardly masked face stimuli according to whether the affective content or emotion category of each stimulus. Target stimuli were presented for 17 or 100 ms. The data indicate that affective perceptions are more automatic, and therefore perhaps more basic, than are emotion categorizations.

C94
IS EMOTION REGULATION A SHOTGUN OR SHARPSHOOTER? UNINTENDED OUTCOMES OF EMOTION REGULATION
Jazmin Brown1, B. Keith Payne1; 1University of North Carolina at Chapel Hill — Three experiments demonstrated that emotion regulation toward a focal item unintentionally dampened the experience of pleasant, unrelated emotions. The experience of unpleasant peripheral emotions was not affected by emotion regulation toward a focal item. Emotion regulation strategies of reappraisal and suppression did not alter unintentional dampening of peripheral items.

C95
AMBULANCE CHASERS, HYPOCRISY, AND OTHER INDISCRETIONS: THE CASE OF SOCIOMORAL DISGUST
Jessica A Stansbury1, Geoffrey D. Munro1, Christina Yancey2; 1Towson University, 2Johns Hopkins University — Sociomoral disgust was explored via development of a ten item questionnaire involving sociomorally disgusting situations. Correlations between core, contamination-based, and animal reminder subscales of the Disgust Scale - Revised and the sociomoral questionnaire were conducted. Weak to moderate correlations suggest sociomoral disgust is a separate and distinct type of disgust.

C96
MATERNAL AND PATERNAL EFFECTS ON CHILDREN’S CARDIAC REACTIVITY TO EMOTIONAL STORIES
Joseph F. Salvatore1, Aviva R. Pessoa-Kadin2, Nancy A. Jones3; 1University of Tennessee, 2Florida Atlantic University — 62 preschool-aged children’s cardiac reactivity was assessed while they listened to their mothers and fathers, separately, read happy and sad stories. The children evidenced empathic and sympathetic cardiac responses with their mothers, but personally distressed responses with their fathers. Results lend physiological support to a divergence-model of parental socialization.

C97
KNOWING WHAT YOU’RE LOOKING FOR: CONCEPT ACTIVATION DECREASES SENSITIVITY FOR WEAK EXEMPLARS OF EMOTION
Maria Gendron1, Lisa Feldman Barrett1,2,3; 1Boston College, 2Northeastern University, 3Massachusetts General Hospital/Harvard Medical School — We explored whether conceptual priming and recent perceptual experience influence sensitivity to emotional targets of varying intensity in a visual search task. Emotion concept activation led to decreased sensitivity to weakly emotional targets, suggesting that conceptual knowledge narrows the range of facial behaviors perceived as “emotional”.

C98
COGNITIVE FUNCTIONS LIMITATIONS RELATED TO THE REMOVAL OF THE SOURCE OF EXPERIENCED EMOTION
Michal Scibor-Rylski1; 1Warsaw School of Social Sciences and Humanities — Two presented experiments explore the problem of sudden removal of the source of emotion on the functions of working memory: storage, processing and monitoring. The results of two experiments showed that order and difficulty of the tasks interfere with the effects of “seesaw of emotions” (Dolinski & Nawrat, 2007).

C99
9:30PM IN SAN ANTONIO, 9:30AM IN BANGKOK: HOW ATTACHMENT AND CULTURE INTERACTIVELY AFFECT EMOTIONAL SKILLS
Peryl Grossman1, Claudia Brumbaugh2; 1Graduate Center, CUNY, 2Queens College, CUNY — While much research has been conducted on the association between attachment and emotional functioning, results are mixed. Our goal was to investigate the link between attachment patterns and various emotional capacities, as moderated by cultural variables. We found divergent patterns of emotional skills expressed by anxious versus avoidant individuals.

C100
TEMPORAL FRAMING INFLUENCES FUTURE HEALTH BEHAVIORS
Ross O’Hara1, Frederick Gibbons1, Meg Gerrard2, Casey Gardiner1; 1Dartmouth College, 2Dartmouth Medical School — Participants completed an online survey in which they thought about the last time they received the flu vaccine or anticipated receiving it the next year. As predicted, retrospection produced higher willingness to be vaccinated than did anticipating. Results indicate that focusing on past health decisions may encourage future preventive behaviors.

C101
DIFFERENTIAL EFFECTS OF DISTINCT POSITIVE EMOTIONS ON CREATIVITY
Wan Yeung1, Ashley Tschetter2, Michelle N. Shiota1; 1Arizona State University — A functional approach to emotions suggests that distinct positive emotions might have differential effects on creativity. In the present study, the effects of four distinct positive emotions (amusement, awe, enthusiasm, contentment) varied for different aspects of creativity (e.g., fluency, originality) but only amusement appeared to enhance all aspects of creativity.
C102
RELATIVE COMMUNICATIVE VALUE OF SEMANTIC, PROSODIC, GESTURAL, A FACIAL EMOTIONAL CUES
Aaron Snyder1; Colorado College — This work simultaneously compares the relative contribution of various auditory and visual communicative modalities to the interpersonal transmission of emotional cues (between-subjects design). Prosodic vocalization and facial expression elicited a greater Galvanic Skin Response in the perceiver than did either semantic vocalization or body language.

C103
EMOTION REGULATION AND INTERPERSONAL PERCEPTION IN SOCIAL INTERACTIONS
Adrian Yupanqui1, Sanjay Srivastava1; University of Oregon — We looked at how cognitive reappraisal and expressive suppression affect perceptions and behaviors of the self and others when socially interacting. Suppressors were perceived as generally less extraverted, less agreeable and more neurotic. Suppressors were also perceived as less agreeable and more neurotic than they perceived themselves to be.

C104
THE EXPRESSION OF EMOTION IN AN INCREASING DIFFICULTY TASK
Andres Olide1, Kemberlee Bonnet1, Katherine Sorensen1, Patricia Gums1, Kelly Nguyen1, Brian Simpson1, David Matsumoto1; San Francisco State University — Emotions serve as an environmental adaptive tool. To test this idea, this experiment considered the expression of emotion in an increasing difficulty task. Participants’ facial expressions were FACS coded throughout a quiz game revealing group differences on the expression of emotion during the most difficult questions.

C105
EMOTION EXPRESSION BY THE ELDERLY: THE INFLUENCE OF FACIAL MORPHOLOGY AND STEREOTYPICAL BELIEFS ON PERCEPTION
Annie Simard1, Michael T. Stevenson2, Reginald B. Jr. Adams2, Robert Kleck2, Ursula Hess1; University of Quebec at Montreal, The Pennsylvania State University, Dartmouth College — We assessed whether age-related morphological changes in older faces and stereotype beliefs about the elderly influence the perception of emotion expressions. There was no difference in overall rated intensity. However, expressions by older individuals were rated as weaker on the intended emotion and higher on other, unrelated, emotions.

C106
BETWEEN BELIEFS AND BEHAVIOR: THE CASE OF MAGICAL CONTAGION
Amo F. A. van Voorst1, Nathalia L. Gjersoe1, Bruce M. Hood1; University of Bristol — ‘Magical contagion’ is a consistent but predominately anecdotal bias to believe that intangible properties such as good and evil can be physically transferred via previously owned or touched objects. Our experiments begin to quantify this bias by exploring the specific individual differences and contextual effects implicated in its expression.

C107
UNSEEN AFFECTIVE IMAGES AS A SOURCE OF INFORMATION IN VISUAL CONSCIOUSNESS
Eric Anderson1, Erika Siegel1, Lisa Barrett1; Northeastern University — We used Continuous Flash Suppression (CSF) as a technique to suppress stimuli from conscious visual awareness. Consciously seen neutral faces were paired with unseen affective faces. Participants rated neutral faces as more unpleasant when paired with an unseen scowling face and more pleasant when paired with an unseen smiling face.

C108
CUES PERIPHERAL TO THE FACE DIFFERENTIALLY ALTER MEMORY FOR PERSON IDENTITY AND FACIAL EXPRESSION
Kristen VonWalder1, Mallory Phillips1, Marilyn Mendolia1; University of Mississippi — This study examined the effect of facial and peripheral cues on memory for person identity and emotional expression. After viewing emotional expressions with or without peripheral cues, participants completed a recognition task. The presence or absence of peripheral cues did not affect person and expression recognition in the same manner.

C109
LABELING ANOTHER’S EMOTION: EXAMINING THE EFFECT OF EMOTION LABELING AS A POWER MOVE
Matthew Zawadzki1, Stephanie Shields1; The Pennsylvania State University — We explore how labeling the emotions of others exercises power. In two studies we find that emotion labeling leads to negative consequences unless it is framed as an intention to help the labeled. Furthermore, emotion labeling is perceived as a power move available to all individuals regardless of status.

C110
PRIOR WILLINGNESS TO PUNISH OTHERS PRODUCES SCHADENFREUDE IN OBSERVERS WHEN HYPOCRISY IS EXPOSED
Richard H. Smith1, Caitlin A. J. Powell2, Nicholas R. Coomer1, James L. Crouch1, Laura Van Winkle1; University of Kentucky, Georgia College & State University, University of Louisville — What is it about hypocrisy that brings pleasure when hypocrites are exposed? Undergraduate participants learned about a student who was caught plagiarizing. The student’s past willingness to punish others for similar actions, not his prior moralizing, enhanced perceptions of hypocrisy and subsequent schadenfreude in observers.

C111
SOCIAL CONTEXTS INFLUENCE THE IDENTIFICATION OF HAPPY AND ANGRY EXPRESSIONS
Steven Young1, John Paul Wilson2, Kurt Hugenberg2; Tufts University, Miami University — The current research explored how social contexts influence participants’ ability to identify facial expressions of happiness and anger. We find that negative social environments (e.g., jails) facilitate recognition of anger, while positive social settings (e.g., classrooms) facilitate recognition of smiles. In sum, social contexts can influence the processing of expressions.

C112
THREATS TO HAPPINESS: SHYNESS MODERATES THE EFFECT OF HAPPY MOOD ON SOCIAL APPROACH
Christina M. Brown1, Amanda B. Diekmann3, Rachel E. Tennial1, Erin D. Solomon2; Saint Louis University, Miami University — Although happy moods are believed to facilitate social approach, people who are shy may consider social approach a threat to their happiness. Supporting this assumption, we found that mood (happy vs. neutral) interacted with shyness in predicting social approach, such that only non-shy participants approached others more when feeling happy.

C113
IS IMPAIRMENT IN AFFECTIVE EMPATHY A CORE FEATURE OF PSYCHOPATHY?
David Lishner1, Phan Hong1, Michael Vitacco2; University of Wisconsin Oshkosh, Mendota Mental Heath Institute, University of Texas at Tyler — State emotional contagion and empathic concern were covertly manipulated and measured in college undergraduates. Participant psychopathy scores failed to moderate emotional contagion and empathic concern effects but were positively associated with general feelings of negative affect. The findings suggest new conceptualizations of interpersonal affect in psychopathy may be warranted.
C114
INDIVIDUAL DIFFERENCES IN PERSONALITY AND EMOTION REGULATION: LINKING THE "BIG FIVE" TO EMOTION-SPECIFIC SUPPRESSION AND REAPPRAISAL
Joshua S. Eng¹, Oliver P. John¹; ¹University of California, Berkeley — Here we examine how the "Big Five" personality domains relate to global and emotion-specific suppression and reappraisal. Although global findings replicated past work, interesting effects emerged at the valence and emotion-specific levels. Results suggest individual differences in emotion regulation play an important role in generating individual differences represented by traits.

C115
HOW EMOTIONAL INTELLIGENCE AND MOOD AFFECT CREATIVITY
Nicole E. Iannone¹, Janice R. Kelly¹; ¹Purdue University — Participants in positive, neutral, and negative moods worked on a creativity task generating unusual uses for a common object and filled out an emotional intelligence measure. Participants in negative moods with low EI were more creative possibly due to lower performance satisfaction.

C116
DIFFERENTIAL HEALTH OUTCOMES ASSOCIATED WITH GUILT AND SHAME IN PHYSICIAN-PATIENT INTERACTIONS
Ryan Darby¹, Christine R. Harris¹; ¹University of California, San Diego — A large sample reported on their emotional and behavioral reactions to a “shaming” interaction with a physician. Guilt was found to be primarily associated with positive health behaviors and motivations, while shame was associated exclusively with negative health outcomes. Perceptions of the physician’s intent were also associated with outcomes.

C117
BUT WHAT DO YOU FEEL ABOUT CLIMATE CHANGE? ASSESSING AFFECTIVE RESPONSES TO THE CLIMATE CRISIS
Brittany Bloodhart¹, Janet K. Swinn¹; ¹The Pennsylvania State University — Feelings about climate change, their relation to individual differences (e.g., political affiliation), and willingness to engage in climate change mitigating behavior were studied. Controlling for climate change beliefs, emotions predicted willingness in predicted direction (e.g., collective guilt was more predictive than collective shame). Relations with individual differences also followed predictions.

C118
FEELING COMPASSION DESPITE ANGER: GENETIC CLOSENESS MODERATES THE INFLUENCE OF ATTRIBUTION ON HELPING
Jennifer Goetz¹, Stephanie Halgren¹; ¹Middlebury College — Can we feel compassion for someone who is to blame? Guided by an evolutionary model of compassion, we tested effects of attribution and genetic closeness in non life-or-death helping scenarios. These findings suggest that closeness can override the attribution-compassion-helping link and motivate us to help despite attributions of blame.

C119
FORGIVENESS AS A FUNCTION OF COMPASSION
Paul Condon¹, David DeSeno¹; ¹Northeastern University — This experiment examined the role that compassion may play in forgiveness. An in vivo induction revealed that individuals experiencing compassion passed on an opportunity to exact revenge, whereas those in a neutral state punished a transgressor. The decline in punishment was directly mediated by the intensity of compassion experienced.

C120
COMPASSION AMONG LOW SOCIAL CLASS INDIVIDUALS
Vida Manzo¹, Jennifer Stellar¹, Michael Kraus¹, Dacher Keltner²; ²UC Berkeley — Low social class individuals scored higher on trait altruism, lower on trait egoism, and reported more compassion after watching a video of suffering, relative to upper class individuals. Lower class felt more compassion for a partner during a stressful job interview; perceptions of their partner’s distress mediated this compassion response.

C121
TESTOSTERONE AND ANGER IN RESPONSE TO SOCIAL REJECTION
Carly Peterson¹, Eddie Harmon-Jones¹; ¹Texas A&M University — The present research examined the relationship between testosterone and anger in a social rejection setting. Salivary samples were collected both before and after participants played Cyberball, a computer ball-toss game in which participants are socially rejected. Ostracism-induced anger was predicted by an increase in testosterone from baseline to post-ostracism.

C122
FEELING WITHOUT JUDGING: FACIAL ELECTROMYOGRAPHIC VALENCE SENSITIVITY IN A NONEVALUATIVE TASK
J. Ian Norris¹, David Adams¹; ¹Murray State University — We examined implicit evaluation of affective stimuli by recording facial electromyographic reactions to pleasant pictures that varied in valence. Participants viewed pleasant pictures in a simple memory task. Both the cheek and brow regions showed sensitivity to valence even though participants did not explicitly evaluate the pictures.

C123
PREFERENCE FOR HIGH-AROUSAL AFFECT: CUTTING THE SELF TO ITS AFFECTIVE CORE
Christopher Ditzfeld¹, Carolin Showers¹; ¹University of Oklahoma — Examines the relationship between evaluative self-structuring and core affect. In Study 1, evaluative compartmentalization was associated with the tendency to experience, and a preference for, high-arousal positive affect. Evaluative integration was associated with less intense affect experiences and preferences. In Study 2, compartmentalization was associated with low emotional granularity.

C124
THINKING IN THE THIRD PERSON: THE BENEFITS OF PSYCHOLOGICAL DISTANCING BEFORE A PUBLIC SPEECH
Aleah Burson¹, Ethan Kross¹; ¹University of California, Berkeley — Participants who thought through their emotions with regard to an upcoming speech using a distanced perspective performed better, reported lower shame, were less ego-depleted, and ruminated less than participants asked to use an immersed perspective. This suggests that taking a distanced perspective before an anxiety provoking event assists emotion regulation.

C125
EMOTION AND DELAY OF GRATIFICATION
Anna Luerssen¹, Anett Gyurak²; ²The University of California, Berkeley, ³Stanford University — This study evaluated the relationship between performance on the class delay of gratification task and emotion-regulation. The more reward focused a participant was during the delay of gratification task the higher in emotionality were their descriptions of positive and negative emotionally evocative pictures (r = .36, p = .02).

C126
RAPID RESPONSE: INTERHEMISPHERIC COMMUNICATION AND TEST ANXIETY
Dan Rempala¹; ¹Keimyung University — Because negative emotions are associated with right-hemisphere activation and emotional regulation is associated with left-hemisphere activation, we proposed that differences in interhemispheric communication would produce differences in test anxiety. Participants completed a handedness inventory and rated their anxiety before an exam. Strong-handed individuals reported significantly more anxiety than mixed-handed individuals.
C127
THE BENEFITS OF A SELF-DISTANCED PERSPECTIVE EXTEND BEYOND THE CONTEXT IN WHICH IT IS EVOKE
Emma Bruehlman-Senecal1, Ozlem Ayduk1, Ethan Kross2; 1University of California, Berkeley, 2University of Michigan — This study expands our understanding of the benefits of self-distancing by providing evidence that a self-distanced perspective buffer against extreme emotional responding to emotionally-activating stimuli, both positive and negative in valence, in contexts beyond the one in which this perspective is induced.

C128
STRAIGHTFORWARD SPOILERS ENHANCE ENJOYMENT OF FICTION
Jonathan Leavitt1, Nicholas Christenfeld1; 1UCSD — Across three experiments, readers preferred spoiled versions of classic ironic-twist stories, “unsolvable” literary stories ending with images or subtle frissons, and three of four murder mysteries. The fourth, most complex murder mystery was preferred once we used a less ambitious spoiler. Even complex stories, spoiled simply, may become more appealing.

C129
RACIAL DISCRIMINATION: A POTENTIALLY UNIQUE STRESSOR WITH AFFECTIVE CONSEQUENCES
Lori Hoggard1, Robert Sellers1; 1University of Michigan — The present study examined whether African American college students experience racially stressful events differently from non-racially stressful events. The findings suggest that individuals experience greater negative affect following a racial stressor relative to a nonracial stressor, and that it is important to examine causal attributions of race during this process.

C130
THE WEIGHT OF GUILT
Martin V. Day1, D. Ramona Bobocel1; 1University of Waterloo — In literature, guilt is sometimes depicted as a substance with heavy weight. We investigated whether the moral emotion of guilt would be embodied in sensations of weight. As predicted, we found that an induction of guilt led participants to report that they weighed significantly more than those in control conditions.

C131
EMOTION REGULATION AND THE DIFFERENCE BETWEEN LIBERAL AND CONSERVATIVE MORAL JUDGMENT
Matthew Feinberg1, Olga Antonenko1, E. J. Horberg1, Robb Willer1, Dacher Keltner1, Oliver John1; 1University of California, Berkeley — We contend that political liberals judge emotionally evocative acts (e.g., incest) as less inappropriate than conservatives because they override their initial moral intuitions through an emotion reappraisal process. We find support for this hypothesis across 4 studies using both correlational and experimental designs.

C132
DISTASTE OF DISBELIEF: DISGUST RESPONSES OF CHRISTIANS AND ATHEISTS TO COMPEeling RELIGIOUS BELIEFS
Ryan S. Ritter1, Jesse Lee Preston1; 1University of Illinois at Urbana-Champaign — In a study of disgust responses to outgroup religious beliefs, Christian and Atheist participants tasted lemonade before and after exposure to a control/religious passage (i.e., Qur'an, Bible, 'The God Delusion'). Disgust responses were elicited only following an outgroup passage, suggesting that disgust helps to protect culturally valued truths.

C133
MIMICRY AND MENTAL STATE DECODING ACCURACY IN UNDERGRADUATE STUDENTS WITH DYSPHORIA
Sarah Shallwani1, Jill Jacobson2, Mark Sabbagh3; 1Queen’s University — Dyshoric individuals exhibit increased accuracy in decoding emotions from photographs of eyes. This study examined dysphoria and accuracy as well as the effects of mimicry. Participants completed an emotion recognition task while inhibiting or producing mimetic reactions. Individuals with high dysphoria symptoms performed more poorly when mimicking than not mimicking.

C134
THE DICHOTOMY OF PRIDE: CORRELATES AND IMPLICATIONS FOR SOCIAL JUDGMENTS, RISK PERCEPTION, AND ANGER
Ahrielle Morganstern1, Laura R. Slassow2, Robert Mauro2; 1University of Oregon, 2University of California, Berkeley — Research suggests that pride related to effort and pride related to ability have different personality correlates due to their distinct antecedent cognitive appraisals. Using physiological and self-report measures we explore how these divergent types of pride correlate with risk perception, empathy, and anger and how individual differences affect these relations.

C135
SUPPRESS YOURSELF: BLOCKING FACIAL EXPRESSION OF DISGUST REDUCES THE SEVERITY OF MORAL JUDGMENT
Chelsea Helion1, David Pizarro2; 1Cornell University — Participants in two studies were shown disgusting images and instructed to physically suppress their disgust (by blocking facial feedback), cognitively suppress disgust, or view the pictures naturally. In subsequent moral judgments, those in the physical suppression condition exhibited less moral severity than participants in the other two groups.

C136
I'M FEELING LUCKY: THE RELATIONSHIP BETWEEN AFFECT AND RISK-SEEKING IN THE FRAMING EFFECT
Elaine Cheung1, Joseph Mikels2; 1Northwestern University, 2DePaul University — In two studies of risky-choice framing, reliance on emotion was related to risk-seeking. Goals to regulate emotion diminished these effects; however, positive affect was associated with risk-seeking in loss-framed decisions, but unrelated to risk-aversion in gain-framed decisions. These findings suggest that affect, specifically positive affect, is related to risk-seeking.

C137
THE RELATIONSHIP BETWEEN IMAGERY PERSPECTIVE AND AFFECTIVE FORECASTING ACCURACY IN THE DOMAIN OF EXAM GRADES
Karen Hines1, Lisa Libby1; 1The Ohio State University — Participants used their own first-person or an observer’s third-person perspective (manipulated) to picture receiving two exam grades, and predicted how they would feel given each exam grade they pictured. Later, they reported their emotions after receiving their actual grades. Participants in the third-person (versus first-person) condition made more accurate forecasts.

C138
INTROSPECTIVE RATINGS OF EMOTION IN A SOCIAL EVALUATIVE CONTEXT
Katherine Sorensen1, Andres Olide1, Kemberlee Bonnet, Patricia Gums1, Kelly Nguyen1, Brian Simpson1, David Matsumoto1; 1San Francisco State University — Social threat occurs in an evaluative context. This investigation considered the introspective ratings of emotion when experiencing social evaluation. In a fixed outcome experiment, participants made social and emotion ratings before and after the experiment. The results revealed group differences on the ratings of fear, surprise and guilt.

C139
READ 'EM AND WEEP...OR NOT? DECISION-MAKING, MOOD AND RISK-TAKING IN POKER PLAYERS
Melinda S. Morgan1, Gabriel Pothier1; 2Andrew B. Lumb1, Celine M. Blanchard3; 1University of Ottawa — The relationship between mood and risk-taking has mixed theoretical predictions and findings. The influence of mood on decision-making and risk-taking was tested in an online sample of poker players using Poker and Chance Scenario decision scales. Higher positive affect was associated with less Poker Risk. Past experience qualified this relationship.
C140
DISGUST AS A HEDONIC EXPERIENCE: THE CASE OF HUMOR
Nina Strohman1, Richard Lewis1, Norbert Schwarz1; 1University of Michigan — Disgust is a negative emotion, so it is often assumed its only function is to generate negative evaluations. However, disgust may sometimes lead to positive evaluations. We demonstrate that incidental disgust makes cartoons seem funnier. This result is consistent with the idea that emotions are used strategically depending on context.

C141
AFFECTION STATE INFLUENCES EMOTION PERCEPTION BY AFFECTING DECISION PARAMETERS UNDERLYING BIAS AND SENSITIVITY
Xuan Zhang1, Spencer Lynn1,2, Lisa Feldman Barrett1,2,3; 1Boston College, 2Harvard Medical School, 3Massachusetts General Hospital — Affective state of perceivers influenced perception of angry facial expressions. Using a model of perception combining signal detection theory and behavioral economics we show that the effects arise from influences of valence and arousal on parameters underlying perceptual sensitivity, response bias, and perceivers’ ability to adapt bias to accommodate sensitivity.

C142
RETHINKING THE NEGATIVITY BIAS
Joseph Hilgard1, Bruce Bartholow1, Greg Hajcak2, Anna Weinberg1; 1University of Missouri - Columbia, 2Stony Brook University — Effects of context on the processing of emotional stimuli were investigated. ERPs were recorded while participants viewed affiliative and threatening images in neutral, similar, or random valence contexts. The P300 ERP component was larger to emotional than neutral stimuli in all contexts and was equivalent for positive and negative images.

C143
THE EMOTIONS OF INVESTMENTS: FMRI EVIDENCE FOR THE INFLUENCE OF UNCONSCIOUS AFFECT ON FINANCIAL DECISIONS
Julie L. Hall1, Richard D. Gonzalez1, Chandra Sripada1, Oliver C. Schultheiss2; 1University of Michigan, 2Friedrich-Alexander University — Financial decisions aren’t always rational. Using fMRI, 24 participants viewed happy, angry, and neutral faces presented either subliminally or supraliminally followed by an investment task. Participants made more risky investment decisions and showed greater nucleus accumbens activation after happy versus neutral faces, an effect that was stronger for subliminal faces.

C144
EMOTION RECOGNITION DEFICITS IN PARKINSON’S DISEASE
Maria I. Ventura1,2, Sarah S. Acklin2, Heidi E. Kirsch3,4, Elizabeth A. Disbrow1,4,5; 1University of California, Davis, Center for Neuroscience, 2University of California, Davis, Department of Psychology, 3University of California, San Francisco, Department of Neurology, 4University of California, San Francisco, Department of Radiology, 5University of California, Davis, Department of Neurology — We studied facial emotion recognition (identifying facial expressions) and prosodic emotion recognition (identifying tone of voice) in Parkinson’s disease (PD). PD subjects’ performance was similar to controls for facial emotion recognition, but slower for prosodic processing. Changes in perception of emotional prosody might be explained by degeneration of dopaminergic neurons.

C145
SOCIOECONOMIC STATUS MODERATES NEURAL RESPONSE TO EMOTIONAL STIMULI
Sarah Ketay1, Zohn Rosen2, Peter Muenning2, Michael Silverman1,2; 1Bard College, 2Columbia University, 3Mount Sinai School of Medicine — There is a greater prevalence of negative emotional states among low-income populations. This study uses fMRI to examine how African Americans of high or low SES process visual stimuli with emotional content. Findings indicate that socioeconomic status moderates the neural processing of emotional stimuli.

C146
EMOTIONAL CORRELATES OF BEING BULLIED
Mike Newman1,2, Imelda Ojeda1, Arizona State University — This questionnaire study extended research on the consequences of bullying to emotional processing. Bullying victims reported increased stress, reduced support, and increased negative emotion strength. The link between bullying and stress was mediated by diminished support and negative emotion strength, suggesting a mechanism for the lasting impact of bullying.

C147
EMOTION REGULATION IN ILLEGITIMATE LOW POWER CONDITIONS
Marcin Bukowski1, Rosa Rodriguez-Bailón2, Guillermo Byrd Willis2, Soledad de Lemus2; 1Warsaw School of Humanities and Social Sciences — The aim of presented experiments was to compare basic and secondary emotions in respect of clarity. In both studies complexity of emotion was manipulated by exposition of emotional story or film. It shows that the clarity of evoked emotion was lower in basic emotion conditions then in secondary emotion conditions.

C148
ARE BASIC EMOTIONS AS COMPREHENSIBLE AS THEY SEEM? THE CLARITY OF BASIC AND SECONDARY EMOTIONS
Ewa Trzebinska1; 1Jagiellonian University, 2University of Granada — In a series of studies we tested the hypothesis that people regulate their emotions most efficiently when they can stereotype the outgroup compared to a non-stereotyping control condition. Results confirmed our predictions and are discussed referring to the notion of instrumental affect regulation and the motivated use of stereotypes.

C149
BOOSTING MOOD VIA UNINTENTIONAL PHYSICAL ACTIVITY: THE ROLE OF EXPECTATIONS
Jeffrey Miller1, Zlatan Krizan2; 1Iowa State University — The experiment examined the influence of expectations on the mood-boosting properties of unintentional physical activity within the context of a campus tour. Results revealed that physical activity boosted positive affect regardless of one’s expectations, although intuitions about one’s mood changes may have contributed to the overall enjoyment of the activity.

C150
THE EFFECTS OF IMPLICIT THEORIES OF EMOTION ON EMOTION REGULATION
Kimberly M. Angelo1,2, Sanjay Srivastava1; 1University of Oregon, 2University of Arizona — This experiment extends an implicit theories of emotion study. The first study examined the influence of expectations on the mood-boosting properties of unintentional physical activity. In the second study, participants were asked to regulate their emotions and the role of implicit theories was examined. Results showed that implicit theories of emotion influence a person’s ability to regulate their emotions. When instructed to use cognitive reappraisal while rating emotion-elliciting pictures, participants holding incremental beliefs (emotions are changeable) were more likely to down-regulate their emotions, compared to those holding entity beliefs (emotions are unchangeable).

C151
ARE PEOPLE RESISTANT TO POSITIVE EMOTION COPING, AND IF SO, WHY?
Melissa Soenke1, Jeff Greenberg1, David Weise1; 1University of Arizona — Recent coping models emphasize the importance of positive-emotion-eliciting experiences in facilitating coping. Given this, why don’t people intuitively use this coping method? We hypothesized that people are reluctant to use positive-emotion-eliciting experiences after sad events, and that doing so would make them feel guilty. Two studies supported these hypotheses.

C152
THE AUTOMATICITY OF POSITIVE EMOTION: EXAMINING THE ROLE OF EMOTION ACCESSIBILITY ON COPING
Michele M. Tugade1, Peter Muessig1, Eleanor Boothroyd1, Abigail Laufer1, Jordana Cohen1, Hillary Devlin1, Vassar College — The automaticity of positive emotion during coping was investigated. Participants were induced to experience anxiety, then were randomly-assigned to an automatic emotion accessibility task (positive,
neutral, negative). The automatic accessibility of positive (vs. neutral, negative) emotion increased people’s ability to find positive-meaning in stress, even when controlling for dispositional coping.

C153
POSITIVE EMOTIONS CAN MAKE YOU MORE RELIGIOUS AND MORE SPIRITUAL  Patty Van Cappellen1, Vassilis Saroglou2; 1Université Catholique de Louvain & National Fund for Scientific Research (FNRS), 2Université Catholique de Louvain — Religiosity and spirituality (R/S) could be a kind of consequential resource as described in Fredrickson’s broaden-and-build theory. Indeed, induction of two types of positive emotions (awe and pride) makes participants more religious and more spiritual (measured in a pre/post-test design). This suggests that R/S are also a matter of self-growth.

Motivation/Goals

C154
ONLINE DATA COLLECTION: A REMEDY TO THE REPRESENTATIVENESS GAP IN PSYCHOLOGICAL RESEARCH?  Carson Sandy1, Samuel Gosling1, Jeff Potter2, Oliver John2; 1University of Texas at Austin, 2At&T, Inc, 3University of California, Berkeley — Over 95% of research in APA journals is based on Western (usually undergraduate) samples. Supporting the viability of using the Internet to increase participant diversity, analyses of 4 million participants suggest that online samples are ethnically diverse and have a high representation of non-Western, non-Industrialized nations compared with traditional samples.

C155
HOW DO I HATE THEE: TESTING HATE AS A MOTIVE  Steven Hertz1, John K. Rempel2; 1University of Waterloo, 2St. Jerome’s University — This study explored the role of deliberate behaviour and regret in attributions of hate. Deliberate intentions were associated with hate attributions even when harmful actions were presented as impulsive. Hate judgements were only reduced when regret provided direct evidence that harmful actions were not expressions of a latent hate motive.

C156
CONSCIOUS AND NON-CONSCIOUS MOTIVATION EFFECTS ON TASK PERFORMANCE  Rachel Marsh1,2; 1Colorado State University, 2Northern Illinois University — A study was conducted to determine the direct and interactive effects of conscious and non-conscious motivation on performance. Results of the study showed support for non-conscious motivation theory, but not for conscious motivation theory or an interaction effect. Future research is needed to determine if there is a true interaction effect.

C157
COMPARING THE BIS/BAS AND THE REGULATORY FOCUS QUESTIONNAIRE IN A NON-COLLEGE STUDENT SAMPLE  Elizabeth Pomery1, Amy Latimer2, Susan Rivers1, Peter Salovey1; 1Yale University, 2Queen’s University — Using an online sample (N = 113), the Behavioral Inhibition System/Behavioral Approach System (BIS/BAS) and the Regulatory Focus Questionnaire (RFQ) were compared. The BAS subscales were positively related to the RFQ promotion subscale; the BIS and the RFQ prevention subscale were uncorrelated. Their relations with other scales were also examined.

C158
UNTESTABLE CONVICTIONS: THE PSYCHOLOGICAL ADVANTAGES OF UNFALSIFIABLE RELIGIOUS AND SYSTEM-JUSTIFYING BELIEFS  Justin Friesen1, Aaron C. Kay2; 1University of Waterloo, 2Duke University — Two studies demonstrate unfalsifiable beliefs have psychological advantages over falsifiable beliefs. First, framing religion as unfalsifiable led religious believers to express more conviction. Second, approval for an unfalsifiable government policy was associated with the motivation to system-justify. For strong believers, unfalsifiable beliefs may satisfy psychological needs better than falsifiable beliefs.

C159
SOCIAL PROJECTION OF BELONGINGNESS NEEDS  Brian Collisson1, John Chambers1; 1University of Florida — The current study examines a motivational explanation for engaging in social projection as a means of satisfying one’s own need to belong. Findings demonstrate that one’s own need to belong was related to the projection of similar belongingness needs in others, but not other characteristics less relevant to that need.

C160
POTENTIAL RELATIONSHIPS OF PSYCHOLOGICAL RESEARCH ON THE REPRESENTATIVENESS GAP  Patty Van Cappellen1, Vassilis Saroglou2; 1Université Catholique de Louvain & National Fund for Scientific Research (FNRS), 2Université Catholique de Louvain — Religion and spirituality (R/S) could be a kind of consequential resource as described in Fredrickson’s broaden-and-build theory. Indeed, induction of two types of positive emotions (awe and pride) makes participants more religious and more spiritual (measured in a pre/post-test design). This suggests that R/S are also a matter of self-growth.

C161
SOCIAL ENERGY TRUMPS PRIMA DONA  Donnah Canavan1, Anthony Egger1; 1Boston College — This experiment hypothesized that teams in Social Energy (shared interest) would outperform Prima Dona teams by both noticing and taking more scoring opportunities. 36 undergraduates were randomly assigned to teams, watched basketball videos, and selected ‘best move’. Results revealed SE performed better by taking more risks while PD sacrificed opportunities.

C162
THINKING ABOUT OTHERS UNCONSCIOUSLY INFLUENCES THE INTENT TO ENGAGE IN HELPFUL BEHAVIOR  Ellen Johnson1; 1University of Texas at Austin — Social priming was used to examine the impact that thinking about others had on participants’ willingness to help experimenters with subsequent research. The intent to engage in helpful behavior was dependent upon the type of relationship activated (social vs. not) as well as the specificity of the request for help.

C163
HOW ROMANTIC PARTNERS’ GOAL CONGRUENCE RELATES TO RELATIONSHIP QUALITY AND WELL-BEING  Judith Gere1, Ulrich Schimmack1; 1University of Toronto — This study examined the influence of goal congruence on relationship quality and well-being. 105 dating couples rated their relationship quality, well-being, and the congruence between their own and their partner’s goals. Results showed that higher goal congruence was related to higher relationship quality, which was related to higher personal well-being.

C164
YOUR AUTONOMOUS MOTIVATION, MY GOAL PROGRESS: EXAMINING PARTNER MOTIVATIONAL EFFECTS ON GOAL PROGRESS  Sook Ning Chua1, Marina Milyavskaya1, Richard Koestner1; 1McGill University — Self-determination theory (SDT) research has consistently found that individuals who are autonomously motivated are more likely to make goal progress. The present study shows that it is not just one’s own motivation that matters, but that having an autonomously motivated partner also leads to one’s goal progress.

C165
IS SEX FUN? SUBLIMINAL SEXUAL PRIMING POSITIVE AFFECT AND MOTIVATION  Tara Collins1, Omri Gillath1; 1University of Kansas — A central goal of the sexual behavioral system is to increase motivation to engage in sex— hence sex should be associated with positive affect and
approach-motivation. In the current project, people were primed with sex-related representations. Supporting our hypotheses, exposure to sexual stimuli increased positive mood and approach motivation.

C166
THE DELETERIOUS EFFECT OF EXTRINSIC ASPIRATIONS ON SATISFACTION IN ROMANTIC RELATIONSHIPS  Wilbert Law, Katharina Hacker, Netta Weinstein; University of Rochester, University of Hamburg — The goal of this study is to examine whether one’s own and partner’s aspirations in work relate to relationship outcomes. Two studies show that the pursuit of extrinsic aspirations have a negative impact on relationship outcomes and this effect is mediated by basic need satisfaction.

C167
GROWTH MOTIVATION IN INDIA: INDIVIDUALISTIC FINDINGS IN A COLLECTIVISTIC CULTURE  Jack J. Bauer, Shannukh V. Kamble, Sun W. Park; University of Dayton, Karnataka University, Northeastern University — The Growth Motivation Index (GMI) functioned in India as individualistic but not collectivistic cultures. The GMI-intellectual subscale (measuring motives to foster integrative complexity) predicted identity exploration but not well-being, as in the U.S. However, GMI-intellectual has additionally predicted well-being in Japan and Guatemala, reflecting collectivistic values of critical self-examination.

C168
THE SUBJECTIVE CONSEQUENCES OF EXPERIENCING RANDOM EVENTS  Jason Hubbard, Tara Dennehy, Tanaz Molapour, Ezequiel Morsella; San Francisco State University, University of California, San Francisco — Due to physical, temporal, and culturally-based constraints of the natural-social world, bundles of events and stimuli in life are associated in predictable ways, thereby satisfying our epistemic needs. With a new paradigm capable of inducing Rapid, Random Semantic Activation (RRSA), we reveal the ‘gloomy’ effects of violating this naturally-occurring coherence.

C169
AUTONOMOUS MOTIVATION AND ATTENTION TO AFFECTIVE CUES  Marc Halusic; University of Missouri-Columbia — Previous research has demonstrated that autonomy moderates the relationship between implicit and explicit motives. The present research investigates a potential mechanism for this relationship: awareness of emotional cues. Using a manipulation of autonomy and an affect misattribution task, we found a relationship between autonomy and responsiveness to subliminal emotional primes.

C170
HOW FARSIGHTED IS THE AUTOMATIC REGULATION OF APPROACH-AVOIDANCE BEHAVIOR? IMMEDIATE VERSUS ULTIMATE DISTANCE CHANGE  Regina Krieglmeyer, Jan de Houwer, Roland Deutsch; University of California Davis, Ghent University, Technische Universität Dresden — Theories of approach-avoidance motivation assume that objects trigger behaviors that ultimately cause a desired change in distance, irrespective of the immediate distance change. Our studies suggest that the regulation of approach-avoidance behavior on the basis of ultimate effects is partially automatic: it occurs relatively fast but depends on behavioral intentions.

C171
FUNDAMENTAL MECHANISM OF PERFORMANCE DECREMENT UNDER EVALUATIVE PRESSURE: THE INFLUENCE OF AWARENESS OF FAILURE  Saya Yamanaka, Toshikazu Yoshida; Nagoya University — This study investigated whether performance under evaluative pressure is influenced by awareness of failure while performing. The results suggested that awareness of failure evokes subjective arousal, and this impairs performance, more so than physiological arousal can predict performance impairment.

C172
MO TIVATIONAL DIMORPHISM: SEX DIFFERENCES IN MOTIVATED EXERTION  Joe Randell, Darcy Reich; Texas Tech University — Primed approach and avoidance goals interacted with participants’ gender to produce differences in physical exertion. Compared to neutral primes, both approach and avoidance goals led men to exert more physical effort and led women to exert less. Experimenter effects also revealed social influences on performance. Discussion focuses on evolutionary explanations.

C173
EVALUATING OTHERS BASED ON ATTRACTIVENESS: POWER PRIMING ENHANCES PREERENCE FOR PHYSICALLY ATTRACTIVE PARTNERS  Sara E. Brady, Charles G. Lord, Sarah E. Hill; Texas Christian University — Students primed with high power reported a greater preference for working with an attractive work partner than students primed with low power, regardless of being given sex/resource goals and goals for appearing likeable/competent. Results suggest that power enhances attention and preference for attractive individuals, despite external goals or motives.

C174
THE SHORTAGE OF WOMEN IN STEM: COMMUNAL GOALS INHIBIT INTEREST  Amanda M. Johnston, Amanda B. Diekmann; Miami University — We suggest that a critical reason for women’s continued underrepresentation in science, technology, engineering, and mathematics (STEM) is the perception of these fields as incongruent with communion. Interest in STEM careers decreases when communal goals are active, but emphasizing communion within STEM results in more favorable impressions among women.

C175
WHEN INTELLIGENCE DOES NOT EQUAL ROMANTIC DESIRABILITY: EFFECTS OF WOMEN’S BELIEFS AND GOALS ON SELF-PRESENTATION AND PERFORMANCE  Lindsey Streamer, Lora E. Park; University of Buffalo — This study investigated whether women underperform in masculine domains when striving to appear romantically desirable. Female participants rated themselves as less intelligent and performed worse on a math test when primed with the goal to appear desirable if they believed women who are less intelligent in masculine domains are desirable.

C176
THE EFFECTS OF REGULATORY FOCUS AND GROUP DYNAMICS ON INDIVIDUALS’ PRIVATE RESPONSES TO SMALL GROUPS  Abigail S. Hazlett, Daniel C. Molden; Northwestern University — Promotion- and prevention-oriented participants interacted with confederates in a group decision-making task. Confederates lobbied for a group strategy that matched or opposed the participant’s own strategic inclination. In the minority, promotion-oriented participants changed their private preferences to match the group strategy, but prevention-oriented participants did not. Possible mechanisms are discussed.

C177
THE N-EFFECT AND STRATEGIC INTERACTION: HOW THE NUMBER OF COMPETITORS INFLUENCES COMPETITIVE BEHAVIOR  Christina Carino, Stephen Garcia, Avishalom Tor; University of Michigan, University of Haifa, Israel — How does the number of competitors affect motivation to compete? The current set of studies found that individuals behave in a more cooperative manner towards a rival when the number of competitors is large. This result was found in a hypothetical business scenario as well as a real-world competitive task.
C178 CHRONIC TASK INTEREST BUFFERS AUTONOMY AND INTRINSIC MOTIVATION AGAINST THE UNDERMINING EFFECTS OF COERCION

Daniel Anthony DeCaro1, Joseph Gerald Johnson2; 1Miami University — We investigated whether individual differences in chronic task interest/enjoyment and self-determined motivation—internalization—protect individuals from the detrimental effects of interpersonal coercion. As predicted, internalized individuals maintained felt autonomy, intrinsic motivation, high performance, and long-term interest, despite coercion. Their low-internalization counterparts did not, indicating a Person-Situation account of self-determined motivation.

C179 FAILURE-AVOIDANCE AMONG UNIVERSITY STUDENTS: USING ATTRIBUTIONAL RETRAINING TO IMPROVE OUTCOMES FOR AT-RISK STUDENTS

Gregory D. Boese1, Tara L. Stewart2, Raymond P. Perry1, Judy G. Chipperfield1, Jeremy M. Hamm1; 1University of Manitoba — This study examined the efficacy of a motivation-enhancing intervention, known as Attributional Retraining, to assist struggling university students. High failure-avoidance students who received the Attributional Retraining intervention outperformed the high failure-avoidance students who did not receive the intervention. This same pattern was not observed for the low failure-avoidance students.

C180 EXPPLICIT MOTIVES BUFFER EGO-DEPLETION

Katharina Bemecker1, Veronika Job1, Carol S. Dweck1; 1University of Erfurt, 2University of Zurich, 3Stanford University — We investigated whether explicit achievement (Study 1) and affiliation (Study 2) motive dispositions buffer ego-depletion after self-control exertion in motive-related task (Study 1: e-crossing; Study 2: writing). In both studies highly motivated people showed no depletion effects on a subsequent task (Study 1: anagram solving; Study 2: Stroop).

C181 BASIC NEED SATISFACTION AS A TERROR MANAGEMENT STRATEGY

Kenneth E. Vail III1, Jamie Arndt1, J. Brian Pope2; 1University of Missouri-Columbia, 2Tusculum College — Five studies showed that satisfaction of three “basic needs” for autonomy, competence, and relatedness serves a terror management function. After death reminders, self-reported and experimentally-induced need-satisfaction reduced worldview defense and death-thought accessibility. Death reminders also increased desire for need-satisfying experiences and influenced preferences for needs-related social environments.

C182 THE EFFECTS OF ACHIEVEMENT GOALS ON STATE PERFECTIONISM

Kira McCabe1, Nico W. Van Yperen1, Andrew J. Elliot2; 1University of Groningen, 2University of Rochester — The main purpose of this research was to determine whether different achievement goals predict state perfectionism. For mastery-approach goals, we expected higher levels of self-oriented perfectionism. For mastery-avoidance goals, we expected higher levels of concern over mistakes perfectionism. Results from a field study and an experiment support these hypotheses.

C183 PSYCHOLOGICAL NEEDS, SELF-CONCORDANCE, AND GOAL PROGRESS: A TEST OF SELF-DETERMINATION THEORY ACROSS MULTIPLE DOMAINS

Marina Milyavskaya1, Richard Koestner1; 1McGill University — In line with Self Determination Theory, two longitudinal studies examined goal-pursuit in multiple important life domains. The results show that need satisfaction in a domain is a precursor of self-concordant goal pursuit, beginning a cycle which leads to greater goal attainment and increases in well-being.

C184 THE DELICATE LINK BETWEEN MASTERY-APPROACH GOALS AND PERFORMANCE: WHY GOAL DIFFICULTY AND PERFORMANCE EXPECTANCY MATTER

Monica Blagay1, Nico Van Yperen1; 1University of Groningen — The differential impact of easy and difficult mastery-goal performance for individuals with different levels of performance expectation was examined. Results suggest that, overall, individuals low in performance expectancy benefited from the pursuit of mastery-goal approach goals. Individuals high in performance expectancy performed well with difficult mastery-goal approach goals.

C185 CAN PERFORMANCE GOALS BENEFIT REBOUND FROM FAILURE? EVALUATING THE INTERACTION BETWEEN GOALS AND ACADEMIC CONTEXT

Sylvia Rodriguez1, Jennifer Mangels1, E. Tory Higgins1; 1Columbia University, 2Baruch College — Rebounding from academic failure is crucial for achievement. Although mastery goals tend to produce the best rebound relative to performance goals, performance goals may not always be harmful. Here we demonstrate how goals and task framing interact to predict performance. Implications for engagement and learning are discussed.

C186 THE BEHAVIORAL AND PHYSIOLOGICAL EFFECTS OF NOT KNOWING WHAT TO DO

Amitai Shenhav1, Moshe Bar1, Lisa Feldman Barrett2,3, Wendy Berry Mendes1; 1Harvard University, 2Harvard Medical School, 3Northeastern University — When does uncertainty matter for the anxiety-prone? We find that uncertainty about one’s response (independently of the expected value of that response) is sufficient to reveal task-related behavioral and physiological differences between participants high versus low in neuroticism, but only when that response matters to them.

C187 THE EFFECTS OF NONCONSCIOUS AND CONSCIOUS MOTIVATION ON PERFORMANCE

Allison Seitchik1, Stephen Harkins1; 1Northeastern University — This research examined how nonconscious and conscious goals combine in the context of the goal-setting paradigm (Locke & Latham, 2006). Consistent with recent theorizing (Bargh et al., 2001, 2009), when the goals were compatible, their effects summed, but when incompatible, the currently active, conscious goal took precedence.

C188 WHY DO INCIDENTAL MONETARY CUES AFFECT BEHAVIOR? EXPLORING THE POTENTIAL ROLE OF WEALTH STEREOTYPES

Darcy Dupuis1, Ian Newby-Clark1; 1University of Guelph — We explored the potential role of wealth stereotypes in money’s unconscious effects on behavior. In two studies we found that priming money leads to slower reaction times toward wealth stereotype words (study 1), a lower sense of autonomy, control, and competence, and a greater personal need for structure (study 2).

C189 CHANGING MOTIVATIONAL TENDENCIES: THE LONGEVITY OF APPROACH HABITS

A. Carina M. Vogel1, Christof Kuhbandner2, Reinhard Pekrun1; 1University of Munich — How easy is it to disengage from existing or learned motivational tendencies? We present 3 studies using valenced or neutral stimuli in an approach-avoidance task. Our findings suggest that approach tendencies are harder to break away from than avoidance tendencies. Avoidance tendencies seem to be associated with greater behavioral flexibility.
Society for Personality and Social Psychology — 2011 Annual Meeting

**C190**

**RELIGIOUS BELIEFS AS A FUNCTION OF MORTALITY SALIENCE, RELIGIOUS FUNDAMENTALISM, AND HUMAN-NATURE PRIMES**  Cathy Cox¹, Nathan Heflick², Jamie Goldenberg², Kevin St. Amaud³; ¹Texas Christian University, ²University of Arizona — The present research examined how thoughts of a human Jesus influence people’s beliefs in an afterlife and God following reminders of death. We further examined whether these effects were specific to religious fundamentalists, but not other Christians, for whom belief in biblical inerrancy is not as central.

**C191**

**A TERROR MANAGEMENT PERSPECTIVE ON THE PSYCHOLOGICAL FUNCTION OF SOUL BELIEF**  David Weise¹, Jeff Greenberg¹, ²University of Arizona — Soul belief is a security-providing psychological construct. From a terror management theory perspective, soul belief should function to minimize death-related cognitions through the fact that those who believe will live-on after death. Results indicate that soul believers are protected from increases in death-thought accessibility arising from death reminders.

**C192**

**MERITORC RATIC THREAT AND COPING: THREATENED BELIEFS ON INFORMATION SEARCH, OPEN MINDEDNESS, AND PREFERENCE FOR ORDER**  Geoffrey Wetherell¹, Mark Brandt³; ¹DePaul University — People attempt to confirm beliefs that are threatened by searching for additional information. We extended this research to a broad ideology (meritocracy) and found participants presented with meritocratic threatening information used two strategies to cope with threat: 1) seeking more information and 2) desiring order and predictability.

**C193**

**WHAT MOTIVATES PROFESSIONAL WORKERS WITH EXTREME JOBS? INTRINSIC AND EXTRINSIC DRIVERS FOR PROFESSIONAL PERFORMANCE.**  Ilona Fridman¹, Shira Mor², Alvin Snadowsky¹; ¹Brooklyn College, ²Columbia Business School — This research addresses whether people working extreme jobs are motivated by extrinsic or intrinsic factors. We contacted ObGyn residents identified as working 80 hours or more a week. It was found that intrinsic motivation is important for professional efficiency, while extrinsic motivation is important for effectiveness in daily task completion.

**C194**

**GOING FOR BROKE: MORTALITY SALIENCE INCREASES RISKY DECISION MAKING ON THE IOWA GAMBLING TASK**  Joshua Hart¹, James Schwabach², Sheldon Solomon³; ¹Union College, ²Ithaca College, ³Skidmore College — The present study examined the effect of existential concerns on risky decision making and behavior in the context of the Iowa gambling task (IGT). Participants reminded of their own mortality made riskier decisions while completing the IGT, suggesting that existential concerns undermine efficient decision making, particularly in financial situations.

**C195**

**THE AFFECTIVE UNDERPINNINGS OF SECONDARY CONTROL**  Judy Tidwell¹, Stephanie J. Tobin²; ¹University of Houston, ²University of Queensland — The current research examined the role that affect plays in producing a sense of secondary control in a performance context. In two studies, we manipulated the valence and activation dimensions of affect, and found that low activation positive affect resulted in higher levels of secondary control, measured as performance satisfaction.

**C196**

**YOU ARE WHAT YOU DRINK: OBJECT PRIMING, MOTIVATION, AND SELF-RATED PERSONALITY.**  Matthew E. Barrett¹, Alexander B. Swan¹, Abraham M. Rutland², Michael L. Steplean³; ¹California State University Northridge, ²Tufts University — Participants examined (but did not consume) bottles of Gatorade or beer, completed a personality measure, and attempted an unsolvable problem. Participants who viewed beer rated themselves as more agreeable and less neurotic and spent less time working on the unsolvable problem. Merely seeing the beverages, then, primed industry or sloth.

**C197**

**SPIRITUAL PREDICTORS OF THE SEARCH FOR MEANING IN LIFE**  Nicholas Staunerson¹, Daniel Ozer¹, ²University of California, Riverside — This study sought out characteristics associated with the motive to seek meaning in life. A multiple regression model built upon a known relationship with the presence of meaning in life. Belief in an afterlife, spiritual connectedness, openness to experience, and religious goals emerged as additional predictors of meaning-seeking motives.

**C198**

**ATTRIBUTION-RETRAINING IN ACHIEVEMENT SETTINGS: LONGITUDINAL EFFECTS OF A MOTIVATION TREATMENT ON COGNITION, EMOTION, AND PERFORMANCE**  Raymond P. Perry¹, Judith G. Chipperfield¹, Reinhard Pekrun², Loring Chuchmach¹, Tara L. Stewart¹, Kou Murayama³; ¹University of Manitoba, ²University of Munich — Cognitive and affective mechanisms underpinning Attributional Retraining (AR) were examined using a quasi-experimental longitudinal design with measures obtained over four semesters spanning three academic years. Administered in Semester 2, AR increased cognitive elaboration, enjoyment, motivation, and GPA for low perceived control students, but not for their high perceived control counterparts.

**C199**

**FONDNESS MAKES THE DISTANCE GROW SHORTER: DESIRED LOCATIONS SEEM CLOSER BECAUSE THEY ARE MORE VIVID**  Shana Cole¹, Emily Balcetis¹, Adam Alter¹; ¹New York University — In three studies, we provide evidence that motivations influence perceptual representations of space in the environment at large. Specifically, we demonstrated that people represent desirable locations as closer to them than undesirable locations and found that this relationship emerged in part because people imagined positive locations more vividly.

**C200**

**WHEN IGNORANCE IS BLISS: FEELING UNKNOWLEDGEABLE PERPETUATES THE STATUS QUO**  Steve Shepherd¹, Aaron C. Kay²; ¹University of Waterloo, ²Duke University — Why do people know so little about social issues, such as the economy, despite their self-relevance? Three studies show that feeling unknowledgeable about threatening social issues increases perceived dependence on the government, which then predicts increased trust in the government, and decreased desire to learn more about important social issues.

**C201**

**ACHIEVING FLUENCY: ACHIEVEMENT PRIMING ELIMINATES FLUENCY EFFECTS**  Tali Kleiman¹, Ran R. Hassin¹; ¹The Hebrew University of Jerusalem — The effort experienced while processing a target is interpreted in terms of the judgment probed, producing fluency effects. We suggest that priming ‘achievement’ creates a task context in which effort is expected, allowing the interpretation of effort within this context. This results in fluency experiences no longer affecting focal judgments.
C202
CONSEQUENCES OF BREAKING THE SALARY TABOO: EVIDENCE OF DIMINISHED TRUST IN AN APPARENTLY MATERIALISTIC LEADER  
Paul Rose1, 2; Southern Illinois University Edwardsville – Across three conditions, a leader giving a brief speech either mentioned enjoying his high salary, mentioned enjoying his high status, or did not mention enjoying either. Trust toward the leader significantly declined only in the high salary/materialistic condition.

C203
THE EFFECTS OF OTHERS’ STRATEGIES ON DEFENSIVE PESSIMISTS’ PREPARATION BEHAVIOR  
Tiffany K. Hardy1, Lisa K. Libby1; Ohio State University – Defensive Pessimism and Strategic Optimism are strategies used to manage anxiety, and forcing people to change their natural strategy typically impairs performance. We investigated whether people would change their strategy when others used a different strategy. Results demonstrated that others’ strategy affected defensive pessimists’ strategy but did not impair performance.

C205
PERSONALITY AND ACHIEVEMENT GOALS: A MULTIPLE MEDIATION MODEL APPROACH TO UNDERSTANDING LEISURE-TIME EXERCISE  
Marc Loehbaum1, Kyle Litchfield; Texas Tech University – The study examined whether achievement goals mediated the personality-exercise relationship in 804 voluntary college students. Results indicated significant mediation effects for the mastery-approach goal and all five personalities; for the mastery-avoidance goal and extraversion and agreeableness; for the performance-approach goal and extraversion; and for the performance-avoidance goal and emotional stability.

C207
MOTIVATING EXERCISE: THE INTERACTIVE EFFECT OF GENERAL ACTION GOALS AND PAST BEHAVIOR ON PHYSICAL ACTIVITY  
Justin Hepler; University of Illinois at Urbana-Champaign – Two experiments demonstrated that environmentally induced action goals can motivate exercise behaviors, but only for individuals who have not previously satisfied goals to be active. Interestingly, these goals can be satisfied with any type of active behavior, leading to the conclusion that playing video games can decrease motivation for exercise.

C208
USING PRIMING TO AFFECT HEALTH BEHAVIOR  
Katherine Wainwright1, Elliott Spengler1, Nicole Ehleit1, Katherine Adams1, Kaylyn Watterson1, R. Brian Giesler1; Butler University – The current study examined whether non-consciously priming individuals’ health-related goals could affect food choice. Participants (n=60) with low commitment to a healthy eating goal who completed puzzles containing healthy vs. control words were more likely to select a healthy snack. Counterintuitively, highly committed individuals exhibited the reverse effect.

C209
DEVELOPING A 2 X 2 MEASURE OF GOALS FOR HEALTH BEHAVIORS  
Ryan O’Loughlin1, James Fryer2; Nazareth College, St. Lawrence University – Goal projection occurs when conscious and nonconscious goals are projected onto others. The assumption that one shares common goals with another person can lead to increased helping behavior.

C210
INTERPERSONAL BENEFITS OF GOAL PROJECTION  
Janet N. Lee1, Gabriele Oettingen1, Peter M. Gollwitzer1, Christie L. K. Kawada1; New York University – Goal projection occurs when conscious and nonconscious goals are projected onto others. The assumption that one shares common goals with another person can lead to increased helping behavior.

C211
SELF-EFFICACY MEDIATES THE EFFECT OF MASTERY GOALS ON PROSOCIALITY  
P. Marjin Poortvliet1; Tilburg University – Three studies show that students with mastery goals hold stronger positive attitudes toward cooperation with peers, relative to performance goal students. Mediation analyses indicated that this could be explained by self-efficacy. The findings are discussed in the context of the recent attention for interpersonal effects of achievement goals.

C212
MOTIVATIONAL APPEAL OF IDEAL SELF-CARACTERISTICS IN VIDEOGAME PLAY  
Andrew Przybylski1,2, Richard Ryan1, Netta Weinstein2, Kou Murayama1; University of Rochester, University of Essex, Ludwig-Maximilians-Universität München – In the present research we test the postulate that video game engagement can place players in touch with their ideal self-characteristics. The extent to which players experience between players’ ideal self-characteristics and those they experience in-game will determine players’ intrinsic motivation towards play and well-being levels post-play.

C213
ON THE ROLE OF PERCEIVED PROGRESSION IN PASSION  
Marc-Andre K. Lafreniere1, Robert J. Vallerand1, Julie Charest2, Eric G. Donahue1, Julien Bureau1, Geneviève A. Mageau1; Université du Québec a Montréal- Research Laboratory on Social Behavior, Université du Québec à Montréal, Université de Montréal – The present research investigated the role of perceived progression in the development of harmonious and obsessive passion (Vallerand et al., 2003). Study 1 using a longitudinal design and Study 2 using an experimental design showed that an increase in perceived progression increased harmonious passion but not obsessive passion.

C214
A PERSON-CENTERED INVESTIGATION OF ACADEMICALLY-PRODUCTIVE PROCRASTINATION: RELATIONS TO SELF-DOUBT, CONCERN WITH PERFORMANCE, AND MASTERY-APPROACH GOALS  
Stephanie V. Wormington1, Erin Westgate1, Aaron Call2, Amelia Harati1, Hannah Moshontz1, Kathryn Oleson1; Reed College – We studied a type of academically-productive procrastination—where students work on easier assignments to avoid difficult projects—and examined how it combined with classical conceptions of procrastination using cluster analysis. Findings suggest
that differences in students’ responses to difficult academic tasks are related to self-doubt, concern with performance, and mastery-approach goals.

C215
DEATH BY DESIGN: THE TERROR MANAGEMENT FUNCTION OF TELEOLOGICAL BELIEFS
William E. Davis1, Jacob Juhl2, Clay Routledge2; 1Texas A&M University, 2North Dakota State University — Three studies tested and supported the notion that teleological beliefs serve a terror management function. Experimentally heightened teleological beliefs reduced death-thoughts (Study 1). Additionally, experimentally heightened death-thoughts increased teleological beliefs (Study 2) and endorsement of scientifically unwarranted teleological statements (Study 3).

C216
EXPLORING A DUAL MOTIVATIONAL MODEL OF SCAPEGOATING: BLAMING FOR ESTEEM OR CONTROL MAINTENANCE
Zachary Rothschild1, Mark Landau2, Daniel Sullivan1; 1University of Kansas — Two studies found that people blamed a scapegoat for climate change either to purge their feelings of personal guilt when their in-group was at fault, or to protect feelings of personal control when the cause was unknown. Findings indicate two separate motivational pathways with different moderating variables and downstream consequences.

C217
THE EFFECT OF FLEXIBILITY OF HIERARCHICAL GOALS WITH CONTEXTUAL CHANGES ON SOCIAL ADJUSTMENT
Chika Harada1, Hiroyuki Yoshizawa3, Makoto Nakajima4, Takuya Yoshida4, Koji Tsuchiya1; 1Nagoya University, 2Japan Society for the Promotion of Science, 3Gifu Shotoku Gakuen University, 4Mie University, 5Tokai Gakuin University — This study investigated the effect of superordinate and subordinate goals with contextual change on social adjustment. Results indicated that stability of superordinate goals and flexibility of subordinate goals predicted social adjustment; pursuing superordinate goals regardless of feedback changes and flexible changes of subordinate goals with feedback changes contribute to well-being.

C218
COMMITTED BUT CLOSED-MINDED: WHEN MAKING A PLAN FOR A GOAL HINDERS SUCCESS
E. J. Masicampo1, Roy F. Baumeister2; 1Tufts University, 2Florida State University — The present work demonstrates one cost of plan making, which is generally beneficial to goal pursuit. While making a plan makes people more committed to taking action, it may also cause people to be less flexible in the way they pursue a goal, even to the point of being counterproductive.

C219
PROGRESS ON EGALITARIAN GOALS
Harleen Mann1, Kerry Kawakami1; 1York University — Through false feedback participants believed that they were progressing more or less on becoming egalitarian. After goal progress, participants sat further from Blacks, sat closer to Whites, were slower to approach egalitarian words and demonstrated greater implicit bias. Disengagement from egalitarian pursuits may be predictable from a goals perspective.

C220
THE EFFECT OF REGULATORY FOCUS ON THE STRATEGY TO ALLOCATE REGULATORY RESOURCE AMONG MULTIPLE GOALS
Hirotki Takehashi1; 1Nagoya University — This study examined the effect of regulatory focus on resource allocation among goals. Results indicate that failing a goal, individuals under prevention focus allocated more resource to the current goal, whereas individuals under promotion focus allocated more resource to a new goal. The resource allocation determined performance of each goal.

C221
HIERARCHICAL GOALS AND SOCIAL ADJUSTMENT: DOMAIN SPECIFICITY OF THE MEDITATIONAL PROCESSES INVOLVING REGULATORY COMPETENCE
Hiroyuki Yoshizawa1, Makoto Nakajima2, Takuya Yoshida3, Chika Harada4, Koji Tsuchiya1; 1Gifu Shotoku Gakuen University, 2Mie University, 3Tokai Gakuin University, 4Nagoya University — This study tested the hypothesis that the effect of goals on social adjustment would be mediated by regulatory competence only in the domains requiring intrapersonal regulation not in the interpersonal regulation. The results of hierarchical regression analyses supported our hypothesis; the meditational effect of regulatory competence had domain specificity.

C222
VISUAL PERSPECTIVE AFFECTS GOAL FRAMING AND CONTINUED GOAL PURSUIT
Jessica Rea1, Lisa Libby1, Eric Shaeffer2; 1The Ohio State University — In two experiments we measured preference for superordinate goal-related items after participants pictured a subgoal (success or failure) from either their own first-person or an observer’s third-person visual perspective. Using the first-person perspective to imagine successes diminished preference for goal items, whereas the opposite pattern occurred for third-person.

C223
EFFECTIVENESS OF AN IMAGERY-REPLACEMENT STRATEGY ON THE INTENSITY OF FOOD CRAVINGS
Julien Lacaille1, Rowena Pillay1, Amanda McCollam1, Evan Kelso1, Bärbel Knäuper2; 1McGill University — The study aimed to investigate the effectiveness of combining implementation intentions with mental imagery on reducing the intensity of food cravings. Participants reported the intensity of their food cravings before and after following one of four strategies. It was found that the combined strategy was most effective, especially among dieters.

C224
CONSTRUALS AND THE MOTIVATED MORALIZATION OF OTHER PEOPLE’S BEHAVIOR
Katherine M. Darwent1, Kentaro Fujita1; 1Ohio State University — The current research examined whether at the high-level people are motivated to moralize others’ goal-relevant behavior as a form of prospective self-control. Participants judged others’ goal relevant behavior more morally at the high-level than at the low-level. Valence ratings were not calibrated to goals.

C225
IMPLICIT EFFECTS OF MOTIVATIONAL CUES AND COLOR STIMULI ON CREATIVITY
Laurens Rook1; 1Delft University of Technology — Two studies explored the notion that the meaning of the color red varies depending on regulatory focus, with implicit effects on creativity. Inducing promotion (vs. prevention) enhances creativity, because red (vs. blue) then means approach and success. Results supported predictions, and contribute to research on context-dependence of the color red.

C226
SELF-EVALUATION AND THE MOTIVATIONAL CONSEQUENCES OF COUNTERFACTUAL THINKING
Sean McCrea1, Maurissa Radakovich2, Kristin Kneuper1; 1University of Wyoming, 2University of Konstanz — In two studies, we show that the consequences of counterfactual thinking for subsequent preparative effort and performance are moderated by self-evaluation motives. Counterfactual thinking increased effort and task performance when individuals were motivated by self-improvement, but reduced effort and undermined task performance when individuals were motivated by self-protection concerns.
C227
OVERCOMING VS. PREVENTING OBSTACLES: DIFFERENTIAL EFFECTS OF COPING PLANNING STRATEGIES ON SELF-EFFICACY FOR IMPLEMENTING ACTION
Sebastian C. Wagener1, Gertraud Stadler1, Lena Kraemer1, Baruch Etait2, Niall Bolger1; 1Columbia University, New York, 2Albert Ludwigs University, Freiburg, Germany – The effects of planning strategies – overcoming vs. preventing obstacles – on social-cognitive predictors of action were investigated. In a diary study 72 college students reported self-efficacy for action implementation. Reactive planning increased self-efficacy significantly after experimental treatment compared to proactive planning and no planning. Underlying psychological mechanisms are discussed.

C228
MANAGING LIFE REGrets THROUGH PRIMARY AND SECONDARY CONTROL: AFFECT AND PROGRESS EFFECTS IN YOUNG ADULTHOOD
Tal Aviram1, Carsten Wrosch1; 1Concordia University – This study shows that high levels of engagement in overcoming regrets were more strongly associated with declines in negative affect and increases in progress with undoing regrets among participants with low opportunity to overcome their regrets. These effects may occur if high levels of engagement contribute to improvements in opportunity.

C229
FULLY ENGAGED: CREATING AN INTERESTING EXPERIENCE FOR THOSE WITH LOW EFFICACY
Tamra Faughton1, Carol Sansone1, Jonathan Butner2, Joseph Zachary1; 1University of Utah – Sansone, et al. (2010) found that adding utility value to initial descriptions of online HTML lessons was associated with more active engagement, which positively predicted interest. We examined whether perceived efficacy moderated these effects. Active engagement predicted greater interest particularly for those with lower efficacy, attenuating low efficacy’s negative impact.

C230
IMPLEMENTATION INTENTIONS: INOCULATIONS AGAINST GOAL CONFLICT?
Tara M. Thacher1, Daniel S. Baill1; 1University of Manitoba – Goal conflict prevents goal-directed action, whereas implementation intentions promote it. This study, regarding physical activity, manipulated both goal conflict and implementation intentions, and tracked activity by 60 participants for 3 weeks. Only among participants who were exposed to goal conflict, we found a large, significant, protective effect of implementation intentions.

C231
PROMOTING PARENTS’ UTILITY VALUE CONVERSATIONS WITH THEIR HIGH SCHOOL STUDENTS: AN EXPERIMENTAL TEST
Chris Rozeck1, Jennifer Petersen1, Chris Hulme2; 1University of Wisconsin-Madison, 2James Madison University – The present research involves a utility value intervention aimed at promoting conversations about utility value between parents and their high-school aged teens, intended to influence students’ values through parental influence. This intervention was implemented in a longitudinal study and findings on parental practices and teen outcomes are reported.

C232
I SAW THIS COMING: CAUSAL BELIEFS AND EFFECT PRIMING AS SOURCES OF AUTHORSHIP JUDGEMENTS
Beate Seibt1, Henk Aarts2, Ap Dijksterhuis3; 1CIS/ISCTE, 2Utrecht University, 3Radboud University Nijmegen – In three studies, we manipulated in a computer game the pre-activation of an outcome by flashing it subliminally and the likelihood of controlling it by instruction. Pre-activation resulted in higher authorship ratings for the outcome even at low likelihoods, confirming the potency of experiential information in judging control.

C233
THE ADAPTIVE STRENGTH OF COGNITIVE CONTROL IN DECISION MAKING
Eefje Rondeel1,2, Rob Holland3, Niek Wijnbergaards1, Masja Kempen1, Ad van Knippenberg2; 1D-CIS Lab/TRT-NL, 2Behavioural Science Institute, Radboud University Nijmegen – Three studies showed that high cognitive control individuals adjust their decision making strategy to the requirements of the situation. Depending on goal-instructions, individuals were either more accurate or efficient in making decisions in an adjusted version of the beads-in-a-jar task, but only when levels of cognitive control were high.

C234
EXERTION OF TASK-UNRELATED PHYSICAL EFFORT MAKES PEOPLE MORE SENSITIVE TO NONCONSCIOUS REWARDS
Erik Bijleveld1, Ruud Custers1, Henk Aarts1; 1Utrecht University – To efficiently pursue rewards, humans take into account the amount of required effort. The current experiment revealed that people become more sensitive to monetary, nonconsciously perceived rewards when they simultaneously exert task-unrelated effort (they squeezed a handgrip). Thus, when recruiting reward-directed effort, people make use of effort-related bodily feedback.

C235
THE EFFECTS OF CHOICE AND COMPETENCE FEEDBACK ON MOTIVATION AND PERFORMANCE
Erika A. Patall1, Breana Dacy2, Cheon-woo Han3, Christina Cestone1; 1The University of Texas at Austin – The role of competence feedback in the effect of choice on motivation and performance was explored. Results suggested that the effect of choice on motivation was beneficial only for individuals expecting to perform well on an upcoming task. Choosing had a positive effect on task performance regardless of feedback condition.

C236
TOWARD AN EMPIRICALLY-BASED COMPREHENSIVE TAXONOMY OF HUMAN GOALS
Jennifer Taleyich1, Stephen J. Read1, David A. Walsh1, Ravi Iyer1, Gurveen Chopra1; 1University of Southern California – A new hierarchical taxonomy of human goals provides a broad framework for the study of human motives, constructing decision prediction measures, and mapping subjective values in social & personality research. The broadest structures (Relatedness, Competence, Morality/Religion, Self-enhancement/Self-knowledge, and Avoidance) systematically join together conceptually meaningful and consistent specific motive clusters.

C237
GIVE ME ONE REASON I SHOULDN’T: THE ROLE OF ALTERNATIVE GOAL ACTIVATION IN DERADICALIZATION PROCESSES
Kristen Klein1, Arije W. Kruglanski2; 1University of Maryland, College Park – In this study, we attempted to identify psychological processes underlying deradicalization. Participants who were primed with a goal to which a means was detrimental (vs. unrelated) perceived the means as more extreme, regardless of a separate, focal goal commitment manipulation. This research supports a goal systemic model of deradicalization.

C238
DREAMS ARE MORE IMPORTANT THAN WAKING THOUGHTS WHEN IN A PROMOTION FOCUS
Leigh Ann Vaughn1, Rachael Ellsworth1, Claire Maschinski1, N. Paul Nin1; 1Ithaca College – We examined the importance people place on dreams and waking thoughts, as moderated by varied promotion versus prevention regulatory focus and varied thought versus dream content. Regardless of thought/dream content, participants in a promotion focus placed more importance on dreams than waking thoughts, a difference not found in prevention focus.
**C239**

PERCEIVED PASSAGE OF TIME FOLLOWING MORTALITY SALIENCE FOR COLLEGE SENIORS AND NON-SENIORS

Molly Maxfield, Jessica Furrer; 1University of Colorado at Colorado Springs — Based on evidence that reminders of death deplete self-regulatory resources and that self-regulatory tasks and anticipated endings impact perceptions of time, we hypothesized that individuals anticipating life transition (college graduation) would perceive time as passing more quickly following reminders of death. Self-regulation and socioemotional selectivity are considered in interpreting results.

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**C240**

VIGILANT DETECTION OF SOCIAL REJECTION/Acceptance INFORMATION: AN EVENT-RELATED POTENTIAL EXAMINATION

Sheri L. Clark, Eric Wang, Antonio L. Freitas; 1SUNY Stony Brook — This work explored whether there are differences in the time courses of processing social-acceptance information relative to other types of self-relevant information. An examination of changes in event-related brain potentials (ERPs) provides unique evidence that detecting evidence of social acceptance/rejection takes priority over processing other aspects of self-relevant information.

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**C241**

EXAMINATION AND APPLICATION OF INTERPERSONAL GOALS IN THE TEAM CONTEXT WITHIN THE CHINESE CULTURE

Jen Ho Chang, Hsuan Hsu Lin, Yi Cheng Lin, Chin Lan Huang; 1National Taiwan University, 2National Taiwan University of Science and Technology — Our studies extend previous studies into team contexts and also test the measurement validity of interpersonal goals in Chinese culture. Results revealed that compassionate goal predicted well being and supportive behaviors toward team members, whereas self image goal predicted psychological symptoms and had no benefits upon team members’ interaction.

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**C242**

THE PSYCHOLOGICAL CONSEQUENCES OF MONEY-REMINDERS ON INTERGROUP RELATIONS: A CONSIDERATION OF MODERATING AND MEDIATING VALUES

Chad Danylick, Michael Schmitt, Craig Blatz; 1Simon Fraser University, 2Grant MacEwan University — This study examined the effects of money-reminders and materialism on self-sufficiency constructs (i.e., symbolic racism and self-transcendent values). Self-sufficiency constructs were related to materialism when participants were exposed to money-reminders. Furthermore, self-transcendent values mediated the interaction between money reminders and materialism on symbolic racism.

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**C243**

SELF-DETERMINATION THEORY AND POSTTRAUMATIC GROWTH FOLLOWING NEGATIVE LIFE EVENTS

Andrew Lumb, Melinda Morgan; 1University of Ottawa — The purpose of this study is to investigate whether global self-determined motivation and specific life aspirations predict personal growth following a negative life event. A global self-determined orientation acts as a stable resource for individuals dealing with the aftermath of a negative event and facilitates their adaptation to this change.

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**C244**

PHYSIOLOGICAL CONSEQUENCES OF FLOW EXPERIENCES: THE INFLUENCE OF SKILLS-DEMANDS-COMPATIBILITY ON HEART RATE VARIABILITY AND CORTISOL

Anne Landheusser, Johannes Keller, Stefan Pfattheicher; 1University of Ulm — Flow is typically described as an “optimal experience”. However, we investigated the influence of skills-demands-compatibility (the central precondition of flow experiences) on physiological processes in several experiments and found that flow experiences were associated with physiological stress responses, namely a reduced heart rate variability and heightened salivary cortisol levels.

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**C245**

PROMOTING WELL-BEING: THE ROLE OF REGULATORY FOCUS IN PERSONAL FINANCE

Gran Donnelly, Leona Tam, Ryan T. Howell; 1San Francisco State University, 2Old Dominion University — This study explored how regulatory focus affects financial goals. Participants reported three types of New Year’s resolutions: (a) to save more (promotion focused), (b) spend less (prevention focused), or (c) no financial goal. Results indicated those with promotion focused goals had greater optimism toward goal attainment three months later.

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**C246**

HOW DOES THE GAME REALLY AFFECT YOU? FANS’ PASSION DURING THE 2010 FIFA WORLD CUP

Jeremie Verner-Filion, Marc-André Lafrenière, Robert J. Vallerand; 1Université du Québec à Montréal — This study explored the moderating role of passion in the relation between the affective reaction of fans and their favorite teams’ performance. Results revealed that obsessive passion was associated with higher negative affect following a defeat, while harmonious passion was related with higher positive affect after a victory.

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**C247**

FOSTERING ACADEMIC SUCCESS BY FULFILLING CLASSROOM SPECIFIC NEEDS: THE MEDIATING ROLE OF TEST ANXIETY

Robert J. Goodman, Stephen K. Trapp; Jody L. Davis; 1Virginia Commonwealth University — Self-determination theory has highlighted that contextual factors facilitate self-determination among students and promote academic success via fulfillment of three fundamental needs for autonomy, competence, and relatedness. The present research found that classroom-specific need fulfillment, specifically autonomy and competence, foster higher academic performance by ameliorating specific aspects of test anxiety.

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**C248**

OH, THE PLACES WE COULD GO: PRIMING TRAVEL INCREASES SELF-IMPROVEMENT INTENTIONS

Jessica L. Lakin, Ashley D. Allshouse; 1Drew University — This study explores whether there is empirical support for a connection between travel and self-improvement. Participants who were primed with travel-related ideas reported significantly more behavioral self-improvement intentions than those who were not primed. Thinking about travel opens people to self-improvement, a finding with important applied implications.

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**C249**

APPEALING OR APPALLING? AN INTERPERSONAL PERSPECTIVE OF CAUCUSING

Justin Chase, Jessi L. Smith; David Paul; 1Montana State University, 2Skagit Valley College — Three studies examined the impact of intrinsic motivation for those higher in interpersonal orientation for caucusing vs. primaries. Study one established interest in caucusing; the second indicated higher interpersonal motivation among those who learned of caucusing; the final found elevated interest in future elections for those who participated in caucusing.

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**C250**

THE EFFECTS OF THE SENSE OF AGENCY ON MEMORY

Ljubica Chatman, Betsy, J. Sparrow; 1Columbia University — The perception of agency is an inference made of causal involvement in an action, and can be a matter of degree. The results demonstrate that when we manipulate the sense of agency post learning, memory performance decreases compared to baseline. When the same manipulation occurs prior to learning, performance increases.

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**C251**

SWITCH OR STAY: INTRINSIC AND EXTRINSIC MOTIVATION IN CREATIVITY

Marieke Roskes, Carsten K. W. De Dreu; Bernard A. Nijstad; 1University of Amsterdam, 2University of Groningen — Oscar Wilde said “Genius is born – not paid”. Was he right? We found that intrinsic motivation (doing something for fun) evokes a flexible and associative way of
thinking whereas extrinsic motivation (doing something for a reward) evokes a structured and persistent way of thinking. Both stimulate creativity.

**C252**
**GUESS WHAT?! MOTIVATION BOOSTS THE INFLUENCE OF SUBLIMINAL INFORMATION ON INTUITIVE CHOICE**
Maxim Milyavsky¹, Ran R. Hassin¹, Yaacov Schul¹; ¹The Hebrew University of Jerusalem — Two experiments used a new card choice task to examine whether motivation boosts the influence of subliminal information on choice. In Experiment 1, motivated participants were more affected by subliminal cues than controls. Experiment 2 shows that practice can bring non-motivated participants to the level of motivated ones.

**Psychophysiology/Genetics**

**C253**
**IT’S THAT TIME OF THE MONTH: FERTILITY, MATE-VALUE, DEPRESSIVE SYMPTOMOLOGY, AND SHORT-TERM MATING ORIENTATION**
Heather M. Adams¹, Victor X. Luevano¹; ¹California State University, Stanislaus — Thirty-three normally cycling, single, heterosexual women, answered questions regarding their sociosexual orientation, mate value, and depressive symptoms during the early- and late-follicular phases. Only one measure of mate-value differed across the two phases, perhaps suggesting that progesterone plays a large role in the previously reported fertility effects.

**C254**
**OXYTOCIN RECEPTOR GENE (OXTR) IN COUPLES: AN EVENT SAMPLING STUDY**
Jayanth Narayanan¹, Wang Nan¹, Seang Mei Saw¹, Zhaoli Song¹; ¹National University of Singapore, ²National University Health System — We examined relationships between OXTR rs53576 and stress reactivity in couples. Our results show that for males, the A allele is associated with a stronger positive association between stress and negative affect and a stronger negative association between stress and positive affect, in comparison to the G allele.

**C255**
**LONELINESS, NEGATIVE AFFECT, AND CORTISOL REACTIVITY TO A SOCIAL STRESS TASK**
David Busse¹, Belinda Campos¹, Adam Dayan¹, Ilona Yim¹; ¹UC Irvine — This study examined cortisol response to a moderate social-evaluate laboratory stressor, the Trier Social Stress Task (TSST), in 39 young adults. Loneliness, perceived stress, negative affect, and attachment contribution made significant contributions to the model, accounting for 60% of the variance in cortisol area under the curve.

**C256**
**THE COSTS OF DIRECT SPEECH**
Kyle Thomas¹, Wendy Mendes², Steven Pinker¹, Chris Nocera¹; ¹Harvard University, ²University of California, San Francisco — Indirect speech used for relationship negotiation is an optimal theoretical strategy that helps speakers evade the emotional and reputational costs of direct proposals. Psychophysiological evidence for emotional costs is presented along with evidence that indirect speech minimizes the spread of rumors and prevents common knowledge.

**C257**
**SELF-REFERENTIAL PROCESSING AND DESIRABILITY JUDGEMENTS IN REPRESSIVE AND NON-REPRESSIVE INDIVIDUALS**
Esther Fujwara¹, Brian Levine², Bridgette Gerson¹, Vanessa Au³, Adam, K. Anderson²; ¹University of Alberta, ²Rotman Research Institute, Baycrest, Toronto, ³University of Toronto — Repressive and non-repressive individuals were studied with fMRI while they processed desirable and undesirable information with and without involving oneself. Brain activity patterns indicated that although repressors may engage less in conscious self-reflection than non-repressors, they did not truncate but rather enhance their processing of undesirable information in this study.

**C258**
**PEER VICTIMIZATION, NEUROTICISM, AND GENETIC POLYMORPHISMS’ INFLUENCE ON HEALTH OUTCOMES**
Priya A. Iyer¹, Lauri A. Jensen-Campbell¹; ¹University of Texas at Arlington — Adolescents (N = 127) completed a series of surveys assessing peer victimization, loneliness, depression, internalizing and externalizing problems. DNA samples were taken to look at genetic polymorphisms in MAOA and SERTT. Analysis to date indicates that both neuroticism and peer victimization are indicators of depression and internalizing problems.

**Social Judgment/Decision-Making**

**C259**
**THE TROUBLE WITH THINKING: PEOPLE WANT QUICK REACTIONS TO PERSONAL TABOOS**
Anna Merritt¹, Benoît Monin¹; ¹Stanford University — If lay theories associate moral intuitions with deeply held values, people should feel uncomfortable relying on deliberative thinking when judging violations of personal taboos. In two studies, participants with opposite-sex siblings were particularly troubled when instructed or forced (via disfluent text) to evaluate a sibling incest scenario slowly and rationally.
Groups/Intragroup Processes

D1
INDIVIDUAL DIFFERENCES IN SOCIAL DILEMMAS UNDER THE THREAT OF EXCLUSION
Adam Stivers1, Norbert Kerr2; 1University of Delaware, 2Michigan State University — We examined how individuals with different levels of aggression, need for inclusion, and social value orientation responded in a social dilemma to a partner who gave approving and/or disapproving facial feedback. The feedback was independent of the partner’s strategy and contribution level.

D2
WHEN OPPOSITES ATTRACT: HOW LEARNING STYLES INTERACT WITH DIVERSITY AND PROMOTE COHESIVENESS
Colton Christian1, Michael Naumes1; 1Southern Oregon University — This study’s purpose was to determine whether diversity and learning style of the facilitator influence facilitators’ ratings of group cohesiveness. Results demonstrated that diversity and the facilitators’ learning style influenced different aspects of decision making, individual contribution to the group, and productivity. Limitations and future research are discussed herein.

D3
A DIARY INVESTIGATION OF COLLEGIATE NATURAL DRINKING GROUPS: INDIVIDUAL & GROUP FACTORS, AND SOCIAL STRUCTURE
James E. Lange1, Loraine Devos-Comby1, Jason Daniel1, Alison Conway1, Roland Moore2; 1San Diego State University, 2Pacific Institute for Research and Evaluation — Seventy-one undergraduate students participated in a diary investigation on group formation and group processes involved in college students’ drinking groups. Gender, age, type of events, and percentage of drinkers in the groups predicted drinking. Social roles were stable across weeks and were associated with drinking circumstances.

D4
AGEISM AND THE CONTACT HYPOTHESIS: EFFECTS OF WORK-RELATED AND NON WORK-RELATED CONTACT ON AGE-RELATED STEREOTYPES
Katherine Sullivan1; 1University of Texas at Arlington — The present study examined the effect of the contact hypothesis on ageism. It was expected that there would be a situation-specific relationship between the contact and ageism. The quality of the contact significantly predicted the variance in general ageism, while the quality of work-related contact predicted the workplace ageism.

D5
ABSTRACT THINKING AS A MECHANISM TO ENHANCE IDEA GENERATION
Nicholas W. Kohn1, Ajoeta Deuja1, Lauren E. Arditti1, Runa M. Korde1, Paul B. Paulus1; 1University of Texas at Arlington — The effects of the prior generation of categories on brainstorming was examined. Individuals and groups first generated categories of ideas and then brainstormed specific ideas using these categories. Using the categories to brainstorm individually led to an increase in productivity for individuals but a decrease in productivity for group.

D6
THE COLOR OF SAFETY: INGROUP ASSOCIATED COLORS MAKE BEER SAFER
Chris Loersch1, Bruce D. Bartholow1; 1University of Missouri — Individuals display high levels of trust when interacting with others who belong to the same social groups. We provide evidence that presenting beer in colors representative of an important ingroup can cause participants to automatically associate this product with safety.

D7
AN EXAMINATION OF THE EFFECTS OF INTRA-GROUP STATUS ON EVALUATION OF UNDESIRABLE IN-GROUP MEMBER
Ryo Oomura1, Mitsuhiro Ura1; 1Hiroshima University — In this study, we focused on relationship between intra-group status and intra-group activity. The purpose of this study was to investigate how intra-group status influences evaluation of undesirable in-group member. Our results revealed that the effects of intra-group status is moderated by degree of competence of undesirable member.

D8
THE ORIGINS AND IMPLICATIONS OF NATIONAL INCLUSION
David A. Butz1; 1Morehead State University — The present work examined sources of national inclusion and its role in shaping responses to national symbols. Study 1 demonstrated that Pledge of Allegiance recitations enhanced national inclusion. Study 2 demonstrated that participants high in national inclusion responded with increased activation of group-relevant concepts in the presence of national symbols.

D9
OUT OF THE LOOP IN GROUPS: EXCLUSION THROUGH KNOWLEDGE SPECIALIZATION
Janice R. Kelly1, Eric E. Jones1; 1Southern Illinois University Carbondale, 2Purdue University — Although knowledge specialization improves group performance, this specialization may lead people to feel excluded. Group members with no information in common with fellow group members reported feeling out of the loop, experiencing reduced fulfillment of needs, and participating less, but usually only when they lacked important task information to contribute.

D10
SOCIAL ENERGY INCREASES INCLUSIVENESS AND Egalitarianism
Chi-yue Chiu1, Samantha Reaves1, Donnah Canavan1; 1Boston College — Twenty Black females were randomly assigned to High (common interest) vs Low (no common interest) Social Energy conditions. It was hypothesized and found that HSE liked more and included both more white and more Black members. Lack of bias and inclusiveness were attributed to common interest, not common background.

D11
ALL REJECTIONS AREN’T EQUAL: TYPE OF REJECTION MODERATES THE IMPACT ON BASIC NEEDS
Heather Claypool1, Michael Bernstein1; 1Penn State Abington, 2Miami University — Though methods of social exclusion have largely been considered interchangeable among researchers, this work suggests otherwise. Individuals rejected via Cyberball experienced threats to basic needs, whereas those rejected via the Future-Life manipulation did not. Possible mechanisms responsible for these differences are discussed.

D12
THE AUTONOMOUS SIDE OF ACCOMMODATION: GROUP-LEVEL DISSONANCE AS ACCOMMODATION-MOTIVATED COGNITIVE EXPERIENCE
Chi-juw Chiu2, Evelyn W. M. Au1; 1Singapore Management University, 2Nanyang Technological University — We showed that motivation to accommodate moderates group-level dissonance. After validating a new Accommodation Motivation Scale, we found in a group experiment that accommodation motivation predicted more opinion shift and dissonance discomfort in exposure to disagreeing others in a discussion setting. The findings reconceptualize the relationship between accommodation and autonomy.
D13 ASSESSING THE RELATIONSHIP BETWEEN TRUST PERCEPTIONS AND COLLECTIVISM WITH THE SOCIAL RELATIONS MODEL  
Jared Ladbury1, Verlin Hinz2; 1NDSU — Collectiveism is expected to provide individuals with a similar sense of trust regarding interaction partners. We demonstrate that collectivism is associated with a tendency to rate group members as equally trustworthy before interaction. Collectivists tend to trust others by default, but will quickly adjust this perception with behavioral evidence.

D14 DEFENSIVE AND GENUINE GROUP IDENTIFICATION IN THE FACE OF COLLECTIVE TRAUMA  
Alexandra Cichocka1, Agnieszka Golec de Zavala2, Mateusz Olechowski1; 1University of Warsaw, 2Middlesex University — Two studies compared defensive, narcissistic versus genuine national identification before and after collective trauma: an airplane crash killing Polish politicians. Results indicated an increase in narcissistic (but not genuine) identification, especially among those who experienced loss of control. Third study showed that narcissistic identification predicted out-group negativity after the trauma.

D15 INTERGROUP BIAS AND PERCEIVED SIMILARITY: POLITICAL VICTORY OR FAILURE ON IN-AND OUTGROUP LEADER SUPPORT  
Ari Alabastro1, David E. Rast1,2, Andrew Lac1, Michael A. Hog1, William D. Crano1; 1Claremont Graduate University, 2Center for Army Leadership — We examined perceived attitudinal similarity toward in/outgroup leaders among liberals and conservatives before and after the 2008 Presidential election. People perceived their ingroup leader (Obama/McCain) as similar to themselves pre-election. However, conservatives significantly increased perceived similarity toward Obama following his victory, and significantly distanced themselves McCain following his loss.

D16 BUT THE NEXT DANCE IS MINE: RELATIONAL EXPECTATIONS TOWARDS INGROUP AND OUTGROUP MEMBERS  
Ana Louceiro1, Sven Waldzus1, Rodrigo Brito1, Thomas Schubert1, Claudia Simao1, Maciej Sekerdej2; 1Instituto Superior de Ciencias do Trabalho e da Empresa - Instituto Universitario de Lisboa, 2Institute of Psychology, Jagiellonian University — According to relational models theory, we hypothesised that synchrony movements constitute communal sharing (CS) with ingroup members whereas alternate movements constitute equality matching (EM) with outgroup members. We conclude that both relational expectations and embodiments of synchrony and turn taking are specific to ingroup and between group relations, respectively.

D17 WHEN THE NEWS UPSETS: ANALYZING RESPONSES TO INGROUP AND OUTGROUP TRANSGRESSIONS IN A NATURALISTIC SETTING  
Cara S. Eberhardt1, Corey S. Brown1, Paul K. Piff1, Andres G. Martinez1, Dacher Keltner2; 1University of California, Berkeley — This study compared New York Times readers’ responses to two videos depicting either an ingroup transgression or an outgroup transgression. Although both videos depicted similarly horrendous acts, respondents were significantly more distressed when the perpetrators were members of their own group.

D18 SHAME ON US: DISCRETE EMOTIONS IN WRITTEN RESPONSES TO INGROUP MISDEEDS  
Corey S. Brown1, Cara S. Eberhardt1, Andres G. Martinez1, Paul K. Piff1, Dacher Keltner2; 1University of California, Berkeley — This study explores the written reactions of New York Times readers (N = 593) to a video depicting an ingroup (American) misdeed. Feelings of shame regarding the incident were expressed more frequently than guilt, and expressions of shame predicted the likelihood of placing blame for the wrongdoing on the ingroup.

D19 OVERPLAYING THE DIVERSITY CARD: GROUP IDENTIFICATION MODERATES HOW MINORITIES REACT TO OVERREPRESENTATION  
Jennifer R. Spoor1, Jolanda Jetten2, Matthew J. Hornsey1; 1La Trobe University, 2The University of Queensland — Asian minority students viewed a university flyer featuring either accurate or overrepresentation of the proportion of Asian students. Consistent with predictions, representation condition and level of minority group identification affected evaluations of the flyer, perceived respect for Asians, and interest in majority-minority group interactions. Implications for promoting diversity are discussed.

D20 THE PARADOX OF DIVERSITY  
Justin Hackett1, Michael Hogg2; 1University of Houston-Downtown, 2Claremont Graduate University — Western societies value diversity. An anomaly exists here—a diversity paradox. Research has shown that groups accentuate and value intragroup similarity and intergroup difference. Two studies show community identification is higher when members value a diverse community and when it is important other community members all cherish similar values.

D21 THE BILINGUAL JURY: THE EFFECT OF NON-ENGLISH SPEAKING JURORS ON JURY DELIBERATION AND JURY VERDICTS  
Markus Kemmelmeier1, H. Lysette Chavez1, Jose H. Vargas1, James T. Richardson1; 1Texas A&M University—A 2 (monolingual vs. bilingual jury) x 2 (majority Anglo vs. majority Latino jury) mock jury experiment investigated whether the inclusion of Non-English speaking (NES) jurors would (a) enhance or undermine the quality of jury deliberation, and (b) increase or decrease intergroup bias. Results mainly show benefits for jury deliberation.

D22 “POWER CORRUPTS, COMPETITION FOR POWER CORRUPTS MORE”: MANIPULATING THREATS TO PRESERVE ONE’S RANK WITHIN GROUPS  
Pat Barclay1, Stephen Benard2; 1University of Guelph, 2Indiana University — Groups cohere when facing external threats, but this leaves them vulnerable to manipulation by those who exaggerate such threats to enforce cohesion. We present two economic games showing that people pay to exaggerate group threats (especially when possessing high status positions) and that this manipulation is driven by status competition.

D23 TRUTH CAN WIN IN MANY WAYS: AN INVESTIGATION OF GROUP PROBLEM-SOLVING PROCESSES ON MATHEMATICAL PROBLEMS  
Nicholas Aramovich1, James Larson Jr.1; 1Harvard University, 2Loyola University Chicago — Two studies tested the prediction that group problem-solving processes depend on group members’ initial answer preferences. Results showed that demonstration of correct answers is more likely when groups start discussion with a correct minority versus a correct majority. Group members’ confidence and giving groups a learning goal moderate this effect.

D24 ASSESSING THE OBJECTIVES OF BRAINSTORMING: THE IMPORTANCE OF QUANTITY  
Runa M. Korde1, Nicholas W. Kohl1, Paul B. Paulus1, Lauren E. Arditti1, Ajayeta Deuja1; 1University of Texas at Arlington — The importance of Osborn’s (1957) rule of generating as many ideas as possible in brainstorming was assessed. Four goals were compared for brainstorming. The goal of a high-quantity of ideas led to more ideas and more high-quality ideas than other goals.
D25
BUILDINGS AND BELONGING: UNDERSTANDING THE MOTIVATIONAL UNDERPINNINGS OF GROUP IDENTITY COMPLETION
Shannon Callahan1, Alison Ledgerwood1; 1University of California, Davis — Building on group identity completion research, we tested whether group identity goals are driven by an overarching affiliation motivation, so that only effective means to pursue identity goals are valued when this motivation is present. In two studies, affiliation motivation heightened defensive-ness over group identity symbols but not group resources.

D26
SHARED REPRESENTATIONS PROMOTE FALSE RECOGNITION IN GROUP MEMORY
Kevin R. Betts1, Verlin B. Hinsz1; 1North Dakota State University — We examined the influence of shared representations on group recognition memory. In contrast to research identifying a dual positive and negative role of shared representations for recall memory, shared representations exclusively led to negative outcomes for recognition memory. Natural groups are advised to be conservative on recognition memory tasks.

D27
COMMUNICATION BREEDSINGROUP FAVORITISM
Marie Gustafsson1, Sverker Sikström2, Torun Lindholm1; 1Stockholm University, Sweden, 2Växjö University, Sweden — A sentence generating task showed that communication breeds ingroup favoritism. Ingroup pronouns were associated with more positive adjectives than outgroup pronouns. Furthermore, participants who generated sentences in public emphasized the collective ingroup whereas participants who generated the sentences in privacy emphasized themselves rather than the collective ingroup.

D28
THE EFFECT OF ESTABLISHED AND NEW REPUTATION ON INFLUENCE IN AN ONLINE COMMUNITY, MATHOVERFLOW
Yia R. Tausczik1, James W. Pennebaker1; 1University of Texas, Austin — Influence was studied in an online community, MathOverflow. The results showed that both established offline and newly developed online reputation were consistently and independently related to the influence of an author’s submissions. The pervasive effect of different kinds of reputation on influence even in egalitarian online groups is discussed.

D29
SHARED COGNITION IN BARGAINING: CONTENT MATTERS
Dong-Won Choi1; 1California State University East Bay — Bargaining decisions may depend on the content of shared cognition among bargainers. Results from an ultimatum bargaining experiment were consistent with this prediction: participants who discussed about reaching a bargaining agreement later made more generous offers than those who discussed about maximizing self earnings (and those in a no-discussion condition).

D30
I THINK (YOU ARE), THEREFORE I AM: CONSIDERING SELF-EFFICACY, OTHER-EFFICACY, AND PERSONAL PERFORMANCE
William Dunlop1, Mark Beauchamp1; 1The University of British Columbia — In this study the effects that self-efficacy, other-efficacy, and the interaction between these constructs have on personal performance were explored. Participants' self-efficacy and other-efficacy were manipulated. They then completed a cooperative dance-task in pairs. A main effect for other-efficacy was found, although no main effect for self-efficacy and no interaction.

D31
SEVERITY OF EXCLUSION PREDICTS SEVERITY OF OUTCOMES FOR TARGETS AND SOURCES
Joan Poulsen1; 1Indiana University - Purdue University at Columbus — This study examines how variation in severity of exclusion influences sources and targets. In groups of four, three excluded the fourth during a discussion. Participants reported emotions, person perception, and liking. Then, judges coded these interactions for severity of exclusion, which predicted differences in some, but not all outcomes.

D32
INGROUP FAVORITISM IN THE MIND’S EYE: VISUAL REPRESENTATION OF FACES FOLLOWING MINIMAL GROUP ASSIGNMENT
Kyle G. Ratner1, Ron Dotsch2, Daniel H. J. Wibbaldus2, Ad Van Knippenberg2, David M. Amolod1; 1New York University, 2Radboud University Nijmegen — What does a typical ingroup vs. outgroup member look like? We assigned participants to a novel group. Then we used a reverse correlation technique to create participant-generated visual representations of ingroup and outgroup faces. Subsequently, independent raters evaluated ingroup face representations as more positive and sociable than outgroup face representations.

D33
APPLYING THE COMPETITIVE ELEMENTS MODEL TO UNDERSTAND HOW COMPETITIVE OUTCOMES AFFECT EVALUATIONS OF ONE’S COMPETITORS
Matthew Maxwell-Smith1, Clive Seligman2; 1University of Western Ontario — The current research applied the Competitive Elements model—a new integrative framework for examining the social consequences of competition—to understand how competitive outcomes influence people’s evaluations of their competitors. As suggested by the model, emotions elicited by a competitive event indirectly affected participants' evaluations of their competitors.

D34
IT ISN’T MY FAULT, SO IT ISN’T YOURS EITHER: SOCIAL PROJECTION AND BLAME-AVOIDANCE IN GROUPS
Paul Zamoth1, Angela Nguyen1, Lesley A. Hernandez1, Whitney Wright1, Carol V. Evans1; 1Saint Mary’s College of California — People credit their group members for success but rarely blame them for failure. The current research tests a social projection explanation for this group-serving bias. Findings suggest that individuals first spontaneously judge their own level of responsibility for success or failure, then project those biased attributions onto their ingroup members.

D35
BIRDS OF AN (UNCONSCIOUS) FEATHER: THE SELF-ASSOCIATIONAL BASIS OF IMPPLICIT PARTISANSHIP BIAS
Andrew Perkins1, Mark Forehand2; 1Jesse H. Jones Grad School of Business, 2University of Washington — Two experiments demonstrate that implicit partisanship procedures influence the evaluation of objects associated with a newly created in-group despite the absence of any manipulated association between the participant’s self-concept and the objects. These effects are fully mediated by self-object associations that are indirectly created by the implicit partisanship procedure.

D36
NOT ALL ETHNIC MINORITIES DISLIKE TOKENISM: THE EFFECT OF PRIVATE REGARD ON MINORITIES’ GROUP PERCEPTIONS
Angélica S. Gutiérrez1, Miguel M. Unzueta2; 1UCLA — We examine whether racial private regard affects racial minorities’ perceptions of a group in which they are tokens vs. a group in which their ethnic group is the majority. Findings suggest that aversion to token groups and attraction to numerical majority groups depends on participants’ racial private regard.

D37
HOW FOLLOWER’S SELF-CONCEPT AND TYPE OF DISTRIBUTION INFLUENCES LEADERSHIP EFFECTIVENESS FOR DISTRIBUTIVE JUSTICE AND ALLOCATION
Hitomi Sugiuira1, Kirtko Sakata1; 1Hiroshima University, 2Hiroshima University — What type of the leader’s distributive allocation is effective for followers which focus on each three self-concept? In this study, we examined this issue by scenario study manipulating leader’s distributive allocation and three situations. Results are discussed in term of the social connection with other group members and personal benefit.
GROUP EXTINCTION THREAT AND MEMBERS' SUPPORT FOR THE GROUP'S LEADERS Jason Lloyd, Stephen Reysen, Michael J. A. Wohl; Texas A&M University-Commerce, Carleton University — We examined the effect of an extinction threat on perceptions and support of the group's leaders. A threat to the future existence of the group was found to induce negative emotions and greater support for strengthening the ingroup. The type of threat influenced the perceptions and support for the leaders.

GOVERNMENT APOLOGIES FOR HISTORICAL INJUSTICES Karina Schumann, Michael Ross; University of Waterloo — Government apologies for past injustices include elements that serve the psychological needs of both the victimized and non-victimied groups. In Study 1, we analyzed real government apologies for the presence of various elements. In Study 2, participants endorsed elements benefiting their own group more than elements benefiting the other group.

GROUP DYNAMICS: ASSIGNED ROLES AND PERCEIVED GROUP PRESENCE Catherine Kozlowski; The Chicago School of Professional Psychology — Research on group dynamics suggest that when people's roles are defined, people generally confirms to those roles. Their personality is different while in their roles as outside of their roles. This study demonstrates that assigned roles affects one's perceived presence in the group.

THE EFFECT OF GROUP ATTITUDE DIVERSITY AND ATTITUDE STRENGTH ON COOPERATION Ming-Hong Tsai, Margaret Shih; UCLA — The paper examined the effects of group attitude diversity and one's attitude strength on cooperation. Three studies demonstrated that participants considering a controversial issue in groups with undecided members were more likely to cooperate than those in groups with no undecided members only when participants had strong attitudes.

CLIMBING THE LADDER ONE RUNG AT A TIME: EFFECTS OF STATUS DISTANCE ON STATUS CHALLENGES Nicholas Hays; UCLA — The present research examines the competing effects of status distance on status challenge behaviors, with group-level status distance positively related and dyadic-level status distance negatively related to status challenges where hierarchies are perceived to be illegitimate. In legitimate hierarchies, individuals only challenge others who are significantly lower in status.

SOCIAL INFLUENCE AND GROUP DECISION ERRORS R. Scott Tindale, Rebecca Starkel, Elizabeth Jacobs; Loyola University — Though groups typically outperform individuals, groups have been found to exacerbate errors for certain types of problems where incorrect minorities are influential. Using an online group task, we attempted to further understand how incorrect minorities influence correct majorities. Results indicate that both conformity and position similarity are involved.

IMPRESSIONS OF INSTITUTIONAL VALUES: HOW KNOWLEDGE OF SAFE SPACES BENEFITS MINORITY STUDENTS Joshua A. Tabak, Sapna Cheryan; University of Washington — In two experiments, ethnic minority participants who imagined that their university was about to create or renovate a safe space for minorities reported increased institutional belonging, a predictor of success outcomes. This suggests that safe spaces such as minority resource centers may benefit individuals who do not use the spaces.

SOCIAL SUPPORT AND THE POSITIVE FEEDBACK BIAS TO MINORITIES Kent Harber, Jamie L. Gorman, Frank P. Gengaro, Samantha Butisingh, Rebecca Ouellette, William Tsang; Rutgers University at Newark, Rutgers University at New Brunswick, Fairleigh Dickinson University — The current study examined how social experience and psychosocial resources influence perception of human movement. Participants were either included or excluded in an online game of catch prior to a person-detection task. Results indicated that psychosocial resources moderate the effects of social exclusion on human motion perception.

CIVIL RIGHTS IDEOLOGIES AND THE CROSS RACE EFFECT Alexandria Intorcio, Kurt Hugenberg, Michael Bernstein; Miami University, Penn State Abington — This study examines how the civil rights ideologies of equality (i.e. Martin Luther King Jr.) and separatism (i.e. Malcolm X) differentially affect participants' ability to remember same-race and cross-race faces. Findings indicated a main effect of race in which cross-race faces were better remembered than same-race faces.

THE RELATIONSHIP BETWEEN OUTGROUP CONTACT AND INTRAGROUP REJECTION CONCERNS FOR ETHNIC MINORITY GROUP MEMBERS Angel Gonzalez, Bonita London-Thompson, Allyson Regis; Stony Brook University, Fordham University — Ethnic minority group members may develop concerns about being rejected from their ethnic ingroup following contact with ethnic outgroup members. In a cross-sectional survey study, increased contact with European Americans and a lower frequency of discrimination were associated with increased levels of intragroup rejection concerns for Black and Latino participants.

IS RACIAL BIAS A BY-PRODUCT OF THE CATEGORIZATION PROCESS? Arina Goyle; The University of Chicago — The current research argues that when race does not indicate group membership, individuals should not display racial bias, but should evaluate the contextually relevant ingroup favorably. We further argue that this effect should not be attributable to differential attention to or memory of ingroup faces. The results support our prediction.

WHEN WORLDVIEWS COLLIDE: THE ROLE OF EMOTION IN RESPONSES TO SYMBOLIC THREAT Corrie Hunt; University of Minnesota — To test the hypothesis that emotions explain the relationship between cultural threat and authoritarian responses, participants completed an online survey about Muslim immigrants and American citizens. Analyses revealed that anger at Muslim immigrants and pride in Americans mediated the relationship between perceived threat and attitudes toward ingroups and outgroups.

BETTER COMMUNITIES, BIGGER INGROUPS: PERCEPTIONS OF SOCIAL CAPITAL, CONTACT, CATEGORIZATION AND RACIAL ATTITUDES OVER TIME Emily Fisher; University of Minnesota — A longitudinal study on perceptions of social capital (how much people see their community as trusting and expect that it will embrace them) and prejudice demonstrates that as students’ perceived social capital within their university community changes, their racial attitudes also change via processes of intergroup contact and social recategorization.

IS BIOLOGY OVERRATED? AN ASSESSMENT OF THREE SUBCOMPONENTS OF ESSENTIALISM AS PREDICTORS OF STEREOTYPING Jason Emory, Yarrow Dunham; University of California, Merced — We assessed three subcomponents of psychological essentialism as predictors of stereotyping of 40 groups. Multilevel modeling indicated that the informativeness of group membership was by far the
strongest predictor, the influence of discreteness of group boundaries was a weak predictor, and the biological basis of group membership was non-significant.

D54
GREATER ENDURING BELief IN STANDARDIZED TEST BIAS MODERATES STRONGEST WHITE TEST-GIVER PRODUCED STEREOTYPE THREAT EFFECTS Lloyd R. Sloan1, Grady Wilburn1, Debbie Van Camp1, Jamie Barden1, Daniel Martin1, 1Howard University, 2California State University, East Bay – 172 African-American HBCU students took (SAT) tests presented as Diagnostic/nondiagnostic by Black or White experimenters. White tester’s produced stereotype threat decrements but Black experimenters didn’t. Enduring perceptions of SAT-type tests’ bias moderated performance decrements; high bias believers showed strong stereotype threat impact while disbelievers showed none.

D55
DRAMATIC SOCIAL CHANGE IN KYRGYZSTAN: EFFECT OF TEMPORAL COLLECTIVE RELATIVE DEPRIVATION ON PERSONAL WELL-BEING Emilie Auger1, Nazgul Sadykova2, Donald M. Taylor2, Roxane de la Sablonniere1; 1Universite de Montreal, 2American University, 3McGill University – This research aims to understand people’s reactions to dramatic social change. We theorise that multiple points of collective relative deprivation and the entire trajectory of collective relative deprivation should be considered when predicting personal well-being. This hypothesis was tested in Kyrgyzstan. Regressions, group-based trajectory modeling and MANOVA confirmed our hypothesis.

D56
DEVELOPING A MULTIDIMENSIONAL MEASURE OF OPTIONS FOR COPING WITH DISCRIMINATION Lisa S. Giamo1, H. Robert O utten1, Michael T. Schmitt1, 1Simon Fraser University – We examined responses to both individual and group-based coping options to discrimination to determine whether group-level coping strategies are distinct from the individual-level strategies. Analyses revealed three factors comprised exclusively of group items, emphasizing the importance of considering group coping options as a coping strategy independent of individual coping options.

D57
GROUP-BASED SOCIAL SUPPORT AS A MODERATOR OF THE RELATIONSHIP BETWEEN EXPERIENCING WEIGHT DISCRIMINATION AND ILL-HEALTH Mark Tarrant1, Claire Farrow2; 1University of Exeter, 2University of Loughborough – Extending a social identity model of health, we demonstrate that the relationship between experiencing weight-based discrimination and negative health outcomes is moderated by perceptions of support from an ingroup. Specifically, maladaptive responses to discrimination were least marked when victims (N=197) believed their ingroup held positive attitudes towards overweight people.

D58
POWER AS A MODERATOR OF RELIGION’S IMPACT ON POLITICAL IDEOLOGY AND SYSTEM JUSTIFICATION Joni Sasaki1, Heejung Kim1; 1University of California at Santa Barbara – Does power moderate the effect of implicit religious priming on conservatism and system justifying beliefs? In Study 1, priming religion increased conservatism and status quo endorsement for participants in high, but not low power. In Study 2, priming religion increased expectations of changed outcomes only for participants in high power.

Intergroup Relations

D59
SUPPORT FOR TERRORISM: THE IMPACT OF GRIEVANCE AND RISK IN A 3-NATION ONLINE EXPERIMENT Anthony Lemieux1,3, Victor Asal2,3, Jonathan Wilkenfeld1; 1Purchase College, 2University at Albany, 3START, University of Maryland – Using a 2 (high/low grievance) by 2 (high/low risk) experimental design, we conducted a series of 3 on-line studies in the U.S. (n=2,932), Turkey (n=413), and Malaysia (n=408). Level of grievance, SDO, and RWA are predictive of support for both non-violent and violent forms of political action.

D61
REVENGE OF THE POWERLESS: THE MODERATING ROLE OF LEGITIMACY OF ACTION AND RESPECT ON RETALIATION Oth Vilaythong T., 1, John Dovidio2; 1York University, 2Yale University – Legitimacy of action matters in conflicts. After the powerful took their property, the powerless intended to retaliate when the perceived action was illegitimate rather than legitimate, particularly when they felt empowered. However, the powerful intended to retaliate regardless of whether the action of the powerless was legitimate.

D62
INDIVIDUAL- AND GROUP-BASED RELATIVE DEPRIVATION PREDICT PSYCHOLOGICAL WELL-BEING, SUPPORT FOR COMPENSATION REDUCTION, AND COLLECTIVE ACTION Danny Osborne1, Heather J. Smith2, Yuen J. Huo1; 1University of California, Los Angeles, 2Sonoma State University – A survey of university faculty members’ (N =1,212) response to an historic work furlough program demonstrated that both individual-based and group-based relative deprivation were: (a) negatively correlated with psychological well-being and (b) support for compensation reduction, but (c) positively correlated with willingness to protest. Anger (partially) mediated these effects.

D63
ENVIRONMENTAL INEQUALITY AND SOCIAL DOMINANCE ORIENTATION Lynne Jackson1, Lisa Bitacola2, Leslie Janes3, Victoria Esses3; 1King’s University College at the University of Western Ontario, 2The University of Western Ontario, 3Brescia University College at the University of Western Ontario — An experiment testing the attitudinal bases of environmental inequality showed that people higher versus lower in social dominance orientation were more supportive of an environmentally damaging industry, and they were less concerned about its negative environmental effects when the damages influenced members of another nation rather than their own country.

D64
EFFECTS OF INGROUP IDENTIFICATION AND ENTITATIVITY ON RETALIATION TOWARD THE OUTGROUP Marija Spanovic1, Liz Trawick1, Karen Hennigan1; 1University of Southern California — Gang-affiliated and non-gang affiliated participants responded to a hypothetical intergroup conflict wherein a rival outgroup member attacked a fellow ingroup. Ingroup cohesion mediated the relationship between ingroup identification and retribution towards the outgroup for gang-involved respondents. As expected, non-gang respondents with high ingroup identification favored only direct aggression.

D65
“DID WE WIN?” OR “ARE WE WINNERS?”: THE LINGUISTIC INTERGROUP BIAS IN AMERICAN NEWSPAPER REPORTS Alexandria Hunt1, Andrew Karpinski1; 1Temple University – The Linguistic Intergroup Bias (LIB) occurs when the actions of ingroup and outgroup members are described differently; this property is useful in identifying a speaker’s intergroup biases. Published football reports exhibit the LIB, suggesting the LIB may be used to detect media bias in other fields.
D66
PERSPECTIVE-TAKING DOES NOT AFFECT THE CONSTRUAL LEVEL OF ARGUMENTS IN A POLITICAL CONTROVERSY Ivars Austers, Girts Dimdins, University of Latvia — This study examined the effect of perspective-taking on the level of construal of arguments in a political controversy. Regardless of perspective-taking instructions, partisans agreed more on abstract arguments, and disagreed more on concrete arguments. Perspective-taking did not affect the level of construal when thinking about a controversial issue.

D67
THE IMPACT OF INTERPERSONAL CONTACT ON ATTITUDES TOWARDS THE OBESE Jennifer Harman, Holly Nicewicz, Colorado State University — Contact with out-group members affects implicit and explicit attitudes. Our study found that higher levels of interpersonal contact were associated with lower negative explicit but not implicit attitudes towards the obese. Attitudes towards the obese may differ from other social attitude categories (e.g., race) that have been associated with contact.

D68
THE EFFECT OF INTERRacial FRIENDSHIPS ON METAPerceptions AND RESPONSES TO INTERRacial CONTEXTS Jan Marie Alegre, J. Nicole Shelton, Princeton University — People expect to be perceived as stereotypical group members during intergroup interactions, leading to negative expectations and avoidance. Using an imagined intergroup contact paradigm (Study 1) and anticipated live interaction paradigm (Studies 2-3), we find that intergroup friendship salience attenuates metastereotyping concerns, which improves Whites’ responses to unfamiliar intergroup encounters.

D69
CULTURE AND CONFLICT CONTAGION: THE ROLE OF VERTICAL COLLECTIVISM IN THE SPREAD OF SOCIAL CONFLICT Michele J. Gelfand, Garry Shteynberg, Chris Bell, Sarah Lyons, Tiane Lee, University of Maryland, Northwestern University, York University — When does a conflict between two individuals spread to involve a multitude of others? In two studies, we found that when an in-group member was harmed by an out-group member, vertical collectivism predicted retaliatory intentions and behavior. We propose that vertical collectivism is a key driver of inter-group conflict expansion.

D70
GROUP EMOTIONS TOWARD HARM-DOING AND REPARATIVE ACTIONS: A META-ANALYSIS Alexander M. Schoemann, Nyla R. Branscombe, University of Kansas — A meta-analysis investigated the relationship between experiencing collective guilt, shame, and anger for ingroup harm doing, and reparative actions. Emotions about harm were positively related to reparative actions. The type of emotion and if harm doing was ongoing or in the past moderated the relationship between emotions and reparative actions.

D71
PERCEIVED DISRESPECT INCREASES ANGER IN INTERGROUP INTERACTIONS Angela T. Maîtrier, American University of Sharjah — We investigated how perceived disrespect influences conflict. In Study 1, students were discriminated against (or not) and in Study 2, students read about an offense to their group. Students reported appraisals, emotions, and behaviors. Group-based insults elicited perceptions of disrespect, which elicited intergroup anger. Anger predicted support for retributive behavior.

D72
THE EFFECTS OF SOCIAL CONNECTEDNESS ON SHARED EMOTIONS AMONG OUTGROUP MEMBERS David Cwir, Steven J. Spencer, University of Waterloo — Participants viewed social-networking profiles. We manipulated the race of the target profile (European-Canadian or African-Canadian) and whether participants shared common interests with the target or not. Participants then read about an act of discrimination against an African-Canadian. As predicted, only participants who shared interests with an African-Canadian experienced negative emotions.

D73
EMOTIONAL RESPONSES TO INTERGROUP APOLOGY MEDIATE INTERGROUP FORGIVENESS AND RETRIBUTION Diana Leonard, Diane Mackie, Eliot Smith, University of California, Santa Barbara, University of Indiana, Bloomington — In two studies, we examined the effect of apology on intergroup relations. Students learned their faculty had insulted them (phase 1), and that an apology had or had not occurred (phase 2). Across phases, change in specific intergroup emotions mediated the effect of apology on changes in forgiveness and retribution.

D74
EMOTIONS UNDER SOCIAL THREAT: ANGER FROM INJUSTICE, FEAR FROM POWER Roger Giner-Sorolla, Angela Maîtrier, University of Kent at Canterbury, American University of Sharjah — A correlational study using five different groups, and an experimental study manipulating power and unjustness of a single group, showed that anger arises the more a threatening group is seen as acting unjustly, whereas fear arises the more it is seen as powerful relative to the ingroup.

D75
INTERGROUP RELATIONS AND COLLECTIVE EMOTIONS IN THREE COUNTRIES Stephen Reysen, Iva Katsarska-Miller, Shaminuk V. Kamble, Nandini Vithoji, Texas A&M University-Commerce, Transylvania University, Kamata University — We examined the relationship between characteristics of intergroup relations (e.g., permeability, legitimacy) with a salient outgroup and expressed collective emotions. The intergroup relation characteristics reported by participants in three countries (USA, Bulgaria, India) predicted specific collective emotions.

D76
OUTGROUP EMOTION PREDICTION AND PERCEIVED PREDICTIVE ACCURACY IN POLITICAL PARTY CONFLICT AND COOPERATION Yufang Sun, Charles Segvec, Eliot Smith, Indiana University, University of East Anglia — The study examined the prediction of situation-specific outgroup emotions in conflict and cooperation between Democrats and Republicans. Outgroup emotion predictions were significantly more accurate in an conflict than in cooperation. Members of both parties thought themselves as better predictors than other ingroup members, and their ingroup as better than outgroup.

D77
DYADIC INTERRacial INTERACTIONS: A META-ANALYSIS Laura G. Babbitt, Negin R. Toosi, Nalini Ambady, Samuel R. Sommers, Tufts University — A meta-analysis of interracial interaction studies found that outcomes were moderated by a number of factors, including the nature of the interaction task, the gender composition of the dyads, the use of confederates versus naïve partners, field versus lab settings, the salience of race, and the duration of the interaction.

D78
IT’S ALL GREEK TO ME: HOMOGENETRY AND THE EXTREME EVALUATIONS OF HELPFUL VS. HARMFUL FRATERNITIES Charlene Christie, Alyssa Tufano, Jaclyn Kinash, Kristine Troscher, SUNY Oneonta — Students not involved in fraternities were exposed to information regarding recent Greek activities, highlighting either the threatening or beneficial consequences of having Greek communities on campus and stressing the sim-
ilerities or diversity among individual groups. Threat messages were moderated by homogeneity, with perceived homogeneity strengthening the nature of the threat.

**D79**

**COMPETITIVE VICTIMHOOD IN RESPONSE TO ACCUSATIONS OF INGROUP HARMDOING** Daniel Sullivan¹, Mark J. Landau¹, Nyla R. Branscombe¹, Zachary K. Rothschild¹; ¹University of Kansas — Accusations of ingroup harmdoing can elicit competitive victimhood: claiming the ingroup has suffered compared to the outgroup. In Study 1, men engaged in competitive victimhood with women after being accused of harming women. In Study 2, undergraduates engaged in competitive victimhood with university staff after being accused of harming staff.

**D80**

**EFFECTS OF PERCEIVED VICTIMHOOD ON INTERGROUP TRUST AND LOYALTY** Katie N. Rotella¹, Jennifer A. Richeson¹, Joan Y. Chiao¹; ¹Northwestern University — Two studies investigate how salient ingroup victimization influences intergroup trust, using economic trust games. Although control participants trusted ingroup and outgroup “partners” equally, priming ingroup victimization significantly increased ingroup trust, producing ingroup favoritism but not outgroup derogation. Further, perceived group victimhood maintained ingroup trust following betrayal, reversing the black-sheep effect.

**D81**

**ROLE OF GROUP STATUS IN PERCEPTIONS OF RESPECT AND ITS RELATION TO SOCIAL UNITY** Ludwin Molina¹, Sahana Mukherjee¹; ¹University of Kansas — In a series of studies we show whites view procedural justice as interpersonal (i.e., how one is treated by others), while ethnic minorities view it as intergroup (i.e., how one’s group is treated by others). Procedural justice concerns appear to manifest in distinct ways as a function of status.

**D82**

**EFFECT OF PERPETRATOR GROUP’S GUILT EXPRESSION AND INTRAGROUP SIMILARITY ON GUILT ASSIGNMENT FROM VICTIM GROUP** Nobuhiko Goto¹, Minoru Karasawa¹; ¹Nagoya University — This study found that guilt assignment by current Japanese was lower after a guilt expression concerning atomic bombing was given by current Americans when the current and past Americans were perceived to be similar. We discuss a potential negative effect of guilt expression on intergroup relations.

**D83**

**TESTING THE MODERATING ROLE OF PATRIOTISM IN THE INTEGRGROUP SENSITIVITY EFFECT** Roxanne Aubin¹, Catherine Bergeron¹, Catherine E. Amiot¹, Mathieu Mineault¹; ¹University of Quebec in Montreal, ²University of Montreal — The intergroup sensitivity effect (ISE) is the tendency for a criticism to be received more defensively when coming from an outsider. Two studies tested patriotism as a moderator of ISE. Participants high on patriotism agreed more with the criticism, were less negative towards it, and appreciated the speaker more.

**D84**

**THE PITFALLS OF EMPATHY AS A DEFAULT INTEGRGROUP INTERACTION STRATEGY** Stacey J. Sasaki¹, Jacquie D. Vorauer¹; ¹University of Manitoba — This study demonstrated that empathy has positive effects on intergroup interaction behavior when an outgroup partner discloses hardships but backfires and has negative effects in the absence of such disclosures. Hardship disclosure increased individuals’ efforts to behave positively because it increased the perceived likelihood of negative evaluation by the partner.

**D85**

**VIOLATION OF MINIMAL STANDARDS BY DOMINANT GROUPS AS PREDICTOR OF DESTRUCTIVE BEHAVIOUR OF DISADVANTAGED MINORITIES** Sven Waldfuz¹, Carla Esteves¹; ¹CIS-ISCTE — In two field studies and one experiment we hypothesised and found that responses of disadvantaged minorities to their disadvantage are the more destructive the more the dominating majority outgroup violates minimal standards, that is, standards that are not only considered as desirable but as absolutely necessary for the minority.

**D86**

**I KNOW WHAT THEY THINK ABOUT ME: REDUCING EVALUATIVE UNCERTAINTY AND IMPROVING INTERGROUP INTERACTION EXPERIENCES** Yumiko Sakamoto¹, Jacquie Vorauer¹; ¹University of Manitoba — The current study examined one of the predictors of evaluative concerns during intergroup interaction, evaluative uncertainty (the uncertainty that individuals attach to outgroup others’ evaluation of them). By providing participants with scripts we were able to lower their levels of evaluative uncertainty, which allowed them to enjoy the interaction more.

**D87**

**SECONDARY TRANSFER EFFECTS: ROLE OF CONTACT, SOCIAL DOMINANCE ORIENTATION, INTEGRGROUP EMOTIONS OF ANXIETY AND EMPATHY** Loris Vezzali¹, Dino Giovannini¹; ¹University of Modena de Reggio Emilia — Participants were 175 Italian high-school students. The instrument used was a questionnaire. Contact with immigrants reduced social distance toward them; this relationship was mediated by anxiety and empathy toward immigrants; social dominance orientation had opposite effects. Improved attitudes toward immigrants generalized to attitudes (social distance) toward disabled and homosexuals.

**D88**

**BUMPER STICKERS AS LEGITIMIZING MYTHS: IMPLICATIONS FOR THE MEASUREMENT OF EXPLICIT INTEGRGROUP ATTITUDES** Andrew Stewart¹, Felicia Pratto¹; ¹University of Connecticut — The measurement of explicit intergroup prejudice (e.g., sexism) is difficult because of various threats to validity. Bumper stickers express numerous sociopolitical attitudes, such as chauvinism, racism, and fundamentalism. Ratings of bumper stickers were found to be a valid way of measuring intergroup attitudes. The measurement of intergroup attitudes is discussed.

**D89**

**THE IMPORTANCE OF QUESTION ORDER: HOW PRIMING DISCRIMINATORY EXPERIENCES INFLUENCES STUDENT PERCEPTIONS OF CAMPUS CLIMATE** Dana Wagner¹, Robyn Mallett¹; ¹Loyola University Chicago — When assessing campus climate, we found differential effects of question order for racial-majority and racial-minority students. When discriminatory experiences were reported first, racial-minority students perceived the climate as less supportive and less positive than when they were reported second. White students’ perceptions of the climate were unaffected by question order.

**D90**

**EQUALITY ON AUTOPILOT: SKIN TONE AND THE IMPLICIT ACTIVATION OF EGALITARIAN GOALS** Keith B. Maddox¹, Thomas C. Mann¹; ¹Tufts University — The association between egalitarianism and skin tone variation in Blacks (assessed using a primed lexical decision task) was explored as a function of implicitly-measured chronic egalitarian goals. Results indicated that chronic goal strength predicted relative facilitation to egalitarian words following dark-skinned Black primes in women, but not men.
AFFECTIVE REACTIONS OF AFRICAN-AMERICAN AND WHITE PARTICIPANTS TO DIFFERENT REPRESENTATIONS OF PAST INJUSTICE
Ruth Dittmann1, Ethan Kogan2, Reginald Williams3, Valerie Purdle-Vaughns2, John Dovidio1; 1 Yale University, 2 Columbia University — The present research examines how different representations of past injustice (e.g. slavery) shape affective processes in intergroup relations today. When exposed to a documentary, film-clip or images about slavery African-Americans expressed more power motivation in essays and self-reported more power emotions, while White Americans self-reported more submission and affiliation emotions.

HOW INGROUP SUPPORT AND OUTGROUP OPPOSITION AFFECT THE RELATIVE IMPORTANCE OF VALUES
Hamad Sheikh1, Denise Sekaquaptewa1, 1 University of Michigan — This research tests the effects of receiving an in-class egalitarian social norms message on the perceived value of diversity to engineering education among engineering undergraduates. Results suggest that compared to a no-message control group, the social norms message improved attitudes toward the presence of women and racial minorities in engineering.

DELIVERING A SOCIAL NORMS MESSAGE INCREASES PERCEIVED VALUE OF DIVERSITY AMONG ENGINEERING STUDENTS
Jill Bennett1, Denise Sekaquaptewa1, 1 New School for Social Research — We investigated the types of intergroup contexts that influence the relative importance of values in the Israeli-Palestinian dispute. Palestinians primed with ingroup support or outgroup opposition ranked the emerging value of sovereignty higher. However, right of return, a near universal sacred value, was not affected by the experimental manipulation.

POSITIVE CONTACT, PERCEPTIONS OF DISCRIMINATION, AND COLLECTIVE ACTION AMONG ETHNIC MINORITY GROUPS
Diaa Hawi1, Linda Tropp1, Colette van Laar2, Shana Levin3, 1 University of Massachusetts, Amherst, 2 Universiteit Leiden, 3 Claremont McKenna College — A longitudinal study of ethnic minority undergraduates found that those with more white friends perceived less ethnic discrimination. Conversely, as they perceived more discrimination, they established fewer white friendships, and endorsed ethnic activism more. Latinos particularly who had more white friends opposed affirmative action more, and endorsed ethnic activism less.

CROSS-SPECIES COMPETENCE AND WARMTH: SOME CONSEQUENCES FOR HUMAN ATTITUDES TOWARD NON-HUMAN ANIMALS
Margaret A. Thomas1; 1 Alfred University — Why do we fear bears, admire dolphins, and detest rats? In addition, why do we protect chimpanzees while we systematically eradicate ants? Humans categorize non-human animals on the basis of competence and warmth, which leads to various emotional and behavioral responses toward non-human animals.

UNIVERSITY STUDENTS’ ATTACHMENT TO THEIR SOCIAL CLASS BACKGROUND SUPPORTS THEIR EXPECTATIONS OF LEAVING IT
Nassim Tabrl1,2, Michael Conway1,2; 1 Concordia University, 2 Centre For Research in Human Development — Middle and Working class students who reported greater attachment to their social class also reported greater expectations of social class mobility and higher income opportunities following graduation. These findings emerged above and beyond their perceptions of parental support for their education and of their social class being valued in university.

DEMOCRATIC CITIZENSHIP INCREASES PROBABILITY OF EXTRAORDINARY RENDITION
Owen Cox1, Chris Crandall1; 1 University of Kansas — Testing a hypothesis from democratic peace theory and the perceptual theory of legitimacy—if the US government refuses due process to citizens of democracies, then their detention will be kept covert. We show that citizens of democracies were nearly four times more likely to be extraordinarily rendered than citizens of non-democracies.

COLLECTIVE GUILT FOR INGROUP WRONGDOINGS MOTIVATES A MORE VICTIM-FRIENDLY IMMIGRATION POLICY
Peter Kardos1, Bernhard Leidner1, Emanuel Castano1; 1 New School for Social Research, New York — In this experiment, participants were more willing to grant visas to people from a country victimized by their ingroup (as opposed to an outgroup). The effect of ingroup vs. outgroup atrocity on visas was mediated by self-reported guilt in response to the atrocity.

APOLOGIES AND TRUTH DISCLOSURE FOR HISTORICAL INJUSTICES: HELPING VICTIMS FEEL PERPETRATORS WILL UPHOLD JUSTICE NORMS
Rachel Steele1, Craig Blatz2; 1 University of Massachusetts Amherst, 2 Grant MacEwan University — We examined whether a perpetrator group’s apology and truth disclosure after a historical harm convinced victims that the perpetrator is sincere and adheres to justice norms. Apology increased sincerity but disclosure increased sincerity only when an apology was offered. Any redress effort convinced victims the perpetrator upheld justice norms.

MAKE IT LEGITIMATE AND PEOPLE WILL REDUCE THEIR PREJUDICE: (I)LEGITIMACY AND PREJUDICE TOWARD IMMIGRANTS
Rosa Rodriguez-Ballon1, Lucia Lopez-Rodriguez2, Guillermo Byrd Willis1, Marco Brambilla3, 1 Universidad de Granada, 2 Universidad de Almeria, 3 University of Bologna — Two studies with a student and non-student sample tested the effects of a legitimate (i.e. proportional) distribution of valued resources on prejudice and support for social policies toward immigrants. Results showed the legitimate vs. illegitimate condition reduces prejudice and enhanced the support for policies positive toward immigrants.

EMPirical test of intersectional invisibility: People under-utilize information about intersectionals in person-perception paradigms
Andrew Pearlmutter1, Ruth Dittmann1, Valerie Purdle-Vaughns2, Richard Ebach1; 1 Yale University, 2 Columbia University, 3 University of Waterloo — This research tests the current model of intersectional invisibility using Miller et al.'s (1991) “who gets explained” research paradigm. Participants stated that a voter turnout gap between white lesbian women and two non-intersectional groups would be corrected when white lesbian women changed their behavior to that of either non-intersectional group.

Attention Theory and In-Group Bias: Effects of Intergroup Differentiation on Category Learning
Dario Sacchi1, Jeffrey Sherman1; 1 University of California, Davis — The present research applied Kruschke’s attention theory of category learning (1996, 2003) to the study of in-group bias. Our findings suggest that intergroup differentiation affects the category learning process, leading people to form a stronger impression of a minimal in-group vs. out-group. The valence of the descriptors moderates this effect.
D103
REDUCING GROUP DIFFERENCES IN PERCEPTIONS OF EVENTS AND PEOPLE THROUGH NARRATIVE VOICE
Janet J. Rha1, Lisa K. Libby2; 1The Ohio State University — We investigated whether a story’s narrative voice affected perception. When the story was written in first-person narrative voice, participants rated the character more favorably when the character was an in-group member rather than an out-group member. Group membership did not affect judgments when the story was in third-person narrative voice.

D104
EFFECTS OF SOCIAL EXPECTATIONS ABOUT POWER ON COGNITIVE PERFORMANCE
Thandie Glider1, Brendan Clarke1, Camilla Parker1, Robert Udale1, Erin Heerey1; 1Bangor University — We examined how social expectations alter the effects of a high/low power-priming task on cognitive function. Experimenters had either a true or a false belief about participants’ power conditions. Participants performed a 2-back task better when experimenters thought they were in the high power versus the low power condition.

D105
EPISTEMIC CAUSES OF OUTGROUP (DIS)LIKING AMONG LIBERALS AND CONSERVATIVES
Adam Johnson1; 1CUNY Graduate Center & Brooklyn College — The degree of epistemic certainty needed by an individual and provided by a group interactively affect group favorability ratings. Two studies predicted political outgroup liking to vary similarly and found that Conservatives like Liberals less when perceiving them as heterogeneous, and Liberals like Conservatives less when perceiving them as homogeneous.

D106
THE EFFECT OF ETHNOCULTURAL EMPATHY ON STEREOTYPING TOWARDS COLLEGE ATHLETES
Dina Karafantis1; 1New York Institute of Technology — Does ethnocultural empathy affect people’s beliefs and expectations regarding athletes? We hypothesized that 1) high levels of ethnocultural empathy would related to less stereotyping towards athletes 2) females would stereotype less than males and 3) athletes would stereotype less than non-athletes. Support was found for hypotheses 1 and 2.

D107
INDEX OF HIGHER EDUCATION AS DISCRIMINATION BUFFER
Jens H. Hellmann1,2, Anne Berthold3; 1Jacobs University Bremen, 2Westfälische Wilhelms-Universität Münster, 3Friedrich-Schiller-Universität Jena — In our lost-letter study, we found differential effects whether the recipient was from the German ingroup or from a nonstigmatized (French) vs. stigmatized outgroup (Turks) — depending on an index of higher education: When the Turk held a doctor’s degree, significantly more letters were returned than when he did not.

D108
REBELS WITH A CAUSE: THE IMPACT OF GROUP MEMBERSHIP ON EVALUATIONS OF MORAL REBELLION
Jessica Mestre1, Piercarlo Valdesolo1; 1Amherst College — This study tested the influence of group membership on evaluations of moral rebels (e.g. whistle-blowers). Results revealed an interaction whereby ingroup rebels received the most favorable ratings, and ingroup members who behaved neutrally received the least favorable ratings, while rebellion did not influence the evaluation of outgroup members.

D109
THE EFFECT OF INTEGROUP CONFLICT ON INGROUP COOPERATION AND CONFORMITY — SIMULATION AND EXPERIMENTAL DATA
Kunihiro Yokota1, Daisuke Nakashishi2; 1Hiroshima Shudo University, 2Hiroshima Shudo University — Based on multilevel selection theory and cultural group selection theory, we hypothesize that conformity may contribute to the evolution of the ingroup favoritism strategy in intergroup conflict. The results of an evolutionary simulation and a vignette study revealed that ingroup favoritism and conformity could evolve under severe intergroup conflict.

D110
THERE’S PROBABLY NO... HOSTILITY? COLLECTIVE SELF-ESTEEM PROMOTES POSITIVE RELIGIOUS OUTGROUP FEELINGS UNDER THREAT
Renate Ysseldey1, Kimberly Matheson2, S. Alexander Haslam3, Hymie Anisman1; 1University of Exeter, 2Carleton University — This study examined Atheists’ and Christians’ collective self-esteem and (ir)religious outgroup hostility under group-based threat vs. daily life. Paradoxically, private CSE promoted positive outgroup feelings under threat. Among Atheists, public CSE promoted positive feelings when threatened, but negative feelings in daily life. Implications for tolerance among (ir)religious groups are discussed.

D111
WHAT WHITE PRIVILEGE? WHITE IDENTITY AND IMPLICATIONS FOR EQUITABLE POLICY
Amy Huntington1, Judy Tan3; 1University of Connecticut — The current studies examine processes which allow whites to feel positively about their group, while also feeling persecuted by policy. Identifying the white group as “moral” predicts perceptions of white victimization via negative evaluation of affirmative action, thus predicting support of anti-minority policies, especially when under group threat.

D112
WHAT REALLY MATTERS: DIFFERENCES IN PRODUCT EVALUATION BY MINIMAL GROUPS
Kristina Wesler1, Kyle Short2, Alexander Czopp2; 1Western Washington University, 2Wake Forest University — Product choice affects self-brand connection and self-concept. Favoring ingroup products may maintain the group’s positive identity. Similar behaviors have been noted between arbitrary and socially meaningful groups. This research examines the effectiveness of the minimal groups’ manipulation as it relates to consumer’s product evaluations.

D113
CAN WE BE ONE GROUP? COMMON INGROUP IDENTITY AND INGROUP PROJECTION AMONG DIFFERENT STATUS CHILDREN
Rita Guerra1, Maria Popa-Roc1, Samuel L. Gaertner2, Sven Waldzus1, Beatriz Lloret1; 1Centre for Psychological Research and Social Intervention - ISCTE, 2University of Delaware — Two studies explored if group status moderates the effects of one group and dual identity representations on ingroup projection. For lower status groups one group elicited ingroup projection. For higher status groups, dual identity triggered projection only for less relevant groups whereas, in highly relevant groups one group increased projection.

D114
EFFECT OF IMAGINED CONTACT AND GROUP IDENTIFICATION ON INTERCULTURAL COMMUNICATION IN HOME AND OUT-GROUP TERRITORY
Tomohiro Kumagai1, Crisp Richard J.2; 1Otsuma Women’s University, 2University of Kent — It was hypothesized that high identifiers would be more strongly motivated to communicate with out-group members when they imagined contact with out-groups than when they did not imagine contact, but only in home territory. Results support this hypothesis and a new possibility of imagined contact effect was discussed.

D115
CURING THE COSTS: BENEFITS OF MULTICULTURALISM FOR MINORITIES IN INTERRACIAL INTERACTIONS
Deborah Son1, J. Nicole Shelton2; 1Princeton University — Two studies evaluated the effectiveness of colorblindness and multiculturalism in buffering ethnic minorities from depletion following interracial interactions. Minorities were less depleted when they believed Whites endorsed multiculturalism and
when Whites were primed with multiculturalism relative to controls. These findings suggest that multiculturalism is beneficial for minorities’ cognitive outcomes.

**D116**

**RESPIRATORY SINUS ARRHYTHMIA (RSA) AND EMOTIONAL THREAT REGULATION IN THE FACE OF INGROUP TRANSGRESSIONS**  
Julie Cauette, Donald M. Taylor; McGill University — This study measured psychological threat in the context of collective guilt using RSA, a putative measure of parasympathetic cardiac control. When faced with ingroup transgressions, explicit collective guilt predicted RSA. When completing a self-report scale of collective guilt, an interaction between explicit and implicit collective guilt predicted RSA.

**D117**

**EXAMINING HOT COGNITIONS IN COLLECTIVE ACTION**  
Daniel A. Miller; Indiana University - Purdue University, Fort Wayne — Psychologists have amassed increasing evidence on the reciprocal influence of emotions and cognitions. Collective action theorists have ignored the influence of emotions on cognitions, instead focusing how cognitions shape emotional responses. Experimental results indicate the cost and benefits associated with a given course of action are influenced by emotional reactions.

**D118**

**DARING AND DESERVING: POWER INCREASES RISK-TAKING AT THE INTERGROUP LEVEL, AS DOES LEGITIMACY**  
Jennifer Sheehy-Skeffington, Jim Sidanius; Harvard University — Replication in a real-world intergroup context of the finding that increased social power enhances risk-taking. Participants who were told that their group had high relative power displayed greater preference for the risky of two options; this effect was not mediated by individual-level optimism, with legitimacy instead playing a larger role.

**D119**

**THE EFFECT OF THE SIMILARITY PERCEPTION ON THE INTERGROUP FORECASTING ERROR**  
Yoshika Tadokoro, Koji Murata; Hitotsubashi University — People tend to overestimate the negativity of interactions with outgroup members when expecting to interact with outgroup members (Mallett, Wilson, & Gilbert, 2008). Present research indicated that people who had many similarities with their partner would reduce the intergroup forecasting error more than those who had few similarities.

**D120**

**SOCIAL IDENTITY COMPLEXITY AND PREJUDICE: THE MODERATING ROLE OF MOTIVATION TO RESPOND WITHOUT PREJUDICE**  
Aaron Kottke, Lisa Molix; Tulane University — The present study investigated motivation to respond without prejudice as a moderator of the relationship between social identity complexity and prejudice towards outgroups (i.e., attitudes and affect). The results suggested that the desire to avoid being prejudiced can overcome the negative effects of being low in social identity complexity.

**D121**

**THE INFLUENCE OF SELF-CONCEPTIONS OF A DOMINANT MAJORITY GROUP ON CONCEPTIONS OF DIFFERENCE**  
Adam Hahn, Bernadette Park, Charles Judd; University of Colorado at Boulder — We investigated how evaluations of immigrants and endorsement of different intergroup ideologies were affected by a), whether participants believed that differences between social groups are large and meaningful, or small and surmountable; and b), by the majority group’s conception of the national identity as either value-based or culture-based.

**D122**

**THE ROLE OF PRIOR EXPECTATIONS IN REACTIONS TO GROUP PRIDE DISPLAYS**  
Alex Krollkowski, Amanda Hoock, Danielle Gentile, Jennifer Ratcliff; The College at Brockport, State University of New York — The present research investigated how prior expectations about whether a group will express hubristic or authentic pride impact the amount of information selected from a pride display, and the consequences of this information. Results revealed that expecting authentic pride increased information acquisition, perceptions of deservingness, inclusiveness, and positive proactive behavior.

**D123**

**THE EFFECT OF SCARCITY ON THE ALLOCATION OF RESOURCES TO RACIAL INGROUP VS. OUTGROUP MEMBERS**  
Amy R. Krosch, Tom R. Tyler, David M. Amodio; New York University — When distributing economic resources between ingroup and outgroup members, people typically allocate less to outgroup members. We found that resource scarcity exacerbated racial disparities in resource allocation, but only for decision makers who reported low motivation to respond without prejudice.

**D124**

**EFFECTS OF CULTURAL VS. RELIGIOUS DIVERSITY ON OUT-GROUP PREJUDICE AMONG MAJORITY ETHNIC AND RELIGIOUS MEMBERS**  
Azizet A. Garza; Weber State University — Two studies investigated the hypothesized differential impact that cultural vs. religious diversity would have on prejudice towards ethnic vs. religious out-groups. Results found that support for cultural and religious diversity can reduce ethnic and religious out-group prejudice but that that identity and context are important.

**D125**

**EXAMINING THE EFFECTS OF INTERGROUP FRIENDSHIP BUILDING IN ONLINE SETTINGS**  
Carla Espana, James Telesford, Rodolfo Mendoza-Denton; UC Berkeley — Our research indicated that White participants who discovered their conversation partner was Black after already having bonded with them in an online, friendship building question-and-answer session showed reduced prejudice and anxiety in intergroup situations. This suggests online settings may be a beneficial tool to promote positive intergroup relations.

**D126**

**IDENTIFYING AN INTERGROUP TIME BIAS IN RACIALIZED SOCIAL RELATIONS**  
Cicero Pereira, Jorge Vala, Marcus Eugenio Lima; Instituto de Ciencias Sociais da Universidade de Lisboa, Universidade Federal de Sergipe — In three experiments, White participants invested more time judging White than of Black people. This bias was predicted by implicit prejudice and by explicit racism, suggesting the existence of an Intergroup Time Bias in social judgment that may have dramatic consequences for racialized social relations.

**D127**

**DISCRETE EMOTIONS MEDIATE AND ELUCIDATE THE EFFECTS OF CROSSED-CATEGORIZATION ON PREJUDICE**  
Devin Ray, Diane Mackie, Eliot Smith; Knowledge Media Research Center, Tuebingen Germany, University of California, Santa Barbara, Indiana University, Bloomington — Three studies integrated crossed categorization and discrete emotion approaches to prejudice and prejudice reduction. Two central results emerged: discrete emotions better predicted evaluations than did shared and unshared group membership alone, and evaluative measures of prejudice obscured important differences among emotional paths to prejudice and prejudice reduction.
D128 THE EFFECTS OF CONTACT ON INTERGROUP PERCEPTIONS OF HUMANITY Dora Capozza1, Elena Trifiletti1, Irene Favara1, Rossella Falvo1; 1University of Padova – In two studies, we tested whether cooperative contact may improve the perceptions of outgroup humanity. Findings show that contact improves the humanity perceptions, since it favors the representation of a common ingroup identity (Gaertner & Dovidio, 2000), which, in turn, decreases anxiety or increases empathy toward the outgroup.

D129 PATIENTS’ DEHUMANIZATION IN HEALTH CONTEXTS Gian Antonio Di Bernardo1, Emilio Paolo Visintin1, Carla Dazzi1, Dora Capozza2; 1University of Padua – In two studies, in which hospital nurses were examined, we tested two main hypotheses: 1. humanization of patients leads to feeling stress; 2. patients’ dehumanization is a strategy used by nurses to cope with stress. Findings fully supported the two hypotheses. A moderation effect of organizational commitment was also found.

D130 OUTGROUP HOMOGENEITY EFFECTS IN PERCEIVING INDIVIDUALS WITH DISABILITIES Jessica McManus1, Alyson Herme1, Rachel King1, Emily Horrell1, Donald Saucier1; 1Kansas State University – We examined the outgroup homogeneity effect with individuals with intellectual disabilities. Participants reported perceptions and reactions to individuals with intellectual, developmental, physical disabilities (Study 1), Down syndrome, Autism, Cerebral Palsy, Asperger syndrome, and ADHD (Study 2). Results demonstrated that individuals with intellectual disabilities are perceived to be a homogenous group.

D131 THE CONTENTS OF GETTING ACQUAINTED IN INTERRACIAL INTERACTIONS Joy E. Phillips1, Michael A. Olson1, Camille S. Johnson2; 1University of Tennessee, 2San Jose State University – We found that Blacks and Whites view conversation topics differently with regard to several key dimensions (intimacy, controversy, race-relatedness, etc.). These results suggest group differences in the structure of interaction contents for Blacks and Whites; parsing out these differences is an important step toward effective research on interracial interactions.

D132 THE EFFECTS OF THREAT AND SOCIAL IDENTITY COMPLEXITY ON ANXIETY AND CONTROL IN INTERRACIAL INTERACTIONS Karen Gonsalkorale1, Marilyn B. Brewer2; 1University of Sydney, 2University of New South Wales – People sometimes engage in self-control to navigate interracial interactions. However, relatively little is known about who uses self-control and the conditions which trigger self-control efforts. The current study suggests that threat heightens anxiety and control during interracial interactions, and greater social identity complexity may reduce anxiety in threatening interracial interactions.

D133 EFFECTIVENESS OF DUAL IDENTITY TO INDUCE INTERGROUP HARMONY: A MATTER OF FRAMING AND GROUP STATUS? Maria Popa-Roch1, Rita Guerra1, Sven Waldzus2, Samuel L. Gaertner2, John F. Dovidio2, Eric Hehman2, Eric W. Mania2, Andrew E. Carroll2, Beatriz Lloret1; 1Centre for Research and Social Intervention, 2University of Delaware, 3Yale University, 4Quinsigamond Community College – This research explains dual identity inconsistent effects on intergroup bias through its interpretation as “two groups” or “one group” representation. Dual identity framing as “two groups within one group” versus “two groups in the same team” increased bias for higher status groups and decreased bias for lower status groups respectively.

D134 COALITION OR DEROGATION? HOW REMINDERS OF DISCRIMINATION INFLUENCE INTRAMINORITY INTERGROUP RELATIONS Maureen A. Craig1, Jennifer A. Richeson2; 1Northwestern University – Across three experiments, Asian American (Studies 1 & 2) and Latino (Study 3) participants primed with discrimination against their respective ethnic group perceived greater similarity with, and expressed more positive automatic and self-report attitudes toward another racial minority group—Black Americans, compared with participants who were not primed with discrimination.

D135 ANIMALS, MACHINES OR HUMANS? MEASURING DEHUMANIZATION Miguel Moya1, Rocio Martinez-Gutierrez1, Rosa Rodriguez-Bailon1; 1University of Granada – To study two forms of dehumanization, animalistic and mechanistic, we used a paper and pencil design and found that human words were more linked with ingroup than outgroup names, and Gipsy surnames with animals related words whereas German ones with machine words. These findings were replicated using an IAT.

D136 BELONGINGNESS UNCERTAINTY AND PREFERENCE FOR STRUCTURE AMONG MEMBERS OF HISTORICALLY MARGINALIZED GROUPS Nicholas Camp1, Allison Cantor2, Richard Elbich1, Valerie Purdie-Vaughns2; 1Columbia University, 2Washington University in St. Louis, 3University of Waterloo – This research tests the hypothesis that marginalized groups seek structure in situations where they experience belonging uncertainty. In two studies, experimentally-induced belongingness uncertainty led to increased preference for structured classes (Study I) and higher personal need for structure (Study II) in historically marginalized groups.

D137 WHY ARE YOU BEING NICE TO ME? PERCEIVED MOTIVATION SHAPES ATTRIBUTIONS FOR POSITIVE FEEDBACK Pamela J. Sawyer1, Sarah S. M. Townsend1, Brenda Major1, Wendy Mendes2; 1University of Califomia, Santa Barbara, 2Harvard University – Though prejudice is often thought to result in negative outcomes, at times it can manifest as itself as overly positive feedback. Two studies investigate how members of minority groups perceive and respond to positive intergroup feedback that may be attributed to prejudice. Cardiovascular, emotional, and cognitive consequences are examined.

D138 INGROUP IDENTIFICATION AND GROUP-LEVEL NARCISSISM AS PREDICTORS OF AMERICANS’ ATTITUDES AND BEHAVIOR TOWARD ARAB IMMIGRANTS Patricia A. Lyons1, Jared B. Kenworthy1, Jason R. Popan1; 1University of Texas Arlington – Across four studies, we tested and validated group-level narcissism, a new psychological measure predicting attitudes and behavior toward outgroups. Mean and high levels of group narcissism interacted with national identity to predict more negative attitudes and behavior among Americans toward Arab immigrants compared to other immigrant groups (e.g., Latino).

D139 CHANGE IN ATTITUDES TOWARDS UNDOCUMENTED MEXICAN IMMIGRANTS IN ARIZONA AND ECONOMIC DYNAMICS Priscila Diaz1, Delia Saenz2, Virginia Kwan1; 1Arizona State University – The social psychological roots of why the Arizona’s Senate 1070 bill was much needed for this US-Mexican border state are important to consider particularly in the absence of federal immigration reform. The current study investigated how individuals in Arizona felt toward undocumented Mexican immigrants and economic factors.
ARE MACHINES BETTER THAN ANIMALS? SOME EFFECTS OF DEHUMANIZATION  Rocío Martínez Gutiérrez1, Rosa Rodríguez-Bailón1, Miguel Moya1; 1University of Granada — The consequences of animalistic and mechanistic dehumanization on the perception of groups were analyzed. Using the traditional measure of infrahumanization (attribute of primary and secondary emotions) we found that participants infrahumanized the animalistic but not the mechanized group. Also the mechanized was evaluated and perceived better than the animalized group.

THE INFLUENCE OF PSYCHOLOGICAL ESSENTIALISM ON INFERENCES ABOUT GENDER CATEGORY: THE CASE FOR ‘CITIZEN-JUDGES’  Saori Tsukamoto1, Sayaka Suga1, Minoru Karasawa1; 1Nagoya University, 2Toyo University — The present study revealed a diagnostic characteristic of perceived ‘essence’ in gender categories, using the Japanese trial system as a scenario. The results indicated participants’ tendencies to highlight gender majority in the jury as a cause of verdict especially when they disagreed with the verdict and sympathized with the defendant.

OUTGROUP IDENTIFICATION ESTIMATES AND ATTRIBUTIONS TO DISCRIMINATION  Zoe Kinias1; 1INSEAD — Two studies investigated the hypothesis that outgroup identification estimates influence attributions to discrimination such that higher perceptions of the outgroup valuing their group membership causes greater attributions of the outgroup’s ambiguous behavior to discrimination. The hypothesis was supported correlationally among ethnic minorities (regarding Whites) and experimentally among women (regarding men).

PERCEIVED DISCRIMINATION AND WELL-BEING OF TURKS IN BULGARIA: THE ROLE OF INDIVIDUAL AND GROUP RESOURCES  Banu Cingoz-Ulu1, Leman Korkmaz1; 1Middle East Technical University — Both individual-level (e.g., self-efficacy, optimism) and group-level (i.e., social identification, collective self-esteem) resources emerge as important predictors of subjective well-being (i.e., life satisfaction, negative affect) of the Turkish minority in Bulgaria (N = 292). Moreover, self-efficacy and collective self-esteem moderated the effect of perceived discrimination on subjective well-being.

METHODS/STATISTICS

METRIC CALIBRATION OF PSYCHOLOGICAL INSTRUMENTS IN SOCIAL PSYCHOLOGY  Etienne P. LeBel1, Bertram Gawronski1; 1University of Western Ontario — We empirically demonstrate the feasibility and utility of calibrating the metric of social psychological measures to meaningful behavioral referents for seven constructs (e.g., need for cognition, self-enhancement, extraversion). The scientific benefits of non-arbitrary metrics for social psychological research are discussed (e.g., interpretation of data, construct validity, quantitative theory testing).

OPEN SOURCE, WEB-BASED IAT  Winter Mason1; 1Yahoo! Research — I demonstrate an open-source web-based implementation of the Implicit Association Test (OW-IAT). In this poster I describe the OW-IAT, present two replications of classic IAT results, discuss details of speed and accuracy in collecting the data, and future directions for open-source tools in social psychology.

ANONYMITY: A REDUCTION IN SOCIAL DESIRABILITY AT THE EXPENSE OF ACCURACY  Yphtach Leelkes1, Jon Krosnick1, David Marx3, Charles Judd2, Bernadette Park3; 1Stanford University, 2San Diego State University, 3University of Colorado—Boulder — The study reported here demonstrate that making college student participants anonymous increased reports of socially undesirable attributes but also reduced reporting accuracy and increased survey satisfaction. These studies suggest that pure anonymity may reduce social desirability pressures while also compromising measurement accuracy.

QUANTIFYING SITUATIONS: USING THE RIVERSIDE SITUATIONAL Q-SORT TO DIFFERENTIATE WEEKENDS FROM WEEKDAYS  Elysia Todd1, Esther Guillaume3, David Funder1; 1University of California Riverside — Using the Riverside Situational Q-Sort (RSQ: Wagerman & Funder, 2009) participants described two recent everyday situations; one weekend, one weekday. These data demonstrated several face and construct-valid RSQ situational properties as differentiating weekend from weekday situations. This indicates the RSQ is effective for the quantitative measurement of situations.

ASSESSING THE ADEQUACY OF POST-EXPERIMENTAL INQUIRIES IN DECEPTION RESEARCH AND FACTORS THAT PROMOTE PARTICIPANT HONESTY  Ginette C. Blackhart1, Kelly E. Brown1, Kelsey Shell1, Donald L. Pierce1; 1East Tennessee State University — This study evaluated the adequacy of post-experimental inquiries used in deception research and examined whether mood state, reward, and delivery method affected participants’ willingness to divulge suspicion or knowledge about the study. Offering a reward and completing the post-experimental inquiry on a computer modestly improved awareness and admission rates.

THE ROLE OF THE CONSENT FORM AND THE EXPERIMENTER IN PARTICIPANT ATTITUDES AND RESPONSES  John Eric Edlund1, Jessica Hartnett2, Jeremy Heider1, Adam Williams1; 1Rochester Institute of Technology, 2Gannon University, 3Stephen F. Austin State University — We investigated the effects of the grammatical perspective used in the consent form (1st, 2nd, 3rd person) and the greeting used by the experimenter. The results from this study suggest the manner in which we interact with our participants can affect participant perceptions and willingness to engage in an experiment.

THE DYNAMIC ANALOG SCALE: USING A SINGLE ITEM TO MEASURE PERSONALITY  Erika A. Brown1, James W. Grice3; 1Oregon State University — Two-hundred and thirty-eight participants completed the DAS for each of the Big Five traits. Reliability coefficients of participants’ self-ratings ranged from .74 to .87. Also, the DAS predicted participants’ self-reported volunteering, religiosity, general affect, and drinking behaviors equally compared to results typically obtained using a standard Big Five questionnaire.

COMBINING LONGITUDINAL DATA ON PERSONALITY AND HEALTH FROM THE TERNAN LIFE CYCLE AND HAWAIIAN COHORTS  Margaret L. Kern1, Sarah E. Hampson2, Howard S. Friedman3, Lewis R. Goldberg2; 1University of Pennsylvania, 2Oregon Research Institute, 3University of California, Riverside — Can existing longitudinal studies be directly integrated to test lifespan theories of personality, development, and health? We combined data from the Terman Life Cycle and Hawaii Health and Personality Cohort studies; child personality predicted midlife health. The studies were successfully integrated, but careful attention must be given to measurement issues.
randomly assigned participants to complete the MRS, RWA, and SDOing pretest data online using subject pool management software. Weital benefits from collecting data electronically, especially when collect-ing pretest data online using subject pool management software. We randomized assigned participants to complete the MRS, RWA, and SDO either online or in-person. Results confirmed that online and in-person measurements of these attitudes are equivalent.

D153
THE CORE CONSERVATISM SCALE Erin Solomon, Richard Harvey; Saint Louis University — A new scale measuring conservative political ide-ology was developed, the Core Conservatism Scale. The scale has a three factorial structure and demonstrated adequate construct validity, criterion validity, and internal consistency. The scale should be used in future research involving conservative political ideology.

D154
AMAZON’S MECHANICAL TURK: A NEW SOURCE OF INEXPENSIVE, YET HIGH-QUALITY, DATA? Michael Buhrmester, Tracy Kwang, Sam Gosling; University of Texas at Austin — We evaluated Amazon’s Mechanical Turk (MTurk), a new website containing the major elements required to con duct research. Findings indicate that participation is affected by compensation rate and task length, but MTurk participants are more diverse than typical American college samples and high quality data can be gathered rapidly and inexpensively.

D155
EXPLORING THE LIBERALISM-CONSERVATISM CONTINUUM IN THE CONTEXT OF AMERICAN AGGRESSION Daniel Stancato, Andres G. Martinez, Paul K. Piff, Dacher Keltner; University of California-Berkeley — We tested differences between liberals and conservatives toward American aggression. Participants wrote about American violence against another nation before completing various attitudinal measures. Conservatives assigned a greater portion of the world’s resources to America, ranked America’s moral standing higher, and were less likely to engage in political protest against America.

D156
A SECOND LOOK: WHEN SURFACE TRANSFORMATION TRUMPS ORIGIN ESSENTIALISM IN RACIAL CATEGORIZATION Lynette Ward, Patrick Henry, Joseph Garcia, Carlisle King, Chuck Tate, Avi Ben-Zeev; San Francisco State University — Origin essentialism (OE) occurs when an exemplar’s category of origin trumps its similarity to a novel category. Participants viewed a vignette of an Asian woman whose eyes changed to appear White, accidentally. Contrary to OE, she was categorized as more White. We discuss physical features and essentialism in social cate-gorization.

D157
LONG-TERM EFFECTS OF IMPLEMENTATION INTENTIONS ON PREVENTION OF SMOKING UPTAKE AMONG ADOLESCENTS Mark Conner, Andrea Higgins; University of Leeds — Cluster randomized controlled trial tested the efficacy of repeated implementation intentions (simple if-then plans) in reducing smoking in adolescents. Both self-reported and objectively assessed smoking at 48 months post baseline were lower in the implementation intention condition. The research demonstrates the power of implementation intentions to produce long-term behavior change.

D158
WHAT PEOPLE REALLY WANT: NEED FOR STRUCTURE AS THE COMMON DENOMINATOR IN SELF-THREAT EFFECTS Marret K. Noordewier, Diederik A. Stapel; Tilburg University — The self can be threatened in many ways, each resulting in a specific mental state. We show that although each specific type of self-threat affects its related need, they all increase the need for structure. This suggests that structure striving is an efficient way to describe one’s state after self-threat.

D159
APPROACH MOVEMENTS ENHANCE PERCEPTIONS OF FLUENCY Megan K. Housley, Isaiah F. Jones, Heather M. Claypool; Colby College, Miami University — Previous research has shown that fluency facilitates approach behavior. The purpose of this work is to determine if the reverse is also true. Consistent with expectations, simulated approach movements made targets appear more fluent than did simulated avoidance movements. Implications for the fluency and embodied cognition literatures are discussed.

D160
EMBODIED SOCIAL CATEGORIZATION Michael Slepian, Max Weisbuch, Nicholas Rule, Nalini Ambady; Tufts University, University of Denver, University of Toronto — Cognition can be embodied within physical sensations and actions. We examine how social categorization might be grounded in bodily experiences. Across two studies, the proprioceptive experience of toughness (versus tenderness) predictably biased the categorization of faces toward “male” suggesting that social category knowl-edge is at least partially embodied.

D161
THE PAST, PRESENT, AND FUTURE OF DISPOSITIONAL OPTIMISM: A LIFESPAN APPROACH Michael Busseri; Brock University — Using data from an American probability sample, we evaluated differences between dispositional optimists and pessimists in evaluations of past, present, and future life satisfaction (LS). Paradoxical inclining subjective LS trajectories among young dispositional pessimists and declining trajectories among older optimists were resolved after adjusting for normative beliefs about development.

D162
WATCHING IS FOR DOING: THE INFLUENCE OF OBSERVED BODY MOVEMENTS ON DRINKING BEHAVIOR Oliver Genschow, Amd Florack; Michaela Wänke, University of Basel, University of Vienna — Observing a movement is neurologically similar to performing it. In two studies, we demonstrated the influence of observed body movements on drinking behavior. Watching arm flexion, compared to arm extension, led to more drink intake especially for participants who adopted the performer’s perspective.

D163
SOCIAL FACILITATION AND SITUATED COGNITION. Ricardo Fonseca, Teresa Garcia-Marques; ISPA - University Institute — University Institute Using a situated cognition approach to social facilitation, we corroborated and extended Allport’s “spreading-out-of-thought” effect in two experiments. Additionally, we provide preliminary evidence that the mere-presence of others increases inclusion of contextual features in cognitive processing. This effect seems to adapt us to work in wider network: our social environment.

Prosocial Behavior
D164
"THE MEEK SHALL INHERIT THE EARTH": CHRISTIAN CONSERVATIVES AND OPPOSITION TO EQUALITY Olga Antonenko, Matthew Feinberg, Robb Willer; UC Berkeley — Three studies examine the religious beliefs of Christian conservatives as they affect attitudes towards egalitarianism. Study 1 reveals that Christian conservatives hold contradictory views of
God as both compassionate and wrathful. Studies 2 and 3 demonstrate that experimentally priming these views leads to divergent levels of support for egalitarianism.

D165  
THE DIFFERENTIAL EFFECTS OF RESTITUTION AND APOLOGY ON BEHAVIORAL AND SELF-REPORTED FORGIVENESS  
Robert Carlisle1, Jo-An Tsang1, Nadia Ahmad1; 1Baylor University, 2Medical College of Wisconsin, Center for Patient Care and Outcomes Research  
— This study employed a lab induced offense to study the effects of apology and restitution. Both behavioral and self-reported forgiveness was measured. Behavioral forgiveness was increased by restitution, but not apology or the interaction. Self-reported forgiveness was increased by apology, but not restitution or the interaction.

D166  
KILLING THEM WITH KINDNESS: COMPASSION’S ASSOCIATION WITH AGGRESSIVE RESPONSES TO THOSE WHO TREAT LOVED ONES BADLY  
Anneke Meyer-Berg1, Michael Poulin2; 1University of Buffalo  
— This study examined the associations between the emotion of compassion and prosocial aggression—intending to harm someone who threatens a loved one. When a close other was perceived as highly threatened, feelings of compassion were associated with greater aggression towards the person who harmed the close other.

D167  
THE ROLE OF COMMUNITY ORIENTATION IN PROMOTING ONLINE PARTICIPATION  
Mark Snyder1, John S. Kim1, Patrick C. Dwyer2, Jennifer Filson Moses1, Paul T. Fuglestad1, Clelia Anna Mannino1, Rich Davies1, Loren Terveen1; 1University of Minnesota  
— Building on previous theory and research on the role of sense of community in promoting social participation, we conducted a study on participation in online communities. We found that individuals were more likely to participate on a movie-recommendation website if they were already inclined towards feeling a sense of community.

D168  
PAST VOLUNTEERISM PREDICTS AMOUNT OF CONTENT CONTRIBUTED IN AN ONLINE COMMUNITY  
Patrick C. Dwyer1, Jennifer Filson Moses1, Paul T. Fuglestad1, John S. Kim1, Clelia Anna Mannino1, Rich Davies1, Loren Terveen1, Mark Snyder1; 1University of Minnesota  
— The success of online communities depends on user involvement but only a small percentage of users actually contribute content. We sought to identify who is more likely to do so. We found past volunteerism to be a useful predictor of who will contribute more content to MovieLens, a movie-recommendation website.

D169  
WHO VOLUNTEERS? UNDERSTANDING THE PERSONALITY CHARACTERISTICS OF ADOLESCENT VOLUNTEERS  
Zeynep Cemalciyar1; 1Koc University  
— The present study investigates the underlying dynamics of adolescents’ volunteerism. Using pre- and post-project participation data from Turkish primary school students, we examine (1) the personality characteristics of first-time volunteers compared to non-volunteers and (2) the effect of this participation on volunteers when pre-project characteristics are taken into consideration.

D170  
YESTERDAY OR NEVER: DONATING AS TIME-BOUND COPYING BEHAVIOR  
Laura Straeter1, Willem Jan Bertram1, Jacob Jansen1, Rob Nelissen1, Diedenik Stapel1; 1 Tilburg University  
— We study the impact of temporal distance on persuasiveness and demonstrate that support for charities is higher when people communicate they supported a charity recently (yesterday) rather than long ago (last year). This effect reverses, however, when the communicator is a distant rather than a close other and is content-unspecific.

D171  
THE SOCIALLY EXCLUDED: AGGRESSIVE, EMOTIONALLY NUMB, AND...COMPASSIONATE?  
Allison Smith1, Michael J. Gill2; 1Lehigh University  
— We challenge the notion that the socially excluded are numb and incapable of compassion (cf. Twenge et al., 2007). In three studies, we provide evidence that the socially excluded are especially compassionate in response to the social pain of others but not to other types of pain.

D172  
HE WATCHES, HE KNOWS: PREDESTINATION BELIEF BELIES THE EFFECT OF FREEWILL BELIEF ON PROSOCIAL BEHAVIOR  
Kevin Smith1; 1University of Texas - Austin  
— The importance of believing in freewill on prosocial tendencies has been demonstrated in previous research. However, Christian beliefs, particularly predestination, a form of spiritual determinism, may belie that relationship. This hypothesis gains support from the present study. The importance of superordinate beliefs, like faith, on philosophical beliefs is discussed.

D173  
A DIRE CONSEQUENCE OF EMPATHY  
Adrianna C. Jenkins1, Daniel M. Wegner2; 1Harvard University  
— Does empathy ever threaten the well-being of others? Results from three experiments suggest that greater empathy for a suffering person primarily increases the desire to promote the person’s psychological welfare—even, paradoxically, at the cost of the person’s life.

D174  
NUMBING THE MORAL SENSE: HOW COMPASSION REGULATION INFLUENCES THE MORAL SELF-CONCEPT  
C. Daryl Cameron1, B. Keith Payne2; 1University of North Carolina at Chapel Hill  
— Does avoiding compassion toward others carry unanticipated consequences? In two studies, we show that subjects who eliminated compassion later reported caring less about morality, and being less empathic in general. Compassion regulation does not appear to be cost free, as it risks compromising the moral self-concept.

D175  
ALTRUISM, EMOTION AND THE VAGUS NERVE  
Gregg Sparkman1, Chris Oveis2, Dacher Keltner1; 1UC Berkeley- Institute of Personality and Social Psychology, 2Harvard University  
— The present replicates previous ones showing positive emotion’s association with vagal tone (indexed by respiratory sinus arrhythmia) and altrusism, but provides new evidence showing that vagal tone and altruistic behavior predict distinct portions of the variance in positive emotions. Unexpectedly, a negative relationship between vagal tone and altruism is found.

D176  
WHEN COMPASSION COLLAPSES: HOW MORE VICTIMS CAN (SOMETIMES) LEAD TO LESS HELPING  
Kathleen Schmidt1, Timothy Wilson2; 1University of Virginia  
— A series of studies was conducted to uncover the mechanisms and boundary conditions of the collapse of compassion effect, when individuals facing a greater number of people in need are less likely to engage in helping behaviors than those confronted with single victims.

D177  
GENDER DIFFERENCES IN CHILDREN’S RESPONSES TO PERSON-FOCUSED, PROCESS-FOCUSED AND NO ATTRIBUTIONAL FEEDBACK ABOUT PROSOCIAL BEHAVIOR  
Julie C. Dunsmore1, Conrad S. Baldner1; 1Virginia Tech  
— Forty-nine 9- to 10-year-old children participated in a study examining how process-focused, person-focused, and no attributional feedback influence children’s prosocial behavior after facing the social challenge of another child behaving rudely towards them. Girls who received no feedback and boys who received process-focused feedback increased prosocial behavior.
D178 EXPLORING THE LIMITS OF SELFFUL CONCERN FOR OTHERS Nathan L. Arbuckle1, William A. Cunningham2; 1The Ohio State University — Many assume that altruism is limited, in that it is really driven by self-interest and reserved for close others. The current studies demonstrate evidence of selfless concern for others using a new measure, the dual-spinner task, and find that shared identity and psychopathy interact to affect selfless concern for others.

D179 APPLYING A FUNCTIONAL APPROACH TO PARTICIPATION IN ONLINE GROUPS Paul T. Fuglestad1, John S. Kim1, Clelia Anna Mannino1, Rich Davies1, Patrick C. Dwyer1, Jennifer Filson Moses1, Loren Terveen1, Mark Snyder1; 1University of Minnesota — Employing a functional perspective, we examined people’s reasons for joining the movie recommendation website MovieLens. Consistent with functional theorizing, different reasons for joining predicted specific behaviors; utilitarian reasons predicted the basic behavior of rating movies, whereas community oriented reasons predicted social and community oriented behaviors.

D180 VOLUNTEER MOTIVATIONS: DOES INCREASING VOLUNTEERISM ENSURE FIGHTING SOCIAL INEQUITY? Sahana Mukherjee1, Ludwig Molina1, Matt Robinson2; 1University of Kansas, 2Columbia University — The present study examines the correlates of volunteerism. Specifically, whether certain individual motivations to volunteer predict increased hours volunteering but ironically maintain the status quo and prevent us from correcting the root of social problems (e.g., poverty) which lead certain individuals to seek help in the first place.

D181 SOCIAL MOTIVES AND PERSONALITY AS PREDICTORS OF ON-LINE PARTICIPATION Jennifer Filson Moses1, Paul T. Fuglestad1, John S. Kim1, Patrick C. Dwyer1, Clelia Anna Mannino1, Rich Davies1, Loren Terveen1, Mark Snyder1; 1University of Minnesota — Using a functionalist perspective, measures of social motives and personality attributes were used to predict a number of actual on-line user behaviors on the movie recommendation website MovieLens. We found that understanding and humanitarian motives, empathy, and altruism predicted a number of pro-social and self-oriented on-line behaviors.

D182 HELPING IN A RANDOM WORLD: PROSOCIAL INTENTIONS AND BEHAVIOR CAN SATIATE COMPENSATORY CONTROL NEEDS Jillian Banfield1, Daniel Nadolny1, Aaron Kay1; 1University of Waterloo, 2Duke University — Previous research has explained helping behavior as due to empathic concern for victims or a desire to relieve one’s negative affective state. Leveraging compensatory control theory, three studies demonstrate that, when the belief in an orderly world is threatened, helping behavior serves as a means for restoring perceptions of control.

D183 MOTIVATIONAL CONFLICT PROVOKED BY PRESENTING THE VICTIM AS ONE AMONG OTHERS Luis Oceja1, Tamara Ambrona1, Belén López-Pérez2, Eric Stocks2; 1Universidad Autónoma de Madrid, 2University of Texas at Tyler — Different motives have been proposed in order to explain prosocial behavior. But one unanswered question is how these different motives interact. In three studies, we tested whether presenting the person in need as “one-among-others” evokes a motivational pattern that involves the presence of at least two motives: altruism and justice.

D184 THE EFFECTS OF REGULATORY FOCUS AND SOCIAL ANXIETY ON GRATITUDE AND INDEBTEDNESS Maureen Mathews1, Natalie Shook2, Kristina Schiller1, Kaitlin Hines1, Lela Dantanass1; 1St. Mary’s College of Maryland, 2Virginia Commonwealth University — We investigated the roles of regulatory focus and social anxiety on gratitude and indebtedness. Participants primed with approach focus were more grateful than participants primed with avoidance focus. Socially anxious people reported less indebtedness when primed with approach focus than socially anxious people primed with avoidance focus.

D185 THE EFFECT OF POSITIVE SELF-WORTH ON PROSOCIAL BEHAVIOR Blythe Duell1, Dave Harbin1; 1Southeastern Oklahoma State University — The aim of this study is to examine the relationship between in-group norms, self-worth, and prosocial behavior. These results suggest that when an individual sees himself in a positive light, there is a greater likelihood that he will engage in behavior that affirms his self-identification.

D186 ON BECOMING BATMAN: THE IMPACT OF THREAT INDUCED UNCERTAINTY ON THE LIKELIHOOD OF TAKING ACTION Curtis Phillips1, Kerry Kawakami1, Kyle Nash1, Nikki Manni1, Ian McGregor1; 1York University — Two studies investigated the impact of threat induced uncertainty on taking action. In both studies threatened participants were more likely to take action either for personal gain (Study 1) or for the benefit of a charity (Study 2). In addition, Study 2 found that self-power associations mediate this effect.

D187 FORGIVING THOSE WHO TRESPASS AGAINST US: IS THE RELIGION-FORGIVENESS LINK REALLY A MATTER OF FAITH? Isabelle Pichon1, Vasillis Saroglou2; 1La Reunion, 2Université Catholique de Louvain — In the study, we examined if religiously promote forgiving attitudes andvengeful behavior. These findings suggest that degree of religious faith might only predict self-reported forgiveness; when it comes to forgiving behavior, knowledge about religious teachings might play a more important role than specific religious beliefs or strength of religious commitment.

D188 NARROWING DOWN TO OPEN UP FOR OTHERS: EMPATHIC CONCERN IS ENHANCED BY INDUCING DETAILED PROCESSING Karl-Andrew Woltin1, Olivier Comelie1, Vincent Yerby1, Jens Förster2; 1Université Catholique de Louvain, 2University of Amsterdam — Empathy forms the basis of social functioning. Four experiments found that empathic concerns are enhanced in contexts promoting a detailed processing style (local perceptual scope, prevention motivation, low power) rather than a holistic processing style (global perceptual scope, promotion motivation, high power). Simple contextual changes influence empathy beyond individual differences.

D189 DIFFERENTIAL EFFECTS OF GOD-CONCEPTS ON PRO-SOCIAL BEHAVIOR Kathryn Johnson1, Ashley N. Swail1, Rachel B. Walters1, Adam B. Cohen1, Carissa Sharp2; 1Arizona State University, 2University of Cambridge — Evolutionary psychologists have theorized that beliefs about a moralizing, punishing God promote cooperation. Through priming various God-concepts, we show that activating thoughts of an indwelling Spirit vs. religious role model (Jesus) differentially increases conformity and helping behaviors; however, priming a punishing God-concept was least likely to elicit pro-social behavior.
D190
THE EFFECTS OF SUFFERING, POST-TRAUMATIC GROWTH, AND EMPATHY ON A PROSOCIAL ORIENTATION
Renee El-Gabalawy1, Katherine B. Starzyk1, Corey S. Mackenzie1; 1University of Manitoba — The current research aimed to identify whether a prosocial orientation results from trauma. Results indicated that traumatic suffering, but not psychological distress, predicted post-traumatic growth. Additionally, empathy mediated the relationship between post-traumatic growth and several prosocial outcomes. The current findings have important social and clinical implications.

D191
THE MODERATING ROLE OF TRANSGRESSION TYPE ON THE RELATION BETWEEN DEPENDENCY, SELF-CRITICISM, AND FORGIVENESS
Rebecca Young1, C. Ward Struthers2; 1C. Ward Struthers3, Careen Khoury2; 2Stony Brook University Medical Center, 2University of Michigan — This study explored the moderating role of transgression type on the relation between dependency, self-criticism, and forgiveness. The results showed that individuals high in self-criticism are less forgiving of self transgressions and individuals high in dependency are more vengeful of relationship transgressions.

D192
HELPING OTHERS AS A PROTECTIVE FACTOR THAT PROMOTES PHYSIOLOGICAL RESILIENCE TO STRESS
Dylan Smith1, Julia Seng2; 1University of Colorado, Boulder, 2University of California, Berkeley — We assessed oxytocin and vasopressin receptor polymorphisms in a survey of a U.S. sample (N = 348). Genotypes previously found to predict laboratory generosity buffered the negative associations between threat (lifetime trauma and perceived malevolence of the world) and several types of prosocial behavior, including volunteering and civic engagement.

D193
A PHENOMENOLOGICAL, BEHAVIORAL, AND GENETIC EXAMINATION OF SPIRITUALITY AND RELIGIOSITY: IMPLICATIONS FOR PROSOCIALITY
Laura Saslow1, Paul K. Piff2; 1University of Michigan, 2Emory University — This study aimed to explore the role of spirituality and religiosity in prosocial behavior, particularly in the context of economic dilemmas. Results suggested that higher levels of spirituality and religiosity were associated with more generous behavior.

D194
THE GENETIC CONTRIBUTION TO OXYTOCIN AND VASOPRESSIN RECEPTOR GENE VARIATION AND PROSOCIAL BEHAVIOR
E. Alison Holman1, Anneke Meyer-Berg2; 1University of California, Irvine — We assessed oxytocin and vasopressin receptor polymorphisms in a survey of a U.S. sample (N = 348). Genotypes previously found to predict laboratory generosity buffered the negative associations between threat (lifetime trauma and perceived malevolence of the world) and several types of prosocial behavior, including volunteering and civic engagement.

D195
LITTLE HELPERS: NOUNS MOTIVATE YOUNG CHILDREN’S HELPING BEHAVIOR MORE THAN VERBS
Allison Master1, Christopher J. Bryan2; 1Stanford University — Preschool children were assigned to a noun (“you could be a helper”), verb (“you could help”), or baseline control (no mention of helping) condition. Children in the noun condition were significantly more likely to help the experimenter in four subsequent situations.

D196
MORALITY GIVES US MEANING: PERCEIVED MORAL STANDING AFFECTS SUBJECTIVE MEANING IN LIFE
Daryl R. Van Tongeren1, Jeffrey D. Green2; 1Virginia Commonwealth University — We hypothesized that the perception of being moral confers greater meaning in life. After receiving experimentally manipulated feedback regarding their morality, the predicted significant crossover interaction between morality condition and participant agreement with the feedback revealed that individuals who perceived themselves as highly moral reported greater meaning in life.

D197
VOLUNTEERING ATTITUDES AS A FUNCTION OF AFFIRMING THE IDEAL-Self
Michael K. Coleson1, Madoka Kumashiro2; 1University of Minnesota, 2University of Tokyo — We examined the role of the ideal self in volunteering attitudes using a quasi-experimental design. As expected, volunteering experiences which moved individuals away from their ideal selves yielded negative attitudes. In contrast, indirect experiences or movements toward the ideal self as a result of volunteering led to positive attitudes.

D198
BETWEEN DEPENDENCY, SELF-CRITICISM, AND FORGIVENESS
Michael Poulin1, 2; 1University of Colorado, Boulder, 2University of Toronto, 3University of Oregon — Recent studies suggest that dependency, self-criticism, and forgiveness are interrelated in important ways. The current study aimed to examine the role of dependency, self-criticism and forgiveness in predicting laboratory generosity. Results indicated that individuals high in self-criticism are less forgiving of self transgressions and individuals high in dependency are more vengeful of relationship transgressions.

D199
THE EFFECT OF HANDSHAKE ON THE WIN-WIN NEGOTIATION
Jinyoung Park1, Eunkook Suh2; 1Yonsei University — Handshake was found to predict laboratory generosity and to establish mutual trust. Focus on such role or touch in establishing reciprocity, the present research aims to reveal one important real-life implication of touch: the role of handshake in facilitating win-win negotiation.

D200
THE IMPACT OF COGNITIVE PERSPECTIVE TAKING ON FAIRNESS AND RECIPROCITY IN PRESCHOOL CHILDREN
Joanna Schug1, Eunkook Suh2; 1University of Oregon, 2Yonsei University — This study examined the role of cognitive perspective taking on fairness and reciprocity in preschool children. Results indicated that children who could better understand others’ perspectives were more likely to engage in fair and reciprocal behaviors.

D201
THINKING GLOBALLY AND LOCALLY: INCREASING COOPERATION BY MATCHING CONSTRUAL TO ACTION LEVELS IN SOCIAL DILEMMAS
Lawrence J. Sanna1, 2, 3; 1Oregon State University, 2University of Oregon, 3University of Michigan — The current study examined the effect of matching construal level to action level in social dilemmas. Results indicated that participants were more cooperative when construal level matched action level.

D202
HOW CAN YOU EASE OTHERS’ AGONY OF DEFEAT? COMPARING RELATIONSHIP-BUILDING, OTHER-ENHANCING, AND SELF-LOWERING APPEASMENT STRATEGIES
Anne Zell1, Peter Schultz2, Michelle Hubbling3, Jenna Obler4, Rachel Nelson5, Jon Ask6; 1Augustana College — What is the best strategy for appeasing someone whom you have outperformed? Participants imagined themselves in scenarios in which someone outperformed them and then made a self-lowering, other-enhancing, or relationship-building remark. Participants indicated they would react more positively to relationship-building or other-enhancing comments from outperformers than to self-lowering comments.
D203
HOW CAN WE INCREASE HELPING BEHAVIOR TO DISABLED PEOPLE?
Sangyeon Yoon¹, Seungah Ryu¹, Shinhwa Suh¹, Yonghun Kim²; ¹Korea University – To find practical strategies to increase helping behaviors to disabled people, we measured participants’ intentions to help other persons in two scenarios. In the results, fairness as well as empathy had strong effects on helping behavior to disabled people. These findings make us realize that education of fairness is needed.

D204
THE NATURAL PATH TO FEELING CLOSE: THE EFFECTS OF NATURE ON CLOSENESS AND EMPATHY
Cody DeHaan¹, Netta Weinstein², Richard Ryan¹; ¹University of Rochester, ²University of Hamburg – Two studies exposed participants to images of natural or non-natural environments. Results indicated that participants exposed to natural environments felt closer to others, and were empathic and giving to all impoverished individuals depicted in videos. On the other hand, those exposed to non-natural environments only cared for Americans in need.

Assessment

D205
THE ROLE OF “PERCEPTIONS OF OTHERS” IN PERSONALITY MEASUREMENT
Fabian Elizondo¹, Patrick Waddington¹; ¹Birkman International – Most personality instruments only assess self-report. The current study suggests taking into account both perceptions of self as well as perceptions of others to better assess personality. The findings revealed that differences in these perceptions do exist and provide valuable insight into personality measurement from a social psychology perspective.

D206
AN ITEM RESPONSE THEORY ANALYSIS OF THE NARCISSISTIC PERSONALITY INVENTORY
Robert Ackerman¹, M. Brent Donnellan¹, Edward A. Witt¹; ¹Michigan State University – Item Response Theory was used to evaluate the Raskin and Terry (1988) scales from the Narcissistic Personality Inventory. Results revealed the most diagnostic NPI items and indicated that the adaptive scales (e.g., Authority) measured average trait levels most precisely whereas maladaptive scales (e.g., Entitlement) measured higher trait levels most precisely.

D207
A NEW MEASURE FOR IDENTIFYING RANDOM RESPONDERS IN QUESTIONNAIRE DATA
Zdravko Marjanovic¹, ¹York University – Two experiments evaluated a new random responding scale called the Indiscriminate Responding Scale (IRS). Its items instruct respondents exactly how to answer each item; thus, instructions-compliant responses are considered conscientious and incomplete responses random. Across studies, the IRS correctly classified random and conscientious respondents about 98% of the time.

D208
PRIMING AND SOCIAL DESIRABILITY OF SELF-REPORTED RELIGIOSITY AND ALCOHOL CONSUMPTION
Clayton Neighbors¹, Lindsey Rodriguez¹, Ruby Gonzales¹, Rosine Atidepe¹, Nicole Fossos¹, Judith Tidwell¹; ¹University of Houston – This research evaluated response biases of religiosity and alcohol consumption. Religiosity was assessed before or after questions regarding alcohol consumption. Participants who indicated religiosity first reported fewer drinks and drinking less frequently. Priming religion may result in underreporting drinking and these effects are not simply the result of socially desirability.

D209
MEASURING SELF/OTHER OVERLAP WITH GOD
Carissa Sharp¹, Nicholas J. S. Gibson¹, Kathryn A. Johnson¹; ¹University of Cambridge, ²Arizona State University – This research adapts the Inclusion of Other in the Self Scale (Aron, Aron, & Smolan, 1992) to the study of supernatural others. The new scale has been shown to measure two dimensions of Christian participants’ relationships with God: self/God overlap and the relative size of the self and God.

D210
THE DEVELOPMENT OF SCALES OF PERSONALITY AND PSYCHOPATHOLOGY FROM CHINESE MEDICINE
David Alexander¹, Ian Williamson¹, Clifton Oyamot², Nicholas Cuccia¹; ¹New Mexico Highlands University, ²San Jose State University – Interpretations of five element theory in Chinese medicine posit that there are personality traits associated with “five elements”. Furthermore, excesses and deficiencies in these traits are deemed unhealthy responses to stress. This study develops and refines measures of the five traits and their excesses/deficiencies, and examines relationships between them.

D211
ABILITY OF THE COPING COMPETENCE QUESTIONNAIRE TO PREDICT RESILIENCE TOWARD LEARNED HELPLESSNESS
Cindy Ollis¹, Kerstin E. E. Schroder¹²; ¹Society of Behavioral Medicine, ²University of Alabama at Birmingham – The Coping Competence Questionnaire (CCQ), designed to assess a general stress resistance versus a propensity towards learned helplessness was found to be a successful predictor of performance on anagrams (when performance was measured before mood) among matched participants randomly exposed to success or failure on TetraVex puzzles before solving anagrams.

D212
D3-SHORT: A BRIEF MEASURE OF THE DARK TRIAD
Delroy L. Paulhus¹, Daniel N. Jones¹; ¹University of British Columbia – The Dark Triad of personality comprises Machiavellianism, narcissism, and psychopathy. Unfortunately, the classic measures are too long for many research purposes. We present a new 40-item measure called D3-Short. Inter correlations range from .20 -.41: Reliability and validity data support its potential as a replacement for the classic measures.

D213
GETTING TO KNOW HITLER THROUGH COMPUTERIZED TEXT ANALYSIS
G. Taylor Lightfoot¹, Cindy K. Chung¹; ¹University of Texas – Speeches and proclamations (n = 203) by Adolf Hitler from 1932 to 1945 were analyzed using Linguistic Inquiry and Word Count (LIWC), a novel method to study influential yet inaccessible political leaders. The results showcase how computerized text analysis can detect personality and intent when self-reports are impossible to acquire.

D214
EVOLUTIONARY ATTITUDES AND LITERACY SURVEY: DEVELOPMENT AND VALIDATION OF A SHORT FORM
Stephan Short¹, Patricia Hawley²; ¹University of Kansas — The Evolutionary Attitudes and Literacy Survey (EALS) measures an array of constructs associated with one’s endorsement and objection to evolutionary theory. The psychometric properties of the EALS were examined and multiple groups CFA verified the 62 item short form to be a valid alternative to the full scale for researchers.

Gender

D215
EFFECTS OF UNMITIGATED AGENCY AND MORAL DISENGAGEMENT ON RISKY DRIVING BEHAVIOR IN ADOLESCENTS DRIVERS
Marnie Sutton¹, Debra McCallum¹; ¹University of Rochester, ²University of Alabama, Tuscaloosa – T-tests indicated no significant differences between sexes in risky driving behavior. Using regression analysis, unmitigated agency was found to significantly pre-
D216
SCIENCE ≠ ALONE: IMPLICIT ASSOCIATIONS AND WOMEN’S STEM INTEREST
Emily K. Clark1, Mia Steinberg1, Amanda B. Diekmann1, Elizabeth R. Brown1, Amanda M. Johnston1; 1Miami University — Past research suggests that self-reported beliefs that STEM careers are incompatible with communion may contribute to women’s underrepresentation in those fields. We present evidence for an implicit dissociation between science and communion. These associations interact with gender and explicit communal goal endorsement to predict interest in STEM careers.

D217
"DON'T CHA" WANT TO?: PERCEPTIONS OF CASUAL SEX PROPOSERS AND ACCEPTORS
Ali Ziegler1, Terri D. Conley1; 1University of Michigan — In order to further explore sexual double standards (Reiss, 1967), this research investigates how gender and role (accepter or proposer) of someone who engages in casual sex interact to affect perceptions of that person. Inconsistent with sexual double standards, results support positive ratings of female proposers on several personality traits.

D218
IS THE EXPRESSION OF LOVE FEMINIZED? A TEST AND EXTENSION OF CANCEL'S HYPOTHESIS
Aleksandra Huic1, Zeljka Kamenov1, Ivana Jugovic2, Carrie Bredow1, Elizabeth Schoenfeld1, Ted Huston1; 1University of Zagreb, Faculty of Humanities and Social Psychology, 2Institute for Social Research, Centre for Educational Research and Development, Zagreb, 3University of Texas at Austin — We tested 302 married Croatian couples to explore Cancel’s hypothesis about feminization of love. Newly constructed Ways of Showing Love Scale revealed individuals who love more to show love in more ways, with both genders being expressive and instrumental. Different types of expressivity and instrumentality proved to be gender-specific.

D219
DIFFERENTIAL EFFECTS OF GENDER GROUP COMPOSITION ON CREATIVE PROBLEM SOLVING
Viktoria Tidikis1, Ross May1, Ivan K. Ash1; 1Old Dominion University — This study examines how gender and working alone versus in a dyad affects creative problem solving performance. All-women, all-men, and mixed-gender dyads were compared to individual performers. Men performed better when working in pairs as compared to working alone, while women did not benefit from working in groups.

D220
TO BE OR NOT TO BE SELFISH? NEGATIVE GENDER TRAITS AND WELL-BEING
Camille E. Buckner1, Stephanie K. Ellis1; 1Marymount University — We sought to clarify the relationship between gender traits and well-being. Participants self-rated on negative gender traits (e.g., selfishness/selflessness), positive gender traits, and measures of physical/psychological functioning. Negative gender traits uniquely predicted health/relationship problems, distinguishing them from their positive counterparts and indicating that these negative traits merit more attention.

D221
GENDER ROLES, SEXIST BELIEFS, AND ABORTION: TRADITIONAL BELIEFS ABOUT WOMEN AND GENDER PREDICT ABORTION ATTITUDES
Heather Terrell1, Julie Nagoshi2, Gabrielle Filip-Crawford2, Craig Nagoshi2; 1University of North Dakota, 2Arizona State University — Participants answered questions about abortion attitudes, sexism, and gender roles. Benevolent sexism was correlated with less support for abortion rights. Women with more masculine gender roles—such as assertiveness and competitiveness—also regarded abortion more favorably. These results suggest that abortion attitudes are associated with traditional views about women and gender.

D222
DETERMINANTS OF THE FEMININITY-PAIN RELATIONSHIP: EFFECTS OF GENDER PRIMING AND NEED FOR AFFECT ON PAIN
Stephanie L. Fowler1, Heather M. Rasinski1, Andrew L. Geers1, Suzanne G. Helfer2; 1University of Toledo, 2Adrian College — We explored the femininity - pain relationship. Dispositional need for affect and femininity were pre-screened and gender roles were primed before a laboratory pain task. Need for affect and femininity predicted pain reports in the feminine prime condition. Need for affect statistically accounted for the association between femininity and pain.

D223
BODY IMAGE AT MIXED-SEX AND SINGLE-SEX COLLEGES
Bettina Spencer1, Caitlin Barrett1, Gina Storti1, Mara Cole1; 1Saint Mary’s College — Students at women’s and mixed-sex colleges completed measures of body satisfaction. Lower-level students at both schools chose similar ideals, but upper level students at the single-sex college showed an increase in ideal body size as compared to students at the mixed-sex college who showed a decrease in ideal body size.

D224
GENDER ROLE TRADITIONALISM: DIFFERENCES IN NORM RECOGNITION AND REGULATORY FOCUS
Clifford Evans1; 1Miami University — Gender-role traditionalism may affect fulfillment of gender roles through differential norm endorsement and regulatory focus. Endorsement of intensified and relaxed prescriptive and proscriptive norms differed by role traditionalism, and endorsement of intensified prescriptive norms was predicted by promotion focus for high traditionalism, but by prevention focus for low traditionalism.

D225
DO YOUNG WOMEN EXPECT DOMESTIC AND EMPLOYMENT INEQUALITY? AN ANSWER FROM A POSSIBLE SELVES EXPERIMENT
Janell Fetterolf1, Alice H. Eagly2; 1University of Michigan, 2Rutgers University, 3Northwestern University — In this possible selves study, undergraduate women imagined themselves as married mothers in situations that differed in their labor force participation and educational attainment. The participants expected more housework and childcare and lesser salary than their husbands even if they envisioned full-time employment and an advanced degree.

D226
MASCULINITY AS A MODERATOR OF AN EFFECTIVE UV PHOTOGRAPHY INTERVENTION AMONG COLLEGE-AGED MEN
Laura A. Walsh1, Michelle L. Stock1; 1George Washington University — College men had either their UV photograph taken, or a black-and-white photograph only. Controlling for baseline sun-protection cognitions and behavior, results indicated that the impact of the photograph was stronger for men higher in masculinity, suggesting that UV photography may encourage these men to acknowledge their skin cancer risk.

D227
GENDER DIFFERENCES IN PERCEPTIONS OF SEXISM: THE ROLE OF INSTITUTIONAL VERSUS INDIVIDUAL SEXISM
Allison Blodorn1, Laurie T. O’Brien1, Justin Kords1; 1Tulane University — The present research investigates how gender differences in perceptions of sexism are affected by the type of sexism under consideration. Two studies suggest a critical distinction between institutional and individual forms of sexism, which translates into important real-world consequences for targets of institutional and individual forms of sexism.

D228
THE HOSTILE GLASS CLIFF: EXAMINING THE ROLE OF AMBIVALENT SEXISM IN THE GLASS CLIFF EFFECT
Megan K. McCarty1, Janice R. Kelly2; 1Purdue University — We explored whether Ambivalent Sexism moderates the glass cliff effect. Participants ranked male and female candidates for a leadership position in a failing or thriving company. Males,
but not females, were ranked more favorably in the thriving company than in the failing company. Participants’ hostile sexism moderated this interaction.

D229
WOMEN IMITATE LIFE, MEN EXAGGERATE IT: SEX DIFFERENCES IN SCRIPTWRITERS’ PORTRAYAL OF LINGUISTIC SEX DIFFERENCES Molly E. Ireland1, James W. Pennebaker1; 1University of Texas at Austin — Two studies compared the degree to which male and female scriptwriters replicated real-life linguistic sex differences in their fictional dialog. Study 1 found real-world sex differences in seven function word categories. Study 2 revealed that female writers accurately portrayed existing sex differences, while male authors significantly exaggerated these differences.

D230
PLEASURABLE OR PRACTICAL: PREDICTORS OF ACCEPTING CASUAL SEX OFFERS AMONGST BISEXUAL WOMEN Sara Burke1, Ali Ziegler1, Amy C. Moors1, William J. Chopik1, Terri D. Conley1; 1University of Michigan — This study explores sexual strategies theory and pleasure theory in relation to the likelihood of bisexual women accepting offers of casual sex from women versus men. Results indicate that perceived characteristics of the proposer related to pleasure theory but not sexual strategies theory predict differences in acceptance.

D231
SHOW ME THE MONEY: WOMEN AND EFFECTIVE NEGOTIATING STRATEGIES Amy M. Williams1, Jenessa R. Shapiro1; 1University of California, Los Angeles — Can women negotiate in organizational settings without being penalized? The present research explores how gender normative, non-normative, and combined normative and non-normative negotiation strategies influence perceptions of female job candidates. Results reveal that a combined strategy may allow women to negotiate assertively without experiencing backlash.

D232
EFFECTS OF GENDERED BELIEFS AND MATH PERFORMANCE ON MEN’S ROMANTIC INTEREST IN WOMEN Ariana F. Young1, Lora E. Park1; 1SUNY University at Buffalo — We proposed that men’s gendered beliefs (belief that smart women are threatening to men) and women’s performance in masculine domains (math) would influence men’s romantic interest in women. Results demonstrated that when women underperformed men in math, men liked them more, especially if they endorsed gendered beliefs regarding women’s intelligence.

D233
GENDER IDENTITY AND SEXUAL RISK-TAKING Ashley Billig1, Pamela Brouillard1; 1Texas A&M University-Corpus Christi — This study examines the relationship between gender roles and sexual behaviors. Individuals categorized as masculine reported significantly greater levels of sexual risk-taking. Understanding how gendered characteristics contribute to risky sexual behaviors may provide important insights that can be utilized to increase awareness of health consequences.

D234
GENDER ROLES, NARCISSISM AND SEXUAL SATISFACTION Pamela Brouillard1, Ashley Billig1; 1Texas A&M - Corpus Christi — This study examines the relationship between gender roles, narcissism and sexual satisfaction. Individuals with high levels of masculine behaviors also reported higher levels of grandiosity, which significantly predicted levels of ego-based sexual satisfaction. Understanding the role of these personality characteristics and how they contribute to sexual behaviors merits further consideration.

D235
GENDER AS A UNIFIED BUT MULTIFACTORED HUMAN CHARACTERISTIC Erin Strauts1, Jennifer Daniels2; 1University of Connecticut, 2Illinois Wesleyan University — Participants reported on a broad spectrum of behaviors and feelings associated with their own sex and gender. Evidence is presented to support that the participants’ sex, gender identity, gender expression, and sexual orientation are differentiable concepts. Each of these are shown to be non-binary and display variability across individuals.

D236
HOW GENDER IDENTITY MODERATES THE IMPACT OF A NEGATIVE CLIMATE FOR WOMEN IN STEM Isis H. Settles1, Stevie C. Y. Yap1; 1Michigan State University — The present study of 639 female undergraduate students in STEM found that three of the four aspects of the academic climate assessed (i.e., general negative climate, feeling excluded, feeling surveilled, but not diversity climate) were related to women’s lower perceptions of their academic performance. Further, gender identity buffered these relationships.

D237
GENDER SELF-CATEGORIZATION: GENDER AND SELF OVERLAP PREDICTS CURRENT GENDER IDENTITY Jay Ledbetter1, Chuck Tate1; 1San Francisco State University — Gender identity has been studied using societal stereotypes; however, all studies assume that self-categorization as female or male is independent of stereotypes. We show that gender self-categorization can be predicted by an adapted version of the Inclusion of Other in the Self Scale (Aron, Aron, & Smollan, 1992), not stereotypes.

D238
LOVERS, MOTHERS, AND WORKERS: IDENTITY SALIENCE, OBJECTIFICATION AND BREASTFEEDING INTENTIONS AMONG LOW SES WOMEN Lauren Hawthorne1, Meghan Huntoon1, Amber Ferris1, Jessi L. Smith1; 1Montana State University — We tested if priming different social identities affected breastfeeding intentions. This study was a 2 (low vs. high SES) X 2 (higher vs. lower body consciousness) X 3 (mother vs. lover vs. employee self-prime). Results showed among lower SES women, thinking about the self in non-reproductive terms increased breastfeeding intentions.

D239
QUANTITATIVE AND QUALITATIVE ASSESSMENTS OF GENDER IDENTITY AND PERCEPTIONS OF SEXISM Nia L. Phillips1, Glenn Adams1; 1The University of Kansas — We assessed quantitative and qualitative forms of gender identity and their relationship to perceptions of sexism. Over a semester, women’s studies students showed greater change in level and content of gender identity than personality psychology students. In addition, only identity content (and not identification level) significantly predicted attributions to sexism.

D240
RESOLVING THE DOUBLE-BIND: GENDER-PROFESSION IDENTITY INTEGRATION & WOMEN’S NEGOTIATION OUTCOMES Shira Moret1, Pranjal Mehta1, Ilona Fridman2, Michael W. Morris3; 1Columbia University, 2Brooklyn College - City University of New York — Gender and professional identity integration, the perceived compatibility between gender and professional identities, has been hypothesized to promote women’s performance in a professional task - negotiations. Across two studies, we find evidence that gender-profession identity integration promotes women’s negotiation performance in a stereotypically masculine domain such as competitive negotiations.
D241
EFFECTS OF SELF-ESTEEM THREATS ON FEMALES REPORTING THEIR WEIGHT
Lisa Lipschitz1, C. Peter Herman2; 1University of Toronto — In order to explore the reasons why females underreport their weight, females’ self-esteem was threatened. An interaction between threat condition and dietary restraint was found such that restrained eaters in the intelligence-threat condition underreported their weight to a greater extent than did intelligence-threatened unrestrained eaters and body-threatened restrained eaters.

D242
SELF-REGULATION AND THE FAILURE OF SEXUAL CONTROL: DO THE SEXES DIFFER IN REGULATORY ABILITY? Natasha Tidwell1, Paul Eastwick2; 1Texas A&M — Are sex differences in sexual self-control attributed to impulse or inhibitory processes? Results from a self-report measure demonstrated that both sexes report inhibiting sexual impulses when appropriate. Using an implicit measure, we found that males exhibited more undesirable sexual behavior due to sex differences in their impulses, not inhibitory abilities.

D243
LIFE GOALS AND OCCUPATION STEREOTYPES EFFECTS ON CAREER INTEREST: ARE STEREOTYPES JUST FOR MEN? Cassie A. En01, Joan M. Barth2, Rosanna E. Guadagno3, Lindsay Rice4; 1Waldorf College, 2University of Alabama — This study examined the effect of occupation stereotypes and life goals on college students’ career interests. Overall, relative to women, men’s interest in occupations was more influenced by the occupation’s gender stereotype. Women were more interested in feminine occupations that were compatible with family goals relative to comparable masculine occupations.

D244
THE CONTRIBUTION OF TOY MARKETING TO THE SOCIAL CONSTRUCTION OF GENDER STEREOTYPES Michael Dudley1, 1Southern Illinois University — In this study, the marketing of children’s toys towards gender stereotypes was investigated. Results indicated that toys marketed towards boys exhibited highly masculine gender stereotypes, whereas toys marketed towards girls exhibited highly feminine gender stereotypes. Implications of these findings for the possible development of a gender-neutral society are discussed.

D245
THE DOUBLE STANDARD: GENDER DIFFERENCES IN JUDGING RELATIONSHIP BEHAVIOR Amanda Fox1, Kate Sweeney1; 1University of California, Riverside — This study examined participants’ reactions to a hypothetical situation in which an androgynously named individual acted immorally in a relationship under several conditions. Participants, regardless of their own gender, more readily judged the individual as more likable and their action as more justifiable if they felt the individual was male.

D246
SHE IS HAPPY BEING A HOUSEWIFE: BENEVOLENT SEXISM AND WOMEN’S PERCEIVED HAPPINESS Alejandro Tapia1, Guillermo Byrd Willis2, Mario Toledo3, María del Sol Aguirre1, Claudia L. Gutierrez1, Elba B. Gomez1, Miguel Moya4; 1University of Monterrey, 2University of Granada, Spain — In this research we examined whether differences in benevolent sexism lead to differences in the perceived wellbeing of women with different occupational roles. We found that high-BS participants perceived the same wellbeing in working women and housewives, whereas low-BS participants perceived that working women have a higher wellbeing.

D247
CAUSES AND CONSEQUENCES OF WOMEN’S OBJECTIFICATION: EFFECTS OF POWER AND STEREOTYPICALITY Amy Hillard1, Sarah Gervas1; 1University of Nebraska-Lincoln — Two studies examined whether power and stereotypicality affected sexual objectification of women. Study 1 showed that hyper-stereotypic women were objectified more than counter-stereotypic in powerful positions. Study 2 replicated this finding in the lab; however, counter-stereotypic women were objectified in low power positions. Theoretical and practical implications are discussed.

D248
EXPERIENCING BENEVOLENT AND HOSTILE SEXISM: THE ROLE OF PERCEIVED WARMTH AND COMPETENCE Charlie Law1; 1Penn State-Schuylkill — We investigated the possibility that perceptions of warmth and competence may predict sexist behavior. Participants watched a video in which the female grant applicant was either communal or agentic. The communal applicant was more likely to receive benevolent sexism, while the agentic applicant was more likely to receive hostile sexism.

D249
DOES IN-GROUP STIGMATIZATION OF GAY EFFEMINANCY EXTEND TO SEXUAL BEHAVIOR? AN EXPLORATORY STUDY Ernest Strain1, Justin Lehmiller1, Andrew Caswell1, Jennifer Bossom2; 1Colorado State University, 2University of South Florida — This experiment examined gay men’s appraisals of an in-group target with a varying gender (masculine/feminine) and sexual roles (assertive/passive). Predictions were that participants would exhibit a preference for masculine, sexually assertive targets. Although masculine targets were indeed preferred, participants had more negative appraisals of sexually assertive targets.

D251
STATUS, SEX, AND STEREOTYPES: EXPECTATIONS FOR GENDERED EMOTION EXPRESSION Jacqueline S. Smith1, Marianne LaFrance1, Kevin H. Knoll1, Donald J. Tellinghuisen2, Paul Moes2; 1Yale University, 2Calvin College — The influence of status on stereotypes of gender and emotional expression was explored using a reaction time measure. Reaction times were slowest to angry female faces when presented as executives, but not as assistants. These results demonstrate that social status can influence gender-emotion expectations at an automatic level.

D252
FEMALE AND MALE ROLE MODELS WHO EMBODY COMPUTER SCIENCE STEREOTYPES LOWER WOMEN’S PERFORMANCE EXPECTATIONS John Oliver Sij1, Sapna Cheryan1; 1University of Washington — This research examines how computer science role models who fit stereotypes of the field influence women’s performance expectations. Women had lower performance expectations after interacting with female and male stereotypical role models. Women’s lower performance expectations were mediated by feelings of dissimilarity. Implications for recruiting women into STEM are discussed.

D253
DO AGENTIC TRAITS = SUCCESS IN SCIENCE?: THE GENDERED PERCEPTIONS OF SUCCESSFUL SCIENTISTS Laura Ramsey1, Denise Sekaquaptewa1; 1University of Michigan — Results from a questionnaire completed by 122 students and 115 faculty in science revealed that agentic traits are viewed as more important for success in science than communal traits. Also, perceiving agentic traits as important for science interacts with self-perceptions of agency to predict motivation to continue in science.
D254  
PERCEPTION OR REALITY? FEMININE AND FEMINIST WOMEN’S REPORTS OF GENDER-BASED STIGMA  
Lauren Miller1, 1Syracuse University – Women’s feminist vs. feminine ideology should impact reports of self and group stigma. A survey indicated that feminists were more likely than feminine women to report that women are stigmatized. The results imply differences either in perceptions of discrimination or in actual discrimination experienced by feminist vs. feminine women.

D255  
MOMS & DADS OF THE PAST, PRESENT & FUTURE  
Sarah Banchefsky1, Bernadette Park1, 1University of Colorado – Participants imagined a mom or a dad of the past (1950), present (2009) or future (2050). Moms and dads were both seen as becoming increasingly nontraditional in their behavior and counter-stereotypic in their characteristics. However, while projected to become more similar to each other, both remained bounded to traditional roles.

D256  
ADOLESCENTS’ ROMANTIC RELATIONSHIP EXPERIENCE PREDICTS GREATER BENEVOLENT SEXISM IN BOYS AND HOSTILE SEXISM IN GIRLS  
Soledad de Lemus Martin1, Pilar Montanes1, Miguel Moya1, Peter Glick2, Jesus L. Megias1, 1Universidad de Granada, 2Lawrence University – We analyze how romantic relationship experience and age predict ambivalent sexism in adolescents, and how attractive are different sexist profiles. Results suggest that the general decline in sexism with age masks a contrasting effect of romantic experience, which suggests that heterosexual adolescents’ desire to attract romantic partners may foster sexism.

D257  
WHY DO STANDARDIZED TESTS UNDERPREDICT WOMEN’S ACADEMIC PERFORMANCE?: THE ROLE OF BIG FIVE CONSCIENTIOUSNESS  
Erik E. Noftle1, Kristen C. Kling2, Richard W. Robins3, 1Willamette University, 2University of Minnesota, 3University of California, Davis – Despite scoring lower on the SAT than men, women earn higher college grades, a pattern termed the “female underprediction effect”. In three college samples, this effect is demonstrated, and a meditational model is tested, providing a partial explanation of the effect through gender differences in Conscientiousness (i.e., women score higher).

D258  
A REVIEW OF THE SELF-OBJECTIFICATION QUESTIONNAIRE: WHAT DOES IT REALLY TELL US?  
Rabecca Harris1, Sarah Gervais1, 1University of Nebraska - Lincoln – The Self-Objectification Questionnaire (SOQ; Noll & Fredrickson, 1998) measures preference for physical attributes over competence attributes; positive numbers indicate more self-objectification. Our review found only 19.23% of the samples of women showed a positive mean SOQ score, indicating that women are often not self-objectifying. Implications and moderators will be discussed.
Attitudes/Persuasion

E1 HONOR, AGGRESSION, AND MASCULINITY AS PREDICTORS OF MEN’S SPORT PERCEPTIONS AND EXPERIENCES  Joshua Davis¹, Mason Bums¹, Jessica L. McManus¹, Donald A. Saucier¹; ¹Kansas State University — We assessed men’s perceptions of and participation in athletics as related to the male gender role. Higher scores on measures of male gender role adherence were related to less tolerance of surrender behaviors in sports, and to playing a greater number of sports, particularly those typically played only by males.

E2 USING ADVERTISING TO IMPROVE ATTITUDES TOWARD IMMIGRANT SKILLS: IS EMOTION ENOUGH? Caroline Bennett-AbuAyash¹, Victoria M. Esses¹; ¹University of Western Ontario — Based on Role Theory, we hypothesized that current advertisements emphasizing immigrant underemployment are ineffective in promoting foreign skills recognition. A new version highlighted the value of immigrant skills and their mismatch with the position of a taxi driver. Results showed the amended advertisement to be more effective.

E3 JUSTICE IN HARM-DOING: EXAMINING DESERVINGNESS AND EXCLUSION IN THE TREATMENT OF MINORITIES AND TERRORIST SUSPECTS Irene Cheung¹, Paul Conway¹, Joetta P. Fernando¹, Candace Kawius¹, Carolyn L. Hafer², James M. Olson¹; ¹University of Western Ontario, ²Brock University — Support for equal employment opportunities (EEO) for visible minorities and harsh treatment of terrorist suspects were examined. Two studies showed that perceptions of the target deserving unfavorable treatment, but not exclusion from fairness principles, predicted less support for the EEO policy and more support for harsh treatment.

E4 TEMPORAL DISTANCE, IMAGING SKILL, AND RISK PREVENTION BEHAVIOR Junko Toyosawa¹, Hiroki Takehashi²; ¹Osaka Kyoiku University, ²Nagoya University — This study examined whether temporal distance influences their intentions toward earthquake preparedness actions, from the view of Construal Level Theory. The result showed that manipulation of temporal distance showed no difference on intentions, but the vividness of images influenced on it. Influences of individual differences of imaging skill were discussed.

E5 GOING GREEN INCREASES IMPORTANCE OF ENVIRONMENT AMONG STUDENTS WITH LOW ENVIRONMENTAL CONCERN Katherine Lacasse¹; ¹Clark University — Will performing “green” behaviors increase concern toward the environment as self-perception theory would suggest? Experimental participants performed a small eco-friendly behavior for a month. Participants who began with low initial concern about the environment or climate change ranked them significantly higher in political importance after performing the behavior.

E6 WHAT MAKES A VIDEO GO VIRAL? SOCIAL INFLUENCE PROCESSES IN THE TRANSMISSION OF INTERNET MEMES Rosanna Guadagno¹, Shannon Murphy¹, Dan Rempala¹, Bradley Okdie¹; ¹University of Alabama, ²Keimyung University — Participants watched videos pre-tested to elicit an affective response and reported their likelihood of spreading them. Regardless of the source—ingroup or outgroup—funny videos were more likely to be spread. Additionally, videos sent by the outgroup that elicited anger were more likely to be spread.

E7 VICARY’S VICTORY: SUBLIMINAL ADVERTISING IN MOVIES CAN WORK Thijs Verwijmeren¹, Johan Karremans¹, Wolfgang Stroebe², Daniël Wigboldus³; ¹University of Amsterdam, ²Radboud University Nijmegen, ³Utrecht University — This research is the first to show that subliminal advertising can be effective in real-life settings (presented in a movie), if conditions are right: Subliminally advertising is effective when brands are goal-relevant, and when ads are presented in a positive context. Subliminally advertising in negative contexts will have aversive effects.

E8 THE INFLUENCE OF FRAMING EFFECTS ON ONE’S RELATIONSHIP WITH GOD Travis Crone¹; ¹University of Houston-Downtown — Participants were given a negative, positive, or no frame prior to evaluating their relationship with God. Participants given the positive frame reported experiencing God’s love less than other participants and reported God more a judge than participants given the negative frame. This may occur as a result of counterfactual thought.

E9 INVESTIGATING THE RELATION BETWEEN EMPATHY AND AGEISM IN SINGAPOREAN YOUNG ADULTS Su Jin Yang¹, Hwajin Yang², Gi-Ho Park³; Gracia JieHui Chen⁴; ¹Universidad Autónoma de Madrid, ²University of Houston-Downtown, ³Singapore Management University, ⁴Institute of High Performance and Computation — We tested the relation of empathy and ageism in Singaporean participants. A significant variance in ageism (39%) was accounted for by empathy subscales suggesting that empathy decreases stereotyped views toward the elderly. We discuss possible explanations for this phenomenon from a perspective of social-cognitive theories on empathy and prejudiced attitudes.

E10 THE ROLE OF DISGUST IN THOUGHT VALIDATION Benjamin Wagner¹, Richard Petty¹, Pablo Briñol²; ¹The Ohio State University, ²University of Alabama — Does disgust lead to more negative judgments, or does it lead to more extreme judgments, regardless of thought direction? By manipulating the valence of people’s thoughts, we demonstrate that inducing disgust after thinking can lead to polarization in the direction of the thoughts that people have generated about a target.

E11 MORALIZED POLITICS: SUPERFICIAL OR THOUGHTFUL? Daniel Wisneski¹, Linda Skitka¹, G. Scott Morgan¹; ¹University of Illinois at Chicago — The current study sought to determine whether people use their moral attitudes as an alternative to information and logic or whether people’s morals are associated with more conscious, deliberative thought. Results supported the conscious, deliberative thought hypothesis. Greater attitude moralization predicted increased attention to the news and political engagement.
E12 EVALUATIVE CONDITIONING WITHOUT CS-US CONTINGENCY  Eva Walther1, Rebecca Weil1, Tina Langer2; 1University Trier, 2University of Bielefeld — Over the past decades it was debated whether evaluative conditioning (EC) is dependent on the CS-US contingency and whether awareness of this contingency is necessary for EC to occur. In two studies contingency and awareness were experimentally manipulated. Results indicated that EC is less restricted than hitherto assumed.

E13 FEAR, ANGER, FRUITS, AND VEGGIES: EFFECTS OF EMOTION AND MESSAGE FRAMING ON HEALTH BEHAVIOR  Mary A. Gerend1, Jon K. Maner1, Florida State University — We investigated effects of emotion (fear versus anger) and message framing (emphasizing gains versus losses). After an emotion induction task, participants read a framed pamphlet promoting fruit and vegetable consumption. As predicted, fearful participants were more responsive to a loss frame; angry participants were more responsive to a gain frame.

E14 FEATURE-SPECIFIC ATTENTION ALLOCATION MODULATES AUTOMATIC ATTITUDE ACTIVATION  Tom Everaert1, Adriaan Spruyt1, Jan De Houwer1; 1Ghent University — We investigated whether automatic attitude activation depends feature-specific attention allocation (PSAA). Using different manipulations of FSAA and different measures of automatic attitude activation we found convincing evidence for the hypothesis that automatic attitude activation depends on the extent to which participants assign attention to the affective stimulus dimension.

E15 SYSTEM JUSTIFYING BELIEFS MODERATE RESPONSES TO OPINIONS ABOUT GENDER EQUALITY  Dina Eliezer1, Natalie J. Shook1, Emily Polander1, Andrea Jarosz2, David Goldstein1; 1Virginia Commonwealth University, 2Wright State University — The current research examines how people respond to an interaction partner whose opinions violate their beliefs about meritocracy. We found that participants who interacted with a confederate who violated (versus confirmed) their beliefs exhibited more maladaptive cardiovascular responses, reported less liking for and agreement with the confederate and more anger.

E16 ATTITUDES, PERCEPTIONS, AND GENDER: DIFFERENCES AMONG COLLEGE STUDENTS ATTITUDES TOWARD CONDOM USE  Kristina Hood1, Natalie J. Shook1, Virginia Commonwealth University — This study investigated how attitudes toward condoms and perceptions of others’ attitudes influence condom use. Males reported significantly more negative attitudes than females. However, females believed males to have even more negative attitudes toward condoms than they reported. Notably, females’ perceptions of males’ attitudes significantly related to their condom use.

E17 USING PERSUASION TO PROMOTE A MORE HOSPITABLE STEM WORK CLIMATE  Tamera R. Schneider1, Emily Polander1, Andrea Jarosz1, David Goldstein1; 1Wright State University — The biobehavioral model of persuasion was used to investigate attitude and behavior change toward STEM women faculty. STEM students were assigned to a challenge, threat, or standard message. The challenge or standard message enhanced attitudes in women, whereas threat enhanced attitudes in men. Message effectiveness is influenced by issue involvement.

E18 A CROSS-CULTURAL INVESTIGATION OF IMPLICIT ATTITUDES TOWARDS BLACK AND WHITE TARGETS BY OTHER MINORITIES  Amanda Williams1, Jennifer Steele1, Ratika Srivastava1, Elaine Tay1; 1York University, 2The University of Western Australia — South-Asians/Malay and East-Asians/Chinese completed a White-Black IAT. Study 1 (North America) revealed that South-Asians had less bias, reflecting preference due to perceptual similarities or contact with Blacks. Study 2 (Brunei) revealed a pro-White preference that did not differ by race suggesting that across cultural contexts, implicit attitudes reflect status hierarchies.

E19 SELF-GENERATED ATTITUDE CHANGE AND INTERGROUP RELATIONS: SOME EFFECTS OF THOUGHT AND CROSS-CATEGORIZATION  Matthew Valente1, Christopher Leone2; 1University of North Florida — Self-generated attitude change was explored in the context of intergroup discrimination. Consistent with previous research, increased thought resulted in stronger attitudes about all groups. However, thought-induced attitudinal changes resulted in reduced intergroup discrimination when out-groups were cross-categorized with in-groups.

E20 ATTITUDINAL AMBIVALENCE AND TIME PRESSURE ON THE INTERNET  Ulf-Dietrich Reips1,2, Jeannette Oostlander1; 1University of Deusto, 2IKERBASQUE, Basque Foundation for Science, Spain, 3ETH Zürich — In two WEXTOR experiments (http://wextor.org), we manipulated attitudinal ambivalence, information accessibility and time pressure. Results confirmed the interaction between ambivalence of information and accessibility of information. Time pressure and attitudinal ambivalence decreased the correlation between attitude and intention (r = .64, versus r = .96 for consistent information).

E21 ATTITUDE ACCESSIBILITY AFFECTS CATEGORIZATION: IF HEALTHINESS IS MORE ATTITUDE-EVOKING, SPINACH IS MORE PALATABLE  Alison Young1, Russell Fazio1; 1The Ohio State University — Evaluation of a target may depend on the extent to which each of its potential categorizations is attitude-evoking. After rehearsing attitudes towards taste-related (e.g., sour) versus weight-related (e.g., fit) words, participants rated how likely they were to eat various foods. Those in the taste (weight) condition preferred tastier (healthier) foods.

E22 UNCERTAIN THREAT LEADS TO INCREASED SOCIAL AGGRESSION  Ingrid Johnsen Haas1, William A. Cunningham1; 1Ohio State University — Past research has shown that both threat and uncertainty can independently lead to increased confidence, defensiveness, and aggression. In the present research, we examine the interaction of threat and uncertainty. Results show that uncertain threat is more likely than certain threat to lead to an increase in social aggression.

E23 NOT DOING IS NOT THE OPPOSITE OF DOING: IMPLICATIONS FOR ATTITUDINAL MODELS OF BEHAVIORAL PREDICTION  Juliette Richetin1, Mark Conner2, Marco Perugini1; 1University of Milan-Bicocca, 2University of Leeds, United Kingdom — With three studies on three different behaviors we test the assumption that cognitions concerning not doing are not the simple opposite of those concerning doing because they can be based on different goals, and investigate implications in the domain of attitudinal models of behavioral prediction.
E24 WANTING OTHER ATTITUDES: DISCREPANCIES BETWEEN ACTUAL AND DESIRED ATTITUDES PREDICT FEELINGS OF AMBIVALENCE  Kenneth G. DeMarree1, S. Christian Wheeler2, Pablo Briñol2, Richard E. Petty3; 1Texas Tech University, 2Stanford University, 3Universidad Autonoma de Madrid, 4Ohio State University — Feelings of ambivalence stem from multiple sources including mixed evaluative reactions and disagreement with others. The current research explores a previously unexamined antecedent of felt ambivalence – discrepancies between participants’ actual attitudes and the attitudes they would like to hold. Actual-desired attitude discrepancies predict subjective ambivalence over previously-documented predictors.

E25 SOURCE CREDIBILITY AND PERSUASION: THE ROLE OF MESSAGE DISCREPANCY IN SELF-VALIDATION  Abigail T. Evans1, Jason K. Clark1; 1University of Iowa — Previous research has shown that credible sources can elicit greater confidence in message-related thoughts compared to sources that lack credibility. The findings of the current research suggest that this effect is moderated by the proattitudinal versus counterattitudinal nature of a communication.

E26 WHY PEOPLE ATTEND TO SURVEY RESULTS AND WHAT HAPPENS IF THEY DO  Deborah F. Thoben1, Hans-Peter Erb2; 1Helmet-Schmidt-University — In three experiments on the reception of survey results, strong prior attitudes led to high interest in this type of consensus information. When recipients attended to survey results, they changed their attitudes toward the majority position. This effect was mediated by biased processing of self-generated issue-relevant information.

E28 THE EFFECT OF DYNAMICS OF STORY EPISODES ON MENTAL TRANSPORTATION AND ATTITUDE CHANGE  Jerzy Trzebinski1; 1Warsaw School of Social Sciences and Humanities — Subjects read two versions of the same story. The episodes structure was more versus less dynamic in terms of their positive or negative impact on the character’s situation. More dynamic episode structure resulted in higher uncertainty and mental transportation and stronger congruency between recipient’s final attitudes and the story message.

E29 THE ROLES OF VOCAL CONFIDENCE IN PERSUASION: AN ELABORATION LIKELIHOOD MODEL PERSPECTIVE  Laura A. Creighton1, Maia S. Kredenster2, Leandre R. Fabrigar3; 1University of Western Ontario, 2Queen’s University — Past research demonstrates that speaker confidence influences persuasion. However, the exact mechanisms underlying this attitude change remains unexplained. Using the Elaboration Likelihood Model as a framework (Petty & Cacioppo, 1986a), the present study finds evidence that electronically manipulated vocal confidence acts as a biasing factor under conditions of high elaboration.

E30 THE EFFECTS OF GRAMMATICAL STRUCTURE AND FEELINGS OF POWER ON RISK BEHAVIOR PREVENTION  Melanie Tannenbaum1, Dolores Albarracin1; 1University of Illinois at Urbana-Champaign — In two studies, participants were primed with power or powerlessness and instructed to ask questions or make statements in an interaction addressing drinking and dieting behavior change. Participants intend to drink less and diet more when they are powerful and ask questions, or when they are powerless and make statements.

E31 GRATITUDE EXPRESSIONS AGAINST NORM-BREAKING BEHAVIOR: THE EFFECT OF CLARITY OF SENDER’S IDENTITY  Satoko Yusuf1,2, Toshikazu Yoshida3; 1Nagoya University, 2Japan Society for the Promotion of Science — This study explored whether clarity of sender’s identity can increase the effect of gratitude expressions against norm-breaking behavior by facilitating reciprocation. As predicted, only when the sender’s identity was clear, participants (N = 191) who received gratitude expressions were more inclined to refrain from engaging in norm-breaking behavior.

E32 EVALUATIVE CONDITIONING EFFECTS CAN BE BASED ON INFERRED PAIRINGS  Anne Gasts1, Jan De Houwer2; 1University of Ghent — Evaluative conditioning is a valence change of a neutral stimulus due to pairings with a valent stimulus. It is often assumed to be based on associations formed while experiencing the pairings. In two experiments, however, evaluative conditioning (measured explicitly and implicitly) occurred when pairings were not experienced but only inferred.

E33 EYE’M LOVIN’IT! ROLE OF AWARENESS IN MIMETIC DESIRE  Clementine Bry1, Evelyne Treinen1, Olivier Corneille1, Vincent Zeybht1; 1Universite Catholique de Louvain — Two studies addressed whether mimetic desire stems from an automatic form of learning. Participants performed a joint attention exposure task, an object evaluation task and an item-based memory task. Participants preferred objects that were gazed-at by another, but only when they were aware of the object-gaze association.

E34 HARNESSING IMPLICIT EGOTISM AND VALUE SYSTEMS TO MOTIVATE PROSOCIAL BEHAVIOR  Fade Eadeh1, David T. Neal2; 1Duke University, 2University of Southern California — We show that implicit egotism, triggered though the name-letter effect, influences people differently depending upon their underlying values. People high on ego-enhancing values (i.e., power) donated more to a charity when the accompanying slogan matched their initials. People high on ego-transcending values (i.e., universalism, benevolence) donated less.

E35 THE ROLE OF SELF-DISCREPANCITIES IN THE COGNITIVE DISSONANCE PROCESS  Jennifer Bauer1, Sandra Marques1, Leandre Fabrigar1; 1Queen’s University — This study explored the potential roles of specific self-concept structures on the cognitive dissonance process. Results suggest that the default self-construct implicated in the dissonance process is the ought-standard. When the ideal-standard is also salient, participants engage in greater restructuring of their cognitions to reduce dissonance.

E36 PRIMING THROUGH EMBODIMENT: EXTERNAL OBJECTS INFLUENCE INFORMATION PROCESSING AND ATTITUDES  Jennifer Belding1, Richard E. Petty1, Pablo Briñol2; 1Ohio State University, 2Universidad Autonoma de Madrid — We examined how (embodied) external objects affect information processing. Participants wore reading glasses or a baseball cap prior to receiving a persuasive message about senior comprehensive exams that included either strong or weak arguments. Attitudes were more affected by argument quality in the glasses than in the hat condition.

E37 WHEN PERSUASION BACKFIRES: ATTITUDE STRENGTH, POLITICAL IDEOLOGY, AND ATTITUDE POLARIZATION  Jessica Barber1, Natalie Shook2; 1Virginia Commonwealth University, 2The Ohio State University — The association between political ideology and attitude polarization was assessed. Participants with relatively extreme pre-existing attitudes toward abortion rights resisted change following a mixed evidence message, whereas those
with more moderate initial attitudes shifted in the direction of their political ideology. Implications for individuals’ susceptibility to persuasion are discussed.

E38
WHEN DO FLEXION AND EXTENSION ARM ACTIONS CREATE ATTITUDES? Nicole E. Noll1, Andrew Karpinski2; Temple University — We tested the robustness of the influence of flexion and extension arm actions on attitude creation and change by replicating the procedure of Cacioppo, Priester, and Bertson (1993). We did not observe an effect of arm action, despite having sufficient power. We discuss factors relevant to embodiment of attitudes.

E39
AUTOMATIC FALSIFICATION OF AFFECTIVE INFORMATION Rebecca Weil1, Eva Walther1; University of Trier, Germany — The present studies investigated the automaticity of falsification. It was assumed that labeling positive and negative information as false would change the encoding strategy for that information in a way that incongruent associations to the given information are automatically activated. The results provide evidence for automatic falsification of valenced information.

E40
WHEN TWO NO’S MAKE A YES: INFLUENCE OF INFERENCES ON AUTOMATIC AFFECTIVE REACTIONS Riccardo Zanon1, Jan De Houwer1, Anne Gast1; Ghent University — Are automatic affective reactions merely due to associations in mind formed in a slow, gradual manner by direct experience of many stimulus pairings? In three new studies we tested whether not only simple co-occurrences of stimuli but also propositional knowledge (i.e. inferences) can influence the formation of automatic affective reactions.

E41
AWARENESS IN EVALUATIVE CONDITIONING: MULTIPLE ROLES FOR MULTIPLE PROCESSES Richard V. Kendrick1, Michael A. Olson1; University of Tennessee — In the present research we provide evidence that contingency awareness has different implications for evaluative conditioning depending on the underlying process. We show that contingency awareness is not necessary for EC effects produced by an implicit misattribution process where the affect from the US is mistakenly attributed to the CS.

E42
LIBERTARIAN, CONSERVATIVE, OR SOMETHING IN BETWEEN? THE PSYCHOLOGY OF SUPPORT FOR THE TEA PARTY Sean P. Wojcik1, Peter H. Ditto1, Spassena Koleva1, Ravi Iyer2, Jesse Graham3, Jonathan Haidt1; UC Irvine, University of Southern California, University of Virginia — Psychologically, differences between the Tea Party movement’s supporters and non-supporters were examined. Compared to non-supporters, both libertarian and conservative Tea Party supporters were less sensitive to harm and more likely to equate fairness with equity and retribution than equality. The role of moral intuitions in shaping political beliefs is discussed.

E43
EVIDENCE OF COGNITIVE DISSONANCE WHILE INDUCING A SELF-FULFILLING PROPHECY Steven A. Lehr1, Michael LaTour1; Harvard University, University of Nevada, Las Vegas — Using print advertisements, we demonstrate that subjects asked to predict normatively desirable future behavior self-report arousal patterns consistent with personal dissonance. This experiment suggests that pressure towards cognitive consistency might partially mediate self-fulfilling prophecy effects, and validates a comparatively simple technique for experimentally inducing cognitive dissonance.

E44
OPEN-MINDED OR IGNORANT?: LIBERALS’ AND CONSERVATIVES’ RESPONSES TO PERSUASIVE POLITICAL MESSAGES Thomas Dirth1, Helen Harton1; University of Northern Iowa — Being uninformed on political issues can be an issue across all political ideologies. This study examined how liberals and conservatives differ in susceptibility to ideological arguments about a partisan issue they know little about. Liberals were more affected by a persuasive essay, but overall, ignorance predicted agreement with the essay.

E45
UNDERSTANDING AND USING THE SINGLE CATEGORY IAT: RELIABILITY AND VALIDITY Andrew Karpinski1, Nicole Noll1, Kellianne Elker1, Sandy Philips1, Whitney Starks1; Temple University — In a series of three laboratory studies, we experimentally manipulated methodological factors of the Single Category IAT to examine their effects on the reliability and validity of the measure. Overall, we found that the methodological factors we manipulated had relatively small effects on the psychometric properties of the SC-IAT.

E46
YOUR TORSO CAN TALK: VISUAL CUES TO SIMILARITY DETECTION Angela Bahns1, Omri Gillath1, Christian Crandall1; University of Kansas — People rely on visual cues in the torso area to detect similarity and to translate similarity into attraction. In an experiment, dyads wearing a black garbage bag over their body (head, arms, legs exposed) were less similar (and existing similarity did not lead to attraction) compared to normal, bagless dyads.

E47
EXPLORING THE MODERATING ROLE OF LEVEL OF REPRESENTATION WHEN CHANGING PERCEPTIONS ABOUT INDIVIDUAL INSTANCES J. Shelly Paik1, Leandre R. Fabrigar1, Christina Nestor1, Bonnie L. MacDougall1; Queen’s University — Experiments explored whether level of information (individual vs. category) underlying initial beliefs and disconfirming information influences degree of belief change about individual instances of a category. We found main effects of type of formation and type of disconfirmation and a two-way interaction between level of information at formation and disconfirmation.

E48
DOES PHYSICAL WARMTH PROMOTE MESSAGE PERSUASIVENESS? Kunio Ishii1, Aki Ono1, Makoto Numazaki1; Tokyo Metropolitan University — We examined the effect of physical warmth on a message persuasiveness. Result showed high self-esteem participants who held hot pads significantly rated the article with the photograph of the author more persuasive. These results suggested attachment plays a critical role in the physical warm effect.

E49
ARE WE PUPPETS ON A STRING? THE ORIGIN OF DISSOCIATIONS BETWEEN IMPLICIT AND EXPLICIT EVALUATIONS Kurt Peters1, Bertram Gawronski2; University of Western Ontario — Research has demonstrated that implicit and explicit evaluations of the same object can diverge. Challenging standard dual-process accounts of such dissociations, which appeal to the simultaneous operation of two parallel learning mechanisms, three studies showed that the validity of object-valence contingencies influenced both implicit and explicit evaluations of social targets.

E50
THE META-COGNITIVE TIES THAT BIND: THE ROLE OF ATTITUDE IMPORTANCE IN SIMILARITY EFFECTS ON ATTRACTION Vanessa Sawicki1, Duane T. Wegener2, Ramadhar Singh3; Purdue University, The Ohio State University, Indian Institute of Management Bangalore — Past research suggests that attitude similarity breeds attraction regardless of attitude importance. The current study found that attitude importance moderates
similarity effects on attraction for people relatively high but not low in Need for Cognition. Ignoring Need for Cognition, no Similarity X Importance interaction on attraction emerged, replicating past research.

E51 UNDERSTANDING THE IMPACT OF MESSAGE FRAMING ON PREVENTION BEHAVIORS AMONG HIGH-RISK INDIVIDUALS: A SIMULATION STUDY Jennifer M. Taber¹, Lisa G. Aspinwall²; ¹University of Utah — A genetic testing simulation tested whether elevated disease risk moderated the effectiveness of framed messages about melanoma prevention. Among high-risk participants, loss frames created greater sunscreen response efficacy and favorable attitudes than gain frames; patterns were reversed for low-risk participants. Loss-framed messages recommending prevention behaviors may maximally motivate high-risk individuals.

E52 PERCEPTIONS AND REPORTED USE OF MARIJUANA AND TOBACCO IN 1998 AND 2009 Kathleen Cook¹; ¹Seattle University — Anti-drug messages have changed as have medical marijuana laws. Results of surveys administered in 1998 and 2009 show that undergraduates’ perceptions and use of marijuana and tobacco reflect these changes. Perceptions of marijuana’s harmfulness declined while marijuana use held steady. As perceptions of tobacco’s harmfulness increased, tobacco use decreased.

E53 THE ROLE OF SUBJECTIVE PSYCHOLOGICAL DISTANCE TOWARD AN EVENT IN INFORMATION FLOW PROCESSES Koji Tsuchiya¹, Tadahiro Motoyoshi¹, Toshikazu Yoshida¹; ¹Nagoya University — We aimed to explore the role of psychological distance toward an event in a distant place regarding information flow processes. The results of our experiment indicated that psychological distance would be a critical factor in deciding to take action to events in distant places, and empathy affects how information flows.

E54 THE TARGETED CONSUMER: A PSYCHobiological INVESTIGATION Emma Wyatt¹, Howard Nusbaum²; ¹University of Chicago, ²University of Chicago, Center for Cognitive and Social Neuroscience — Aimed at identifying the physiological underpinnings of feeling targeted by speech, a repeated measures experiment incorporated visual attention and pupillometry. Progressive pupil dilation and fewer fixations on the nose and mouth of the speaker are reliable markers of felt-targetedness. Targeted receivers are aroused and more socially connected to the source.

E55 IMPACT OF MANIPULATED PERCEIVED Efficacy and SELF-AFFIRMATION ON MEASURES OF RISK, EFFICACY, and INTENTION Megan A. Davidson¹, Leandre R. Fabrigar¹, Kelsey Smart¹; ¹Queen’s University — The effect of self-affirmation and manipulated perceived efficacy on perceptions of efficacy, risk perception, and risk-reducing behavioural intentions was examined in a series of 3 studies. Structural equation modeling and meta-analysis suggested a suppression effect for risk perception, and showed that the 3 categories of behavioural intentions had distinct antecedents.

E56 IS CHOCOLATE BETTER THAN SEX? PREDICTING SELF ESTEEM FROM ATTITUDES TOWARDS CHOCOLATE AND SEX Jose J. Valadez¹, Monica E. Munoz¹; ¹Texas A&M International University — The current study compared attitudes to chocolate (Benton, Greenfield, & Morgan, 1998) and sexual attitudes (Hendrick, & Hendrick, 1987) as predictors of self-esteem (Rosenberg, 1965). Hierarchical regression showed attitudes towards chocolate as better predictors of self-esteem. Specifically, there was a significant negative relationship between self esteem and guilt-related attitudes.

E57 THE BIGGER THEY ARE, THE HARDER THEY FALL: VULNERABILITY OF CERTAIN ATTITUDES UNDER REGULATORY DEPLETION Sally A. Williams¹, John V. Petrocelli²; ¹Wake Forest University — Two experiments explored the effects of self-regulatory resources and attitude certainty on attitude change. Depleted, highly certain participants, presented with strong arguments demonstrated less resistance to persuasion than their depleted, low-certainty counterparts and non-depleted participants. Perceived counterarguing performance, but not counterargument frequency, was related to the level of attitude change.

E58 DYNAMICAL FORMATION OF ATTITUDES: THE ORDER-EFFECT ON SMOKING INTENTION AFTER POSSIBLE TAX INCREASE IN JAPAN Hiroaki Morio¹; ¹Kansai University — Dynamical process of attitude formation was examined using a large scale online survey of 2,000 participants. Five different levels of possible tax increase were presented in either ascending or descending order. The order effect was significant and systematic, supporting our claim that history of attitude change plays a vital role.

E59 DECONSTRUCTING ATTITUDE STRENGTH: UNDERSTANDING THE SUBJECTIVE BELIEFS RELATED TO ATTITUDES Jay K. Wood¹, Leandre R. Fabrigar¹, Steven M. Smith², Duane T. Wegener³; ³Queen’s University, 4Saint Mary’s University, 5Ohio State University — The effects of motivational and ability antecedents to cognitive elaboration on strength-related subjective beliefs were examined in 2 experiments. Analyses revealed that participants’ ability and motivation to attend to the central merits of arguments affected different subsets of strength-related beliefs.

E60 IF YOU ONLY KNEW: HOW NAIVE REALISM CONTRIBUTES TO OVERCONFIDENCE IN PERSUASIVE ABILITIES Joanna Goplen¹, Joyce Ehrlinger¹; ¹Florida State University — Participants offered overconfident assessments of their persuasive ability and evaluated adversaries as comparatively uninformed on the issues. Participants’ confidence in their persuasive ability was directly predicted by their perception of others as relatively uninformed, suggesting an overly simplistic belief that conflict resolution stems from a simple one-sided offering of information.

E61 CLARITY OR CONFUSION? THE EFFECT OF MULTIPLE NARRATIVES ON SUBSEQUENT DECISIONS. Joseph Simons¹, Melanie Green¹; ¹University of North Carolina at Chapel Hill — This experiment examined the effects of multiple narratives on a subsequent decision. When confronted with a case that was similar to two previous narratives, participants were able to successfully discount irrelevant points of similarity in favor of relevant ones. This process led to a marginally significant increase in decision confidence.

E62 MAPPING THE WAY TO ATTITUDE-BEHAVIOR CONSISTENCY: THE EFFECTS OF THINKING MORE Keith Welker¹, Rusty McIntyre¹, David Oberleitner¹, Phoebe Lin¹, Eric Fuller¹; ¹Wayne State University — In two experiments, we investigated how drawing concept-maps for social categories affected the impact attitudes have on behaviors toward social category members. Attitude relevant thinking was found to increase attitude-behavior consistency. A model of mental representations, associated concept valence, complexity, attitudes, and behaviors was developed from experiment 2.
E63 IMPPLICIT RATIONALIZATION, EXPLICIT REACTANCE: A DUAL PROCESS MODEL OF RESPONSES TO RESTRICTED FREEDOMS Kristin Laurin1, Aaron Kay1; 1University of Waterloo, 2Duke University — How do people respond to having their freedoms restricted? We show that the implicit response is to rationalize the restriction, and downplay the restricted freedom’s importance. In contrast, the explicit response is reactance: finding the restricted freedom all the more desirable. Findings are consistent with a dual process model.

E64 WAS JUSTICE SERVED IN THE 2008 CANADIAN FEDERAL ELECTION? IT DEPENDS WHO YOU VOTED FOR Paul Conway1, Irene Cheung1, Matthew Maxwell-Smith1, Clive Seligman1; 1University of Western Ontario — Contrary to previous work (Skitka & Bauman, 2008), liberals held stronger moral mandates than conservatives. Yet, successful conservatives revised their perceptions of procedural fairness post-election, whereas unsuccessful liberals did not. Correlations suggest that liberals blamed the opposition leader for failing to win instead of downgrading overall election fairness.

E65 INFLUENCE OF MISPERCEPTIONS ABOUT GAY AFFLUENCE ON SUPPORT FOR PRO-GAY LEGAL REFORM Vanessa Hettinger1, Joseph Vandeloo1; 1University of South Florida — Gay Americans lack multiple legal rights, yet many people do not see gays as genuinely disadvantaged. It was predicted that people endorsing the perception of gay affluence would be less supportive of pro-gay legal reform. Controlling for homophobia and religiosity, perceiving gays as wealthy negatively predicted support for gay rights.

E66 POLITICAL CONSERVATISM AND UNCERTAINTY-BIAS IN PATIENTS WITH GENERALIZED ANXIETY DISORDER: AN EVENT RELATED POTENTIALS STUDY Shona M. Tritt1,2,3, Helena Rutherford2,3, Douglas S. Menning2, Linda C. Mayes2,3; 1University of Toronto, 2Yale University, 3University College London — Using ERPs, we examined the relationship between political ideology and neural processing of neutral stimuli in participants with (N=7) and without (N=12) Generalized Anxiety Disorder (GAD). Conservative political orientation predicted reduced LPP responses to neutral stimuli in the GAD group (F(1,6)=27.79, p=.003). Results support Jost and colleagues’ (2003) uncertainty-threat model.

E67 THE IMPACT OF SOCIAL STATUS AND ATTITUDE CORRECTNESS: A COMPENSATORY EFFECT Emily Shaffer1, Marisa Crowder2, Radmila Prislin3; 1San Diego State University — This study examines the effects of social status and social support on attitude correctness, as an aspect of attitude strength. Results yielded a significant interaction of status and support that suggests a compensatory effect in which a favorable comparison on one dimension counteracts an unfavorable comparison on the other.

E68 THE INFLUENCE OF MEDIA PRESENTATION AND CULTURE ON IMPLICIT NORMATIVE EVALUATIONS Crystal Tse1, Steven J. Spencer2, Mark P. Zanna1; 1University of Waterloo — This study examines the impact of media depictions on people’s implicit normative evaluations — culturally shared beliefs about how social groups are treated in society. Results showed that people’s implicit normative evaluations of Black people changed depending on people’s approval or disapproval of racist jokes.

E69 “I DON’T LIKE FAT PEOPLE”: PREDICTORS OF ANTI-FAT ATTITUDES Deborah A. Danis1; 1High Point University — Anti-fat attitudes influence outcomes such as being socially rejected or hired for a job. This study (n=231) tested possible predictors of anti-fat attitudes, including body image, personality, sexism, sex role orientation, and demographics. Results showed that anti-fat attitudes were predicted by body shame, sexist beliefs, agreeableness, and gender.

E70 INFORMATION PROCESSING AND RACIAL IMPLICIT AND EXPLICIT EVALUATIVE DISCREPANCIES India Johnson1, Richard Petty1, Pablo Briñol2; 1The Ohio State University, 2Universidad Autónoma de Madrid — Previous research suggests discrepancies between implicit and explicit attitudes leads to greater information processing of messages relevant to the discrepancy. Examining racial attitudes, we found the greater the discrepancy between participants’ implicit and explicit attitudes, the greater the impact of argument quality on attitudes, but only for a Black source.

E71 THREAT FOSTERS INCREASED EPISTEMIC CONSERVATISM AND IDEOLOGICAL POLARIZATION ON ISSUE-BASED CONSERVATISM Matthew Moty1, Brian Nosek1, Jarret Crawford2; 1University of Virginia, 2The College of New Jersey — This poster presents data from two studies suggesting that threat-priming evokes a conservative epistemic shift, but an ideologically-linked polarization on specific political attitudes.

E72 CAN WE REALLY UNDERSTAND IMPLICIT SOCIAL COGNITION FROM A RELATIONAL (PROPOSITIONAL) PERSPECTIVE? Sean Hughes1, Dermot Barnes-Holmes1; 1National University of Ireland Maynooth — We examined whether training in the negation of stereotypes could influence implicit racial responding using the Implicit Relational Assessment Procedure. Results confirmed an anti-black/pro-white implicit bias for the control condition. Negation training eliminated this anti-black bias and produced evidence of pro-black implicit evaluations when training and testing contexts were similar.

E73 ASSESSING WOMEN’S ENDORSEMENT OF CONFLICTING MESSAGES ABOUT SEXUALITY: DEVELOPMENT OF THE SEXUAL AMBIVALENCE QUESTIONNAIRE (SAQ) Cinnamon L. Danube1, Karen Gasper1; 1The Pennsylvania State University — We examined the hypothesis that women receive conflicting messages that they should avoid versus perform sexual expression, which can create ambivalence. In three studies we developed and validated the Sexual Ambivalence Questionnaire and found support for our hypothesis. Future research will examine the adverse consequences of endorsing these conflicting messages.

E74 OBLIGATION BUT NOT PERCEIVED EFFICACY MEDIATES THE ASSOCIATION OF MORAL CONVICTION AND INTENTIONS TO ACT G. Scott Morgan1, Linda Skitka1; 1University of Illinois at Chicago — The current research tested mediators of the association between moral conviction and attitudinally relevant behavior in the context of a strike. Moral conviction was associated with greater perceived obligation to act but not greater perceptions of efficacy. Moreover, obligation mediated the relation between moral conviction and action for strike supporters.

E75 THE NEGATIVE CONSEQUENCES OF NEGATIVE SELF-Stereotyping Angela Andrade1, Melissa Burkel1; 1Oklahoma State University — This study examines a potential consequence of endorsing negative stereotypes: Negative perceptions from others. We examined how men and women perceive a female who blames math failure on the gender math stereotype. Results revealed men showed increased gender stereotype endorsement, and men and women experienced negative emotions toward the target.
Mental Simulation and Sexual Prejudice Reduction: The Debiasing Role of Counterfactual Thinking Following Discrimination

Audrey K. Miller1, Keith D. Markman2, Maverick M. Wagner1, Amy N. Hunt1; 1Sam Houston State University, 2Ohio University — An experimental group demonstrated significant reduction in sexually prejudicial attitudes, relative to a control group, following counterfactual mental simulations of how an incident of discrimination against a homosexual man might not have occurred. Counterfactual thought generation fully mediated the effect of the experimental prime on prejudice reduction.

Reducing Threat: Consequences of Altering Self-Relevance Through Item Difficulty on Stereotype Relevant Tasks

Rachel Kallen1; 1University of Cincinnati — Two experiments demonstrate how varying difficulty of test items, by introducing a short sequence of ‘easy’ items, may improve performance for individuals under stereotype threat. Performance of African-American and female participants significantly improved after the mid-task manipulation as compared to participants who did not receive the mid-task manipulation.

Athletes and Sexuality: Are Coaches Biased Against Recruiting Homosexual Athletes?

Wind Goodfriend1, Trevor Urlich1; 1Buena Vista University — We investigated whether coaches, and non-athlete students have a bias against recruiting gay athletes for college sports teams. Participants completed items regarding their perceptions of either a gay or straight prospective athlete; surprisingly, there was no difference in perceptions across conditions (main effect p = .76).

Weighing Our Words: The Impact of Terminology on Perception of Body Size and Expressed Prejudice

Leslie A. Crimin1, Elizabeth C. Pinel1; 1The University of Vermont — Research on weight stigma uses the terms fat, overweight, obese, and heavyweight interchangeably. This study tests the assumption that perceivers treat the terms fat, overweight, obese, and heavyweight as equivalent. Findings suggest that the terminology are perceptually interchangeable but are not evaluatively so. Implications for prejudice research are discussed.

The Ironic Impact of Counterstereotype Affirmation on Stereotype Threat

Anna Woodcock1, Margo Montelth1; 1Purdue University — Extensive affirmation of counterstereotypes can be effective in the reduction of implicit negative outgroup biases. We test the efficacy of counterstereotype affirmation on the reduction of implicit ingroup bias. Repeated conditioning of gender counterstereotypical careers facilitated the reduction of implicit negative outgroup biases. We test the efficacy of counterstereotype affirmation on the reduction of implicit negative outgroup biases. We test the efficacy of counterstereotype affirmation on the reduction of implicit negative outgroup biases. We test the efficacy of counterstereotype affirmation on the reduction of implicit negative outgroup biases. We test the efficacy of counterstereotype affirmation on the reduction of implicit negative outgroup biases. We test the efficacy of counterstereotype affirmation on the reduction of implicit negative outgroup biases. 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were faster to identify words like “alcohol”, “obese” and “lazy” than contemporary Native Americans. Responses on a lexical decision task to Native American sports mascots activates negative stereotypes about

Northern European countries, but not in the East Asian countries and consistently predicted prejudice towards various out-groups in the U.S., Canada, Britain, Sweden, Finland, South Korea, China, Taiwan, and California, Berkeley – We proposed that status-based rejection sensitivity stemming from social class membership would be especially damaging to undergraduates’ achievement for those who endorse entity theories about personal qualities. Across two studies, entity theorists with high levels of RS-class showed the lowest GPAs and reported the least institutional identification of all students.

E90
NATIVE AMERICAN SPORTS MASCOTS ACTIVATE NEGATIVE STEREOTYPES ABOUT CONTEMPORARY NATIVE AMERICANS Elizabeth Focella1, Jessica Whitehead1, Jeff Stone1, Stephanie Fryberg1, Rebecca Covarrubias1; 1University of Arizona – This research examined if exposure to Native American sports mascots activates negative stereotypes about contemporary Native Americans. Responses on a lexical decision task showed that participants exposed to Native American sports mascots were faster to identify words like “alcohol”, “obese” and “lazy” than participants exposed to non-Native sports mascots.

E91
REVENGE IS “SWEET”: BLACK AND ASIAN WOMEN’S INDIRECT CONFRONTING OF INTERPERSONAL DISCRIMINATION Elizabeth A. Lee1, Janet K. Swim1, José A. Soto1; 1The Pennsylvania State University – Consistent with cultural norms, we have shown that Black women are more likely to confront discrimination than Asian women via direct verbal confrontation. The present study demonstrates that this difference is attenuated when examining indirect confrontation more consistent with Asian cultural norms for addressing conflict.

E92
CULTURAL DIFFERENCES IN PREJUDICE: DOES COMPETITION PREDICT PREJUDICE UNIVERSALLY? Hyeyoung Shin1, John Dovidio2, Jaime Napier2; 1University of Maryland - College Park, 2Yale University – Cultural differences in prejudice were investigated using public data collected in U.S., Canada, Britain, Sweden, Finland, South Korea, China, Taiwan, and Vietnam. A previously known predictor of prejudice, competition more consistently predicted prejudice towards various out-groups in the Northern European countries, but not in the East Asian countries and Vietnam.

E93
DIFFERENCES IN ATTITUDES TOWARDS OUTGROUPS IN RELIGIOUS AND NON-RELIGIOUS CONTEXTS IN EUROPE: SITUATIONAL CONTEXT PRIMING Jordan LaBouff1, Wade Rowatt1, Megan Johnson1; 1Baylor University – Contexts prime. In a diverse multinational sample in northern Europe that did not differ on belief in God across conditions, the presence of a religious context compared to non-religious context was associated with increases in self-reported religiousness, conservative political attitudes, and more negative attitudes towards a variety of social groups.

E94
CULTURAL GROUNDING OF PERCEPTIONS OF MALE HOMOSEXUALITY S. Gokee Gungor1,2, Monica Biemdt1; 1University of Kansas, 2Allegeny College – Sixty eight participants at KU were primed with Christian and genetic world-views and rated gay men on stereotypes, emotions and controllability. Genetic priming relative to Christian led to higher perceptions of warmth and reduced perceived controllability of homosexual which in turn predicted reduced anger demonstrating the situated nature of attitudes.
E100  PISSED OFF OR GROGGED OUT? DISTINCT ELICITORS OF MORAL ANGER VS. DISGUST BY HOMOSEXUAL BEHAVIOR  T. Andrew Caswell1, Jennifer Bosson1, Roger Giner-Sorolla2, Vanessa Hettenger1; 1University of South Florida, 2University of Kent — Antigay disgust and anger are assumed to arise from distinct moral violations, but much of the extant research focuses on disgust. We conducted two studies to examine antigay anger, distinct from disgust. Our findings suggest antigay anger might arise from appraisals of indirect harm, such as threats to societal values.

E101  A THREAT-BASED APPROACH TO REDUCING PREJUDICE: BREAKING THE LINK BETWEEN CUE AND PERCEPTION OF THREAT  Tatiana Orozco Schember1, Gregory D. Webster2; 1University of Florida — A sociofunctional approach to prejudice was used to develop and examine an intervention aimed at reducing health-threat-based prejudice. As predicted, an experiment indicated that the effectiveness of the intervention—which weakened the link between cue and perception of threat—depended on threat cue diagnosticity.

E102  THE EFFECT OF MATH-ANXIOUS ROLE MODELS ON MATH PERFORMANCE UNDER THREAT  Alyse Monroe1, Christopher Cole1, David Marx; 1San Diego State University — This work investigated how math anxiety expressed by ingroup and outgroup role models affected the math performance of college students. Non-anxious ingroup role models helped women’s, but hurt men’s performance. Interestingly, the opposite was found for anxious ingroup role models. Outgroup role models' anxiety had no differential effect on performance.

E103  THE ROLE OF PERSONALITY AND STEREOTYPE THREAT ON LEADERSHIP ASPIRATIONS  Ashley Amador1, Victor X. Luévano2; 1Pennsylvania State University, 2California State University, Stanislaus — Participants filled out a personality questionnaire and were either given explicit, implicit, or no stereotype activation. Leadership aspirations were positively correlated with extraversion and negatively correlated with neuroticism. There were no effects of stereotype threat or sex differences in leadership aspiration, but women reported greater educational aspirations than men.

E104  STEREOTYPE THREAT AFFECTS SIXTH GRADE ADOLESCENTS’ MATH PERFORMANCE  Bettina J. Casad1, Faye Wachs1, Patricia Hale1, Marissa Salazar1, Kayla Wells1, Sara Chapman1, Erika Estrada1, Carolina Nuno1, Tanya Chavez1, Abdul J. Flores1, Bren M. Chasse1, Jessica Didway1; 1California State Polytechnic University, Pomona — This study found effects of stereotype threat on adolescents’ math performance and attitudes. Implicit intelligence theories moderated effects such that girls with an entity view of intelligence had a larger difference between performance in the experimental versus control group compared to girls with an incremental view of intelligence.

E105  MY FAIR PHYSICIST? FEMININE MATH AND SCIENCE ROLE MODELS DEMOTIVATE YOUNG GIRLS  Diana E. Betz1, Denise Sekaquaptewa1; 1University of Michigan - Ann Arbor — Countering the belief that girls would like science and math better if they seemed “girlier,” “feminine” STEM role models reduced middle-school girls’ math interest, ability, success expectations, and plans for future study compared to gender-neutral STEM role models or feminine school role models (not explicitly excelling in STEM).

E106  GENDER PREJUDICE AMONG MOTHERS, FATHERS AND YOUNG ADULTS: SIMILARITIES OR DIFFERENCES?  Elena Marta1, Sara Affi1, Daniela Barni1, Semira Tagliaube1, Clelia Anna Mannino1; 1University of Sacred Heart, Milan, 2University of Minnesota — Despite the large number of studies investigating prejudice, little work has examined prejudice within the context of family relations. The present research will investigate the similarities and differences between parents and children in their gender prejudice, in relation to the type of measurement strategy chosen.

E107  EXPOSING A CYCLE OF SILENCE: DISSONANCE DUE TO NOT CONFRONTING PREJUDICE INCREASES FUTURE INACTION  Heather M. Rasinski1, Andrew L. Geers2, Stephanie L. Fowler1, Jennifer Kisley1; 1University of Toledo — Individuals valuing activism experience cognitive dissonance when they do not confront an act of bias. In this study, we find that, in addition to feeling dissonance, individuals valuing activism who miss an opportunity to confront prejudice become increasingly less likely to confront in the future.

E108  ATTEMPTS TO MODERATE IMPLICIT GENDER STEREOTYPING CAN BACKFIRE  Jaihyun Park1, Klaudia Gladysz2; 1Baruch College-CUNY — This study examined effects of stereotype-inconsistent information on implicit gender stereotyping. Male and female participants (undergraduates and managers) were asked to read a one-page story about successful female leaders, to complete the IAT, and to fill out a questionnaire. Male participants showed greater stereotypic responses after exposure to female exemplars.

E109  JUST A LITTLE RESPECT: SEXIST BEHAVIOR AND PROCEDURAL JUSTICE  Jennifer K. Brooke1, Tom R. Tyler2; 1New York University — We hypothesized that interpersonal respect minimizes the harmful impact of sexism. We asked pairs of men and women to negotiate, and asked half to conduct their negotiation respectfully. In the control condition, the man’s sexism harmed the woman’s performance. However, in the respect condition, this impact of sexism was eliminated.

E110  WHY CONFRONT? EXPPLICIT MOTIVATIONS FOR CONFRONTING SEXISM ON BEHALF OF THE SELF AND OTHER  Jessica J. Good1, Corinne A. Moss-Racusin1, Diana T. Sanchez1; 1Rutgers University — A sample of 166 undergraduate women was surveyed about experiences confronting sexism for themselves; these women, along with 100 men, also reported their experiences confronting sexism for others. Results indicated that the strongest predictor of women’s confronting for themselves was believing the confrontation would stop the perpetrator from acting sexist.

E111  CUES OF BELONGINGNESS ON WEBSITES OF SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH (STEM) DEPARTMENTS  Jessica L. Cundiff1, Jessica L. Matsick2, Theresa K. Vescio1; 1Penn State University, 2University of Michigan — University STEM department websites provide situational cues of who belongs and does not belong in the domain. To examine these cues, we conducted a content analysis of departmental website photographs. Relationships between website content, gender composition of department, and graduation rates of women for each department will be discussed.

E112  DISRUPTIVE EFFECTS OF MONEY REMINDERS AND FEMININE STEREOTYPES FOR WOMEN  Jill Allen1, Sarah J. Gervais1; 1University of Nebraska-Lincoln — Women’s responses to money and stereotypically feminine stimuli were experimentally investigated. Results revealed decrements in executive control and low money empowerment for women.
primed with a money (vs. control) reminder and feminine (vs. gender neutral) stimuli. Implications for money, role congruity, stereotype threat, and power theories are discussed.

**E113**
**IMPLICIT SCIENCE STEREOTYPES MEDIATE THE RELATIONSHIP BETWEEN GENDER AND SCIENCE PARTICIPATION** Jin X. Goh1, Kristin A. Lane2; 1Bard College – We replicated findings that men were more likely than women to pursue science. Implicit, but not explicit, stereotypes that science is a male domain predicted students’ plans. Moreover, implicit science stereotypes fully mediated gender’s effects on planned science participation. These data highlight implicit stereotypes’ importance in the scientific gender gap.

**E114**
**“WHY DID THE FEMINIST CROSS THE ROAD...?” PREDICTING WOMEN’S AMUSEMENT WITH SEXIST JOKES** Julie A. Woodzicka1, Thomas E. Ford2, Mary Hipp1, Alison Love1; 1Washington & Lee University, 2University of Virginia — Women high in hostile sexism disidentified more with feminists than women in general. They also were more amused by jokes that disparaged feminists than jokes that disparaged women. These findings support the hypothesis that in order for women to enjoy sexist humor, they must disidentify with the specific humor target.

**E115**
**TASK, PRIMING PROCEDURES, AND VARIABILITY OF THE STEREOTYPE PRIMING EFFECT** Katherine White1, Jennifer Taylor2, David Herren1, Linsa Jabeen1, Stephen Crites1; 1University of Texas at El Paso — The present study demonstrated that stereotype priming displays significant variability depending upon participant task and priming procedures. A linear trend was predicted with the stereotype priming effect strongest in a gender categorization condition, absent in a LDT condition, and intermediate in a pre-primed LDT condition. Results supported these expectations.

**E116**
**ONLY STRONGLY GENDER IDENTIFIED FEMALE MENTORS PREFERENTIALLY EVALUATE FEMALE STUDENTS** Kelly Spalding1, Cheryl Kaiser1; 1University of Washington — Female mentors in STEM with strong gender identification evaluated an essay from an aspiring STEM student more favorably when the author was female rather than male; whereas, female mentors with weak gender identification trended in the direction of favoring the male student. Not all female mentors favor the ingroup.

**E117**
**ACADEMIC CONSEQUENCES OF A SUGGESTION OF SEXISM FOR WOMEN’S PERFORMANCE AND SCIENCE IDENTITY** Laurie O’Brien1, J. Guillermo Villalobos2, Glenn Adams3, Donna Garcia2, Patricia N. Gilbert1, Elliott Hammer1, Nia Phillips2; 1Tulane University, 2California State University San Bernardino, 3University of Kansas, 4Xavier University — In the present study, women exposed to the suggestion from a female confederate that a male tutor was sexist performed better on a logic test than women in a control condition. However the suggestion decreased women’s identification with science and increased their relative preference for humanities courses over science courses.

**E118**
**GENDER BY RACE STEREOTYPE CONGRUENT AND INCONGRUENT CONTENT** Libier Isa1, Karina Pedroza1, Cynthia Willis-Esquedy1; 1University of Nebraska-Lincoln — The study examined stereotype congruent and incongruent content about European (EAW) and Mexican American women (MAW). The qualitative data indicates that MAW are perceived as more traditional, and less likely to occupy roles characterized by intelligence and leadership than EAW. Implications of the findings are discussed in relation to discrimination.

**E119**
**THE GENDERED NATURE OF DISGUST REACTIONS TO SEXUAL MINORITIES** Matthew Paolucci Callahan1, Theresa Vescio1; 1Sonoma State University, 2Pennsylvania State University — Two studies show that men but not women experience moral disgust toward gay men. Although both men and women rated homosexual affection as immoral, women felt mild disgust toward both gay and lesbian affection. Men however felt strong disgust and anger to gay men but negative affect to lesbians.

**E120**
**THE ROLE OF GENDER IN RACIAL ESSENTIALISM AND MOTIVATION TO CONTROL PREJUDICE** Negin R. Toosi1, Laura G. Babbitt2, Nalini Ambady1, Samuel R. Sommers1; 1Tufts Psychology — We examined data from 300 participants and found gender differences in racial essentialism and internal motivation to control prejudice. Using structural equation modeling, we explored whether greater endorsement of essentialist beliefs leads to decreased motivation to control prejudice or vice versa, and whether the relationship is driven by gender identification.

**E121**
**DOUBLE STANDARDS IN PERCEPTIONS OF SEXUAL MORALITY FOR BLACK AND WHITE WOMEN** Nicole M. Overstreet1, Felicita Pratto1, Colen Leach1; 1University of Connecticut — Sexual morality is socially desirable for women (Prentice & Carranza, 2002). However, asymmetries in disempowerment may exist as a function of race when sexual standards are violated. Thus, the present study examined whether sexual violations result in double standards in evaluations of competence and legitimacy for Black and White women.

**E122**
**THE STEREOTYPIC EXPLANATORY BIAS AND IMPLICIT GENDER BIASES FOR AGGRESSIVE ACTIONS** Phoebe Lin1, Rusty McIntyre1; 1Wayne State University — The project examined perceptions of gender stereotypic and counter-stereotypic forms of aggression. The analyses indicated that women made more explanations for male actors aggressing counter-stereotypically and for female actors aggressing stereotypically. The results are interpreted as increasing our understanding of how individuals hold implicit gender biases.

**E123**
**THE EFFECT OF WOMEN’S SOCIAL STATUS ON THE ATTITUDE TOWARD BENEVOLENT SEXISM** Takehiro Yamamoto1, Ken-ichi Ohbuchi1; 2Tohoku University, Graduate School of Arts and Letters — In present study, we attempted to examine if women’s employment and marital status influences the acceptance of benevolent sexism. The results showed that married women in full-time employment showed more negative attitudes toward benevolent sexism than those in part-time employment. But the difference was not significant for single women.

**E124**
**THE INTERGENERATIONAL TRANSMISSION OF IMPLICIT MATH-GENDER STEREOTYPES FROM MOTHER TO CHILD IN JAPAN** Yusuke Karuji1, Yuri Miyamoto2, Tokika Kunta1, Janet S. Hyde1, Takashi Kusumi1; 1Kyoto University, 2University of Wisconsin-Madison — This study examined the process of intergenerational transmission of implicit math-gender stereotypes among fifth-graders and their mothers in Japan. The results suggested that girls (but not boys) acquire implicit stereotypes and negative self-perceptions of math abilities via mothers’ perceptions of children’s math abilities which corresponded with mothers’ implicit stereotypes.

**E125**
**POLITICAL IDEOLOGY AND PROSOCIAL BEHAVIOR: UNDERSTANDING THE ROLE OF PRO-AMERICA ATTITUDES AND BLATANT PREJUDICE** Aleah Goldin1, Crystal Hoyt1; 1University of Richmond — Political ideology has been shown to predict prosocial behavior patterns. Conservatives engage in more pro-social behavior toward their ingroups than liberals.
This research tests and supports the prediction that both positive ingroup attitudes and prejudicial attitudes toward the outgroups mediate the relationship between political ideology and prosocial behaviors.

**E126**
HEARSAY OR EXPERIENCE? A PILOT INVESTIGATION OF IMPLICIT AND EXPLICIT STEREOTYPE LEARNING
Anthony Pascoe\(^1\), Elizabeth Pascoe\(^2\);
\(^1\)Duke University, \(^2\)University of Northern Colorado — Participants learned to stereotype a target person's personality based on their clothing through an explicit or implicit learning paradigm. Results indicated that participants were able to form stereotypes through both types of learning; however, they demonstrated no change in affect towards the target.

**E127**
GETTING AWAY WITH PREJUDICE: ATTRIBUTIONAL AMBIGUITY AND INGROUP SEXISM
Blair Sanning\(^1\), Leslie Zorwick\(^2\); \(^1\) Hendrix College — The current studies were designed to determine if attributional ambiguity would occur if females received feedback from a sexist female. Our results suggest that sexism seems to be received more favorably when it comes from a woman, as long as this sexist woman offers positive feedback.

**E128**
IMPLICIT THEORIES OF STABILITY AND MALLEABILITY OF MENTAL ILLNESS: RELATIONSHIP WITH MENTAL ILLNESS STIGMA
Bobby Cheon\(^1\), Galen V. Bodenhausen\(^1\), Joan Y. Chiou\(^1\); \(^1\)Northwestern University — This study examined how implicit theories regarding the stability of mental illness relate to mental illness stigma. Entity theorists displayed greater implicit biases against mental illness relative to incremental theorists. Furthermore, beliefs about the stability of mental illness predicted lower stigma for entity theorists, but greater stigma for incremental theorists.

**E129**
REDUCING PREJUDICE TOWARDS SCHIZOPHRENIA: A TEST OF THREE STRATEGIES
Brett Buttlar\(^1\), Suzanne Hardesty\(^1\), Stephanie Chaudoir\(^1\); \(^1\)Bradley University — We compared the effectiveness of three strategies designed to reduce prejudice towards schizophrenia by changing affect, behavioral norms about prejudice, or cognitive stereotypes. Results demonstrate that prejudice was lower in the cognitive condition compared to a control, but there were no differences in the affect and behavioral norm conditions.

**E130**
I DON’T WANT TO SIT NEXT TO HIM: SUBTLE DISCRIMINATION IN GROUP WORK
Cory R. Scherer\(^1\), Charlie L. Law\(^1\), Kristina Kreiser\(^1\), Nicole Mechin\(^1\), Melissa Prosper\(^1\); \(^1\)Penn State - Schuylkill — We investigated the possibility that participants will display subtle prejudice toward a gay partner. Participants were instructed to choose a chair that was either closer or farther from where the target will be seated. Those in the gay condition were more likely to choose the chair further from the confederate.

**E131**
PERFECT STRANGERS - STEREOTYPIC PERSONS ARE LIKED MORE AND FEEL FAMILIAR
Elisabeth Koenigstein\(^1\), Lisa Schubert\(^2\), Elisabeth Schwill\(^2\), Sascha Topolinski\(^2\); \(^1\) Uni Wuerzburg, \(^2\)Friedrich-Schiller-Universität Jena Institut für Psychologie — Arguing that stereotypic information is processed more fluently than non-stereotypic information, which triggers preference and familiarity, we found that both familiar and novel stereotypic target persons were liked more and experienced as more familiar than non-stereotypic targets.

**E132**
MISSED CONNECTIONS: VULNERABILITY TO STEREOTYPE THREAT INHIBITS WOMEN’S SPEECH ACCOMMODATION AND PERFORMANCE IN NEGOTIATIONS
Lauren Aguilar\(^1\), Geraldine Downey\(^1\), Robert Krauss\(^1\), Niall Bolger\(^1\); \(^1\)Columbia University — Stereotype threat undercuts performance; however, little is known about how it affects subtle social behavior. For women high in anxious expectations of gender-based rejection, explicit stereotype threat was found to inhibit speech mimicry, and undercut relational and instrumental outcomes during distributive negotiations, whereas those low showed social and performance resilience.

**E133**
SAYING “NO THANKS” TO HEALTH INFORMATION: WHEN PERCEIVED DISCRIMINATION AND MEDICAL MISTRUST IMPACT INFORMATION ACCEPTANCE
Lindsay Kraynak\(^1\), Collette Eccleston\(^1\); \(^1\)Syracuse University — While overweight and obesity are problems for many adults, there are significant racial disparities, such that Blacks suffer higher rates than Whites. We used SEM to examine the direct and indirect effects of race on willingness to accept diet and exercise information after imagining being told one should lose weight.

**E134**
RACIAL PREJUDICE PREDICTS AN OWN-RACE BIAS IN PAIN PERCEPTION
Vani Mathur\(^1\), Judith Paice\(^1\), Joan Chiou\(^1\); \(^1\)Northwestern University — The current study found that racial ingroup bias in pain perceived in others was positively and significantly correlated with both explicit and implicit measures of racial bias. These results suggest that ingroup perceptual biases due to prejudice are an important contributing factor to racial disparities in pain.

**E135**
STEREOTYPE THREAT HEIGHTENS SOCIAL SKILLS IN WOMEN NEGOTIATORS WHILE EXPECTATIONS OF GENDER-BASED REJECTION DIMINISH THEM
Anita Kalaj\(^1\), Lauren Aguilar\(^1\), Geraldine Downey\(^1\), Robert Krauss\(^1\); \(^1\)Columbia University — Stereotype threat disrupts performance; however, its effects on interpersonal skills remain relatively unknown. In this study, women negotiators under threat were perceived to be more likable, warm and socially skilled, by outside observers. Those highly sensitive to gender-based rejection were seen as lacking in such skills during the negotiation.

**E136**
THE EFFECTS OF INDIVIDUAL DIFFERENCES IN WORKING MEMORY CAPACITY ON PERSPECTIVE-TAKING
Ayano Yoshida\(^1\); \(^1\)Tohoku Fukushi University — In the present study, we investigated the influence of individual differences in working memory capacity on the conscious and unconscious effects of perspective taking. The results suggest that perspective takers’ unconscious effects such as personal distress may arise from a lack of working memory capacity.

**E137**
COMPASSIONATE LOVE FOR STRANGERS AND PREJUDICE TOWARDS IMMIGRANTS
Lisa Sinclair\(^1\), Wan Wang\(^1\), Beverley Fehr\(^1\); \(^1\)University of Winnipeg — We examined the relationship between prejudice towards immigrants and compassionate love. As predicted, as compassionate love increased, prejudice decreased. This relationship was mediated by inclusion of immigrants into the self and quality, but not quantity, of contact. Implications for compassionate love and prejudice reduction are discussed.

**E138**
THE IMPACT OF STEREOTYPE ON THE STUDENT THREAT ON THE STUDENT-ATHLETE IDENTITY
Vincent DiForte\(^1\), Catherine Sanderson\(^1\); \(^1\)Amherst College — The current study explored the role of the student-athlete identity on academic performance. The results provided no evidence that priming the negative “dumb-jock” stereotype through read-
ing comprehension passages creates stereotype threat in athletes. However, athletes in a role model condition with high athletic self-esteem answered fewer math problems correctly.

E139
THE EFFECT OF A GROUP AFFIRMATION ON PREJUDICE
Adrian Villicana1, Luis M. Rivera2, Nilanjan Dasgupta2; 1California State University, San Bernardino, 2Rutgers, State University of New Jersey, Newark, 3University of Massachusetts, Amherst — Since one’s group is a source of positive self-image, a group-affirmation can lead to an array of psychological benefits. However, virtually nothing is known about the effect of a group-affirmation on intergroup judgments. Our results demonstrate that, relative to control and self-affirmation conditions, group-affirmed individuals express less prejudice.

E140
THE SEXIST SOUND OF SILENCE: THE INTERPERSONAL CONSEQUENCES OF FAILING TO CONFRONT BIAS
Alexander M. Czopp1; 1Western Washington University — Perceivers often look to targets’ reactions in order to evaluate potential bias. Participants watched a sexist male actor and a male or female non-confronting actor. Participants the sexist male actor more favorably when the woman didn’t confront than what the non-confronter was a man.

E141
PREJUDICED EVALUATIONS OF MINORITY STUDENT WORK: THE FEEDBACK WITHHOLDING BIAS
Alyssa Croft1; 1University of British Columbia — How can we learn from our mistakes if we’re unaware of them exist? Our research shows that White evaluators who are cognitively fatigued or motivated to appear non-biased withhold valuable criticism from minority students. We believe early exposure to this feedback withholding bias might contribute to later underperformance of minority students.

E142
SOCIAL ROLES AND INTERGROUP RELATIONS AS THE SOURCE OF STEREOTYPE CONTENT
Anne M. Koenig1, Alice H. Eagly2; 1University of San Diego, 2University of Washington — We investigated the determinants of stereotype content by orthogonally manipulating the social roles and intergroup relations of fictional tribal groups. Participants rated each group’s communion, competence, and agency. When the intergroup and role information were inconsistent, roles were more influential than status but interdependence was more influential than roles.

E143
THE MOTIVATIONAL BASIS OF STATISTICAL DISCRIMINATION
Arnold K. Ho1, Heather M. Caruso2, Mahzarin R. Banaji1; 1Harvard University, 2University of Chicago — In two studies, we demonstrate that statistical discrimination — appealing to statistics to justify racial discrimination — reflects social dominance motives and racial prejudice rather than rational Bayesian processing. Study 2 also demonstrates that people are less likely to use statistics to justify discrimination when the ingroup is negatively affected.

E144
CLAIMANT GROUP IDENTITY AFFECTS PERCEIVED LEGITIMACY AND ACCURACY OF PREJUDICE CLAIMS
Benjamin Drury1, Cheryl R. Kaiser2; 1University of Washington — Claims of prejudice are rated more legitimate and accused perpetrators’ actions more discriminatory when claims are made by outgroup observers rather than observers from a target’s ingroup. We demonstrate this effect with White versus Black racism claimants and male versus female sexism claimants and explore possible mechanisms for the finding.

E145
EXPERIENCING ETHNIC DISCRIMINATION: ETHNIC IDENTIFICATION PROTECTS IMPLICIT AND EXPLICIT MENTAL HEALTH AMONG ASIAN AMERICAN STUDENTS
Cheyenne Dunbar1, Que-Lam Huynh1, Thierry Devos1; 1San Diego State University — The potential consequences of recurring personal experiences of ethnic discrimination on mental health appeared to be alleviated among Asian American students who strongly identified with their ethnic group. This pattern held both for measures of depression assuming introspective access and for a measure reflecting responses that are not consciously controllable.

E146
THE ROLE OF STEREOTYPES AND ATTRIBUTIONS IN DRIVING IMMIGRATION ATTITUDES TOWARDS MEXICANS AND ARABS
Christine Reyna1, Ovidiu Dobria1, Lydia Dobria1; 1DePaul University — Evaluative and Stereotypic IATs were used to look at the effects of multicultural versus colorblind ideology on implicit stereotyping and prejudice. Results showed that multiculturalism decreased implicit bias only for students who had taken social psychology, but lead to higher levels of implicit stereotyping than colorblindness for all subjects.

E147
THE HIDDEN COSTS OF MULTICULTURALISM: CAN CELEBRATING OUR DIFFERENCES LEAD TO GREATER DISCRIMINATION?
Courtney K. Soderberg1, Jeffery W. Sherman1; 1University of California, Davis — Evaluative and Stereotypic IATs were used to look at the effects of multicultural versus colorblind ideology on implicit stereotyping and prejudice. Results showed that multiculturalism decreased implicit bias only for students who had taken social psychology, but lead to higher levels of implicit stereotyping than colorblindness for all subjects.

E148
A LESSON IN BIAS: THE EFFECTS OF IMPLICIT BIAS IN PEDAGOGICAL CONTEXTS
Drew Jacoby-Senghor1, Stacey Sinclair1, Nicole Shelton2; 1Princeton University — Participant pairs engaged in a learning interaction. White “instructors” gave history lessons to either a White or Black “learner”. Black, but not White, learners performed worse on a related test when the instructor was high in implicit prejudice. Instructors’ evaluations of learners’ test scores were predicted by their implicit stereotyping.

E149
THE BLACK SHEEP EFFECT: DISCRIMINATION AGAINST ARABS AND MUSLIMS
Elizabeth R. Salib1, Lee Jussim1, David Wilder1; 1Rutgers University — Discrimination against Arabs and Muslims was investigated in a mock airport security setting. Participants were asked to review 36 passengers and recommend suspicious passengers for further questioning. A black sheep effect was found for white Muslims as well as an ingroup bias effect.

E150
TOO TIRED TO CARE? COGNITIVE DEPLETION AFFECTS SUBSEQUENT PERCEPTIONS OF DISCRIMINATION
Evelyn Carter1, Destiny Peery2, Jennifer A. Richeson3; 1University of Illinois at Chicago, 2Northwestern University — The present research examines the question of how cognitive depletion affects initial perceptions and responses to discrimination. Black participants were exposed to either blatant or subtle discrimination after completing an easy (control) or difficult (depleting) ANT. Results reveal that experiencing cognitive depletion may lead to decreased perceptions of discrimination.
E151
TITLE: DO DIVERSITY POLICIES MAKE IT DIFFICULT FOR WHITES TO DETECT INJUSTICE? Ines Jurcevic1, Cheryl Kaiser2, Brenda Major3; 1University of California, Los Angeles, 2University of Washington, 3University of California, Santa Barbara – Participants read a company policy addressing the benefits of either diversity/inclusion or general inclusion. Participants learned that the company faced a discrimination lawsuit. When a diversity policy was present, Whites perceived the claimant as more of a complainer and as experiencing less discrimination relative to the control condition.

E152
WHY BARACK OBAMA IS BLACK: A COGNITIVE ACCOUNT OF HYPODESCENT Jamin Halberstadt1, Jim Sherman2, Jeffrey Sherman3; 1University of Otago, 2Indiana University, Bloomington, 3University of California, Davis – Two experiments illustrate that “hypodescent” – the assignment of mixed-race individuals to a minority group – can be explained as an emergent feature of category learning, whereby perceivers attend to and consequently overweight the distinguishing features of minority groups in order to learn them efficiently.

E153
RACE IN SCHOOL SETTINGS: SUBTLE CUES & DISCIPLINARY ACTIVITY Jason Okonofua1, Jennifer Eberhardt1; 1Stanford University – This study investigates how race can shape perceptions in school settings. In this experiment, participants show different expectations from and assignments of discipline to students by perceptions according to a combination of race and existence of prior unrelated infraction.

E154
THE ROLE OF STEREOTYPE CONTENT DURING PERSPECTIVE TAKING Jeanine Skorinko1, Stacey Sinclair1; 1Worcester Polytechnic Institute, 2Princeton University – Research suggests that taking the perspective of the target may be a beneficial (Galinsky & Moskowitz, 2000; Vescio, Sechrist, & Paolucci, 2003). Three experiments examined the role that stereotype content plays during perspective taking. The results from these experiments show that perspective taking is beneficial unless stereotype-confirming information is available.

E155
WHAT DID YOU JUST SAY? REACTIONS TO CLAIMING RACIAL DISCRIMINATION Jennifer Schultz1, Keith Maddox1; 1Tufts University – This experiment examined whether the claimer’s race, strength of the claim, and perceivers’ ideologies jointly shape perceivers’ reactions to someone claiming discrimination. As predicted, claimers’ race (Black, Ambiguous, White) interacted with the strength of the claim. Furthermore, meritocracy endorsers more negatively evaluated minority targets who claimed discrimination.

E156
IS IT BECAUSE OF MY RACE? RACIAL MICROAGGRESSIONS AND NEGATIVE EMOTIONS Jennifer Wang1, Janxin Leu1, Yuichi Shoda1; 1University of Washington – Racial microaggressions or ambiguous racial slights are thought to be emotionally hurtful for racial minorities (Sue et al., 2007). While these experiences may be perceived as racial prejudice, they may also be relatively innocuous in some contexts. Does the source of these experiences matter in determining negative impact?

E157
REDUCING STEREOTYPE THREAT WITH CROSS-GROUP FRIENDSHIP Jennifer Khoury1, Elizabeth Page-Gould2; 1University of Toronto at Scarborough – Stereotype threat continues to detrimentally impact females in math and science domains. By completing a math test with a close cross-sex friend, and identifying with the male outgroup, stereotype threat can be reduced for females. This study provides an innovative and convenient prevention tactic for females to avoid stereotype threat.
Results: participants reported stronger convictions to fight bullying and teasing than prejudice; and stronger convictions to fight classism and heterosexism than racism and sexism.

E165
TOO MUCH COST WHEN IT’S MY BOSS: THE ROLE OF PERPETRATOR POWER IN PREJUDICE CONFRONTATION Leslie Ashburn-Nardo1, John Blanchard1, Jessica Peterson1, Kathryn Morris2, Stephanie Goodwin3; 1Indiana University - Purdue University Indianapolis, 2Butler University, 3Wright State University – Two experiments examined the role of perpetrator power in the decision to confront prejudice. In both imagined scenarios and a realistic lab setting, Ps were significantly less likely to confront high-power (vs. equal- or low-power) perpetrators directly, suggesting that the perceived costs of confronting people in power outweigh the benefits.

E166
A CALL TO ATTENTION TO LANGUAGE-BASED DISCRIMINATION: POSITIVE EFFECTS OF AN EARLY HERITAGE LANGUAGE PROGRAM Lisa Droogendyk1, Stephen C. Wright1, Evelyne Bougie1; 1Simon Fraser University, 2Statistics Canada – We call for a redress of social psychology’s inattention to language-based discrimination. Our research with Inuit children shows the clear positive effects of heritage language education. Education solely in a societally dominant language not only causes psychological harm but appears to reduce proficiency in both the heritage and dominant language.

E167
THE EFFECTS OF REJECTING FALSE FEEDBACK ON MOOD AND PREJUDICE TOWARD OUTGROUP AND INGROUP MEMBERS Mason Bums1, Russell Webster1, Don Saucier1; 1Kansas State – We found that individuals who rejected threatening social feedback evaluated ingroup members more positively because of increased positive mood. Additionally, individuals with more a positive self-image (e.g., those scoring higher on narcissism) more readily denied negative and accepted positive feedback.

E168
BREAKING BOUNDARIES: ANTICIPATION OF CROSS-RACE INTERACTION AND THE CROSS-RACE EFFECT Matt Baldwin1, Monica Biemel1; 1University of Kansas – The cross-race effect (CRE) is the phenomenon whereby people recognize same-race faces better than cross-race faces. We report that, after being informed that a cross-race interaction would occur later in the experiment, participants show a reduced CRE. This study provides further evidence for a social-cognitive model of the CRE.

E169
EFFECTS OF EXPOSURE TO ANTI-GAY HUMOR ON INDIVIDUALS’ TOLERANCE OF DISCRIMINATION Megan Strain1, Donald Saucier2; 1Kansas State University – We examined exposure to anti-gay humor and individuals’ discrimination tolerance (DT) toward gays. Results showed that participants who read anti-gay or neutral jokes were higher on DT than those who read anti-gay or neutral statements, indicating that humor may increase DT toward stigmatized individuals when it does not target them.

E170
MODERATORS OF IMAGINED INTERGROUP CONTACT Michele D. BirTel1, Richard J. Crisp1; 1University of Kent – Imagined contact (IC) has shown to reduce prejudice. This research revealed three moderators. IC eliminated the detrimental effects of low prior outgroup contact and high intergroup anxiety. Its effect was enhanced by a high ability to generate mental images. IC not only enhanced attitudes and intentions but also positive behaviour.

E171
WHEN STEREOTYPES TRANSFORM INTO DRAWN IMAGES Muniba Saleem1, Craig Anderson2; 1Iowa State University – This study tested the effects of videogame stereotypes on drawings representing ‘typical’ members from four ethnic groups. Prior to the drawing task, participants were randomly assigned to play an Arab-terrorist, Russian-terrorist, or nonviolent golf game for 30 minutes. Drawings revealed the negative effects of videogame stereotypes and overall intergroup bias.

E172
THE EFFECTS OF SKIN TONE AND AFROCENTRIC FACIAL FEATURES ON WHITES’ ATTITUDES TOWARD BLACKS Nao Hagiwara1, Deborah A. Kashy1, Joseph Cesario2; 1Karmanos Cancer Institute/Wayne State University, 2Michigan State University – Blacks do not uniformly experience prejudice. Their experiences with prejudice can be affected by their physical characteristics. The present study found independent effects of Blacks’ facial features (lip thickness and nose width) and skin tone (darker vs. lighter) on Whites’ implicit and explicit attitudes toward Black men.

E173
KEEPING AN EYE ON THEM WHILE REMEMBERING US: A DISJOINT BETWEEN ATTENTION AND MEMORY Nate Way1, David Hamilton1; 1UCSB – We examined how race affects attention and memory for faces. We observed an attentional bias in favor of the outgroup, whereas we observed a recognition bias in favor of the ingroup. These results suggest that attention and memory are two processes that may respond differently to interracial face perception.

E174
THE JOINT IMPACT OF GENDER AND ETHNICITY ON THE NATURE OF STEREOTYPES Negin Ghavami1, Letitia Anne Peplau2, Evelyne Bougie2; 1University of Kent, 2UCLA – Using a free-response procedure, we asked respondents about their stereotypes of men and women who are White, Asian, Latino, Black and Middle Eastern. We found significant differences in stereotypes based on gender, ethnicity, and both. Furthermore, these gender-by-ethnic stereotypes included not only personality traits but also behaviors and physical characteristics.

E175
IMPACT OF ESSENTIALIST BELIEFS ON CONSENSUS ESTIMATION Nobuko Asai1, Minoru Karasawa2; 1Tohoku University, 2Nagoya University – The present study investigated the impact of essentialist beliefs about groups on consensus estimation. The results showed that essentialist participants tended to underestimate the commonness of one’s own personality and opinion among out-group members. Essentialist beliefs lead people to contrast out-groups away from the self.

E176
REDUCING IDENTITY THREAT THROUGH CREATION OF A COMMON IN-GROUP: IMPLICATIONS FOR WOMEN IN SCIENCE Orion Mowbray1, Denise Sekaquaptewa1; 1University of Michigan – The underrepresentation of women in science can be a threatening experience. However, the creation of a common in-group reduced stereotype threat concern for women viewing a predominantly male conference advertisement. Yet unexpectedly, female science majors showed a higher interest in attending a predominantly male conference over a gender-balanced conference.

E177
DISCRIMINATION IS NOT DEAD: SYSTEMATIC DISCRIMINATION IN FORCED CHOICE EMPLOYMENT DECISIONS Paula Brochu1, Victoria Esses1, Greg Maio2; 1University of Western Ontario, 2Cardiff University – This research examined forced choice employment decisions in which participants chose between two qualified candidates differing only in ethnicity, gender, religion, age, height, weight, nationality, or sexual orientation.
Across three studies, results revealed a consistent pattern of systematic discrimination regardless of job status, concern over appearing biased, and social norms.

**E178**

UNDERUTILIZING INFORMATION ABOUT BLACK WOMEN WHEN FORMING IMPRESSIONS OF BLACK PEOPLE AND WOMEN

Peggy J. Liu¹, Ezgi N. Akcinar², Ruth Ditmann¹, Richard P. Eibach³, Valerie Purdie-Vaughns⁴; ¹Yale University, ²Stanford University, ³University of Waterloo, ⁴Columbia University – In an experimental study we found that people utilize information about Black men and White women more than information about Black women when forming impressions of Black people and women respectively. These results suggest that Black women may be considered less representative members of their racial and gender groups.

**E179**

PERSPECTIVE- TAKING AND INTERGROUP CONTACT

S. Cynthia Wang¹, Kenneth Tai², Gillian Ku³, Adam Galinsky⁴; ¹National University of Singapore, ²London Business School, ³Northwestern University – We explored whether perspective-takers display a greater willingness for contact with stereotyped targets. Perspective-takers were more willing to have contact with and sit closer to stereotyped targets, with the effects of perspective-taking on contact being group-specific. These findings provide insight into how perspective-taking can increase contact and improve social relations.

**E180**

ATTRIBUTIONS TO DISCRIMINATION: THE CASE OF INGROUP REJECTION

Stefanie Simon¹, Laurie T. O’Brien¹, Brenda Major²; ¹Tulane University, ²University of California Santa Barbara – In a study of reactions to ingroup rejection, Latinos perceived more discrimination when a Latino manager rejected a Latino applicant as compared to when a White manager rejected a White applicant. Whites, however, did not differentiate between the types of ingroup rejection and overall perceived low levels of discrimination.

**E181**

BLACK-AMERICAN OR JUST AMERICAN?: SUPERORDINATE CATEGORY POSITIVITY SPILLS OVER WHEN DUAL IDENTITY IS SALIENT

W. Anthony Scroggins¹, Thomas J. Allen², Jeffrey W. Sherman²; ¹University of California, Santa Barbara, ²University of California, Davis – The present research demonstrates that activating both superordinate and subordinate identities simultaneously reduces outgroup negativity more than emphasizing superordinate categories alone. Furthermore, we found that this occurs partially because superordinate category positivity spills over to the subordinate category. Implications for intergroup relations are also discussed.

**E182**

EFFECT OF CAUSAL EXPLANATIONS FOR DEPRESSION ON PUBLIC STIGMA AND SELF-STIGMA

Francois Botha¹, David J.A. Dozois¹; ¹University of Western Ontario – Attribution theory predicts that causal explanations for depression influence public-stigma and self-stigma. Undergraduate participants were presented with contrived articles positing biological, contextual, and cognitive explanations. Contextual and cognitive explanations were associated with lower public-stigma and contextual explanations with lower self-stigma. Anti-stigma efforts should consider the influence of causal explanations.

**E183**

GUESSING AS A KEY DETERMINANT OF RESPONDING IN STUDIES OF IMPLICIT PREJUDICE

Christopher T. Burke¹, Patrick E. Shroot²; ¹Lehigh University, ²New York University – To date, studies of implicit prejudice have not emphasized the potential importance of guessing as a basis for responding in the absence of other information. We show that guessing is common in such studies, biases estimates of automatic stereotype activation if unaccounted for, and can be manipulated by the context.

**E184**

DOUBT AS A TEACHER’S TOOL: TOWARD MANAGEMENT OF STEREOTYPING IN THE CLASSROOM

Anita Mechel³; ³University of Geneva – Fluctuations of pupil’s attitude are often imperceptible because of the strength of categories established at the beginning (impression formation process is over). The purpose of current research is to examine effects of doubt induction on the teacher’s interpretation of problematic situations (causal attribution, social curiosity, auto-affirmation) articulated with cultural issues.

**E185**

UNWELCOMING ENVIRONMENTS: BIASED TREATMENT AND FEMALE UNDER-REPRESENTATION AFFECTS PERFORMANCE-RELATED OUTCOMES FOR WOMEN IN STEM

Isabel Gonzalez¹, Jennifer LaCosse²; ¹University of Texas at El Paso, ²University of Michigan – 71 female STEM field majors experienced two features of “unwelcoming environments”: biased treatment of women, and female under-representation. The participants’ feelings of fitting in with the group and their perception of their group’s expectations of their performance on a STEM test were lowest when both of these features were present.

**E186**

LEARNING TO COPE: ACHIEVEMENT GOALS CHANGE WOMEN’S REACTIONS TO SEXISM

Jane Stout¹, Nilanjana Dasgupta¹; ¹University of Massachusetts, Amherst – This study showed that achievement goals change women’s responses to sexism in a professional context such that holding a learning versus performance goal led women to feel more challenged. Further, feeling more challenged predicted greater intentions to be assertive when confronted with sexism among women who held a learning goal.

**E187**

BELIEFS THAT SEXUALITY IS A CHOICE MODERATES INFECTION TYPE AND SEXUALITY EFFECTS ON DISCRIMINATION

Jenna J. Barry¹, Renee A. Murray², Kevin L. Blankenship²; ¹Humboldt State University, ²Iowa State University – We examined reactions to HIV/AIDS patients based on sexual orientation, controllability of disease transmission, beliefs regarding sexual orientation as a choice, and motivation to control prejudice (MCP). When transmission was uncontrollable, participants low in MCP and believe that orientation is a choice responded more negatively to gay than heterosexual targets.

**E188**

EPISTEMIC MOTIVATIONS THAT DRIVE STEREOTYPE THREAT AND LIFT EFFECTS

Justin Cheng¹, Erika Price¹; ¹Loyola University Chicago – This study explores how individual differences in social dominance orientation moderate the expression of stereotype consistency effects for positively and negatively stereotyped groups. Results suggest that a need to affirm epistemic values concerning social hierarchy motivates individuals to produce either hierarchy-attenuating or hierarchy-preserving outcomes in the domain of academics.
E189 THE EFFECTS OF TARGET CONSTRUAL ON THE ACTIVATION OF MOTIVATION TO CONTROL PREJUDICED REACTIONS Michael Olson1, Kevin Zabel1; 1University of Tennessee — Different prejudice-related motivational orientations appear to have different prejudice-correcting effects depending on how the target of prejudice is construed. In an impression formation task, when the target was construed as an individual, conflict avoidance motives were activated; when construed as a category-member, motives involving positive group treatment were activated.

E190 WHEN IDENTIFYING WITH BLACK PUTS YOU IN THE RED: RACIAL IDENTIFICATION AND VICARIOUS CONSPICUOUS CONSUMPTION Philip Mazzocco1, Derek Rucker2, Adam Galinsky3, Eric Anderson2; 2Ohio State University at Mansfield, 3Northwestern University — We propose that identification with a low-status racial group increases the desire to acquire status-signaling objects (i.e. conspicuous consumption). Experiment 1 demonstrated increased conspicuous consumption among Blacks more highly identified with their racial group. Two additional studies showed that even Whites led to temporarily identify with Blacks exhibit conspicuous consumption.

E191 PRIMING MERITOCRACY INCREASES IMPLICIT PREJUDICE Rui Costa Lopes1,2, Daniël Wigboldus2, Jorge Välä1; 1ICS-University of Lisbon, 2Radboud University Nijmegen — Recent research has shown the malleability of implicit prejudice (Blair, 2002). Extending on this research, we sought to analyze how a socially valued norm (meritocracy) may promote the expression of implicit prejudice. In two experiments, we indeed show how priming meritocracy leads to higher levels of implicit racial prejudice.

E192 THE FUNCTION OF ANIMAL ASSOCIATIONS: LATINOS AS RATS AND ANTI-IMMIGRANT SENTIMENT Shantal Renee Marshall1, Jennifer L. Eberhardt1; 1Stanford University — We present evidence that White Americans associate Latinos with rats, which leads to anti-immigrant sentiment and a belief that the U.S. needs protection via military means at the Mexican border. Possible representations of Latinos as rats in the U.S. discourse on immigration are discussed.

E193 ANTICIPATING STIGMA: THE DOUBLE BURDEN OF HOMELESSNESS AND RACE Carolyn Weisz1, Diane Quinn2, Renee Houston1; 1University of Puget Sound, 2University of Connecticut — This study examined effects of anticipated and experienced stigma in a sample of homeless women. After controlling for mental illness and race, anticipated stigma related to homelessness and race independently accounted for variance in depression. Findings suggest there may be cumulative negative effects of having multiple stigmatized identities.

E194 KEEPING STEREOTYPES AT BAY: HOW EXPERIMENTER RACE MINIMIZES THE REBOUND EFFECT Jennifer Zimmerman1, Meredith Wong2; 1DePaul University — This study investigated whether experimenter race would minimize the rebound effect. Participants instructed to suppress their Asian American stereotypes later showed an increase in stereotyping of Asians in the presence of a Caucasian experimenter. However, suppressors stereotyped significantly less when the second task was administered by an Asian American experimenter.

E195 INDIFFERENCE TO RACE- IAT FEEDBACK AMONG IMPLICIT RACISTS Jessica Nolan1; Jerod Handy2, Christine Bennett3, Michael Guenther3; 1University of Scranton — The present study documented participant’s reactions to the race-IAT. Content-analysis of open-ended questions showed that most participants were accepting of their results. Surprisingly, those told they had a slight or moderate preference for white people were more upset by their results than those told they had a strong preference.

E196 THE INTERACTION OF POWER AND STEREOTYPE THREAT ON WOMEN’S MATH PERFORMANCE Katie Van Loo1, Robert Rydell1; 1Indiana University — Being powerless impairs the basic cognitive functions needed for high-level performance. In two experiments, we investigated how perceptions of power modulate the effect of stereotype threat on women’s math performance. Low power women showed impaired performance when they experienced threat, whereas high power women’s performance was immune to threat effects.

E197 BETTER UNDERSTANDING THE RELIGIOSITY-PREJUDICE LINK: RIGID, CLOSED-MINDED IDEOLOGIES FULLY MEDIATE THE RELIGIOSITY-PREJUDICE RELATIONSHIP Megan Johnson1, Jordan LaBouff1, Megan Haggard1, Wade C. Rowatt1; 1Baylor University — Using mediation path analysis and SEM, this study found that rigid ideological beliefs associated with religion, right-wing authoritarianism (RWA) and religious fundamentalism (RF), fully mediated the relationship between religiosity and racial and homosexual prejudice. RF was the strongest mediator of value-violating prejudice while solely RWA aggression mediated racial prejudice.

E198 DIFFERENTIAL EFFECTS OF COLORBLINDNESS AND MULTICULTURALISM ON RACIAL CATEGORIZATION AND STEREOTYPING Melissa McManus1, Nilanjana Dasgupta1; 1University of Massachusetts, Amherst — Two studies explored the effects of colorblindness and multiculturalism on perceivers’ automatic categorization of race and automatic racial stereotyping. Findings showed that colorblindness did not help White perceivers ignore race, nor did it reduce stereotyping compared to a control. Multiculturalism did not affect racial categorization, but increased positivity toward Blacks.

E199 A PRESCRIPTIVE, INTERGENERATIONAL SCALE OF AGEISM: SUCCESSION, IDENTITY, AND CONSUMPTION Michael S. North1,2, Derek Rucker1,2, Susan T. Fiske1; 1Princeton University — A novel ageism framework emphasizes intergenerational status tensions and resultant prescriptive stereotypes. The current research constructs a theory-based ageism scale, comprising three distinct prescriptive dimensions: Succession of wealth/power, age-appropriate Identity, and shared resource Consumption (SIC). The scale is a promising tool for future research in the under-studied realm of ageism.

E200 RELATIONSHIPS AMONG SEVERAL IMPLICIT AND EXPPLICIT MEASURES OF AGE-RELATED ATTITUDES Nicole M. Lindner1, Brian A. Nosek2; 1University of Virginia — We assessed young adults’ (N=229) implicit (with an IAT, Brief-IAT, SPF, and AMP) and explicit age preferences (self-reporting old and young people’s warmth and competence; negative and positive stereotypes of old age, and personal fears of aging), finding that the Brief-IAT, but not the AMP, related to explicit age attitudes.
E201
**IF A GETS BETTER, B MUST GET WORSE: MUTUAL CHANGE OF INTERDEPENDENT STEREOTYPES**
Stefanie Maris\(^1,2\), Vera Hoorens\(^1\);
\(^1\)Katholieke Universiteit Leuven; \(^2\)Flanders — When a population consists of two groups about which complementary stereotypes exist these stereotypes are interdependent. After artificially creating interdependent stereotypes we confronted participants with stereotype-incongruent information about one group. We found that the resulting change in their stereotypes about the target also changed their stereotype about the alternative group.

E202
**COLLECTIVE THREAT IN EAST ASIAN AND AFRICAN AMERICAN CULTURAL CONTEXTS**
Xiao Zhang\(^1\), Tiffany Brannon\(^1\), Gregory Walton\(^1\);
\(^1\)Stanford University — This research examines collective threat—the fear that an ingroup member might confirm a negative stereotype about one’s group—in Asian and African Americans. Besides demonstrating the effect of this threat in Asian Americans, we proposed and found that Asian and African Americans used different coping strategies to contend with this threat.

E203
**THE IMPACT OF VOCAL AND VISUAL CUE CORRESPONDENCE ON PERCEIVED COMPETENCE AND WARMTH**
Adam Beavers\(^1\), Carly Hennessy\(^1\), Sei Jin Ko\(^1\), Melody Sadler\(^1\);
\(^1\)San Diego State University — This study examined the extent to which vocal and visual cue correspondence impacts perceptions of competence and warmth. Results showed that when cues mismatched, perceived competence relied on the voice, such that targets’ with high vocal competence were perceived to be more competent than those high in visual competence.

E204
**INVISIBILITY OF BLACK WOMEN: MEASUREMENT AND REDUCTION TECHNIQUES**
Amanda K. Sesko\(^1\), Monica Biema\(^1\);
\(^1\)University of Kansas — The invisibility of Black women was demonstrated in memory and judgment paradigms. Compared to Black men and White women/men, Black women’s statements (Study 1) and photos (Study 2) were less likely to be remembered correctly. Highlighting Black women’s uniqueness/distinctiveness increased photo recognition, thus reducing invisibility (Study 3).

E205
**MOVING WHILE BLACK: RACE, ATTITUDES, AND JUDGMENTS OF SPEED**
Andrea C. Kenrick\(^1\), Stacey Sinclair\(^2\), Sara C. Verosky\(^1\);
\(^1\)Princeton University — Two experiments showed that perceptions of human movement are affected by intergroup attitudes. Participants with greater explicit intergroup anxiety (Experiments 1 & 2) and implicit anti-Black prejudice (Experiment 2) rated approaching Black faces as moving more slowly than approaching White faces, controlling for actual speed.

E206
**HETEROSEXISM AND RELATIONSHIP STATUS: ARE COUPLED VS. SINGLE GAYS AND LESBIANS VIEWED DIFFERENTLY?**
Catherine A. Cottrell\(^1\), Corey L. Cook\(^1\);
\(^1\)University of Florida — We investigated reactions to gay/lesbian individuals who varied in relationship status. Although relationship status did not moderate heterosexism toward gay men, relationship status did moderate heterosexism toward lesbians. Of particular note, the “single but interested in dating” lesbian evoked prejudice from female participants, but no prejudice from male participants.

E207
**THE EFFECTS OF STEREOTYPICAL PRIMES AND RACIAL PREJUDICE ON THE CATEGORIZATION OF AMBIGUOUS-RACE FACES**
Cheryl Dickter\(^1\), Virginia Newton\(^2\), Kyle Gagnon\(^2\), Ivo Gyurovski\(^1\);
\(^1\)College of William and Mary, \(^2\)New York University, \(^3\)University of Utah — A categorization task depicting ambiguous-race targets preceded by racially stereotypic words demonstrated that categorization was affected by stereotype priming. Specifically, results indicated that ambiguous-race faces were categorized in accordance with the stereotypic prime. Additionally, individuals high in Social Dominance and explicit prejudice were more affected by the primes.

E208
**DO PERCEPTIONS OF PROMISCUITY PREDICT PREJUDICE?**
Corey L. Cook\(^1\), Catherine A. Cottrell\(^1\);
\(^1\)University of Florida — Heterosexual men and women rated their impressions of a randomly assigned subgroup (politically active, feminine, masculine, or promiscuous) of gay or straight men. The results suggest that perceived promiscuity significantly predicted prejudice responses (e.g., social distancing, perceptions of threats to health and values, and negative emotional reactions) toward gay men.

E209
**RACIAL STEREOTYPES AND INTRERRACIAL ATTRACTION: PHENOTYPIC PROTOTYPICALITY AND PERCEIVED ATTRACTIVENESS OF ASIANS**
Jay F. Chan\(^1\), Clara L. Wilkins\(^1\), Cheryl R. Kaiser\(^1\);
\(^1\)University of Washington — We examined whether the stereotype of Asians as highly feminine shapes perceptions of Asians’ physical attractiveness. Phenotypic prototypicality, the degree to which an individual looks like a prototypical member of his or her racial group, influences the degree that Whites perceive Asians as attractive.

E210
**KEEP AN OPEN MIND: EFFECT OF MINDSET ON STEREOTYPIC JUDGMENTS**
Kathryn Boucher\(^1\), Robert Rydell\(^1\);
\(^1\)Indiana University — In two experiments, participants primed with inclusive mindset rated stereotype inconsistent individuals as more similar to the stereotyped group and showed less stereotypic judgments of the group than participants primed with exclusive mindsets. These findings suggest that an open mind may decrease the tendency to subtype stereotype inconsistent individuals.

E211
**BLACK WOMEN = INVISIBLE WOMEN? ELUCIDATING STEREOTYPES AND SUBTYPES OF BLACK WOMEN**
Kristin N. Dukes\(^1\), Nicole Overstreet\(^2\);
\(^1\)Tufts University, \(^2\)University of Connecticut — Research on stereotypes of Blacks has implicitly or explicitly focused on Black men, neglecting perceptions of Black women. Two studies aimed to fill this void by explicitly investigating stereotypes and subtypes of Black women. Findings suggest that “traditional” Black racial group stereotypes and subtypes may be specific to Black men.

E212
**STUDS VS. SELF-HATING SINNERS: THE SEXUAL DOUBLE STANDARD FOR GAY AND STRAIGHT MEN**
Leonard S. Newman\(^1\), William Stewart\(^1\);
\(^1\)University of Florida — Participants read about straight/gay males who reported one or many recent sexual partners, then completed a self-esteem measure from the target person’s perspective. In two studies, straight males with many partners were assumed to have higher self-esteem than those with one partner. The opposite was true for gay males.

E213
**SEX STEREOTYPES AND CHILD SEXUAL ABUSE: PERCEIVED POWER AND VICTIMIZATION**
LouAnne Birch Hawkins\(^1\), Iqra Javed\(^1\), Christopher Leone\(^1\);
\(^1\)University of North Florida — We assessed sex stereotypes in child sexual abuse. Consistent with these stereotypes, adults are seen as more powerful than children, but boys are seen as least powerful when victimized by a male adult and most powerful when victimized by a female adult when compared to other dyads.
E214
SYSTEM-JUSTIFYING FUNCTIONS OF THE COMPLEMENTARY STEREOTYPE OF ELITE BUREAUCRATS IN JAPAN
Makoto Numazaki1, Ryoko Nakashima1, Kumiko Takabayashi1, Kunio Ishii2, Yoichi Amano3; 1Tokyo Metropolitan University, 2Hosei University, 3Hitotsubashi University — Elite bureaucrats are consensually perceived as competent but cold in Japan. We tried to demonstrate the system-justifying functions of this complementary stereotype in Japan. Results showed that only those high in news exposure rated elite bureaucrats more competent and less warm when they were primed with a threatening out-group.

E215
THE ROLE OF SUBTYPE ACTIVATION IN STEREOTYPE SUPPRESSION
Mana Yamamoto1, Takashi Oka2; 1Nihon University Graduate School of Literature and Social Sciences, 2Nihon University College of Humanities and Sciences — The present study explored whether utilizing subtypes as replacement thoughts in stereotype suppression leads to paradoxical effects. The results indicated that participants showed larger paradoxical effects in the subtype activation condition than in the control condition. The association between subtype activation and stereotype activation was discussed.

E216
INITIAL RESPONSIVENESS OF SALESPEOPLE AS AFFECTED BY CUSTOMERS’ PERSONAL APPEARANCE
Michael D. Roach1, Karen Huxtable-Jester2; 1University of Texas at Dallas — A salesperson must rely on stereotypes when making judgments about consumers. Timing a salesperson’s responsiveness to a consumer’s physical appearance with the added element of an automobile could influence the hierarchy of the elements of physical appearance. As hypothesized, the luxury car elicited the quickest response times from the salespeople.

E217
FEATURE-BASED STEREOTYPES OF AFRICAN AMERICAN, ASIAN AMERICAN, AND EUROPEAN AMERICAN FACES: DOES RACE MATTER?
Randall A. Gordon1, Michael S. Butchko2; 1University of Minnesota - Duluth, 2Ball State University — African, Asian, and European American faces were rated on the extent to which facial characteristics were perceived as representative of various races (e.g., the extent to which an African-American face had Asian-American features). Relationships between these ratings and perceptions of intelligence, conscientiousness, and athleticism were found regardless of stimulus race.

E218
PROTESTANT ETHIC ENDORSEMENT MODERATES THE EFFECT OF APPLICANT RACE AND RESUME QUALITY ON IMPRESSIONS
Renee Murray1, Kevin Blankenship2; 1University of California- Berkley, 2Arizona State University — We examined the effect of Protestant Ethic endorsement, applicant race, and resume quality on impressions in a hiring paradigm. Participants who scored high on Protestant Ethic endorsement reported more negative thoughts and overall impressions about a Black applicant with a low-quality resume than a White applicant with the same resume.

E219
AMBIGUOUS RACE CATEGORIZATION IS PREDICTED BY IMPLICIT BIAS
Sarah Gaither1, Michael Slepian1, Kristin Pauker2, Samuel R. Sommers1; 1Tufts University, 2Stanford University — Beyond the features of the face, what shapes categorization of racially ambiguous faces? In two studies we found that White perceivers’ implicit bias and facial feedback predicted categorization of racially ambiguous faces. Greater bias against Blacks and induced frowning led to White participants perceiving ambiguous faces more often as Black.

E220
TRACKING RACIAL BIAS: THE DYNAMICS OF FACIAL PHENOTYPICALITY
Thomas C. Mann1, Michael L. Slepian1, Jonathan B. Freeman2, Keith B. Maddox3; 1Tufts University — Across two studies, the facilitating effects of skin tone variation among Blacks for racial categorization and stereotyping were explored using real-time mouse trajectories. Results showed that within-category feature variation moderates category activation, which dynamically cascades onto stereotype activation as a function of the strength of the category stereotype association.

E221
DIFFERENCES IN STEREOTYPES ABOUT DISABLED PEOPLE: MENTAL ILLNESS, MENTAL RETARDATION, AND PHYSICAL DISABILITY
Tokiko Kurita1, Yusuke Karouji2, Takashi Kusumi1; 1Kyoto University — This study used cluster analysis to investigate differences in stereotypes, emotional reactions to, and behavioral tendencies towards different disabilities. The results show that these responses differ both quantitatively and qualitatively by different disabilities. In general, attitudes towards mental illness were harshest and those towards physical disability were the most tolerant.

E222
TO FRIEND OR NOT TO FRIEND: PERCEPTIONS OF RACIALLY AMBIGUOUS PROFILES ON SOCIAL NETWORKING SITES
Virginia Newton1, Cheryl Dickter2, Ivu Gyurovski2; 1New York University, 2College of William and Mary — Stereotypic cues presented with a racially ambiguous target face on a fictitious social networking website altered the racial categorization of the target. Judgments about the target’s traits differed as a function of the stereotypic information presented, as well as personality traits of the participants such as social dominance and authoritarianism.

E223
MAKING AND UNMAKING PREJUDICE: RELIGIOUS AFFILIATION REDUCES THE IMPACT OF MORTALITY SALIENCE ON INTERGROUP ATTITUDES
Anna Neel1, Alberto Voci2, Miles Hewstone3; 1Yale University, 2University of Padova, 3University of Oxford — Reminders of mortality have been shown to increase prejudice. We propose that religion may be an effective buffer against this consequence of mortality salience. Two studies showed that mortality salience increased prejudice only for participants not affiliated with any religion, except (as predicted) when prejudice was justified by religious authorities.

E224
HANDS CLEAN OF PREJUDICE: BEHAVIORAL RESPONSES TO H1N1 PREDICT DISLIKE OF FOREIGNERS
Anna Berlin1, Yexin Jessica Li3, Rebecca Neel1, Steven L. Neuberg2; 1Arizona State University — How might behavioral responses to the H1N1 virus affect prejudices towards foreigners and groups stereotypically associated with disease? Controlling for disease threat, behaviors oriented toward avoiding exposure predicted greater dislike for foreigners, whereas behaviors oriented towards maintaining health predicted less dislike for foreigners. Neither strategy altered dislike of non-foreign outgroups.

E225
DOES PERCEIVED WEIGHT PREJUDICE INFLUENCE UNHEALTHY FOOD CONSUMPTION?
Joseph D. Wellman1, Shannon K. McCoy1, Ellen E. Newell1, Brandon J. Cosley1, Ryan Pickering1, Laura Saslow2, Elissa S. Eppel3; 1University of Maine, 2University of California- Berkeley, 3University of California- San Francisco — The experience of weight prejudice may lead to seeking comfort in food. In a community sample of overweight women, using SEM, perceived weight prejudice was found to significantly increase consumption of unhealthy foods via increases in negative affect and uncontrolled eating. The health risks of weight prejudice are discussed.
DOES THE EXPERIENCE OF DISCRIMINATION ACTIVATE THOUGHTS ABOUT ALCOHOL? Kataryna Banas,2, Laura Smart Richman;2 University of Edinburgh, Duke University — In three studies, we tested whether recalling, watching, or experiencing discrimination primes minority members for thoughts about alcohol. We measured mental accessibility of alcohol-related concepts using an adapted Stroop task and a Lexical Decision Task. The results suggest that discrimination does have a priming effect on alcohol-related thoughts.

E227
PREJUDICE AGAINST OBESE HEALTH CARE PROVIDERS: IMPLICATIONS FOR LEGITIMACY OF AND ADHERENCE TO MEDICAL ADVICE Kimberly J. McClure,1, Eileen V. Pitpitan,1 Diane M. Quinn;1 University of Connecticut — This study tested whether prejudice against obese physicians could affect health care. Participants viewed the profile of a physician who varied in weight and specialty between-subjects. The obese nutritional physician was seen as less legitimate and his advice less likely to be followed, indicating prejudice as a patient adherence risk.

E228
PERCEIVED DISCRIMINATION AMONG IMMIGRANT MOTHERS IS ASSOCIATED WITH THEIR CHILD’S HEALTH May Ling Halimi,1 Hirokazu Yoshikawa,2 David M. Amodio;2 New York University, Harvard University — Can a mother’s perception of ethnic discrimination affect the health of her 14-month-old child? In a sample of immigrant mothers, greater perceived discrimination predicted more frequent doctor visits for their child’s illness. However, this effect was not observed among recent immigrants who were highly identified with their ethnic group.

E229
TITLE: THE LINK BETWEEN IMPLICIT CLASS BIASES AND HEALTH Neha John-Henderson1,2, Emily Jacobs2, Rodolfo Mendoza-Denton1, Darlene Francis;2-3 UC Berkeley, Helen Wills Neuroscience Institute, UC Berkeley School of Public Health — We examined the role of implicit class biases in the relationship between SES and health. While degree of bias varied, all participants harbored implicit bias against “lower class” while denying this. Implicit class biases were more predictive of health measures than both objective and subjective measures of SES.

E230
GRAVE EXPECTATIONS: THE IMPACT OF ANTICIPATED STIGMA ON PEOPLE LIVING WITH CHRONIC ILLNESSES Valerie Eamshaw,1 Diane Quinn;1 University of Connecticut — People living with chronic illnesses may anticipate stigma from friends and family, employers and coworkers, and healthcare workers. This study demonstrates that anticipated stigma from these three sources is related to decreased quality of life, in part due to decreased social support, increased stress, and decreased patient satisfaction.

E231
FACIAL ATTRACTIVENESS AND HELPING BEHAVIOR ATTRIBUTIONS: ATTRACTIVE AND UNATTRACTIVE PERSONS ARE PERCEIVED OF AS UNHELPFUL Donald Sacco,1 Kurt Hugenberg;1 Miami University — In two studies, attractive and unattractive targets (faces) were believed to engage in less helping behavior than targets of average attractiveness. Study 3 found that perceptions of capability and willingness to help mediated the effects of attractiveness on perceptions of how much targets actually help and should help.

E232
EXAMINING THE RELATIONSHIPS BETWEEN RELIGIOSITY AND SEXUAL PREJUDICE IN HELPING SCENARIOS Lea A. Folsom,1 Danielle C. Zanotti,1 Cathleen D. Klausing,1 Stuart S. Miller,1 Eduardo Alvarado,1 Sara J. Smith,1 Donald A. Saucier;1 Kansas State University — This study examined the relationships between different forms of religiosity (e.g., intrinsic, extrinsic, quest, fundamentalism) and sexual prejudice, and how these pre-dicted helping intentions toward target individuals whose religiosity and sexual orientation were manipulated. Results showed that religiosity and sexual prejudice interacted to predict helping intentions for the various targets.

E233
SOCIAL EXPLANATIONS MODERATE THE RELATIONSHIP BETWEEN IMPLICIT NEGATIVITY AND ATTITUDES TOWARD AFRICAN AMERICANS Michael R. Andreyчик.1,2 Fairfield University — Synthesizing work on the IAT with work on social explanation, 2 studies suggest that among those who reject external explanations for African American social status, associations between “Black” and “negative” on the IAT indicate prejudice, whereas among those who endorse external explanations, such associations indicate more positive orientations (e.g., concern).

E234
ACADEMIC (UNDER)ACHIEVEMENT: HOW STEREOTYPE THREAT IMPAIRS FIRST GENERATION COLLEGE STUDENTS’ TEST PERFORMANCE Abdiel J. Flores1, Veronica A. Macina1, Hannah Krebs1, Manuel Marquez1, Tiffany Ascha1, Tiffany McGinn1, Julia Gimeno1, Natasha Choudri1, Bettina J. Casad;1 California State Polytechnic University, Pomona — This study examined the mediating role of physiological arousal of stereotype threat effects among first generation college students. Results revealed that participants who experienced a physiological threat response had significantly lower test scores than those who experienced a challenge response. Implications and future directions are discussed.

E235
BLACK IDENTITY UNDER THREAT Carlise King1, Avi Ben-Zeev;1 San Francisco State University — This study was designed to remedy the gap in stereotype threat research regarding implications for Black identity. Data indicated that perceptions of and feelings about being Black (private regard) became significantly more negative under threat. We discuss affective variables regarding Black identity, risks for identity bifurcation, and potential interventions.

E236
ASIAN IS WHO I AM: HOW INDIVIDUALS WITH MULTIPLE SOCIAL IDENTITIES EXPERIENCE PREJUDICE Jessica Remedios1, Alison L. Chasteen1, Jeffrey D. Paek;1 University of Toronto — Examining the experiences of multiple stigmatized people may clarify when people make internal attributions to explain prejudice. We show that Asian women value race more than gender and attribute racism (not sexism) to internal causes. Furthermore, Asian women experience more negative affect in response to racism than sexism.

E237
DISABILITY AND AUTONOMY: PRIMING ALTERNATIVE IDENTITIES Katie Wang1, John F. Dovidio1, Yale University — The present study showed that, when primed with their identity as a person with a disability rather than as a college student, college students with disabilities had less access to autonomy-related thoughts. The priming manipulation had a greater impact on those high in stigma consciousness (more sensitive to stigmatization).

E238
ASSIMILATION TO PERSONAL VERSUS SOCIETAL-VIEWS OF THE PROTOTYPICAL WOMAN Kelly Ann Danaher1, Iva Katzenska-Miller1, Monica Biernat1,1 University of Kansas, Transylvania University — Women’s self-ratings were predicted by societal-views (not self-views) of the prototypical woman, which was amplified by an identity threat (Study 1). Women assimilated to manipulated societal-views (not self-views) of the prototypical woman (Study 2). These studies suggest that self-stereotyping involves assimilation to societal-views of group attributes.
implying the use of behavioral self-handicapping as a defensive mechanism. We hypothesized that White participants with fragile self-esteem would self-handicap in the threat condition, framed as a test of athletic task. We tested whether expectancies moderate the influence of automatic racial associations on behavior implicit measures of racial attitudes, stereotyping, and weapons identification. When expectancies conflicted with automatic racial associations, the typical race-bias response pattern was reduced to non-significance, suggesting that expectancies can override effects of implicit bias on behavior.

E241 STEREOTYPE THREAT AND THE ROLE FRAGILE SELF-ESTEEM PLAYS IN SELF-HANDICAPPING Amanda Carvalho1, Edward Cascio2, Victoria Plaut2; 1University of Georgia, 2University of California, Berkeley — We investigated effects of stereotype threat on self-handicapping during an athletic task. We hypothesized that White participants with fragile self-esteem would self-handicap in the threat condition, framed as a test of “natural athletic ability.” A significant three-way interaction was found implying the use of behavioral self-handicapping as a defensive mechanism.

E242 COULD COMING OUT OF THE CLOSET NEGATIVELY AFFECT GAY MEN’S SELF-ESTEEM? Ryan Pickering1, Shannon McCoy1, Brandon J. Cosley1, Ellen E. Newell1, Joseph D. Wellman1; 1University of Maine — We found that Gay men who were open about disclosing their sexual orientation (Out) had significantly lower self-esteem than men who were not (In). This negative effect of being Out was moderated by group identification. Being Out was negatively associated with self-esteem only among gay men low in ingroup identification.

E243 THE IMPACT OF MEDIA DEPICTIONS OF WEIGHT-STIGMATIZATION ON WEIGHT BIAS AND SELF-EVALUATION Sarah Savoy1, Shaan Shahabuddin1, James Walker1; 1Stephen F. Austin State University — The influence of media depiction of weight-stigmatization was examined. For non-overweight participants, stigmatization exposure predicted more positive self-attitude, and media character identification was associated with prosocial behavior toward overweight others. For the overweight, disidentification was associated with prosocial behavior toward overweight others, which could indicate an attempt to boost self-image.

E244 THE WEIGHT OF RUMINATION AND ANTICIPATED STIGMA AMONG WOMEN WITH WEIGHT AND APPEARANCE CONCERNS Stephanie Andel1, Stephenie Chaudoir1, Diane Quinn2; 1Brady University, 2University of Connecticut — We examine how anticipated stigma affects self-esteem among women with weight and appearance concerns (N = 36) and women with other concealable stigmatized identities (N = 138). We find that rumination fully mediates the effect of anticipated stigma on self-esteem for women with WAC, but not for other women.

E245 THE RELATIONSHIP BETWEEN RACIAL BIAS AND THE COMPONENTS OF EXECUTIVE FUNCTIONING Geoffrey Kerr1, Tiffany Ito1, Akira Miyake1; 1University of Colorado - Boulder — This study investigates how concern over racial bias depletes executive functioning. Completing an implicit racial bias task decreased performance on a subsequent measure of shifting from one task set to another, suggesting that this aspect of executive function is involved with and can be depleted by concern over racial bias.

E246 EXPECTANCY MODERATES THE EXPRESSION OF AUTOMATIC RACIAL BIAS Jillian K. Swencin2, David M. Amodio2; 1University of California, Berkeley, 2New York University — We tested whether expectancies moderate the influence of automatic racial associations on behavior implicit measures of racial attitudes, stereotyping, and weapons identification. When expectancies conflicted with automatic racial associations, the typical race-bias response pattern was reduced to non-significance, suggesting that expectancies can override effects of implicit bias on behavior.

E247 THINKING ALOUD DURING RAVEN’S MATRICES (RM) COMPLETION ELICITS STEREOTYPE THREAT Kevin R. Harris1, Jonathan E. Buck1, Abigale M. Peszek1, Shauna L. Snyder1; 1Austin Peay State University — Performance monitoring and subsequent efforts to suppress negative thoughts may underlie stereotype threat via consumption of executive resources. We hypothesized that having stereotyped participants think-aloud during task performance would redirect resources back to the required task. Unexpectedly, ST appeared only under think-aloud conditions when minority- versus majority-group RM-performance differences increased.

E248 IMPLICIT COMPENSATION VS. EXPLICIT DEFENSE: HIRING DECISIONS AND ANTI-PREJUDICIAL ATTITUDES Corinne A. Moss-Racusin1, Laurie A. Rudman1, Julie E. Phelan1, John F. Dovidio2; 1University of Washington, 2Yale University — The implicit compensation/explicit defense (ICED) model illuminates egalitarians’ anti-prejudicial attitudes after hiring one of two qualified minority applicants. Consistent with ICED, participants implicitly compensated by condemning prejudice against the unselected candidate’s group, reinstating their egalitarian credentials. In contrast, participants condemned prejudice against the selected candidate’s group, explicitly defending their choice.

E249 WILL YOU VALUE ME? THE EFFECT OF PHENOTYPIC RACIAL STEREOTYPICALITY ON ORGANIZATION EVALUATIONS Kimberly Barsamian Kahn1, Miguel M. Unzueta2, Paul G. Davies2; 1ISCTE- Cis, 2UC, University of British Columbia — We investigate whether within-group differences in phenotypic racial stereotypicality of minority employees affect minority and majority group members’ perceptions of an organization. Results find that the phenotypic stereotypicality of minority employees serves as an important social identity cue for minority applicants regarding identity acceptance, diversity values, and company principles.

E250 ATTRIBUTIONS AND BLAME FOR TEEN PREGNANCY: EFFECTS OF TARGET RACE, GENDER, AND JUSTIFICATION Kristy L. Cahoon1, Daniel J. Weigel1; 1University of Nevada, Reno — Attribution and blame theories (Weiner, 1986; Alickie, 2000) were used to explain different causal dimension and blame ratings of university students (n=157) who were presented with target adolescents experiencing an unplanned pregnancy. Targets varied in race, gender, age, and justification for the pregnancy. Racial attitudes, and religiosity were also investigated.
E251
YOU'RE HIRED: THE IMPACT OF APPLICANT RACE, FACIAL FEATURES, AND JOB LEVEL ON HIRING RECOMMENDATIONS
Michael S. Butchko1, Randall A. Gordon2, Jon C. Pedersen2, Matthew C. Daly3; 1Ball State University, 2The University of Minnesota Duluth — Evidence for category-based and feature-based stereotyping was found in a study that manipulated the race and facial features of applicants being considered for low and high-level jobs. Feature-based stereotypes did not directly impact hiring recommendations, but did affect both attributional judgments and salary recommendations for the applicants.

E252
JUDGMENTS OF WARMTH AND COMPETENCE RELATED ABILITIES ARE BIASED ACCORDING TO MIXED STEREOTYPES
Rickard Carlsson1, 1Lund University — 136 students judged the empathic and cognitive ability of individuals who had identical merits, but differed in whether they belonged to a group stereotyped as warm but incompetent or to a group stereotyped as cold but competent. Their judgments were biased in a mixed pattern consistent with the stereotype content.

E253
IT'S NOT WHAT YOU SAY, BUT WHO YOU ARE: POLITICAL ORIENTATION, TARGET RACE, AND EDITORIALS
Sara Richardson1, Koli Nordahl1, Robert Murphy1, Helen C. Horton1; 1University of Northern Iowa — Participants read an editorial for or against universal health care supposedly written by an African American or European American man. Liberals rated the editorial as more convincing when it was written by the African American author than the European American author, regardless of stance, whereas conservatives did the reverse.

E254
THE ROLE OF PERSONALITY DURING STEREOTYPE EXPECTANCY VIOLATION: A PSYCHOPHYSIOLOGICAL APPROACH
Ivo Gyurovski1, Cheryl Dickter; 1College of William and Mary — Participants completed an impression formation task where stereotypical information was followed by a picture. Results showed that the P300 amplitude of the ERP is largest when Black targets follow the presentation of stereotypically White behaviors. Need-for-closure and authoritarianism predicted the amplitude of this and other ERP components during expectancy-violating trials.

E255
SEX DIFFERENCES IN VALUES DETERMINES RELIGIOUS RACISM
David Matz1, Deborah Hall2, Wendy Wood3; 1Augsburg College, 2Arizona State University, 3University of Southern California — To the extent that religious racism stems in part from the values that underlie religious devotion and that these values are endorsed differently by women and men we expected that the religiosity-racism relationship would diminish as the percentage of women in a sample increases. Our results support the hypothesis.

E256
CATEGORY MEMBERSHIP SHAPES PERCEPTIONS OF BEAUTY AND VALUE FOR WORKS OF ART
Margaret Sanders1, Tyler Davis1, Bradley C. Love1; 1The University of Texas at Austin — Subjects learned to classify abstract paintings as art student or museum pieces. While central (i.e., typical) category members of the museum category were viewed as more beautiful and valuable, the opposite pattern held for art student pieces. We evaluate these findings in light of fluency and beauty-in-averageness effects.

E257
FLIRTING WITH THREAT: WOMEN’S VERBAL BEHAVIORS CONFLICT WITH NON-VERBAL CUES
Rachel Sackman1, Avi Ben-Zeev1; 1San Francisco State University — Women under stereotype threat may use flirtation as a coping mechanism unconsciously, despite disavowing the use of flirtation explicitly. Women under threat were perceived as displaying significantly higher frequencies of non-verbal facial and bodily flirtation behaviors but not verbal flirtation behaviors.

E258
GROUP INVOLVEMENT AND THE REJECTION IDENTIFICATION MODEL
Amy M. Garcyznski1, Richard D. Harvey1, Rachel E. Tennial1; 1Saint Louis University — The Rejection-Identification model examines how people cope with discrimination through identifying with their groups, which bolsters well-being. However, it is uncertain how identification leads to well-being. This study determined that group involvement mediates the identification and well-being relationship suggesting that the benefits of identification are contingent upon group involvement.

E259
ACADEMIC CONSEQUENCES OF SJBS FOR FIRST-YEAR LATINO UNDERGRADUATES: DECREASED GRADES, BUT INCREASED SENSE OF BELONGING
Dustin E. Mars1, Laurie O’Brien1, Collette P. Eccleston2; 1Tulane University, 2Syracuse University — In a longitudinal study design we explored the role of system-justifying beliefs (SJ Bs) in the academic experiences of first year undergraduate Latino students. The endorsement of SJ Bs at time 1 led to decreased GPAs at time 2, but a higher sense of belonging at the university at time 2.

E260
FEEL AGE INTERACTS WITH NEGATIVE AGING ATTITUDES TO PREDICT PSYCHOLOGICAL WELL-BEING
Steven Mock1, Richard Eibach1, Elizabeth Courtney2; 1University of Waterloo, 2Hofstra University — We tested whether natural variation and experimentally induced variation in a person’s felt age interacted with aging attitudes to predict psychological well-being. As predicted participants who felt older and who had negative aging attitudes (Study 1) or were primed with negative aging stereotypes (Study 2) felt significantly worse about themselves.

Gender

E261
PARENTHOOD AND GENDER AS POTENTIAL SOURCES OF BIAS IN EMPLOYMENT DECISIONS IN SWEDEN
Hanna L. Kusterer1, Marie Gustafsson1; 1Stockholm University — This study examined the effects of gender and parental status in a fictional recruitment situation in Sweden. Parenthood did not influence the ratings. Despite similar agency and communality ratings, the female applicant received higher competence and hirability ratings, higher salary, and were seen as more qualified than the male applicant.

Individual Differences

E262
MINDFULNESS AND SOCIAL PERCEPTION
Jessica Tipsord1; 1University of Oregon, Child and Family Center — The current study examined the relationship between mindfulness and empathy, felt connection to others, and performance on social perception tasks (e.g., inferences of others’ mental states). Results indicated that mindfulness is positively associated with empathic concern, perspective taking, felt connection to others, and greater ease in making emotion inferences.
Self/Identity

F1
A HOPPING SUCCESS: VALIDATION OF AN IAT GAME Coral M. Bruni1, Randie C. Chance1, P. Wesley Schultz2; 1California State University, San Marcos — This study examined the validity of a game version of the IAT, known as FlexiTwins. One hundred and eighty-eight students completed two versions of IAT: FlexiTwins and the traditional IAT. A significant correlation between these two versions was found. The implications for this finding are discussed.

F2
SELF-AFFIRMATION ENHANCES COPING WITH PHYSICAL DISABILITY Arielle Silverman1, Geoffrey Cohen2; 1University of Colorado at Boulder, 2Stanford University — The impact of self-affirmation was tested in a group of blind students attending a blindness skills training program. Students completed an affirmation or control exercise and their training performance was assessed. Affirmation led to improved grades and adjustment. Implications of self-affirmation theory for people with disabilities are discussed.

F3
THE ROLE OF ALCOHOL IDENTITY IN COLLEGE STUDENTS’ RISKY DRINKING PRACTICES Brittany Bannon1, Heather M. Gray2, Debi A. LaPlante3, Nalini Ambady1; 1Tufts University, 2Cambridge Health Alliance, Harvard Medical School — We developed and validated an easily-administered implicit measure of alcohol-related self-identity, the Alcohol Identity Implicit Association Test (AI-IAT). College students completed the AI-IAT and measures of risky drinking behaviors at three phases across seven months. The AI-IAT reliably measured implicit alcohol identity and predicted future engagement in risky drinking practices.

F4
THE IMPACT OF SELF-RELEVANT REPRESENTATIONS ON SCHOOL BELONGING FOR UNDERREPRESENTED NATIVE AMERICAN STUDENTS Rebecca Covarrubias1, Stephanie A. Fryberg1; 1The University of Arizona — Two studies examined the impact of role models on school belonging for underrepresented Native American (NA) middle-school students. Analyses revealed that identifying increasing numbers of self-relevant role models (Study 1) and exposure to self-relevant role models (Study 2) increases school belonging for NA students, but not for European American students.

F5
MOTIVATED INDEPENDENCE: IMPLICIT PARTISANSHIP PREDICTS POLITICAL JUDGMENTS AMONG SELF-PROCLAIMED INDEPENDENTS Carlee Beth Hawkins1, Brian A. Nosek2; 1University of Virginia — People may identify as politically independent to appear objective, even when they are not. We administered a political party identification IAT to predict implicit and explicit attitudes toward new public policy proposals. Independents’ implicit partisanship predicted political judgment, and more strongly for implicit than explicit policy preferences.

F6
THE IMPACT OF IMPLICIT EGOTISM ON THE BEAUTIFUL-IS-GOOD PHENOMENON Chris Bartak1, Mauricio Carvallo2, Matthew Findley3; 1University of Oklahoma — This study explores whether sharing trivial self-attributes with another individual influences personality trait ratings of the individual, and the extent to which self-threat and self-affirmation influences those ratings. Higher implicit self-esteem individuals rated those with names resembling their name more positively. The effect was stronger in the self-threat condition.

F7
SKIN TONE PREFERENCES AND SELF-REPRESENTATION IN HISPANIC CHILDREN Erin Kaufman1; 1University of Washington — Fifty-two 5-7 year old Hispanic children’s skin tone preferences and self-representations were investigated through an updated replication of Clark and Clark’s seminal coloring task. Effects of assessor race on subject responses were examined. Results show a preference for lighter skin tones; examiner race had a significant impact on subject responses.

F8
SOLVING THE UNSOLVABLE: THE EFFECTS OF SELF-EXPANSION ON GENERATING SOLUTIONS TO IMPOSSIBLE PROBLEMS Brent A. Mattingly1, Gary W. Lewandowski, Jr.2, Rachel E. A. Carson1; 1Ashland University, 2Monmouth University — Participants engaged in a high or low self-expansion activity and then completed a set of anagrams (3 solvable, 3 impossible). Results indicated that individuals in the high (vs. low) expansion condition generated solutions for more impossible anagrams, whereas there was no difference in the number of solvable anagrams correctly solved.

F9
A META-ANALYTIC REVIEW OF THE RELATIONSHIP BETWEEN INTERNALIZED HOMOPHOBIA AND RELATIONSHIP SATISFACTION IN SAME-SEX COUPLES David Matthew Doyle1; 1Tulane University — This review synthesized research examining the relationship between internalized homophobia and romantic relationship satisfaction among sexual minorities. Meta-analytic procedures tested fixed and random-effects models across 18 studies (total N = 4,480). An inverse relationship between the two key variables was identified, r = -.21, p <.001, moderated by sample type.

F10
SELF-COMPASSION, INTERPERSONAL CONFLICT RESOLUTIONS, AND WELL-BEING Lisa M. Yarnell1, Kristin D. Neff2; 1The University of Texas at Austin, 2University of California, Berkeley — We investigated self-compassion’s influence on the balance of self and other. Undergraduate participants described conflicts with mothers, fathers, and romantic partners; choice of self-prioritization/compromise/self-subordination; authenticity of this choice; and turmoil and well-being experienced. Self-compassion led to compromise and authenticity. Compromise partially mediated a positive association between self-compassion and well-being.

F11
EFFECTS OF ATTACHMENT PRIMES ON SELF-STRUCTURE Sara Bozeman1, Carolin J. Showers1; 1University of Oklahoma — This study explores the effect of attachment primes on self-structure. After experiencing an attachment prime (secure, insecure or neutral), participants completed a self-descriptive card-sorting task to assess self-structure. Both secure and insecure attachment primes led to greater self-compartmentalization, suggesting that people who think about important relationships simplify their self-structure.

F12
THE AUTOMATIC ACTIVATION OF SELF-EVALUATIVE GOALS IN RELATIONSHIP CONTEXTS Serena Chen1, Michael W. Kraus1; 1University of California — Four experiments tested the hypothesis that self-evaluative goals pursued in significant-other relationships are automatically elicited when a significant-other representation is activated. Together,
the results show that significant-other priming activates self-verification goals, resulting in the pursuit and receipt of self-verifying appraisals from others, as well as more global appraisals of authenticity.

F13

AGE DIFFERENCES IN BICULTURAL IDENTITY INTEGRATION: QUANTITATIVE AND QUALITATIVE PERSPECTIVES IN A NATIONAL SAMPLE Katharine Gilson1, Jennifer Pals Ligendahl2, Margaret Bishop2, Veronica Benet-Martinez3; 1University of Minnesota, 2Haverford College, 3Pompeu Fabra University, University of California at Riverside—This study examined age differences in Bicultural Identity Integration (BII) among 2nd generation bicultural Americans. A national bicultural sample aged 18-65 completed an on-line survey. Results showed that age was positively correlated with the Harmony component of BII, demonstrating that older adults experience less bicultural identity conflict than younger adults.

F14

CULTURE AND THE DISTINCTIVENESS MOTIVE: CONSTRUCTING IDENTITY IN INDIVIDUALIST AND COLLECTIVIST CONTEXTS M. Becker1, V. L. Vignoles2, and 38 members of the Culture and Identity Research Network; 1University of Sussex—Some portray the identity motive for distinctiveness as specific to individualist cultures. Across 21 cultural groups, this motive was no weaker in collectivist than in individualist cultures. However, members of collectivist cultures tended to base their distinctiveness more on social position, and less on difference and separateness.

F15

BICULTURAL IDENTITY AND HEALTH BEHAVIORS: EFFECTS OF IDENTITY INTEGRATION AND CULTURAL CONGRUENCE Priya Kamat1, Wendi L. Gardner2; 1University of Minnesota, 2Northwestern University—Asian American participants read a health message regarding a behavior that is either stigmatized by Asian culture or not stigmatized by Asian or American cultures. Results indicate that message effectiveness depends on the experience of cultural identities, as integrated or distinct, and perceptions of each group’s view toward the behavior.

F16

BICULTURAL TERROR MANAGEMENT: THE ROLE OF PERSONAL NEED FOR STRUCTURE AND BICULTURAL EXPERIENCE Rui Zhang1, Erik H. Faucher1, Jeff Schimel1, Kim A. Noels1; 1University of Alberta—Two studies were conducted to examine terror management processes among biculturals. In study 1, need for structure and bicultural identity were found to influence each other when mortality was salient. Study 2 found recalling bicultural conflict was most threatening to integrated biculturals. Implications for TMT and biculturalism will be discussed.

Self/Identity

F17

BETTER AND MORE HUMAN THAN OTHERS: SELF-BIASES ACROSS CULTURES Steve Loughran1; 1University of Kent—Westerners see themselves as better (self-enhancement) and more human (self-humanizing) than average. We measured both biases in fifteen nations: Australia, Belgium, China, Estonia, Germany, Hungary, Italy, Japan, Peru, Singapore, South Africa, South Korea, Spain, USA, & Venezuela. We found both biases in all nations, although their intensity varied across nations.

F18

THE BEST AND WORST TIMES: IDENTITY AND EMOTIONAL APPROACH MATTER Keith Cox1, Joshua Swenson2, Dan McAdams1; 1Northwestern University—Recent research suggests analytical processing of intensely negative life events and savoring of intensely positive life events yields greater well-being. Such research, though, neglects identity in investigating emotionally intense life events. The current study shows that identity processes, and not just emotional approach, are important for well-being.

F19

KNOWING A GOOD THING WHEN YOU SEE IT: FEMALE-ENGINEER IDENTITY INTEGRATION AND CREATIVE IDEA SELECTION Cathleen Clerkin1; 1University of Michigan—This study examines the relationship between identity integration and creative idea selection among female engineers. We found that female engineers who perceived more compatibility between their gender and career identities (high integrators) performed better on a creative idea selection task—i.e. correctly selecting successful video games for girls.

F20

WEIGHT AND APPEARANCE CONCERNS IN A NEW TECHNOLOGICAL ERA Eileen V. Pitpit1, Kimberly McClure1, Valerie A. Earnshaw1, Nicole Overstreet1, Amy Huntington1, Diane M. Quinn1; 1University of Connecticut—We studied the psychological consequences of body image concerns on a widely popular social networking site (Facebook). Over 250 adults completed an online survey. Results showed that gender, self-perceived weight, trait self-objectification, and body image concerns significantly predicted psychological distress levels in response to photos being posted of them online.

F21

MERITOCRACY DECREASES WOMEN’S INGROUP COMMITMENT IN THE FACE OF SEXISM Ellen E. Newell1, Shannon K. McCoy1; 1University of Maine—Does the belief in meritocracy moderate women’s ingroup-commitment in the face of sexism? When sexism was salient, the more women endorsed meritocracy the lower their ingroup-commitment (e.g. less feminine language, increased blaming of women for their disadvantage, and less feminine self-ratings). No relationships were observed in the non-sexist condition.

F22

PREDICTORS OF ATTITUDES TOWARD FEMINISM IN WOMEN OF COLOR: A PATHWAY MODEL OF FEMINIST IDENTITY L. E. Hunter1, Rachael D. Robnett1, Kristin J. Anderson2; 1University of Michigan, 2University of California, Santa Cruz, 3University of Houston—This research investigated whether predictors of attitudes about feminism differ depending on participant ethnicity. Structural equation modeling revealed that sexism, women of color feminist ideology, and stereotypes about feminists differentially predicted attitudes toward feminism in Black, Latina and White participants. These findings support a pathway model of feminist identity development.

F23

INVESTIGATIONS OF GROUP AFFIRMATION: TYPE OF THREAT, LEVEL OF THREAT AND POTENTIAL MECHANISMS Debra Bunyan1, Jim Blascovich1; 1University of California, Santa Barbara—Can a group-affirmation overcome threats to the self, and if so, how? Preliminary results suggest that a group-affirmation can increase the acceptance of negative health information by making group membership salient, thereby increasing an individual’s tendency to rate themselves highly on positive traits that have been associated with the group.

F24

GAINING INSIGHT INTO IDENTITY FUSION: MEASURING IDENTITY FUSION USING A NEW VERBAL MEASURE Matthew Brooks1, Michael Buhrmester1, Angel Gomez2, William B. Swann Jr.3; 1University of Texas, 2UNED, Madrid, Spain—The existing pictorial measure of identity fusion has been successful, but is potentially problematic. To address this, and increase our understanding of fusion, we introduce a verbal measure of fusion. Previous fusion findings are replicated, with verbal fusion outperforming the pictorial fusion measure as well as traditional group identification measures.
F25 SOCIAL IDENTITY COMPLEXITY UNDER A SINGLE SOCIAL DIMENSION
Brandon Nakawaki1; 1Claremont Graduate University — Two studies explore whether patterns of social identity complexity (SIC) emerge using only two ingroups, and whether those ingroups can be subgroups of the same social dimension (e.g., race or ethnicity). Prior patterns of SIC are partially replicated with some notable differences. Theoretical and practical implications and limitations are discussed.

F26 HOMEOSTASIS BELIEFS INCREASE THE ACCURACY OF POSITIVE AFFECTIVE FORECASTS
Caitlin Burton1, Helena Kim1, Jason E. Plaks2; 1University of Toronto — Homeostasis beliefs (HBs) reflect the extent to which individuals believe that positive and negative life events “even out” in the long term. Students primed with high rather than low HBs made significantly smaller affective forecasting errors when predicting how happy they would be after succeeding on an upcoming midterm test.

F27 NARCISSISTS ARE LESS TOLERANT OF NARCISSISTIC BEHAVIOR
Harry Wallace1, Benjamin Scheiner1; 1Trinity University — Participants reported their willingness to engage in specific opportunistic and antagonistic behaviors. Then they reported how bothered they would feel in response to experiencing the same opportunistic behaviors, perpetrated by someone else. Narcissists held a double standard by expressing more willingness to experience and less tolerance for being antagonized.

F28 ROLES, RELATIONSHIPS, AND THE GOOD/BAD ME: SELF-ASPECT DESCRIPTIONS AND EVALUATIVE ORGANIZATION OF SELF-KNOWLEDGE
Jeni C. Presley1, Alicia Limke1, Patrick B. Mayfield1; 1University of Central Oklahoma — Little is known about the link between evaluative organization and the self-aspect categories generated by participants to describe themselves. For this study, independent coders sorted the labels participants generated into the categories noted by McConnell (in press). Relationship- and role-based descriptions were more integrative than were affectively- and goal-based descriptions.

F29 SELF-AWARENESS, INTERDEPENDENCE, COMPASSION, & GROWTH: DEVELOPMENT OF A QUIET EGO SCALE
Kateryna Boyce1, Heidi Wayment1, Jack Bauer1; 1Northern Arizona University, 2University of Dayton — Exploratory and confirmatory factor analyses (N = 1158) revealed a reliable measure of “quiet ego” characteristics that showed strong positive correlations with self-compassion, and mindfulness; moderate positive correlations with self-determination; and moderately negative correlations with anxious/ambivalent attachment styles. Discussion focuses on the potential importance of a multi-dimensional quiet ego scale.

F30 APPEARANCE AND HUMAN ESSENCE: TWO BINDS MORE WHEN A THIRD-PERSON PERSPECTIVE IS TAKEN
Nangyeon Lim1, Kimin Eom1, Eunkook M. Suh2; 1Yonsei University, Seoul, Korea — This study finds that viewing the self with a third-person perspective increases the belief that a person’s essence is reflected in more visible aspects. Third-person perspective taking increased the belief that a person’s essence changes with appearance, and also increased the estimated ripple effect caused by change in appearance.

F31 ACTIVATION AND SUPPRESSION OF SUPERORDINATE SOCIAL CATEGORIES DEPENDS ON RELEVANCE FOR SUBGROUP COMPARISONS
Beatriz Lloret1, Maria Popa Roch1, Sven Waldzus1; 1CIS-ISCTE IUL — One particular type of multiple identities is dual identification defined as individual’s simultaneous identification with a subordinate category and with a superordinate category (SC). Results suggest that when an SC is relevant for intergroup comparisons the salience of subgroup categorization inhibits the salience of identity on the superordinate level.

F32 CLUSTERING IDENTITY: AN EXAMINATION OF CLUSTER PROFILES ON THE CROSS RACIAL IDENTITY SCALE
James Telesford1, Rodolfo Mendoza-Denton1, Frank Worrell2; 1UC Berkeley — Cluster analysis revealed 6-different racial identity attitude profiles on the Cross Racial Identity Scale: Multiculturalist, Miseducated Variant, Immersion, Assimilationist, Assimilationist-Humanistic, and Afrocentric. These profiles differed significantly on various measures of psychological well-being, academic achievement, and rejection sensitivity. These findings are discussed in terms of education policies and racial socialization strategies.

F33 SOCIAL IDENTITY AND IDENTITY THREAT ALTER PERCEPTION OF PHYSICAL DISTANCE
Y. Jenny Xiao1, Rimma Rovinskaya1, Liat Segal1, Abigail Mengers1, Christina Roylance1, Jay J. Van Bavel1; 1New York University — We hypothesized that social identity and identity threat would interact to alter representations of physical reality (distance). Yankees (vs. non-Yankees) fans perceived a threatening out-group stadium (Fenway Park) as closer. Under identity threat, NYU affiliates perceived Columbia University to be closer than non-affiliates; this effect was reversed under identity affirmation.

F34 SECURITY IN UNCERTAIN TIMES: THE EFFECT OF SELF-CONSTRUAL ABSTRACTNESS ON ANXIETY OVER UNCERTAINTY
Arefou Cavanaugh1, Kate Sweeney1; 1University of California, Riverside — People inevitably face moments of uncertainty regarding life outcomes, and react to this uncertainty with varying amounts of anxiety. We examined self-construal abstractness as a key predictor of anxiety over uncertainty in three studies. We find that anxiety over uncertainty is mitigated by both primed and “trait” self-construal abstractness.

F35 PSYCHOLOGICAL COST OF AVOIDING REALITY IS THE LOSS OF SELF-ESTEEM AND SENSE OF AUTHENTICITY
Naoki Kawasaki1, Takaki Fukumori2; 1Hokusho University, 2University of Tokushima — Ignoring true information may protect our self-esteem (SE), but only at a cost to the sense of authenticity(SOA). Reality Avoidance Scale was developed and using the scale suggested that reality avoidance was related to decreased SE and SOA, however the lowered SE was offset by the loss of the SOA.

F36 CHOOSE YOUR WORDS WISELY: METHODOLOGICAL CHALLENGES IN MEASURING PATIENT DECEPTION IN MEDICAL APPOINTMENTS
Jodi Grace1, Tiffany Smith1, Chip Timmons1, Giselle Inoa1, Kathryn Drumheller1; 1St. Thomas University — Patients may lie to medical practitioners to protect desired identities and may underreport instances of such deception on surveys, creating methodological challenges. Using synonyms and antonyms for deception, the current study demonstrated that researchers’ word choice to assess deception affected participants’ rates of self-reported deception to medical practitioners.

F37 THE OLD ME: HOW IMPLICIT/LAY THEORIES OF DEVELOPMENT ALTER PERCEPTIONS OF PAST SELVES AND EVENTS
Cindy Ward1, Anne E. Wilson1; 1Wilfrid Laurier University — Temporal self-appraisal theory suggests that to maintain a favorable current self-image, people often derogate distant past selves and subjectively distance negative events; however, in two studies we demonstrate that lay theories moderate these effects. Only incremental theorists (and not entity theorists) derogated past selves and distanced negative events.
F38 ATTEMPTING CHALLENGES AND THEORIES OF CHANGE  Daniel A. Nadolny1, Grainne M. Fitzsimons1, Steven J. Spencer2; 1University of Waterloo – This research tests the hypothesis that incremental theories of change lead people to attempt more challenging tasks. Participants’ theories of change were manipulated, followed by a challenging math test. Participants with incremental theories attempted to answer more questions and spent longer on the test than those with entity theories.

F39 ACHIEVEMENT MOTIVATION AS A FUNCTION OF ASSIMILATION AND DIFFERENTIATION NEEDS  DeLeon Gray1, Kimberly Rios Morrison2; 1The Ohio State University, 2University of Chicago – We tested whether construing success as a means of satisfying assimilation or differentiation needs would increase motivation to achieve. Participants demonstrated increased self-regulatory performance on a word task (Boggle) when they perceived success as a means of regaining an optimal personal identity.

F40 DOES SELF-ENHANCEMENT PROMOTE GOAL PERFORMANCE AND SELF-PROTECTION? AN EXPERIMENTAL ANALYSIS  Erin M. O’Mara1, Lowell Gaertner2; 1University of Tennessee – We manipulated self-enhancement to assess its causal effect on goal-performance and self-protection. Participants (via random assignment) (a) self-enhanced, self-deprecatored, or neither (control) regarding creativity, (b) completed a creativity test, and (c) received success or failure feedback. Self-enhancers generated more test solutions and, following failure, most vehemently derogated the test’s validity.

F41 ACTING OBAMA: CUEING ACADEMIC ENGAGEMENT IN COLLEGE STUDENTS  George Smith1, Daphna Oyserman1; 1University of Michigan – The present research examines Obama as a cue of school effort. College students are exposed to an Obama prime or a control condition and complete several measures of academic effort. Results show that Obama cues more school-focused behaviors and effort on a difficult task in both White and Black students.

F42 PREDICTING THE DESIRE TO SEEK OUT ONE’S GRADES WHEN GRADE KNOWLEDGE IS OPTIONAL  Hannah Moshontz de la Rocha1, Aaron Call1, Amelia Hart1, Erin Westgate1, Stephanie Wormington1, Kathryn Oleson1; 1Reed College – We examined individual differences in self-related concerns, fears, and theories to predict students’ projected likelihood of asking for their grades in a challenging mastery-oriented college environment. Anticipated grade-checking was positively predicted by higher concern with performance and fear of failure, and negatively predicted by entity theories of intelligence.

F43 TAKING A WIDER VIEW UNDER THREAT: THE EFFECT OF SELF-AFFIRMATION ON CONSTRUAL LEVELS  Kim Hartson1, David Sherman2; 1University of California, Santa Barbara – Researchers examined the effect of self-affirmation on construal level, a measure of broader perspective taking, among middle school students potentially experiencing stereotype threat. Results indicate that for Latino students, self-affirmation led to higher levels of construal compared to those who weren’t affirmed, suggesting that self-affirmation induces broader thinking under threat.

F44 EXPLORING ACHIEVEMENT GOALS, SELF-HANDICAPPING, AND LIFE SATISFACTION IN A CHALLENGING MASTERY-ORIENTED ENVIRONMENT  Mariah Fedorow1, Kathryn C. Oleson1; 1Reed College – We explored achievement goals (mastery-avoidance, mastery-approach, performance-avoidance, performance-approach), self-handicapping, and life satisfaction in a challenging mastery-oriented environment. Students reported high levels of both types of mastery goals and lower levels of performance-goals; self-handicapping was related positively to higher mastery- and performance-avoidance, and negatively to mastery-approach and life satisfaction.

F45 HOW A BALL MOVES ON SCREEN AFFECTS LOCUS OF CONTROL RATINGS  Mark Aveyard1; 1American University of Sharjah – A ball on screen moved among obstacles in a deterministic motion (bouncing around) or an internally-generated motion, affecting subsequent locus of control ratings. The results provide support for theories of embodiment that emphasize the importance of motor representations in higher social-cognitive processes.

F46 AN EXPERIMENTAL APPROACH TO EXPLORING HETEROSEXUAL SAME-SEX SEXUALITY: THE INFLUENCE OF CONTEXTUAL STIGMA AND SUPPORT  Mariana Preciado1, Kerri Johnson1, Anne Peplau1; 1University of California, Los Angeles – The present study is the first to experimentally examine the effect of contextual cues of stigma and support on the self-perception of same-sex sexuality among heterosexual men and women. Results indicate that contextual stigma/support significantly influences both implicit and explicit self-perceptions, moderated by level of pre-manipulation self-reported same-sex sexuality.

F47 UNCONSCIOUS CUEING OF SELF VERSUS SOCIAL STANDARDS  Matthew Sanders1, Leonard Martin1, Chris Burgin1, Steven Shirk1; 1University of Georgia – Numerous factors can influence people’s reliance on self versus social standards. We associated the color of a computer screen with using or not using one’s self standards. Participants were more likely to use the self standards in subsequent unrelated evaluations made in the presence of the “use feelings” cue.

F48 THE ROLE OF COMPATIBILITY AND IDENTITY IN PREDICTING HELPSEEKING BEHAVIOR AMONG FIRST YEAR UNIVERSITY STUDENTS  Miki Talebi1, Kimberly Matheson1, Hymie Anisman1; 1Carleton University – Online studies demonstrated that among university students, there is a fear of stigmatization (by self and others) for seeking help for academic related issues. Depending on cultural factors (first generation students and those from abroad) these relations were tied to a mismatch between home and school life compatibility.

F49 SELF-BELIEF CHANGE AND SELF-CONCEPT CLARITY  Andrew Hertel1; 1St. Olaf College – I tested the role of self-concept clarity in self-belief change across two experiments in which participants received self-relevant feedback. The first demonstrated that self-concept clarity is bolstered by self-verifying feedback. The second demonstrated that self-beliefs are more likely to change when self-concept clarity is maintained.

F50 THE IMPLICIT ASSOCIATION TEST AND ETHNIC IDENTITY CENTRALITY  Brandon Carlisle1, Joshua Meadows1, Carolyn Murray1; 1University of California, Riverside – This study examined the centrality of ethnic identity in African Americans and its effect on potential biases as these are revealed in responses to the Implicit Association Test (IAT). Individuals displaying high ethnic identity centrality reported higher levels of in-group preference. Results are discussed with regard to internalizing implicit biases.

F51 I APPROACH, THEREFORE I AM. I AVOID, THEREFORE I AM NOT: MOTOR RESPONSES AND SELF-INFERENCE  Cynthia Gang1; 1University of California, Santa Barbara – By examining first-person epistemology from an embodied cognition perspective, I propose that our self-concept incorporates our bodily experiences. I conducted two studies examining
the impact of approach and avoidance movements on self-related perceptions and trait judgments. The results suggest that we use the body to understand who we are.

F52
SEX AND MUSCLE CARS: THE ROLE OF CARS IN BUFFERING THREAT TO SEXUAL VIRILITY  
David de Jong1, Geoff MacDonald2; 1University of Rochester, 2University of Toronto — In two studies we assess the hypothesis that fast or powerful cars play an important role in the maintenance of masculine sexual virility. Our findings indicate that identification with fast or powerful cars buffer the threat of sexual failure among older masculine men.

F53
DO UPWARD COMPARISONS ALWAYS DECREASE ATTENTIONAL RESOURCES?  
Dominique Muller1, Marie-Pierre Fayant1,2; 1University of Grenoble, 2University Institute of France — Upward comparisons are distracting because they are threatening (Muller & Butera, 2007). Hence, being inspired by an upward target should decrease distraction. We manipulated the way upward target information is processed (comparison vs. inspiration) and assessed distraction. We find that how we process upward information influences its distracting impact.

F54
CAN’T TAKE THE SOUTH OUTTA THE GIRL (OR BOY): AMERICAN SOUTH V. NORTH REGIONAL IDENTITY  
L. Taylor Phillips1, Aneeta Rattan1, Hazel Markus1; 1Stanford University — We examine perceptions of regional identity in the face of regional context change. Although Northerners and Southerners viewed their regional identity as important, implications of regional identity vary by region. Southerners perceived their identity as significantly more portable (i.e., stable even when removed from Southern regional contexts) than did Northerners.

F55
SELF-PRESENTATIONAL PERSONAS: PREDICTING THE NUMBER AND ACCURACY OF PEOPLE’S BASIC SOCIAL IMAGES  
Ashley Allen1, Mark R. Leary2; 1Duke University, 2Duke University — This study investigated factors that predict the number of basic self-presentational personas that people use and whether their personas reflect their self-views. Participants described themselves to eight targets, rated themselves, and completed personality measures. Most participants used a small number of personas that were reasonably congruent with their self-views.

F56
FACEBOOK: A REVIEW OF PAST RESEARCH  
Robert E. Wilson1, Lindsay T. Graham1, Samuel D. Gosling2; 1University of Texas at Austin, 2University of Pittsburgh — The recent rapid growth in Facebook has been accompanied by a corresponding growth in Facebook research. To identify what has been learned, a thorough literature review was conducted, revealing four broad interrelated topics: Motivations for using Facebook, how Facebook is used in social interactions, identity presentation, and privacy/identity disclosure.

F57
DON’T TELL ANYONE YOUR POSTER IS BETTER THAN AVERAGE (LEST THEY THINK YOU DISLIKE THEIRS)  
Vera Hoorens1, Constantine Sedikides2; 1Katholieke Universiteit Leuven, 2University of Southhampton — We examined why people dislike self-superiority claims. Participants responded to a self-superiority claim and to various other comparative person descriptions. Participants responded favorably to self-superiority claims only. Ironically, their responses were mostly predicted by the views of others and particularly of them (but not the claimant’s self-view) that they inferred.

F58
EFFECT OF INTROSPECTION ON SELF-JUDGMENTS OF PERSONALITY  
Jordan Livingston1, Erika N. Carlson1, Simine Vazire2; 1Washington University in St. Louis — Common wisdom suggests that introspection is the path to self-knowledge. Recent work alternately suggests that trusting intuition results in accurate self-perceptions. Our study compared both approaches and found that the correct path depends on which aspects of the self one desires to learn about.

F59
TRIUNE ETHICS MORAL IDENTITIES ARE SHAPED BY ATTACHMENT, PERSONALITY FACTORS AND INFLUENCE MORAL BEHAVIOR  
Daria Narvaez1, Jeff Brooks1, Bradley Mattan1, 1University of Notre Dame — Three studies examined triune ethics theory (Narvaez, 2008), finding that the three moral identities—Security, Engagement, Imagination—are distinctively predicted by attachment, affective orientation, worldview and big-five personality. Each moral identity differentially predicted integrity, moral motives (self-restraint, self-reliance, social justice, social order) and action for the less fortunate.

F60
INTERSECTING IDENTITIES: IMPACTS ON WORKPLACE BEHAVIORS  
Eden-Renee Pruitt1, Monika Hudson2; 1Bard College at Simons Rock, 2University of San Francisco School of Business and Professional Studies — Participants were male and female Black, Asian, Hispanic and White professionals (N=1,129). Participants evaluated their ethnic and gendered workplace experiences, identity conflict and their resulting workplace behaviors. Overall, the findings demonstrate how identity can be mutually constitutive and how identity intersectionality may lead to differences in workplace behaviors.

F61
SELF-PRESENTATION AND ENVIRONMENTAL BEHAVIOR  
Kaitlin Toner1, Mark R. Leary1; 1Duke University — This study examined effects of projecting environmentally friendly or unfriendly images on public and private donations to environmental causes. When donations were public, participants who conveyed eco-unfriendly images donated most, whereas those who presented eco-friendly images donated if they endorsed environmentalism. Private donations reflected environmental attitudes regardless of image condition.

F62
SELF-COMPASSION AND BODY DISSATISFACTION  
Anna L. MacKinnon1, Louise Wasylkiw2; 1University of British Columbia, 2University of Victoria — Among 189 female undergraduates, self-compassion negatively correlated with body dissatisfaction even when controlling for self-esteem. Additionally, both self-compassion and self-esteem were shown to partially mediate the relationship between body dissatisfaction and negative affect. Therefore, self-compassion may protect women from being dissatisfied with their physiques and the associated negative consequences.

F63
THROWING STONES FROM A GLASS HOUSE: SELF-PROTECTION MOTIVES AND THE CONSTRUAL OF PAST NEGATIVE BEHAVIORS  
Gregory Scott Preuss1, Mark D. Allicke1; 1Ohio University — The role of self-protection in the construal of negative behaviors was examined. Identical behaviors committed by self and others were judged. Participants felt the negative behaviors were more representative of other people than themselves and predicted they would be less likely than others to repeat these behaviors in the future.

F64
THE ROLE OF UNCERTAINTY AND THREAT IN SELF-HANDICAPPING AND OVERACHIEVEMENT  
Matthew Braslav1, Robert Arkin2; 1The Ohio State University — Uncertainty and threat motivate self-handicapping and overachievement (two strategies that share self-doubt as the essential ingredient). Self-doubtful individuals primed with a success-based identity...
showed both strategies; those primed with a failure-based identity did not. This finding underscores that threat to the competence image compels uncertain individuals to self-handicap and overachieve.

F65
SELF-CONCEPT CLARITY AND SELF-ESTEEM: A META-ANALYSIS
Natalie Nardone1, Arthur Aron1; 1State University of New York at Stony Brook — This meta-analysis examines self-concept clarity’s association with self-esteem and the influence of moderators of culture, age and gender. Including 31 independent samples of data, results show the aggregate effect size is significant, $r = .60$, $p < .001$, and the moderator of gender $Q(22) = 10.78$, $p < .001$.

F66
WHO AM I? EASE OF RETRIEVAL AND THE SELF-CONCEPT
Robert M. Arkin1, Jean G. Hancock1; 1Ohio State University — Only high self-concept clarity individuals experienced a loss in self-esteem when challenged to defend important self-attributes. Replicating the ease of retrieval effect, these losses were provoked by feelings of difficulty producing supporting evidence for one’s self-attributes. Unclear individuals were unaffected, seemingly because their sense of self is chronically unsettled.

F67
A SOCIAL ADVANTAGE TO UNSTABLE SELF-ESTEEM: INCREASED BEHAVIORAL FLEXIBILITY UNDER STRESS
Susan Wiese1, Robin Vallacher1; 1Florida Atlantic University — Although research purports clear advantages to having stable self-esteem, this study presents a possible advantage to instability by showing that those with unstable self-esteem show higher levels of behavioral flexibility in a stressful social situation than those with stable self-esteem. Results suggest a possible benefit in having unstable self-esteem.

F68
ENHANCED FEELINGS OF SELF-COMPETENCE AS AN AMPLIFIER OF GROUP MEMBERSHIP AND GROUP ENTITATIVITY
Takuya Tabata1, Tomoko Iekami1; 1Osaka City University — From the perspectives of the broaden-and-build theory of positive emotions and self-expansion theory, the present study examines whether an enhanced feeling of self-competence amplifies group membership and perceived group entitativity. The results from a laboratory study supported our predictions but only for individuals with high trait self-esteem.

F69
DISTRACTING PEOPLE FROM UNCERTAINTY INCREASES SELF-ENHANCING PREFERENCES
Aaron Wichman1; 1Western Kentucky University — An experiment was conducted to test the role of distraction as a determinant of self-esteem related uncertainty responses. Results indicated that after uncertainty induction, people prefer self-improvement programs which are framed in terms of their most important self-esteem contingencies, but only if they additionally have been distracted from their uncertainty.

F70
WORKING MEMORY CAPACITY IS INCREASED, FOLLOWING MEANING THREATS
Daniel Randles1, Martens Jason1, Heine Steven1; 1University of British Columbia — Results from the study (N=105) suggest that working memory is increased, following exposure to a subliminally presented meaning threat. This increased ability may explain why participants are better able to implicitly learn patterns, even without being told to, following meaning threats.

F71
SOCIAL COMPARISON TRANSITIVITY AND SECOND ROUND EFFECTS ON SELF-JUDGMENTS
Dorian Bloom1, Mark Alicke1; 1Ohio University — The present study tested whether learning about a current competitor’s future undertakings has a predictable influence on self- and other-evaluations. Results demonstrate social comparison transitivity by suggesting that self-evaluation is indeed influenced by how one’s competitor does in other competitions.

F72
MINORITY-GROUP MEMBERS FEEL MORE RESPONSIBLE FOR THEIR OWN ACTIONS AND DECISIONS
Laura Dannenberg1, Nils Jostmann1, Jens Förster1; 1University of Amsterdam — Three studies investigated whether people primed with minority-group membership feel higher responsibility for their behavior than those primed with majority-group membership. In line with predictions, minority group members displayed higher responsibility for successful and failed own actions. However, they did not claim responsibility for actions they had not performed.

F73
THE ROLE OF SELF-COMPASSION IN THE SELF-REGULATION OF HEALTH-RELATED BEHAVIOR
Meredith Terry1, Mark Leary1, Sneha Mehta1; 1Duke University — Two studies investigated the role of self-compassion in the self-regulation of health-related behaviors. People higher in self-compassion—who treat themselves with kindness in difficult situations—took better care of themselves when ill, sought medical treatment sooner, and experienced less negative affect when they were ill or injured.

F74
MODES OF SELF-DIRECTED ATTENTION: DYNAMIC MODEL OF SELF-CONCEPT FORMATION AND EXPRESSION
Urszula Strawsinska1,2, Andrzej Nowak1,2; 1Florida Atlantic University, 2University of Warsaw — The dynamic model of self-regulation empirically verified in a research project consisting of four studies explains how humans manage to arrive at, maintain, and successfully act upon a coherent understanding of who they are and what their are like despite the abundance and constant influx of self-relevant, often contradictory, information.

F75
WHAT WE EXPECT BEFORE WE FAIL: OVERLY PESSIMISTIC EXPECTATION ABOUT HOW OTHERS JUDGE US
Erko Kudo1; 1Tokyo Woman’s Christian University — This study investigated whether people expect them to be judged harshly by others before their actual performances, when the outcomes are unknown. Although actors’ expectations were more pessimistic compared to observers’ actual evaluations both before and after the task, their expectations were even more pessimistic before the task.

F76
DESCRIPTIVE AND PRESCRIPTIVE NORM COMPARISONS AND THEIR IMPACT ON WORRY
Jason Paul Rose1; 1University of Toledo — When evaluating ourselves or making decisions, we can compare our own standing on a dimension to descriptive or prescriptive normative standards. The current research showed that descriptive norm comparisons (e.g., exercising more/less than peers) and prescriptive norm comparisons (e.g., exercising at/below recommendations) interact to shape worry about important health behaviors.

F77
ROLE MODEL IDENTIFICATION FOR MINORITY AND MAJORITY INDIVIDUALS: REASONS FOR SUCCESS MATTER
Rusty McIntyre1, Eric Fuller1; 1Wayne State University, 2Wayne State University — Examined the types of role models that minority and majority groups identify with, and reasons why those types of individuals are held as role models. Results indicated differences between Caucasian, African-American, and Arab-American students for the type of and reasons for identifying with particular role models.
**F78**

**NEGOTIATING THREATENED IDENTITIES: THE RELATIONSHIP BETWEEN ATTITUDES TOWARDS ONESELF AND ONE’S GROUP DEPENDS ON CONTEXT**

Kavita Reddy1, Rainer Romero-Canayas1, Geraldine Downey1;  
1Columbia University — Personal experiences of discrimination threaten the group and the individual. Reconciling needs to belong to groups and to protect self-worth, we hypothesize that in neutral situations, people will see themselves as similar to other group members, but will individualize themselves after experiencing discrimination. Findings support the hypothesis.

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**F79**

**BUFFERING WOMEN AGAINST IDENTITY THREAT IN COLLEGE PHYSICS: REDUCING THE GENDER GAP WITH SELF-AFFIRMATION**

Tiffany Sandberg1, Natalie Golaszewski1, Lindsey Newnes1, Akira Miyake1, Geoffrey Cohen2, Lauren Kost-Smith1, Noah Finkelstein1, Steve Pollock1; 1University of Colorado, 2Stanford University — A study of gender differences in a college physics class finds that men earn significantly better exam and course grades than women, and that this difference increases as a function of stereotype threat. Self-affirmation, however, buffers women against identity threat, substantially reducing the gender performance gap.

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**F80**

**THE ROLE OF PARENTS IN PREDICTING DISCREPANCY BETWEEN IMPLICIT AND EXPlicit SEXUAL ORIENTATION**

William Ryan1, Cody DeHaan2, Netta Weinstein1; 1University of Essex, 2University of Rochester — Two studies examined the role of parental control and homophobia on discrepancies between explicit and implicit sexual orientation. Results from both German and U.S. samples indicated that parental control and homophobia are associated with greater discrepancies and interact such that when both were high discrepancies were especially pronounced.

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**F81**

**THE RELATIONSHIP BETWEEN RELIGIOUS AND PARANORMAL BELIEFS**

Tiffany Sandberg1, Bonnie Bowers1; 1Hollins University — This correlational study examined relationships among paranormal and religious beliefs and the personality factor neuroticism in forty-six female students. Significant correlations were found between religious and paranormal beliefs, but no correlations were found with neuroticism. There were significant differences among faith groups in belief in pre-natural and after-life events.

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**F82**

**THE ROAD NOT TAKEN: DO PEOPLE ENGAGE IN THE CONSTRUCTION OF PARALLEL SELVES?**

Danay Novoa1, Anne Wilson1; 1Wilfrid Laurier University — We examined the concept of parallel selves (who one would be had a given event not occurred). First, we examine and describe people’s reports of self-generated parallel selves and their catalysts, then examined in more detail the parallel selves people construct in response to specific positive, negative, or neutral events.

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**F83**

**EXAMINING THE COMPONENTS OF SELF-COMPASSION AND PSYCHOLOGICAL FUNCTIONING**

Kristin Neff1; 1University of Texas at Austin — Self-compassion entails self-kindness versus self-judgment, common humanity versus isolation, and mindfulness versus over-identification. Three studies examine the relative impact of each factor on various positive, negative, and self-related outcomes. While self-judgment, isolation, and over-identification tended to be the strongest predictors, total self-compassion scores are still most strongly predictive of well-being.

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**F84**

**IN THE “I” OF THE BEHOLDER: FAMILY ENMESHMENT EFFECTS ON EMOTIONAL GAZE CUING**

Raluca Petrican1, Christopher Burris2, Morris Moscovitch1; 1University of Toronto, 2St. Jerome’s University — Very high family cohesion (enmeshment) predicts self-other attentional differentiation failures to diverse social-emotional stimuli, which mediate the negative effects of enmeshment on well-being. The damaging effect of enmeshment on wellbeing may thus stem from an acquired inability to modulate self-other identification processes based on contextual factors such as socio-emotional cues.

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**F85**

**DOING WHAT YOU THINK YOU ARE: A STUDY OF IDENTITY CONGRUENCE, STRESS AND WELL-BEING**

Randle C. Chance1, Mica Estrada-Hollenbeck2; 1P. Wesley Schultz2; 1Southern Illinois University Carbondale, 2California State University San Marcos — We report on studies that associate identity congruence with overall well-being. Study one found that individuals with high congruence between personal identity and social reality reported higher well-being than those out of congruence. Study two found that stress mediated the relationship between identity congruence and well-being and health.

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**F86**

**EXPLORING THE RELATIONSHIP BETWEEN ASIAN IDENTITY, AMERICAN IDENTITY AND LIFE SATISFACTION**

Stevie C. Y. Yap1, Isis H. Settles2; 1Michigan State University — Data from a college sample indicated that Asian and American identity were positively associated with life satisfaction. Further, involvement with American culture mediated the relationship between American identity and life satisfaction but involvement with Asian culture did not mediate the relationship between Asian identity and life satisfaction.

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**F87**

**SELF-DETERMINATION IN A NOT-SO-SELF-DETERMINED CONTEXT: QUANTITATIVE AND QUALITATIVE EVIDENCE FROM COLLEGE EDUCATION IN CHINA**

Yiwen Zhang1, Yiqun Gan2; 1University of Florida, 2Peking University — Self-determination theory was tested quantitatively and qualitatively in college education in China. Autonomy-oriented individuals experienced higher levels of challenge stress, but also exhibited enhanced academic engagement and better performance through active coping. This achievement-related self/identity development was, however, hindered by collective psychological mechanisms due to social comparisons and institutional constraints.

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**Self-Esteem**

**F88**

**SELF-ESTEEM AND PERCEIVED ESTEEM MODERATE THE CORRELATION BETWEEN NARCISSISM AND AGGRESSION**

Anthony Hermann1, Hayley Skulborstad1; 1Bradley University — This study re-examined the controversial link between self-esteem, narcissism, and aggression and explored the perceived esteem (PE)’s role. Results replicated Donnellan et al. (2005)’s negative association between self-esteem and aggression, but only for low narcissist’s. This interaction was unique to self-esteem for hostility, but to PE for physical aggression.

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**F89**

**FORM AND FUNCTION: INVESTIGATING CONTRASTING DEFINITIONS OF DEFENSIVE SELF-ESTEEM AND AGGRESSION**

Mark Oakes1, Stephanie Anglin1, Jean Buri1; 1Hamilton College, 2Rutgers University — We clarified the relationship between defensive self-esteem and aggression by examining the two functions of aggression: reactive and proactive aggression. We found that defensive SE was related to the reactive, but not the proactive, function. Moreover, the relationship varied by gender and the form of aggression (i.e., relational or physical).
**EXPLORING THE ACCURACY OF HIGHLY POSITIVE SELF-EVALUATIONS**

Erin M. Myers1; Virgil Zeigler-Hill2; 1Western Carolina University; 2University of Southern Mississippi — The present study utilized the bogus-pipeline technique to examine whether individuals with fragile forms of high self-esteem or narcissism inflate their self-evaluations as a self-presentation strategy. This prediction was partially supported such that individuals with discrepant high self-esteem and narcissism reported lower levels of self-esteem under bogus pipeline conditions.

**ACCOMMODATION VS. DEROGATION IN RESPONSE TO WORLDVIEW THREAT: THE MODERATING ROLE OF SELF-ESTEEM**

Joseph Hayes1; Jeff Schimel1; Erik H. Faucher1; David Webber1; 1University of Alberta — This research investigates the role of self-esteem in determining how people respond to worldview-threatening information. In two studies, results indicate that when mortality is salient, people with low self-esteem respond to threat by accommodating the information, while people with high self-esteem respond by derogation the source of the information.

**PORTRAIT OF CHINESE NARCISSISTS**

Huajian Cai1; Virginia Kwan2; Constantine Sedikides3; 1Chinese Academy of Sciences, 2Arizona State University, 3University of Southampton — We examined the characteristics of narcissists in China. Using two large internet samples (Ns=10,655 and 15,525), we found that Chinese narcissists are more likely to originate in one-child families, be rich, and be younger and male. Moreover, vertical individualism contributed the most to narcissism.

**LEVEL AND CONTINGENCY OF SELF-ESTEEM PREDICT THOUGHT SUPPRESSION, RUMINATION, AND SELF-REFLECTION**

Jennifer L. S. Borton1; 1Hamilton College — In the current study, individuals with contingent self-esteem were more prone to experiencing, suppressing, and ruminating about intrusive thoughts than were individuals with less contingent self-esteem. Those with high, less contingent self-esteem were most likely to engage in self-reflection. Those with contingent self-esteem may be particularly vulnerable to depression.

**THE COMMONS DILEMMA: A DENIAL OF DEATH**

Kael Nisson1; Tyler Hunt1; Britton Mace1; Darci Dixon1; Cami Sorenson1; 1Southern Utah University — The current study investigates mortality salience and its effects on consumption of resources in a simulated commons dilemma. Groups of six introductory psychology students were reminded of death before being placed in a commons dilemma activity. It is hypothesized that mortality salience slows the collapse of a common resource pool.

**POSITIVE SELF-STATEMENTS AND MOTIVATION**

Shannon Moore1; Michael Roy1; 1Elizabethtown College — The goal of this study was to determine the effectiveness of self-affirmations on motivation for those with low self-esteem. While previous research showed that positive self-statements depress the mood of those with lower self-esteem, these results show that they also motivate people with low self-esteem to increase social ties.
F103 CONTINGENCIES OF SELF-WORTH APPEARANCE SUBSCALE AS A PREDICTOR OF BODY SHAME Shiho Ushijima1, Emily Chan1; 1Colorado College – Our goal was to investigate factors that influence body shame in young adult women. Participants were recruited using Amazon mechanical turk. When BMI, CSW appearance subscale, and internalization of cultural ideals were used as predictors of body shame in a regression analysis, CSW appearance subscale was the largest predictor.

F104 NEUROPHYSIOLOGICAL IMPLEMENTATION OF MORTALITY SALIENCE-INDUCED SELF-ESTEEM STRIVING Spee Kosloff1, Jeff Greenberg2, John J. B. Allen2; 1Michigan State University, 2University of Southern Mississippi – This study explored neurophysiological foundations of terror management. During a self-esteem-relevant task, mortality salience heightened neural reactivity to errors as indexed by larger amplitude of the Error-Related Negativity (ERN). Larger ERN due to MS predicted intensified behavioral efforts to improve performance, which correlated with attenuation in death thought accessibility.

F105 DEFENSIVE HIGH SELF-ESTEEM AND PSYCHOLOGICAL MALADJUSTMENT Ashton Southard1, Virgil Zeigler-Hill2; 1University of Southern Mississippi – To examine whether individuals with defensive high self-esteem report fewer difficulties than those with genuine high self-esteem, 234 participants completed measures of self-esteem, socially desirable responding, and psychological maladjustment. Results showed that individuals with defensive high self-esteem reported lower levels of psychological maladjustment than those with genuine high self-esteem.

F106 UNDERSTANDING RACE DIFFERENCES IN SELF-ESTEEM LEVEL: THE ROLE OF CONTINGENT SELF-ESTEEM AND AUTHENTICITY Brian Goldman1, Samuel Maddox1; 1Clayton State University – We examined new potential reasons for race differences in self-esteem. The higher self-esteem experienced by African-Americans compared to Caucasians participants was partly attributable to the higher dispositional authenticity and lower general contingent self-esteem that African-Americans typically experienced, in addition to being less prone to base their self-worth on others approval.

F107 SELF-ENHANCEMENT IN WAKE OF THE 2008 U.S. PRESIDENTIAL ELECTION Christopher B. Miller1; 1Graduate Student – In two studies, the self-enhancing tendencies of individuals vis-à-vis their groups or associated others was examined in the context of the 2008 U.S. Presidential Election. Both studies involved the examination of internet supporters of major Presidential candidates. As predicted, self-enhancement was found in supporters of both candidates.

F108 THE EFFECT OF ETHNIC-IDENTITY SALIENCE AND NEGATIVE PERFORMANCE FEEDBACK ON AFRICAN AMERICANS’ IMPLICIT SELF-ESTEEM Delisa N. Young1, Luis M. Rivera2; 1California State University, San Bernardino, 2Rutgers, the State University of New Jersey, Newark – African Americans use protective mechanisms to combat self-threats, resulting in no detrimental effect on their explicit self-esteem. We tested the self-protection effect on implicit self-esteem and found that negative performance feedback tied to African Americans’ ethnicity resulted in lower implicit self-esteem, but it left their explicit self-esteem unharmed.

F109 SELF-RESPECT AND DISRESPECT: A FACTOR-ANALYTIC STUDY OF HIGH SCHOOL AND COLLEGE STUDENTS Tyler Hunt1, David Shwalb2, Cameron Brown1, Alayna Purdy1, Jenna Flynn1, Kaitlin Sevy1, Jeremy Sun1; 1Southern Utah University – This study investigated the meaning of self-respect and disrespect through a factor analysis of self-report measures based on a previous content analysis of free-response examples. A total of 1187 participants completed one of the three surveys: high self-respect, low self-respect, and disrespect. The factor analysis results will be further discussed.

F110 “I FEEL SO GOOD, IT MUST BE MINE!” INADVERTENT PLAGIARISM AND SELF-ESTEEM Aukje Sjoerdsma1, Nils Jostmann2, Rick van Baaren1, Ap Dijksterhuis1; 1Radboud University Nijmegen, 2University of Amsterdam – Inadvertent plagiarism (or cryptomnesia) is a mental illusion in which people mistakenly believe that thoughts, words or ideas encountered previously are their own original creations (Brown & Murphy, 1989). In this study, we investigate whether implicit self-esteem is related to plagiarizing others’ responses.

F111 SELF-POSITIVITY BIAS: FURTHER NEURO-EVIDENCE FROM ERP Lili Wu1, Huijan Cai1, Aishi Jiang1, Xitong Yue1, Yi Feng1; 1Institute of Psychology, Chinese Academy of Sciences – Human being possesses a positive self. By using ERP and self-reference paradigm, recent research has identified an evoked frontal-central distributed N400 underlying self-positivity bias. In this research, using similar paradigm, we further identified that the evoked centro-parietal P300 also underlie the self-positive judgment in comparison with non self-positive judgment.

F112 YOU CAN’T ALWAYS GIVE WHAT YOU WANT: THE CHALLENGE OF SUPPORTING LOW SELF-ESTEEM INDIVIDUALS Denise Marigold1, Justin Cavallo2, John Holmes3, Joanne Wood1; 1University of Waterloo at Renison, 2Columbia University, 3University of Waterloo – Participants received either negative validation or positive reframing support from a confederate after sharing a recent failure. The confederate perceived support interactions as less successful for LSEs when she offered them positive reframing support. According to coders, those LSEs were less engaged in the interaction than were any other participants.

F113 GROUP MATTERS: DEGREE OF IDENTIFICATION HELPS DETERMINE SELF-ESTEEM IN THE CONTEXT OF NEGATIVE STEREOTYPES Meredith Hartzell1, Charlene Christie1, Theanna Quantere1, Nwakaego Ukonu1; 1State University of New York, College at Oneonta – The impact of individual task performance on self-esteem is moderated by ingroup stereotypes and strength of ingroup identification. Positively stereotyped individuals with stronger affiliation who successfully completed the task had higher self-esteem. Ps who failed after being exposed to a negative stereotype exhibited lowest self-esteem when unaffiliated with the ingroup.

F114 BACK ON MY FEET AGAIN: SELF-ESTEEM PREDICTS RECOVERY FROM SOCIAL THREAT Christine Hole1, Jessica J. Cameron1, Danu Stinson1; 1University of Manitoba, 2University of Victoria – The present study examined the ability of lower and higher self-esteem individuals to recover from social threat. In contrast to those in the control, only higher self-esteem individuals exhibited a boost in their perceived regard and responsiveness, relationship satisfaction, and trait self-esteem scores two weeks after experiencing social threat.
F115 COGNITIVELY ACCESSIBLE NON-APPEARANCE-RELATED ROUTES TO SOCIAL ACCEPTANCE INCREASES WOMEN’S BODY SATISFACTION AFTER VIEWING THIN-Ideal IMAGES

Connie S.K. Poon1, Gloria H.K. Chan1, Grace W.M. Ip2; 1University of Hong Kong, 2Hong Kong Shue Yan University — Enhanced cognitive accessibility of non-appearance-related routes to social acceptance is hypothesized to increase women’s body satisfaction after viewing thin-ideal images. As hypothesized, body satisfaction after image viewing was greater among women who completed (vs. who did not complete) a task designed to enhance such cognitive accessibility just before image viewing.

F116 ADJUSTING TO DEATH: THE EFFECTS OF MORTALITY SALIENCE AND SELF-ESTEEM ON PSYCHOLOGICAL WELL-BEING

Jacob Juhl1, Clay Routledge1, Constantine Sedikides3; 1University of North Dakota, 2University of Southampton — Terror management theory asserts that mortality awareness can undermine psychological well-being for those not protected with high self-esteem. Three studies supported this claim showing that mortality salience inductions distally decreased satisfaction with life and meaning in life, and increased state anxiety for those with low (but not high) self-esteem.

Self-Regulation

F117 I CAN DO THAT: IMPLICIT THEORIES OF LEADERSHIP ABILITY AND ROLE MODEL INSPIRATION

Audrey Innella1, Eric VanEpps2, Crystal Hoyt3, Jeni Burnette2; 1University of Central Florida, 2Carnegie Mellon University, 3University of Richmond — We tested if individuals with incremental ('leaders are made') compared to entity ('leaders are born') theories respond more positively to being presented with a role model before engaging in a leadership task. After a role model prime, incremental theorists reported greater confidence and less depressed affect than entity theorists.

F118 STOLEN GLANCES: A STUDY OF SEXUAL SELF-REGULATION

Sarai Blincove1, David J. Y. Combs2; 1University of Kentucky — Formal policies and societal norms require self-regulation of sexual desires in the workplace. During a 15 minute interaction with a professionally but provocatively dressed female confederate, male participants who regulated their eye movements spent less time on a subsequent puzzle task. Implications of sexual self-regulation on workplace performance are discussed.

F119 WHAT YOU PERCEIVE IS WHAT YOU GET: A PROCESS OF SELF-CONTROL RESTORATION

Patrick Egan1, Joshua J. Clarkson2, Ed R. Hirt1; 1Indiana University, 2University of Florida, Warrington College of Business — Two studies explored the process of self-control restoration. By varying one’s lay theory about a mood manipulation, we found that both positive and negative mood can have restorative or non-restorative effects on self-control, and that this restoration process is mediated by both self-perceptions of depletion and state working memory capacity.

F120 SELF-REGULATION AS A FUNCTION OF MORTALITY SALIENCE AND PERCEIVED RELATIONSHIP TO GOD

Eric Jones1; 1Regent University — Terror Management Theory argues mortality salience terror is partially buffered by activating individuals’ worldviews, which affect social judgments and interactions. This study investigates how worldview strength moderates the effect of mortality salience in determining one’s ability to self-regulate. Results support the worldview strength/self-regulation predictions.

F121 THE INFLUENCE OF EGO DEPLETION ON THE RECEPTIVITY TO RELATIONSHIP INITIATION STRATEGIES

Gary W. Lewandowski Jr1, Natalie Ciarocco1, Michelle Pettenato3, Jessica Stephan1; 1Monmouth University — The present research examines whether ego-depletion can influence receptivity to relationship initiation by randomly assigning participants to depletion or no-depletion conditions. Afterward participants indicated receptivity to three gambit types. As predicted, ego-depleted participants were more receptive to innocuous gambits and less receptive to cute gambits compared to non-depleted participants.

F122 IMPLICIT DELEGATION OF RESPONSIBILITY: JOINT SELF-CONTROL IN CLOSE RELATIONSHIPS

Nicole Schaeffer1, Michelle vanDellen1, Evander Baker2; 1University of Georgia, 2Washington University, St. Louis — We tested whether couples use past behaviors to determine who should exert more effort on joint self-control tasks. Results indicated that participants who initially exerted self-control for the benefit of the couple continued to exert self-control on a second task if that task also benefited the couple.

F123 PSYCHOLOGICAL DISTANCE AS A DOUBLE-EDGED SWORD: THE MODERATING EFFECT OF ATTACHMENT ORIENTATIONS

Ya-Ling Wang1, Yi-Cheng Lin1, Chin-Lan Huang2; 1National Taiwan University, 2National Taiwan University of Science and Technology — This study proposes attachment orientations as a possible moderator of psychological distance effect on emotion regulation. People with different attachment orientations might react differently to the self-discrepancy as resulted from the psychological distancedistance, such that securely attached individuals would benefit from psychological distance; however, insecurely attached individuals would not benefit.

F124 CAFFEINE THwarts THE ABILITY TO REGULATE EMOTIONS

Babette M. Penuche1, Dianne Tice1; 1Florida State University — A single study tested the hypothesis that caffeine would negatively influence emotion regulation. The results suggest that people who ingested a moderate amount of caffeine and were provoked by an imaginary partner were more likely to give loud noise blasts to their imaginary partner on a competitive reaction time task.

F125 WHAT YOU DON’T KNOW CAN HURT YOU: UNCERTAINTY DEPLETES SELF-CONTROL RESOURCES

Jessica Alquist1, Dianne Tice1, Roy Baumeister2; 1Florida State University — Three studies showed that feeling uncertain impairs subsequent self-control. Participants were randomly assigned to either uncertain or control conditions. Uncertainty caused poor performance on measures of self-control and impaired self-control even more than certainty of negative outcome. Findings suggest that coping with uncertainty depletes mental energy.

F126 THE EFFECTS OF EXPRESSIVE WRITING ON SELF-DISTANCING

Jiyoung Park1, Ethan Kross1, Ozlem Ayduk2; 1University of California, Berkeley — Previous work suggests that processing a negative event through writing improves well-being. Little is known, however, about the psychological mechanisms underlying this effect. Here, we examined the role of self-distancing and found that writing about a negative event functions to distance people from their emotions, which in turn, improves well-being.

F127 TRAIT REAPPRAISAL IMPAIRS ATTENTIONAL DISENGAGEMENT FROM NEGATIVE EMOTIONAL INFORMATION

Jody Amdt1, Esther Fujimura2; 1University of Calgary, 2University of Alberta — We directly compared selective attention to angry faces in groups of high trait-suppressors and high trait-reappraisers. Trait-reappraisers showed a pronounced vigilance for
angry faces that was related not to faster orientation, but rather to slower disengagement from angry faces. We suggest that reappraisal may require sustained attention to emotional information.

F128 RESISTING A SMILE: IMPULSIVENESS AND EMOTIONAL GO/NO-GO
Martin Ryan1, Nicole Wilson1, Yuichi Shoda1; 1University of Washington — How does impulsiveness relate to executive function? In a go/no-go task with emotive faces, self-report UPPSP impulsiveness predicted error rates, and was especially predictive when subjects were required to ignore positive expressions and react to negative expressions. This suggests impulsiveness interferes with executive function when affective responses must be managed.

F129 THE EMOTIONAL PENDULUM: MOOD SWINGS, EMOTIONAL EXPRESSION, STABILITY, AND SELF-CONTROL Rebekah Layton1, Mark Muraven2; 1University at Albany, SUNY — The control of emotions should be dependent upon the ability of individuals to exert self-control. Therefore, a lack of self-control may contribute to the tendency to experience widely varying emotional extremes as well as vulnerability to unintentionally express emotions. Conversely, emotional stability could be fostered by self-control.

F130 THE INFLUENCE OF EXPECTED GRATIFICATION, AFFILIATION AND EXCLUSION ON BEHAVIORAL REGULATION Benjamin Giguere1, Caroline Camateros1, Donald M. Taylor2; 1McGill University — Two studies examined expectations of affiliation, exclusion and gratification. In S1 expecting physical activity would lead to affiliation and that failing to exercise would lead to exclusion uniquely predicted exercise over two weeks above gratification and were moderated by group attachment style. S2 extended the findings with drinking.

F131 REGULATORY FOCUS AND ALTRUISTIC PUNISHMENT: THE ROLE OF VIGILANT SELF-REGULATION IN SOCIAL DILEMMA SITUATIONS Johannes Keller1, Anne Landhäußer2, Stefan Pfattheicher1; 1Ulm University, Germany — The hypothesis that vigilant, prevention-focused self-regulation fosters individuals’ tendency to invest private resources to punish non-cooperative interaction partners in resource dilemmas (altruistic punishment) was put to the test. A series of studies consistently revealed a positive relation between prevention-focused self-regulation and the tendency to engage in altruistic punishment.

F132 ATTENTIONAL CONTROL ABILITY MODERATES SPEECH ANXIETY’S EFFECT ON PERFORMANCE Christopher Jones1, Russell Fazio2; 1Ohio State University — Participants first completed measures of speech anxiety and attentional control. In a second session, they prepared and delivered a short speech. Fear of public speaking negatively impacted performance, but only for those low in attentional control. Thus, attentional control appears to facilitate successful self-regulation during the experience of performance anxiety.

F133 STRATEGIC OPTIMISTS EXPERIENCE HEIGHTENED DEATH-THOUGHT ACCESSIBILITY USING DEFENSIVE PESSIMIST PREPARATION FOLLOWING SELF-ESTEEM THREAT Erik Faucher1, Joseph Hayes1, David Webber1, Jeff Schimel1; 1University of Alberta — Social defensive pessimists (DP) and strategic optimists (SO) were told to give an impromptu speech and were given congruent DP or SO instructions to prepare. Death though accessibility (DTA) was assessed thereafter. DTA was high among DPs in both conditions, but SOs had high DTA in only the DP condition.

F134 LEAVING OUR REGrets IN THE PAST TENSE: LINGUISTIC ANALYSIS OF REGret-REGULATORY STRATEGIES Jamie C. Farquhar1,2, Carsten Wrosch1,2, Natalie Stratton1, Ewa Kacewicz1; 1Concordia University, 2Centre for Research in Human Development, 3University of Texas at Austin — We examined the writing of 117 participants assigned to one of two different regret-regulatory strategies. We found that participants assigned to disengage from, but not undo, their regrets were more likely to let go if they used a high proportion of both negative emotion words and past tense verbs.

F135 SUPPRESSION OF DECEPTION THROUGH NONEFFORTFUL ATTENTION TO COMPELLING ENVIRONMENTAL STIMULI Kimberly E. Culley1, Carl R. Persing1; 1Marywood University — We examined whether noneffortful attention to compelling environmental stimuli attenuates deception. Sensitive questions were asked pre-/during exposure, and differences between pre/post-test responses were measured. Passive exposure to compelling stimuli was found to disrupt participants’ ability to engage in deception, and individual differences affect how compelling environmental stimuli affect deception suppression.

F136 ATTENTION, SELF-CONTROL, AND DEPLETION: USING SEMANTIC PRIMING TO CLARIFY THE PICTURE Michael J. Cahill1, Ronald T. Kellogg1, Chris Newberry1, Stephanie Parker1, Thomas L. Scott1; 1Saint Louis University — Depleted and non-depleted participants completed a semantic priming procedure and self-control measure. Strategic priming effects strongly predicted self-control and were disrupted by depletion when prime-target separation was 250ms but not 2s. Results indicate that attentional efficiency is a crucial component of self-control and depletion reduces this efficiency.

F137 THE PARADOXICAL POSITIVE RELATION BETWEEN SYMPATHETIC COMPASSION AND MISANTHROPIC TENDENCIES: THE ROLE OF PREVENTION-FOCUSED SELF-REGULATION Stefan Pfattheicher1, Johannes Keller1, Anne Landhäußer1; 1Ulm University — The present research addressed the notion that vigilant, prevention-focused self-regulation is involved in two critical interpersonal attitudes - compassion and misanthropy - and builds a basis for the positive association between the two constructs that we consistently observed in several studies.

F138 PATHWAYS TO SUICIDAL THINKING: HOPE AS A PREDICTOR OF INCREASED SUICIDAL IDEATION IN COLLEGE STUDENTS Amanda M. Shea1, Kevin L. Rand1; 1Indiana University-Purdue University Indianapolis — Positive psychological traits (e.g., hope & optimism) may buffer against suicidal ideation. In a longitudinal study of 339 college students, we measured various positive and negative constructs related to suicidal ideation. Using hierarchical regressions, we found greater hope, particularly greater pathways thinking, predicted increases suicidal ideation over time.

F139 MINDFUL AND AWARE: MEDITATION PRACTICE INCREASES NEUROPHYSIOLOGICAL RESPONSE TO ERRORS Rimma Tepel1, Michael Inzlicht1; 1University of Toronto — Meditators and non-meditators were recruited to participate in an EEG study. Meditators exhibited greater neurophysiological response to errors on a colour-naming Stroop task and actually made fewer errors than controls. Results suggest that meditators are better able to attend to their errors, resulting in improved performance on tasks of self-control.
F140  GAMBLING REPLENISHES SELF-CONTROL STRENGTH IN PROBLEM GAMBLERS  Anne Bergen1, Ian Newby-Clark1; 2University of Guelph — Does gambling replenish depleted self-control in problem gamblers? After self-control depletion, problem gamblers who did not gamble had less self-control than non-problem gamblers. This deficit was removed by playing slot machines for 15 minutes. These findings suggest problem gamblers may use gambling as a maladaptive strategy to restore self-control strength.

F141  WHY AND HOW OF GOAL PURSUITS: INTERACTIVE EFFECTS OF MOTIVATION AND CONTROL ON SUBJECTIVE WELL-BEING  E. Gaele Hortop1, Carsten Wrosch1, Marylène Gagnée1, Tal Aviram1; 2Concordia University — A six-month longitudinal study of 127 Montréal university students responding to self-report measures of perceived control, intrinsic motivation, and subjective well-being showed that baseline levels of perceived control were associated with increases in indicators of subjective well-being over time, but only among participants who were intrinsically motivated towards their goals.

F142  FINDING A PLACE FOR SELF-CONTROL: PHYSICAL LOCATIONS FACILITATE SELF-CONTROL  Emily Craddock1, Michelle R. vanDellen1, Erin K. Davison2, Rick H. Hoyle3; 1The University of Georgia, 2Duke University — The salience of physical locations may facilitate the exertion of self-control. We tested the hypothesis that because certain locations, such as the gym and library, are cognitively associated with self-control, merely considering these locations acts as a prime and increases a person’s likelihood of exerting self-control.

F143  KEEPING IT COOL: EMOTION REGULATION AMONG THE ACHIEVEMENT ORIENTED  Hannah Krebs1; 1California State Polytechnic University, Pomona — In professional settings, it is generally accepted in western society that individuals should keep their demeanor as neutral as possible. This study examined whether achievement oriented individuals endorse and utilize emotional regulation techniques in order to display neutrality. Results revealed significant relationships between achievement orientation and emotion regulation.

F144  THE FUNDAMENTAL ASYMMETRY OF REGULATING ACTION AND INACTION GOALS IN TASKS INVOLVING MULTIPLE TARGETS  Ibrahim Senay1, Wei Wang2, Kathleen McCulloch3, Dolores Albarracin2; 1Zirve University, 2University of Illinois at Urbana-Champaign, 3Idaho State University — In four experiments it was shown that people naturally pay more attention to the regulation of actions than inactions. As a result, setting a higher proportion of action goals yields more performance errors of commission and omission than setting a higher proportion of inaction goals.

F145  METAPERCEPTIONS AND ACTUAL CAUSES OF EVERYDAY HABITS  Jennifer S. Labrecque1, David T. Neal1, Wendy Wood1; 1University of Southern California — As Bem (1972) recognized, people lack insight into the causes of their situationally driven behavior. Three experiments demonstrate that this is especially true for habits, which are activated automatically by contexts. Given simple performance frequency, people misperceive the causes for their habits and strongly attribute them to goals.

F146  OPTIMISM SPECIFICITY, AFFECTIVE INCONGRUITY, AND TASK PERFORMANCE  Justin A. Wellman1, Andrew L. Geers2, Nicole D. Fairless3, Sara R. Cicchini2, Heather J. Pase1, Jacob M. Horn2; 1Hartwick College, 2University of Toledo — Dispositional and unrealistic optimism differ in important ways. Participants expected either positive or negative mood during a difficult or easy performance task. A significant four-way interaction was found between dispositional optimism, unrealistic optimism, expectation, and task difficulty on task performance. Dispositional optimists/unrealistic pessimists performed best under conditions of incongruous affect.

F147  THE USE OF THE CONSCIOUS VERSUS SUBCONSCIOUS SYSTEMS OF SELF-CONTROL DEPENDS ON EGO DEPLETION  Lile Jia1, Edward R. Hirt2; 1Indiana University Bloomington — The current study provides direct evidence that with sufficient self-regulatory resources, one’s self-control success relies primarily on a self-conscious monitoring system. When people have depleted self-regulatory resources, however, this conscious system fails and their self-control success is largely dictated by the subconscious activation of the goal to rest, or inactivity.

F148  PRAISING SELF-CONTROL: HOW THE FOCUS OF PRAISE AFFECTS SUBSEQUENT SELF-CONTROL PERSISTENCE  Lindsay C. Morton1, Mark Muraven1, Carolyn M. Pugliese1, Sarah T. Deane1; 1University at Albany, SUNY — Seventy participants completed an initial self-control task and were randomly assigned to receive praise for ability, praise for effort, or no praise. Compared to those who received praise for their effort on the first task, participants who received praise for their ability demonstrated greater persistence on a second self-control task.

F149  FRIENDSHIP BELIEFS, BODY AND MUSCLE DISSATISFACTION, AND BODY-CHANGE STRATEGIES IN YOUNG ADULTS  Mary L. Inman1; 1Hope College — Two friendship beliefs predicted body dissatisfaction and related behaviors, beyond the effects of depression and body mass in two survey studies. Believing that having the ideal body would increase friends and believing friends were concerned with the ideal body predicted body dissatisfaction and behaviors in American college women and men.

F150  THE EFFECTS OF SOCIAL EVALUATION ON THE SUSTAINABILITY OF SELF-REGULATORY RESOURCES  Kelly E. Brown1, John Maxwell1, Ginette C. Blackhart1; 1East Tennessee State University — The aim of this research was to determine whether social evaluation during completion of a self-control task would improve self-control. Participants were assigned to three groups (social evaluation/self-control, non-social evaluation/self-control, non-social evaluation/non-self-control) and later completed an anagram task. Results indicated that social evaluation did not significantly impact self-control resources.

F151  MINDLESS RESISTANCE TO PERSUASION: WHEN LOW SELF-CONTROL DECREASES YIELDING TO SOCIAL INFLUENCE  Loes Janssen1, Bob Fennis2; 1Tilburg University, 2University of Groningen — Low self-control decreases resistance to social influence attempts, increasing people’s reliance on decisional heuristics that promote compliance. However, the present research demonstrates that resistance to persuasion is not necessarily an active and effortful process: when resistance-promoting cues are salient in the influence context, low self-control facilitates behavioral and attitudinal resistance.
ONE'S IMPLICIT MOTIVATIONS

Sarah Flores1, Heather C. Lench1; 1Texas A&M University — This study examined the cognitive and behavioral costs of regulating implicit impulses. Regulation of salient implicit same-sex attraction in self-identified heterosexual participants resulted in worse performance on a standard measure of willpower. The findings suggest that group threats may exert their effects through the cost of regulation of individual impulses.

SITUATED SELF-REGULATION: USING THE ENVIRONMENT TO INFLUENCE ONE’S IMPLICIT MOTIVATIONS

Sean Griffith1, James Y. Shah1, N. Pontus Leander1; 1Duke University — The ability of the conscious mind to directly influence implicit motivation is quite limited. However, we can often indirectly manipulate our implicit motivations. Three studies tested the effect of explicit goals on participants’ reaction to goal-concordant primes in various contexts, including prompting participants to self-prime.

THE EFFECTS OF EGO DEPLETION ON PERSPECTIVE TAKING

Lauren Peterson1, Carrie Wyland2; 2Tulane University — This study explored the relationship between self-regulation and emotional perspective taking. Ego depletion, manipulated via a task requiring self-regulation, did not significantly affect performance on the perspective-taking task. However individual scores on a measure of self-control were positively correlated with performance, suggesting a link between self-control and understanding others.

SELF-CONTROL AND RELIGIOUSNESS: DOES HIGH RELIGIOUSNESS PROTECT AGAINST DEPLETION EFFECTS?

Heather Scherschel1, Traci Mann1; 1University of Minnesota — The goal of this study was to investigate the depletion patterns of people low versus high in religiousness. After an initial self-control task, participants’ depletion was measured as persistence on unsolvable anagrams. Results showed that individuals high in religiousness persisted longer on the unsolvable anagrams than individuals low in religiousness.

SELF-CONTROL AND TASK SWITCHING

Stuart J. Daman1, Mark Muraven1; 1University at Albany, SUNY — Participants who retyped a paragraph with restrictions requiring self-control did not perform differently on a subsequent executive control task. A task with greater switch cost could elucidate the relationship between task switching and self-control. Additionally, errors were correlated with task perceptions, suggesting that performance may be interpreted as task difficulty.

THE RELATIONSHIP BETWEEN SELF-COMPASSION, SELF-CONTROL, AND HEALTH

Travis Clark1, Ginette Blackhart1; 1University of New South Wales — We test the hypothesis that mimicry encourages mutual imitation. In four studies a confederate either mimicked participants’ nonverbal behaviors or not over the course of an interaction. Participants who were mimicked were found in later testing to have adopted the confederate’s readily perceptible (and experimentally manipulated) states, traits, and goals.

Does a “Depleting Environment” Foster Money Values That Lead to Impulsive Buying?

Paulina Pchelin1, Ryan T. Howell2; 1San Francisco State University — This study extends research on self-regulation and impulsive buying. Results demonstrate that SES, financial insecurity, and psychological distress create a “depleting environment” that fosters specific money values, which contribute to impulsive buying. Thus, chronic life stress might lead to regulatory failure and impulsive buying behavior.

Does Religiosity Enhance Ability to Self-Regulate?

R. Brian Giesler1, Kayln Watterson1, Katie Wainwright1, Katherine Adams1, Lindsey Joo1; 1Butler University — Participants underwent either a self-regulatory resource depleting task or not, after which all participants worked on a difficult task requiring self-control. Participants’ religiosity was then assessed. Highly religious individuals persisted longer on the difficult task if resources had first been depleted, suggesting that being religious may build self-regulatory ability.

The Cognitive Costs of Regulating Implicit Impulses

Sarah Flores1, Heather C. Lench1; 1Texas A&M University — This study examined the cognitive and behavioral costs of regulating implicit impulses. Regulation of salient implicit same-sex attraction in self-identified heterosexual participants resulted in worse performance on a standard measure of willpower. The findings suggest that group threats may exert their effects through the cost of regulation of individual impulses.
THE EFFECTS OF REGULATORY FOCUS ON THE JUDGMENTS OF PRODUCT QUALITY  
Ema Kujayama1, Koji Murata1; Hitotsubashi University — This current study aimed to replicate Werth & Foerster (2007) study 3 in Japan, and indicated that advertisements that correspond to the regulatory focus of the consumer lead to more positive evaluations of the product than advertisements that are incompatible with the regulatory focus of the consumer.

PREVENTION FOCUS MOTIVATES MAINTENANCE OF CONSISTENCY WITH PAST DECISIONS  
Shu Zhang1, Edward Tory Higgins1; 1Columbia Business School — Previous research found prevention focus predicts preference for stability (Liberman et al., 1999). The present research shows this is true even when the original alternative is dissatisfactory. Across two studies, individuals with a stronger prevention focus were more likely to maintain their original decision regardless of its success or failure.

THE MORAL CLEANSING AND MORAL LICENSING BEHAVIORS OF THE JAPANESE  
Yumi Endo1; 1Kansai University — This study examined the moral cleansing and moral licensing behaviors of the Japanese. Undergraduates participated in a guessing game on gender stereotypes. Those prejudiced against women demonstrated moral cleansing by donating more than the participants in the control condition. However, those, with no prejudices showed no moral licensing behavior.

SUBJECTIVE AND AGENCY-RELATED EFFECTS OF CONTROLLED VERSUS AUTOMATIC PROCESSING: A QUANTITATIVE REVIEW.  
Ezequiel MorSELLA1,2; Tiffany Jantz1, Jessica J. Tomory1; 1San Francisco State University; 2UC San Francisco — The notion of ‘controlled’ versus ‘automatic’ processing is central to both social psychology (as in stereotyping research) and personality psychology (as in research on self-control). We present a quantitative review of the subjective effects (including ‘sense of agency’ effects) arising from the interplay between these two kinds of processing.

OH HECK, POUR ANOTHER!: ALCOHOL IMPAIRS POST-ERROR ADJUSTMENT OF COGNITIVE CONTROL  
Sarah A. Lust1, Bruce D. Bartholow1; 1University of Missouri — This research tested the hypothesis that alcohol interferes with self-regulation, which is reflected in the negative slow wave (NSW) component of the event-related potential (ERP) following control failures in a flanker task. Sequential trial analysis showed that alcohol impaired post-error adjustment in RT, which was also apparent in neural responses.

IMPROVING CHILDREN’S WORKING MEMORY CAPACITY BY A 10 MINUTES PSYCHOSOCIAL INDUCTION  
Frederique Autin1, Jean-Claude Crozet1; 1University of Poitiers — We investigated whether working memory capacity could be improved in situation where the self-image is less at stake. We observed that 6th graders who took a working memory task while thinking their performance is the byproduct of the situation achieved better children than those in two control conditions.

PREDICTIVE VALIDITY OF SELF-REPORTED VERSUS BEHAVIORALLY-MEASURED SELF-CONTROL  
Chloe NickeSc1, Kevin Rand1; 1Indiana University-Purdue University Indianapolis — This study examined the predictive validity of two self-control assessments. Behaviorally-measured self-control predicted academic goal attainment; self-reported self-control did not. The two measures were unrelated, but the latter was strongly related to neuroticism. Behavioral tasks may represent better indices of trait self-control, and self-report measures may actually be tapping neuroticism.

SELF-REFERENCING CAN PREVENT SELF-CONTROL FAILURE  
Steven Shirk1, Chris Burgin1, Leonard L. Martin2; 1Bedford VA, Massachusetts General Hospital, 2University of Georgia — When individuals self-control, they show performance decrements on subsequent self-control tasks. However, this failure can be prevented by inducing self-referencing. We examine whether different forms of self-referencing differ in their effectiveness in preventing self-control failure. The results suggest that referencing immediate, self-descriptive information prevents self-control failure. Implications are discussed.

THE IMPACT OF INDUCED SELF-COMPASSION ON SELF-CONTROL ABILITY  
Cassie Watkins1, Jessica Williamson1, Ginette C. Blackhart2; 1University of Limerick, 2University of Southampton — Three studies examined differential recall of autobiographical memories about the self and other persons. Results suggest that recall of memories about the self and liked others evince a positivity bias, recall about acquaintances and disliked others evince a negativity bias, and that such biases are moderated by dispositional self-enhancement.

SELF-REGULATING RECALL AND RECOGNITION OF AUTOBIOGRAPHICAL BEHAVIORS ENACTED BY THE SELF AND OTHERS  
Timothy Ritchie1, Constantine Sedikides2; 1University of Limerick, 2University of Southampton — The notion of ‘controlled’ versus ‘automatic’ processing is central to both social psychology (as in stereotyping research) and personality psychology (as in research on self-control). We present a quantitative review of the subjective effects (including ‘sense of agency’ effects) arising from the interplay between these two kinds of processing.

STRESS—WHAT STRESS? THE EFFECTS OF PRIMING MINDFULNESS ON THE APPRAISALS OF STRESSFUL SITUATIONS  
Valerie Repta1, Kelly-Lyn Christie1, Hymie Anisman1, Kimberly Matheson1; 1Carleton University — Self-reported trait mindfulness was associated with more positive appraisals of personal stressors. State mindfulness, primed via a writing exercise, improved control and outcome expectation appraisals, and marginally reduced threat appraisals, but did not impact distress appraisals. These findings support the efficacy of priming mindfulness to improve stress appraisals.

IF I CONTROL YOU, DO I CONTROL MYSELF?: POWER AND AFFECT REGULATION  
Guillemo Byrd Willis1, Katerina Petkanopoulou2, Ginette C. Blackhart2; 1University of Southampton, 2University of Georgia — In the present research we examined how power influences affect regulation. In one study, powerful/powerless participants were instructed to either control their affective state or to let themselves go after a positive /negative affect induction. Powerful participants showed a better affect regulation, but only after the negative affect induction.

WHO SAYS THE MOVIES DON’T HURT? MEDIA VIOLENCE AND ITS IMPACT ON PHYSIOLOGICAL PAIN SENSITIVITY  
Ashley Gowgiel1, William McIntosh1; 1Georgia Southern University — This study tested the hypothesis that early exposure to a rated-R movie (EER-R) and exposure to a violent video would increase pain tolerance. Participants self-reported their lifetime media consumption and watched a violent/non-violent video. Results revealed that EER-R and exposure to a violent video significantly increased pain tolerance. Implications discussed.
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relationship quality, and risk communication. Credibility was predicted by overall credibility, authoritative parenting, and the perceptions of advancement opportunities. Students living away from home found continuing influence of high risk-taking by men. In Study 2 (N=124), undergraduates who viewed a segment of Animal House held more positive attitudes towards substance use and more negative attitudes towards academics compared to those who viewed a neutral film.

F179

THE INFLUENCE OF DIVERSITY CLIMATE ON PERCEIVED ADVANCEMENT OPPORTUNITIES: THE MEDIATING ROLE OF JOB SECURITY

Benjamin Liberman1; Columbia University – This study investigated the influence of diversity climate on perceived advancement opportunities. Findings revealed a minority group membership by diversity climate interaction on advancement opportunities, with mediation by job security perceptions. Although effects were stronger for minority employees, all employees had higher perceived advancement opportunities when in a pro-diversity climate.

F180

LIKE FATHER, LIKE SON: PATERNAL RISK CREDIBILITY PREDICTS INTERNALIZATION OF PATERNAL MODELING OF SUBSTANCE USE

Dimitri Putilin1; Philip Costanzo2; Duke University – A study of 246 college students living away from home found continuing influence of high risk credibility fathers on substance use and selection of substance using peers, while low risk credibility fathers exerted limited influence. Risk credibility was predicted by overall credibility, authoritative parenting, relationship quality, and risk communication.

F181

REGIONAL DIFFERENCES IN JURORS’ ATTITUDES AND KNOWLEDGE

Heather Caspers1; Helen Harton1; University of Northern Iowa – This study examined national datasets concerning attitudes toward crime and found evidence of regional differences in these attitudes in the United States, supporting dynamic social impact theory (Latané, 1996). We discussed implications of these findings for changes of venue in the criminal justice system.

F182

THE EFFECT OF MORTALITY SALIENCE ON POLITICAL ATTITUDES

Jacqueline M. Anson1; Ista Zahn1; University of Rochester – Conflicting evidence exists for clinging to existing political attitudes versus becoming more conservative under threat. This study indicates that both self-reported conservatives and liberals report more liberal attitudes when reminded of death, providing evidence that people justify the existing system regardless of its conservative or liberal nature.

F183

THE BROADER IMPACTS OF HIV AWARENESS APPEALS: IMPLICATIONS FOR CONDOM USE ATTITUDES

Kristen E. Konkel1; Justin J. Lehmiller1; Colorado State University – This experiment examined how HIV awareness appeals impact populations other than their target audience. Heterosexual participants received information suggesting that HIV/AIDS primarily affects gay men, HIV/AIDS affects everyone, or no HIV/AIDS information. Participants in the gay men condition reported feeling less vulnerable to HIV/AIDS and more negative attitudes toward condoms.

F184

THE ANIMAL HOUSE ERA: HOW UNIVERSITY-THEMED COMEDY FILMS AFFECT STUDENTS’ ATTITUDES

Louis Wasylkiw1; Michael Currie1; Mount Allison University – University-themed comedy films (Study 1; N=34) under-represented women and minorities and over-represented risk-taking by men. In Study 2 (N=124), undergraduates who viewed a
F191
THE INFLUENCE OF GENDER COMPOSITION ON THE GENDER-TYPING OF ORGANIZATIONS
Sandy Uyekubo¹, Benjamin Liberman¹, Elissa Perry²; ¹Columbia University — This study investigated whether organizations that are predominantly composed of one gender can be perceived as gender-typed. Participants reviewed an organization description that varied the gender composition of its employees. The results provide support that organizations can be perceived as gender-typed and are seen as stereotypically masculine or feminine.

F192
LABELS & LEADERSHIP: THE INFLUENCE OF STEREOTYPICAL FRAMING ON LEADERSHIP BEHAVIORS
Geoffrey Hó¹, Margaret Shih²; ¹UCLA — Leaders may emerge as a function of the stereotypic framing of tasks. It was found in one study that males (females) were significantly more likely to emerge as leaders when tasks were framed as stereotypically male (female) in mixed gender dyads.

F193
THE EFFECT OF CARBON FEEDBACK ON PERSONAL AND COLLECTIVE GUILT
Mark A. Ferguson¹, Nyla R. Branscombe²; ¹University of Calgary, ²University of Kansas — Participants received false feedback about their personal and group’s carbon emissions, and completed measures of personal and collective guilt. The results revealed that high-personal and high-collective emissions increased personal and collective guilt, respectively. Furthermore, those in the low-personal and low-group emissions condition reported the lowest personal and collective guilt.

F194
DISCRIMINATION, RELIGIOUS PRACTICE, AND COLLECTIVE SELF-ESTEEM MODERATE THE RELATIONSHIP BETWEEN RELIGIOUS DISIDENTIFICATION AND NATIONAL IDENTIFICATION
Sadia Zafar¹, Ori Talor², Michaela Hynie³; ¹York University — We examined the relationship between national identification and religious disidentification among Canadian students of Catholic, Jewish, and Muslim faiths (N=117). National identification increased with religious disidentification when perceived religious discrimination was low but decreased when discrimination was high. National identification decreased as collective self-esteem increased only with high religious practice.

F195
GETTING TO THE TABLE: ISSUE ORDER AND THE WILLINGNESS TO NEGOTIATE IN ASYMMETRIC INTERGROUP CONFLICTS
Nour Kteily¹; ¹Harvard University — The current research examines the willingness of members of groups in conflict (Israelis and Palestinians) to enter negotiations. Members of low and high power groups showed opposite preferences for proposals prioritizing vs. delaying the most difficult issues. Confirming expectations, these effects were moderated by perceptions of relative power and legitimacy.

F196
THE EFFECT OF SOCIAL EXCLUSION AND SIMILARITY ON GROUP RELATIONS: THE ROLE OF HORMONES
Robert Hiltan¹, Derrick McAdams¹, Catherine DeSoto¹, Rory Deol¹; ¹University of Northern Iowa — Being excluded or ostracized has been found to influence subsequent attitudes and behaviors of targets. Yet, there is limited research examining the potential role of hormones. The current research investigated the effect of similarity and exclusion on hormonal fluctuations (testosterone and cortisol) and the role of hormones on out-group attitudes.

F197
A NATIONAL LONGITUDINAL STUDY OF DIRECT AND INDIRECT EXPOSURE TO THE 2008 ECONOMIC MELTDOWN
Dana Garfin³, Scott Blum¹, Kristen Gamble¹, Roxane Cohen Silver²; ¹University of California, Irvine — The psychological impact of the 2008 US economic meltdown on global distress was examined in a longitudinal study of a nationally representative sample (N=975). Direct exposure (job loss, economic hardship), indirect exposure (media consumption), and demographics were assessed. Economic hardship and media exposure were both independently associated with meltdown-related distress.

F198
ENHANCING THE LIVES OF HOMELESS MEN USING A RESEARCH ORIENTED COMPUTER LITERACY COURSE
Erin Dupuis¹, Corey Phillips¹; ¹Loyola University, New Orleans — Researchers have reported a link between unemployment and poor psychological functioning. The purpose of this study was to determine the effect a computer literacy course would have on homeless men. Measures of self-esteem, non-clinical depression, perceived social support, control, and aspects of identity were administered before and after the program.

F199
CLINICIANS’ PERCEPTIONS OF SELF-EFFICACY IN TREATING SURVIVORS OF FAMILY VIOLENCE
Stephanie M. Wright¹, Karyn Hall²; ¹Peace College, ²Dialectical Behavior Therapy Center — Mental health providers were surveyed regarding the challenges of treating family violence survivors. Clinicians reported varying degrees of perceived self-efficacy in treating child abuse, child sexual abuse, and intimate partner violence survivors. Predictors of treatment self-efficacy differed by abuse type, with familiarity with relevant theoretical literature being paramount.
F204
ARE ‘THINKERS’ ‘CHOKERS’? EXAMINING THE ROLE OF COGNITION IN SPORTS PERFORMANCE OUTCOMES
Sindhuja Sankaran1, Ulrich von Hecker; 2Cardiff University – ‘Choking’ (Baumeister, 1984) is a well studied phenomenon in sport psychological research. But do some athletes ‘choke’ more than others? In the current studies so far, differences were found between Training and Competition champions as a function of the kind of prime, rumination, maladaptive perfectionism and need for cognition.

F205
THE PATH OF LEAST RESISTANCE
Brad J. Sagarin1, Kevin D. Mitnick2; 1Northern Illinois University, 2Mitnick Security Consulting, LLC – We analyze the influence principles used in a social engineering attack against a communications company and present a model of resistance based on: (a) a sense of invulnerability, (b) a failure to distinguish innocuous and sensitive information, and (c) a conflict between social norms (particularly politeness norms) and security roles.

F206
AN EXAMINATION OF PSYCHOSOCIAL BELIEFS AS PREDICTORS OF INTENTIONS TO USE SUNSCREEN AND SUNSCREEN-RELATED BEHAVIOR
Abby B. Harvey1; Andrew Karpinski1; 1Temple University – This research examined which psychosocial beliefs predict sunscreen-related behavior. A regression analysis revealed that drawbacks to using sunscreen, knowledge about photoaging effects, and perceived effectiveness of sunscreen significantly predicted future sunscreen intentions. Only knowledge about photoaging effects predicted whether participants took a sunscreen sample.

F207
CONVERGING EVIDENCE OF A MODEL FOR PROCEDURAL JUSTICE AS A DETERMINANT FOR JOINING GROUPS
Dennis Peesel1, Dana Leighton1, Dave Schroeder1, Ana Bridges1, Zach Cogburn1, Whitney Ginn1, Kristin Hilliard1; 1University of Arkansas – The current research examined the relationship among procedural justice, interactional justice (i.e., trust, respect), and group joining intentions (e.g., interest in, likelihood of joining). Two studies provide converging evidence for a general model in which perceptions of interactional justice fully mediate the relationship between procedural justice and group joining intentions.

F208
WHO SERVES WHOM?: DIFFERENCES IN LIBERALS AND CONSERVATIVES PRIORITIZATION OF GROUP VERSUS INDIVIDUAL NEEDS
Rebecca Frazier1, Brian Nosek1, Jonathan Haidt1; 1The University of Virginia – Participants indicated which of two statements they agreed with the most: (1) “The group should serve the individual” or (2) “The individual should serve the group.” Overall, results indicated that conservatives were consistently more likely than liberals to support the group-serving statement– even across a variety of different group types.

F209
COMMUNITY CRIME PREVENTION ACTIVITIES AND ATTITUDE REGARDING SUCH ACTIVITIES IN TOKYO
Seiji Shibata1, Kazunori Hanyu2, Tatsuto Asakawa3, Takahiko Shimada4, Kenji Omata5; 1Women’s University, 2Nihon University, 3Meiji Gakuin University, 4National Research Institute of Police Science, 5Surugadai University – Current status of local crime prevention activities were explored and relations among the evaluation of local crime prevention activities, attitudes regarding such activities, anxiety about crime, attachment to the neighborhood, the status of local social networks, and sociodemographic variables were investigated.

F210
AUDITORY WEAPON FOCUS EFFECT: EXAMINATION OF HIGH AND LOW PITCH VOICE IN A CRIME SCENARIO
Steven Stern1, John Mullennix1, Benjamin Grounds2, Robert Kalas3, Lyndsay Reilly1; 1University of Pittsburgh at Johnstown, 2Penn State College of Medicine, 3University of Pittsburgh – Eyewitness memory is poorer when a weapon is present. We examined if eyewitness memory was subject to the same effect. Participants listened to simulated crimes with or without guns and then selected perpetrators from voice lineups. The eyewitness effect runs opposite of the eyewitness effect; guns enhanced accuracy of identification.

F211
AMPLIFICATION OF BIASED ADVICE TO THE UNIDENTIFIED AND MANY
Sunita Sah4; Carnegie Mellon University – When advice affects a larger number of people, greater care should be taken to ensure its accuracy. Yet, contrary to this logic, we demonstrate, in two experimental studies, that advisors give more biased advice to multiple than single recipients and decrease their bias if a single recipient is identified.

F212
HUMAN-LIKE OR NOT HUMAN-LIKE?: A VIRTUAL AGENT’S GESTURING BEHAVIOR INCREASES PERCEIVED INTERACTION QUALITY AND ANTHROPOMORPHISM
Friederike A. Eyssel1; Kirsten Bergmann1, Stefan Kopp1; 1Universität Bielefeld – We investigated the effect of a virtual agent’s humanlike interaction behavior on perceived anthropomorphism and information comprehension. The virtual agent used either gaze an gesturing (or none) while describing a landscape. In the experimental condition, participants rated the interaction as more vivid and pleasant, reported better memory and more anthropomorphism.

F213
EXAMINING THE RELATIONSHIP BETWEEN CHRONIC AND TEMPORARY MOOD ON EYEWITNESS IDENTIFICATION
Kevin Rounding1, Jill A. Jacobson2, R. C. L. Lindsay2, Kristen Blackler2; 1Queen’s University – No research has examined the effects of depressed symptomatology on eyewitness identification accuracy, despite the prevalence of depression in the victim-witness experience. This study found that greater levels of dysphoria were related to greater identification accuracy. Recalling extremely sad, but not happy, memories instilled a similar accuracy advantage.

F214
EFFECTS OF SUBORDINATES’ CORE SELF-EVALUATIONS ON TRANSFORMATIONAL LEADERSHIP: EVIDENCE OF A MEDIATED MEDIATING MECHANISM
Tobias Heilmann1; Luis M. Rivera2, Klaus Jonas1; 1University of Zurich, 2Rutgers, the State University of New Jersey – The present experiments show that the influence of subordinates’ core self-evaluations (CSE) on transformational leadership is mediated by leader-member exchange (LMX), and that this CSE-LMX-relationship is mediated by similarity between leader and subordinate. Our data provide novel evidence that transformational leaders might adjust their behavior according to their subordinates’ CSE.

F215
SOCIAL SYNCHRONY IN HUMAN-COMPUTER INTERACTION
Yuanyuan Gu1, John Cacioppo1; 1University of Chicago, 2Beijing Normal University – The current research applied findings of synchrony in social psychology into an investigation of factors affecting human-computer interaction (HCI). A minimalistic paradigm was developed to examine social synchrony in HCI interface. Our two studies found an interplay between offset, frequency and range of variation plus the mediation of anthropomorphism.
F216
ATTACHMENT STYLE AND LEADERSHIP STRATEGIES  Melanie Henderson¹, William Choplak¹, Michael Erwin¹, Fiona Lee¹; ¹The University of Michigan – The current study employed both categorical and continuous measures of attachment style—one’s working model for close relationships—and explored the association between attachment orientation and leadership style. The results showed that the three primary attachment styles—secure, avoidant, and anxious—are related to different leadership strategies.

F217
PERCEIVED CAUSES OF HEALTHY WEIGHT AND OBESITY  Kristi Lenn¹, Jessica Silks¹; ¹Westem Washington University – We investigated whether people believe that obesity has different causes than healthy weight. Factor analysis revealed clear factor structure for perceived causes of obesity but ambiguous structure for healthy weight. People tend to think that obesity is due to behavioral choice but healthy weight is more biological.

F218
EFFECTS OF PERCEIVED RELATIVE DEPRIVATION ON COMMUNITY COMMITMENT AND WILLINGNESS TO PARTICIPATE IN COMMUNITY ACTIVITIES  Hiroyuki Hikichi¹, Ken-ichi Ohbuchi², Toshiaki Aoki¹; ¹Graduate School of Arts and Letters, Tohoku University, ²Graduate School of Arts and Letters, Tohoku University, ³Department of Management and Communication, Tohoku Institute of Technology – This study revealed that residents in lower social classes perceived relative poverty within community; they had weak community commitment because they feel dissimilarity with other residents in higher social classes with regard to lifestyle or property; and, therefore, they shaped low willingness to participate in community activities.

F219
EXPOSURE TO RAP MUSIC IMPROVES READING COMPREHENSION PERFORMANCE OF HIP-HOP FANS  Joshua Haag¹, Isabelle Plante¹, Mathieu Roy², Joshua Aronson¹; ¹New York University, ²Columbia University – This experimental study demonstrated that listening to rap before an exam improved reading comprehension performance of students who listen to a lot of hip-hop music and had no effect on other students. These findings suggest that environmental interventions increasing individuals’ sense of belonging might enhance their performance on related tasks.

F220
A DIARY STUDY OF SOCIAL ANXIETY, INTERPERSONAL INTERACTIONS AND HEALTH RISK BEHAVIOR IN COLLEGE STUDENTS  Kristina Wilson¹; ¹University of Illinois Urbana-Champaign – This study examined the association between social anxiety and engagement in health risk behaviors among college students using a daily diary methodology. Findings indicated that daily positive interpersonal events appear to be particularly important for those with high social anxiety in increasing their likelihood of engaging in health risk behaviors.

F221
SELF-ENHANCING EFFECTS OF EXPOSURE TO MALE AND FEMALE BODIES IN ETHNICALLY DIVERSE MEN: A FANTASY-EFFECT?  Malgorzata Skorek¹, Yarow Dunham¹; ¹University of California Merced – Exposure to TV advertisements portraying thin women, but not muscular men, had self-enhancing effects on implicit, but not explicit, self-esteem in ethnically diverse men. Racial/ethnic differences in media effects were also reported. TV advertisements have subtle effects on self-esteem that may not always be revealed using self-reports.

F222
IMPLEMENTATION INTENTIONS HAVE DURABLE EFFECTS ON CONTRACEPTIVE OUTCOMES: REDUCED PREGNANCY RATES AT TWO YEARS  Paschal Sheeran¹, Jilly Martin², Pauline Slade¹, Alison Wright¹, Tracey Dibble²; ¹University of Sheffield, ²Oxford Brookes University, ³Sheffield Contraception and Sexual Health Service – The long-term impact of implementation intentions in reducing pregnancy risk was tested among teenagers visiting a family planning clinic (N = 265). Clinic records at 2-year follow-up indicated that consultations for emergency contraception and pregnancy testing were 19% and 33% lower, respectively, compared to controls. Pregnancy rates were 43% lower.

F223
FAMILY FUNCTIONING AND ADOLESCENT SOCIAL WELL-BEING AMONG SECONDARY SCHOOL STUDENTS IN BARBADOS  Nicora Stubbs¹; ¹University of the West Indies – The study examined differences between family functioning and social well-being among Barbadian adolescents (N=171). Participants’ academic scores were used as well as instruments measuring family functioning, self-esteem and delinquency. Results indicated a family adaptability difference in adolescent self-esteem. Perceived family functioning had no significant effect on academic performance and delinquency.

F224
EMPATHY, JUST WORLD BELIEFS, AND PERCEPTIONS OF A CHILD TARGET ACROSS ILLNESS SEVERITY  Alexandra Telk¹, Doris Bazzini¹, Rose Mary Webb¹; ¹Appalachian State University – Derogation of a child victim was examined across three levels of increasing severity of illness (healthy, acid reflux, and stomach cancer). Results showed that a child suffering from cancer was rated more favorably when controlling for empathic perspective taking, but not belief in a just world.

F225
THE INFLUENCE OF EYEWITNESS IDENTIFICATION FACTORS ON ATTORNEYS’ PLEA BARGAINING DECISIONS  Caroline Crocker¹, Steven Penrod¹; ¹Graduate Center, CUNY – The influence of eyewitness evidence quality on attorneys’ plea bargaining decisions was investigated. Factors related to eyewitness accuracy were manipulated in a trial. Attorneys judged whether to offer/recommend a plea bargain to the defendant. Attorneys’ plea judgments were sensitive to lineup bias but insensitive to other factors related to accuracy.

F226
FIRST-PERSON VERSUS THIRD-PERSON VISUAL PERSPECTIVES IN VIDEOGAME PLAY: CARRYOVER EFFECTS ON BEHAVIOR OUTSIDE THE GAME  Courtney Plante¹, Richard P. Eibach¹, Lisa K. Libby²; ¹University of Waterloo, ²The Ohio State University – Participants played a racing videogame from either the first- or third-person visual perspective and then completed measures of impulsivity in unrelated domains. Those who had played the game from the third-person perspective were higher in impulsivity than those in the first-person condition.

F227
FAILURE TO REJECT A COERCED CONFESSION: A VISUAL DOMINANCE EFFECT IN VIDEO-RECORDED INTERROGATIONS  G. Daniel Lassiter¹, Heather C. Schmidt¹, Richard P. Eibach¹, Lisa K. Libby²; ¹University of Waterlooo, ²The Ohio State University – Prior work suggests that in certain instances visual information may dominate verbal information in video-recorded interrogations. Consistent with this visual dominance effect, observers’ ability to discount a confession that was preceded by a verbal threat eroded as visual access to the suspect’s facial expressions increased.
INFLUENCE OF DEMOGRAPHIC FACTORS ON VULNERABILITY TO FRAUD

Jasmine Ahmad1; Jessica Choplin1; Debra Pogrund Stark2; 1DePaul University, 2The John Marshall Law School

Many contracts contain “no representation” clauses which state that the contract signer read the contract and agree to the terms despite any contradictory verbal claims. The current study finds that many participants accepted contradictory verbal assurances and senseless explanations for discrepancy, with race and age having an effect on acceptance.

IMPACTS OF CRIMINAL TELEVISION PROGRAMMING ON PERCEPTIONS OF THE LEGAL SYSTEM

Jennifer Ma1; 1Scripps College

The current study examined the potential impacts of watching Law and Order and CSI on perceptions of the legal system. Results from a questionnaire study suggest that these programs are not interchangeable and they have differential effects on people’s views of the legal system and its players.

DEATH PENALTY VERDICTS: A CLOSER LOOK AT JUROR VARIABLES

Kristen Capuozzo1; 1University of Houston

This research investigated three juror variables, gender, education level, and occupation type, and their relationship with death penalty verdicts. Logistical regression analyses revealed a significant relationship between occupation type and verdict. Marginally significant relationships were found between education level and verdict, and the interaction between gender and occupation type and verdict.

INTENT VERSUS ACTUAL REPORTING OF CRIME: A PROCEDURAL JUSTICE ANALYSIS

Rakel P. Larson1; Steven E. Clark2; 1University of California, Riverside

The present study assessed the relationship between procedural justice, intent, and crime reporting behavior. Results from a survey completed by witnesses and victims of crimes suggested that measures of procedural justice predicted intent to report crime, intent predicted reporting behavior, but procedural justice was not directly associated with reporting behavior.

ATTACHMENT PERSPECTIVE ON SUPPORTIVE LEADERSHIP: PROVIDING A SECURE BASE AND SAFE HAVEN AT WORK

Daniel McAllister1, Kelvin Pang1; 1National University of Singapore

From an adult attachment perspective, supportive leaders engender felt security in followers by demonstrating they can be a safe haven during times of threat and a secure base from which to explore and grow. We develop new measures of supportive leadership and examine the implications for follower behavior at work.

SUPPORT SOCIAL, OPTIMISM AND THE TRAJECTORY OF QUALITY OF LIFE IN RENAL CELL CANCER PATIENTS

Kathrin Milbury1, Nizar M. Tannir2, Lorenzo Cohen1; 1The University of Texas M. D. Anderson Cancer Center

The goal of the study was to capture the trajectory of quality of life in renal cell cancer patients. Growth curve analyses of 118 participants revealed that treatment-specific optimism and possibly social support may protect against the psychological and physical sequelae associated with a life-threatening disease and cancer treatment.

IMPlicit OBESITY BIAS PREDICTS REAL HIRING DISCRIMINATION IN THE LABOR MARKET

Jens Agersstrom1, Dan-Olof Roobhi1; 1Lund University

To examine whether implicit bias predicts labor market discrimination, resumes from obese or normal-weight applicants were first sent to 985 job vacancies. Next, the managers in charge of the hiring completed an obesity version of the Implicit Association Test. Stronger implicit anti-obesity bias predicted lower callback rates for obese applicants.

THE INFLUENCE OF DIVERSITY CLIMATE PERCEPTIONS ON PERCEIVED ORGANIZATIONAL PERFORMANCE

Sandra Alexander1, Benjamin Liberman1; 1U.S. Office of Personnel Management

This study investigated the influence of diversity climate on perceived organizational performance. Findings revealed a marginally significant minority group membership by diversity climate interaction on perceived organizational performance. Although effects were stronger for minority employees, all employees perceived higher levels of organizational performance when in a pro-diversity climate.

GENERATIONAL DIFFERENCES IN PERCEIVED CAREER DEVELOPMENT, MENTORING, AND ADVANCEMENT OPPORTUNITIES AND LINKS TO ORGANIZATIONAL OUTCOMES

Sarah Johnson1, Benjamin E. Liberman1; 1U.S. Office of Personnel Management

This study examined the differences in perceived career development opportunities, mentoring opportunities, and advancement opportunities between employees of 4 different generational groups (Millenials, Generation X, Baby Boomers, and Traditionalists). Findings revealed that employees from older generations experienced less favorable perceptions of career development, mentoring, and advancement opportunities than younger generations.

THE COGNITIVE AND AFFECTIVE CONSEQUENCES OF STEREOTYPES IN JAMIE OLIVER’S FOOD REVOLUTION

Wendy R. Williams1, Paige A. Muellerleile1; 1Marshall University

Three studies (an experimental study with college students, a correlational study with a community sample, and a content analysis of national press coverage) examined how Jamie Oliver’s Food Revolution depicted issues of obesity and poverty in Appalachia, and how these depictions affected participants’ affective and cognitive responses.

THE INFLUENCE OF BASIC NEED SATISFACTION ON HIV RISK BEHAVIOR

Neetu Abad1, Kennon Sheldon1; 1University of Missouri-Columbia

Recent reports suggest that new HIV infections are on the rise in the United States. This study uses Self-Determination Theory to investigate sexual risk taking among university and community students via a longitudinal survey. Results indicated that deficits in basic need satisfaction are associated with engagement in risk behavior.

WHEN DOES IDEOLOGY MATTER? EXPLORING RELATIONSHIPS AMONG BELIEFS ABOUT CLIMATE CHANGE

Ezra Markowitz1, Sara Hodges1; 1University of Oregon

Past findings indicate that political ideology moderates the relation between climate change knowledge and concern. The present research extends this picture by showing that the moderating effect of ideology in this domain appears to hold only when considering knowledge, but not other constructs (e.g., perceived efficacy, responsibility, risk perceptions, intentions).

PLURALISTIC IGNORANCE AND PUNITIVENESS TOWARDS ILLICIT DRUG USERS

Matthew Kugler1, John Darley1; 1Lehigh University, 2Princeton University

Adult participants assign trivial punishments to drug users when faced with users who do. Participants report believing that others in their state would be more supportive of harsh drug laws, but this disparity holds true across the political spectrum.
F241  WHAT MAKES US FEEL TRANSPARENT?: CUES TO THE SENSE OF UNWANTED TRANSPARENCY  Naoya Tabata1; Tokio University – This study investigated cues to the sense of unwanted transparency, or the feeling that another person is seemingly noticing something about us that we would rather keep concealed. Results indicated that in most cases cues to the sense of unwanted transparency were similar to beliefs about cues to deception.

F242  THE ENTERTAINMENT DILEMMA: WHAT MOVIE DO WE WATCH FRIDAY NIGHT?  Randi Shedlovsky-Shoemaker1, Robert M. Arkin1; Ohio State University – At the end of an arduous week, what movie do we watch? Bringing together ego-depletion (Baumeister et al., 1998) and Need for Cognition (Cacioppo & Petty, 1982) we explore selection of and response to films. Results demonstrate effects on film preferences and transportation (Green & Brock, 2000) in different films.

Other

F243  GLOBAL SELF-DETERMINATION: THE PERCEPTION OF PSYCHOLOGICAL STRESS  Jen Siemon1, Julie Gratton1, Andrew Lumb1, Catherine Bielajew1, Gerri Mileva1, Celine Blanchard1; University of Ottawa – This study investigated the role that self-determined motivation played in the perception of stress in the lab, as well as the potential mediating role of cognitive appraisal and coping in this relationship. A within-subjects experimental design was employed that involved measuring perceived stress at multiple points throughout the experiment.

F244  TRUTH FROM FIT: LINGUISTIC CONCRETENESS AND LEVEL OF CONSTRUAL AFFECT SUBJECTIVE TRUTH  Jochim Hansen1, Michaela Wänke2; New York University, University of Basel – Two experiments demonstrate that a fit between level of linguistic concreteness and level of construal increases subjective truth. Concrete (abstract) statements were judged more probable true when a concrete (abstract) mindset was primed (Experiment 1), or when statements were presented in a proximal (distant) location (Experiment 2).

F245  FROM OFFENSE TO DEFENSE: THE ROLE OF SYSTEM JUSTIFICATION IN EXPLAINING CONSERVATIVE SHIFTS FOLLOWING THREAT  Jojanneke van der Toorn1, Avital Mentovich1, John T. Jost1; New York University – The current research shows that threats to the system (but not the self) lead to greater self-reported conservatism and that system justification mediates this effect. Furthermore, system justification is increased not only in the threatened domain (i.e., foreign policy) but also in other domains within the system (e.g., gender inequality).

F246  I WANT IT NOW: THREATENED MANHOOD AND IMPULSIVITY  Jonathan Weaver1, Jennifer Bosson1, Joseph Vandeloo1; University of South Florida – After a threat to their manhood, men pursued immediate financial gratification rather than waiting for interest to accrue, but only if they believed they were making this decision in a public forum. If the decision was supposedly private, gender threatened men did not show such financial impulsivity.

F247  CLOSE TO YOU, CLOSE TO HUMAN: EMPATHY REDUCES SELF-HUMANIZING  Joonha Park1, Nick Haslam1, Yoshi Kashima1, Yukiko Uchida2, Vimal Norasakunkit2; The University of Melbourne, Kyoto University, Minnesota State University – Self-humanizing is the tendency to perceive the self as more human than other people (i.e., possessing more "human nature"). The current study found that people tend to self-humanize less when they empathize with others, and the magnitude of this effect differs between East Asia (Japan) and the West (Australia).

F248  GLOBAL SELF-DETERMINATION: ON RECOVERING FROM STRESS  Julie Gratton1, Jen Siemon1, Andrew Lumb1, Gerri Mileva1, Catherine Bielajew1, Céline Blanchard1; University of Ottawa – The aim of this study was to explore the role that self-determination plays in recovering from a stressful experience. Cortisol was looked at prior, during, and following the Trier Social Stress Test (a public speaking and mental arithmetic task) in order to comprehend its role in the process of recovery.

F249  ORGANIZATIONAL IMPLICIT THEORIES OF INTELLIGENCE AS A CUE TO DIVERSITY AND PRESTIGE  Katherine Emerson1, Mary Murphy1; University of Illinois at Chicago – Two studies investigated how organizational implicit theories of intelligence affect people’s belonging, trust, and perceptions of the company’s prestige and diversity. Entity (vs. incremental) companies, that believed in fixed (vs. malleable) intelligence, were perceived as more prestigious but less diverse. These effects mediated people’s belonging and trust in the organizations.

F250  POWER OF PRODUCTS ON THE ACTIVATION OF SOCIAL TIES AND WOM INTENTIONS  Lalin Anik1, Michael I. Norton1; Harvard Business School – We prime participants with products from different categories to change the accessibility of different social networks – friends, family, or co-workers. We show that when exposed to specific network related products, people feel their respective networks to be closer and choose to pass on information to those salient networks.

F251  MINDFULNESS AND EMOTIONAL DISTRESS: THE ROLE OF NEGATIVELY BIASED COGNITION  Laura G. Kiken1, Natalie J. Shook1; Virginia Commonwealth University – The present research used structural equation modeling to test a mediation model in which less negatively biased cognition explains the inverse relation between mindfulness and emotional distress. A partial mediation model was supported. These findings highlight a previously unidentified mechanism to explain the benefits of mindfulness.

F252  REDUCING FREE WILL BELIEFS LEADS TO DECREASES IN PERCEIVED MORAL RESPONSIBILITY  Lauren Brewer1, Roy Baumeister1; Florida State University – Most people believe in free will, but what happens when these beliefs are challenged? The current studies predicted, and found, that reducing beliefs in free will causes reductions in perceptions of moral responsibility. Together these studies suggest an important relationship between free will beliefs and perceived moral responsibility.

F253  THE TIES THAT BIND: HOW FIVE MORAL CONCERNS ORGANIZE AND EXPLAIN POLITICAL ATTITUDES  Spassena Koleva1, Jesse Graham2, Ravi Iyer3, Peter Ditto1, Jonathan Haidt2; University of California, Irvine, University of Virginia, University of Southern California – Two studies (18,566 participants) applied Moral Foundations Theory to the prediction and understanding of opinions on culture war issues (e.g. abortion). Results indicated that moral intuitions predict judgments beyond political ideology, age, sex, religious attendance, and interest in politics. Furthermore, many political issues juggled at multiple and unexpected moral threads.
ACCURACY AND BIAS IN SELF-PERCEPTION OF ACADEMIC ABILITY: ONE SEMESTER LATER  
Sun Park¹, Randall Colvin¹, Krista Hill¹, Jack Bauer²;  
¹Northeastern University, ²University of Dayton — We examined whether accurate self-perception or self-enhancement is related to better performance. Self-enhancement was measured by the residual score from regressing self-perceived academic ability on actual academic ability. Self-enhancement was related to narcissism and psychological entitlement. Accurate self-perception, compared to self-enhancement, was related to better academic performance.
Poster Session G

Norms and Social Influence

G1
SOCIAL NETWORKING SITES AND ADOLESCENT ALCOHOL USE: THE ROLE OF SOCIAL IMAGES AND SOCIAL NORMS Dana Litt1,2, Michelle Stock1; 1The George Washington University, 2University of Washington, Center for the Study of Health Risk Behaviors — The present study investigated whether alcohol norms, as portrayed by Facebook profiles, influence adolescents’ alcohol-related risk-cognitions. Results indicated that exposure to Facebook profiles portraying alcohol use as normative is associated with greater perceptions of use among students, which then predict a variety of risk-cognitions associated with alcohol use.

G2
THE EFFECT OF STRESS CAUSED BY SOCIAL PRESSURES ON INDIVIDUALS’ MIRANDA RIGHTS COMPREHENSION Kyle Scherr1, Stephanie Madon1, Max Guyll1, Yueran Yang1; 1Iowa State University — Research has shown that subjects experience a high level of stress after being subjected to the social pressures of police accusation. This research examined the effect this stress has on individuals’ ability to comprehend their Miranda rights. Results indicated that stress significantly reduced individuals’ ability to comprehend their Miranda rights.

G3
EXAMINING THE DAILY RELATIONSHIP BETWEEN EVENT-SPECIFIC DRINKING NORMS AND ALCOHOL USE: A FOUR-YEAR LONGITUDINAL STUDY Megan A. O’Grady1, Jerry Cullum1, Howard Tennen1, Stephen Arme1; 1University of Connecticut Health Center, 2Fairleigh Dickinson University — Using a 30-day daily diary method, we examined the relationship between event-specific drinking norms and personal alcohol use across four years. Drinking norms positively predicted alcohol use for both men and women, but this effect was stronger for men. Drinking norms increased over time for men, but decreased for women.

G4
SOCIAL COMPARISON AND PRO-ENVIRONMENTAL BEHAVIORS: DO OTHERS MAKE YOU “GREEN”? Omesh Johar1, Zlatan Krizan2; 1Iowa State University — Student participants underestimated the extent to which others engaged in pro-environmental behaviors, especially when not engaging in said conservation practices themselves. Most individuals indicated more environmental concern and effort, but less environmental impact than others. These findings underscore the importance of social standards and, comparative perceptions for understanding conservation behaviors.

G5
HARNESSING THE INTERACTION OF DESCRIPTIVE AND INJUNCTIVE NORMS TO PROMOTE A NOVEL HEALTH BEHAVIOR Robert Low1, Jeffrey Fisher1; 1University of Connecticut — Descriptive and injunctive norms both influence behavior, but their interaction and application to novel behaviors is not fully clear. This study used both types of norms to encourage the use of sanitizing wipes in a computer lab. Each norm was effective alone, and the combination produced an additive interaction.

G6
HOW SELFISH IS MY POLITICAL PARTY?: THE EFFECT OF PARTY SALIENCE ON SELF-INTEREST Anita Kim1; 1Texas A&M University — Reminding participants of their belief that conservatives are more self-interested than liberals resulted in greater congruence between party identification and self-interestedness. When participants were not reminded, self-interest was equally predictive of support for a proposal to raise tuition. When participants were, self-interest was significantly more predictive of support among conservatives.

G7
THE ROLE OF RELIGIOUS FUNDAMENTALISM IN PREDICTING CONFORMITY AND ATTITUDE CHANGE IN A POLITICAL DISCUSSION Benjamin Walker1, Lauren W. Colvin1, H. Colleen Sinclair1; 1Mississippi State University — The effect of religious fundamentalism (RF) on conformity and attitude change was tested in a group discussion about gay rights. Despite holding more extreme anti-gay attitudes those high in RF publicly conformed to a pro-gay rights majority, but did not change their private beliefs post discussion.

G8
INFLUENCING OTHERS BUFFERS THE EFFECTS OF MORTALITY SALIENCE ON INGROUP BIAS Eric Morris1, Martin Bourgeois1, Kristin Sommer2, Liane Gillis1; 1Florida Gulf Coast University, 2Baruch College and The Graduate Center — Mortality salience led participants to show an ingroup bias when donating money to charity. Successfully persuading another person attenuated this bias. Failing to persuade another person also led to an ingroup bias in donations. Our findings suggest that a lack of influence over others has effects similar to mortality salience.

G9
SCARCITY IS MORE THAN A SOCIAL PROOF EFFECT Maarten Bos1, Rick Van Baaren1, Ap Dijksterhuis1; 1Radboud University Nijmegen — Scarcity refers to the effect that people tend to regard products as more valuable when less available. However, scarcity may imply the interest of others, which may work as social proof. A field study at a digital marketplace showed that scarcity is more than just a social proof effect.

G10
PERSUASIVENESS OF DESCRIPTIVE AND INJUNCTIVE NORMATIVE APPEALS: DO EXTRAVERSION AND SELF-MONITORING PLAY A ROLE? Maia S. Kredentser1, Leandre R. Fabrigar2, Steven M. Smith2, Jason Slaunwhite2; 1Queen’s University, 2Saint Mary’s University — We examined extraversion and self-monitoring in persuasiveness of descriptive and injunctive norms within the ELM framework. No effects of extraversion or self-monitoring were found. There was a significant message type by elaboration interaction: descriptive messages were more persuasive under low elaboration, whereas injunctive messages were more persuasive under high elaboration.

G11
SCARCITY AND COMPLIANCE: THE ROLE OF ELABORATION Naomi K. Grant1, Leandre R. Fabrigar2, Adelle Forzley3, Maia Kredentser2; 1Mount Royal University, 2Queen’s University, 3University of Calgary — Scarcity is an effective compliance tactic, but there are competing views as to how it operates. Our research goal was to use the Elaboration Likelihood Model to reconcile seemingly disparate points of view in the literature. Results demonstrate that scarcity can play multiple roles depending on the level of elaboration.

G12
PERCEIVED EXPLANATIONS FOR COMPLIANCE TO THE DOOR-IN-THE-FACE TECHNIQUE Richard L. Miller1, Collette Wagner1; 1University of Nebraska at Kearney — The purpose of this study was to determine which explanation: reciprocal concessions, cost comparison, worthy person, or guilt, were endorsed by participants in a Door-in-the-Face experiment.
Participants indicated that their decision to comply with the small request was most clearly explained by either cost comparison or reciprocal concessions.

G13 DOES POWER FULFILL BELONGINGNESS? REACTIONS TO OBEDIENCE AMONG MALES AND THOSE HIGH IN NPOWER Chad Parson¹, Chak Wong², Chu Leung³, Stefanie Bruno¹, Martin Bourgeois², Kristin Sommer⁴; ¹Baruch College CUNY, ²Florida Gulf Coast University — Males and people high in nPower reported lower levels of belongingness when disobeyed compared to obeyed by a subordinate. Disobedience also reduced attraction toward the subordinate, particularly among those high in nPower. Our findings suggest that males and those high in nPower use power as a means of interpersonal connection.

G14 INVESTIGATING HOW ROOMMATES INFLUENCE WEIGHT RELATED BEHAVIORS DURING THEIR FRESHMAN YEAR USING LONGITUDINAL DYADIC MODELS Jhon Wlaschin¹, Alexander Rothman¹, Jeffrey A. Simpson¹; ¹University of Minnesota — To examine the interpersonal influence on behaviors related to weight gain, 200 randomly paired college roommates reported their diet and exercise behavior at monthly intervals during their freshman year. Perceptions of how much a roommate valued healthy eating and regular exercise predicted changes in after dinner snacking and breakfast skipping.

G15 BREAKING APART THE TYPICAL MORTALITY SALIENCE MANIPULATION: SEPARATE QUESTIONS GENERATE SEPARATE RESULTS Chris J. Burgin¹, Leonard L. Martin¹, Matthew A. Sanders¹, ¹University of Georgia — Mortality salience is usually manipulated by having participants describe their feelings about death and their thoughts about the afterlife. We separated these descriptions and found that participants who wrote about the afterlife showed typical mortality salience effects (e.g., derogated a prostitute) whereas participants who described their emotions did not.

G16 THE INFLUENCE OF GENDER AND PERCEIVED VACCINATION NORMS ON SEASONAL AND H1N1 INFLUENZA COGNITIONS Laurel Peterson¹, Michelle Stock²; ¹The George Washington University, ²Northwestern University — College students reported vaccination norms and cognitions for seasonal and H1N1 flu. The impact of descriptive norms on vaccination cognitions were moderated by gender: women reported greater intentions, willingness, perceived vulnerability, and anticipated regret when they perceived vaccination as normative and less positive cognitions when vaccination was perceived as non-normative.

G17 STIMULI EXPERIENCED BY SIMILAR OTHERS ARE MORE COGNITIVELY ACCESSIBLE Gami Shteinberg¹, Benoît Monin²; ¹Northwestern University — Results from three studies suggest that when a given stimulus is assumed to be experienced by others who are similar to the self (i.e., one’s social group) that stimulus is rendered more accessible in cognition.

G18 SOCIAL STIGMATION ON INTENTIONS TO QUIT AMONG SMOKERS Omid Fotuhi¹, Geoffrey Fong³; ¹University of Waterloo — Increasingly negative portrayals of smoking have translated to how non-smokers perceive smokers, and in turn, how smokers believe they are perceived by non-smokers. This study examined non-smokers stereotypes toward smokers, and the coping behaviours when interacting with smokers. Importantly, we examined the consequences of meta-stereotypes on smokers motivations to quit.

G19 THE EFFECT OF SOCIAL INFLUENCE STRATEGIES ON MOTIVATION TO EXERCISE Theresa M. Castilla¹, Paul E. Etcheverry¹; ¹Southern Illinois University Carbondale — Three influence strategies (persuasion, coercion, relationship-referencing) were argued to predict Kelman’s processes of attitude change (internalization, compliance, identification). Kelman’s processes were hypothesized to predict different motivations (intrinsic, extrinsic and introjected) to exercise. Strategies of influence were found to predict the different processes of attitude change which then predicted motivation.

G20 THE EFFECTS OF RELIGIOUS PASSAGES AND RELIGIOUS AFFILIATION ON WILLINGNESS TO FORGIVE OR PUNISH Lisa Hummel¹, Kevin Carlsmit², ¹Stanford University, ²Colgate University — This project investigates how biblical passages and religious affiliation modify participant willingness to forgive or punish transgressors. Our findings demonstrate that religious participants exposed to a retributive-themed biblical passage were more punitive than non-religious participants, but religious participants exposed to a forgiveness-themed biblical passage were less punitive than non-religious participants.

G21 UNDERSTANDING LIBERTARIAN MORALITY: THE PSYCHOLOGICAL ROOTS OF AN INDIVIDUALIST IDEOLOGY Ravi Iyer¹, Spassena Koleva³, Jesse Graham¹, Peter Ditto², Jonathan Haidt³; ¹University of Southern California, ²University of California - Irvine, ³University of Virginia — Libertarians are increasingly influential, yet are understudied. Compared to liberals and conservatives (15 measures, N = 152,239), libertarians show 1) stronger endorsement of individual liberty and correspondingly weaker endorsement of other moral principles, 2) a relatively cerebral as opposed to emotional intellectual style, and 3) lower interdependence and social relatedness.

G22 MORALITY VS. COMMON SENSE: UTILITARIAN ARGUMENTS DO NOT APPEAR MORAL Tamar Kreps¹, Naoki Kugihara¹, ¹Osaka University — To examine whether the estimator’s “excessive” normative consciousness negatively affects the estimation for others’ altruism, we propose a model and define excessiveness as the cognition of “ideal norms” as “ought norms.” In both studies participants’ cognition were manipulated with measures (Study1) and priming (Study2), stably, the excessiveness affected negatively to estimations.

G23 WHEN VIRTUE BECOMES LAWS: THE NEGATIVE EFFECTS OF “EXCESSIVE” NORMATIVE CONSCIOUSNESS ON ESTIMATION FOR ALTRUISM Yoriko Uehara¹, Naoki Kugihara¹; ¹Osaka University — To examine whether the estimator’s “excessive” normative consciousness negatively affects the estimation for others’ altruism, we propose a model and define excessiveness as the cognition of “ideal norms” as “ought norms.” In both studies participants’ cognition were manipulated with measures (Study1) and priming (Study2), stably, the excessiveness affected negatively to estimations.

G24 THE POSITIVE AND NEGATIVE WAYS HUSBANDS INFLUENCE THEIR WIVES’ EXERCISE Krista Wilke Ranby¹, Leona S. Alken²; ¹Duke University, ²Arizona State University — Husband influences were integrated into a model of married women’s exercise that emphasized the link between intention and behavior. Affective support, instrumental support, and descriptive norms correlated positively with exercise; social control, negatively. Women’s own intentions to exercise moderated the relationships of both social control and descriptive norms to exercise.
G25  PUTTING A PRICE TAG ON NATURE: THE EFFECTS OF CONTEXTUAL CUES ON SUSTAINABLE BEHAVIOR  Marjin H. C. Meijers1, Diederik A. Stapel2, 1TIBER, Tilburg University — We show that price tags and packaging cues hinder sustainable behavior by shifting people’s focus to ‘me’ and ‘consumption’. Whereas more natural packaging techniques prime a focus on ‘others’ and ‘the environment’, and as such increase the likelihood that consumers will make sustainable choices.

G26  MULTIPLE SOCIAL IDENTITIES, NORMS ENDORSEMENT AND WELL-BEING  Sophie Sansfonso1, Catherine E. Amiot1; 1Universite du Quebec a Montreal — This study investigates how identifying with multiple social groups that differ in terms of their norms predicts norm endorsement and well-being. Greenpeace members completed a questionnaire concerning three of their social groups. Multiple regressions revealed that the coherence between the norms predicts increased adherence to the norm and higher well-being.

G27  HOW LEADERS CAN PROMOTE RENEWABLE ENERGY BY IMPLICATING SOCIAL IDENTITY  Viviane Seyranian1, William D. Crano2; 1Claremont Graduate University — Using 242 participants, this experiment showed that language that implicated social identity (inclusion) increased the perception that renewable energy was ingroup normative and it elevated participants’ willingness to engage in collective action to secure renewable energy. Hence, inclusion may be an effective rhetorical tool for leaders to promote change.

G28  IDENTIFYING THE UNDERLYING MOTIVATIONS FOR RULE-VIOLATING BEHAVIOR  Alicia Jenkins1, N. J. Schweitzer2; 1Arizona State University — This study explores the extent to which theoretical reasons for rule violations are represented in real-world violating behaviors. Participants reported the motivations behind past rule violations. An EFA revealed a seven-factor model. Results are discussed in the context of their potential for informing future studies of violations.

G29  I AM RIGHT BECAUSE I HAVE “COMMON” SENSE: EFFECTS OF ESTIMATED CONSENSUS ON POSITIVE SELF-VIEWS  Ayumi Kanbara1, Yumi Endo2; 1Kansai University, 2Kansai University — Previous research indicates that others’ responses have a powerful influence on people’s views. However, little is known about the effect of estimated consensus. This study examines the effect of estimated consensus on one’s self-view. Results suggest that estimating consensus as high—a sense of “commonness”—maintains a positive self-view.

G30  SUPERSTITIOUS BELIEF AND EMBODIED COGNITION: WHY PEOPLE KNOCK ON WOOD TO UNDO BAD LUCK  Christine Hense1, Yan Zhang2, Jane Risen3; 1University of Chicago, 2National University of Singapore — People believe negative outcomes are especially likely after they jinx themselves. We find that “pushing” actions eliminate this pessimism. After jinxing themselves, participants who knock down on a table or throw a tennis ball away believe negative outcomes are less likely than participants who knock up or hold a ball.

G31  RELIGIOUS RITUAL AND IMPLICIT SOCIAL COGNITION: HOW POSTURE AND PRAYER ELEVATES CONFORMITY AND PROSOCIALITY  Christopher Nocera1, Omar Haque1, Kyle Thomas1, Steven Pinker2; 1Harvard University — Attempting to understand how religious rituals facilitate the adoption of powerful doctrine, we conducted two studies, each isolating a unique component common to ceremonial practices. Study findings indicated that independently, ritual postures (e.g. praying on knees) and fix rhythm-mic sound (e.g. prayer and song), elevated social conformity and prosocial behavior.

G32  SUBSTANTIVE JUSTICE: HOW SUBSTANTIVE LAW SHAPES PERCEIVED FAIRNESS  David Lovis-McMahon1, N. J. Schweitzer2; 1Arizona State University — Justice psychology has predominantly focused on procedural and outcome aspects of a decision-making event. The present research introduces a new justice concept—substantive justice. Substantive justice focuses on the perceived fairness and justness of the law used by a decision-maker to reach an outcome.

G33  REJECTING TO BE ACCEPTED: WHEN PROSOCIAL BEHAVIOR AND AFFILIATION MOTIVATION COLLIDE  Gill Freedman1, Jennifer S. Beer2; 1University of Texas at Austin — What happens when prosocial motivations conflict with affiliation motivations? A vignette study and a face-to-face interaction study both find that people are likely to reject others if they believe doing so will help them gain status or avoid losing status, but rejection rates are still much lower than chance.

G34  THE IMPACT OF NON-PREJUDICIAL NORMS AND MOTIVATION TO CONTROL PREJUDICE ON INTERGROUP ANXIETY  Dawn M. Howerton1, Michael A. Olson2; 1University of Tennessee, Knoxville; 2Kensington — The roles of societal non-prejudicial norms, White Individuals’ motivation to control prejudice, and interaction partner race were examined in video email conversations. Results revealed deleterious effects of non-prejudicial norms, as well as evidence of subtle racial bias.

G35  FRAMING FLU PREVENTION: EXPERIMENTAL FIELD TEST OF SIGNS PROMOTING HAND HYGIENE DURING THE H1N1 PANDEMIC  Amber Emanuel1, John Updegraff2, Kristel Gallagher3, Christopher Steinman1; 1Kent State University — We conducted an experimental field test to promote hand hygiene during the H1N1 pandemic. We posted four theoretically-grounded signs (gain-framed consequences, loss-framed consequences, perceived susceptibility, social norms) above hand sanitizers. As predicted, gain-framed signs were associated with greatest usage. Signs emphasizing perceived susceptibility were associated with the lowest usage.

G36  THE VALUES OF MONEY: HOW MORALITY AFFECTS THE PERCEIVED UTILITY OF MONEY  Jennifer Stellar1, Robb Willer2; 1University of California, Berkeley — Studies showed participants were less likely to take free money offered to them that had been previously earned in an immoral manner. Individuals higher on internalization of morality overestimated the money’s purchasing power in the moral condition and underestimated it in the immoral condition relative to those lower on internalization.

G37  DOMINANCE AND PRESTIGE: DISTINCT ROUTES TO SOCIAL INFLUENCE  Joey T. Cheng1, Jessica L. Tracy1, Joseph Henrich2; 1University of British Columbia — We present the first evidence that dominance (i.e., use of force and intimidation to attain power) and prestige (i.e., sharing of expertise to attain power) are both effective routes to acquiring social influence in human societies, despite being associated with divergent personality correlates and interpersonal behaviors.
Person Perception/Impression Formation

G38 COMING UP SHORT VERSUS GOING TOO FAR: DIFFERENT THRESHOLDS FOR EVALUATING MIND AND MORALITY Andrew Monroe1, Kyle Dillon1, Steve Guglielmo1;1 Brown University — The current research assessed how norms influence mental state and moral judgments and whether this influence differs depending on the valence of the action. Results showed that blame and praise judgments increased with the extremity of the behavior. Conversely, mental state inferences were sensitive to both behavior valence and extremity.

G39 WHEN GOOD TRAITS GO BAD: CORE VERSUS CONDITIONAL CHARACTER TRAITS Katrina Fincher1, Geoffrey Goodwin1, Edward Royzman1, Paul Rozin1;1 University of Pennsylvania — We show that there are two different sorts of character traits - core character traits that have an invariant valence (e.g., “trustworthiness”), and conditional character traits that have a conditional valence (e.g., “dedication”). Thus, while trustworthy Nazis were rated better than Nazis, dedicated Nazis were rated worse than non-dedicated Nazis.

G40 THE “GOOD DOCTOR” AND THE “CROOKED LAWYER”: WHEN OCCUPATIONAL AFFILIATION INFLUENCES JUDGMENTS OF UNETHICAL BEHAVIORS Rachel Ruttan1;1 Cornell University — The current study examined perceptions of ethical transgressions committed by members of different professions. For severe transgressions, participants judged perpetrators in ostensibly ethical occupations to be more forgivable than were those in ostensibly unethical occupations. The results suggest people may obtain moral credits through occupational affiliations.

G41 DISSECTING THE CURRICULUM VITAE: BIAS IN PRIMARY VERSUS ALPHABETICALLY-EQUAL AUTHORSHIP Jeffrey Whitaker1, Colton Christian1;1 Southern Oregon University — Participants were provided with one of six possible curriculum vitae. Participants were then asked to answer questions about the person of whom the curriculum vita described, as well as provide demographic information, including level of education and familiarity with APA guidelines. Results, future research, and real-life applications are discussed herein.

G42 FROM SHY TO “FLY”: STRATEGIES TO IMPROVE FIRST IMPRESSIONS OF SHY INDIVIDUALS Kathryn L. Bollich1, Stacy E. Mathis2, Whitney L. Laas3, Traci A. Giuliano4;1 Washington University in St. Louis, 2Texas Tech University, 3The University of Texas at Austin, 4Southwestern University — Two studies examined strategies shy individuals can use to be perceived more positively. Overall, participants formed a better impression and liked the target more when shyness was acknowledged than when it was not; moreover, implying future corrective action or assuring liking further improved the target’s impression and likability.

G43 WHEN IRRITATION DOES THE JOB: VIDEO SIMULATION OF A CUSTOMER SERVICE INTERACTION THAT GOES AWRY Patrick Coulombe1, Jacinthe Doyon1, Michel Cosssette1, Ursula Hess1;1 University of New Mexico, 2Université du Québec à Montréal, 3HEC Montréal, 4Humboldt Universität zu Berlin — This study used a video simulation to investigate the impact of the expression of authentic irritation, a fake smile, and neutrality during a difficult customer service interaction. While neutrality was badly perceived, irritation and fake smiles led to more positive and very similar reactions, advocating the softening of display rules.

G44 COLOR’S INFLUENCE ON PERCEPTIONS OF DOMINANCE AND THREAT IN SPORT Roger Feltman1, Andrew Elliot1;1 University of Rochester — Two experiments were conducted in which participants imagined competing in a taekwondo match after the participant or a hypothetical opponent was assigned a red or blue body protector. Results indicated that overall, red appears dominant and threatening, but seeing an opponent in red and wearing red have different perceptual effects.

G45 THE AUTOMATIC RACE CATEGORIZATION TASK John Paul Schott1, Laura Scherer2;1 Washington University in St. Louis, 2University of Michigan - Ann Arbor — We developed a new measure of automatic stimuli categorization without the limitations of previous categorization tasks (i.e. forcing participants to use specific category labels and relying on stereotype activation to assess categorization). Using a race priming task inspired by Burnham (2008), participants automatically categorized primes as predicted without these limitations.

G46 THE EFFECT OF SELF-PRESENTATIONAL STYLES IN SPORT COMPETITIONS: CHAMPION VS. CHALLENGER Jong Han Kim1, Jacqueyn Ungerer1;1 Coastal Carolina University — This study aimed to identify which self-presentation styles in sport competitions are effective in making the game more entertaining and in gaining stronger support from spectators. The implications of self-presentation styles in relation to their relative status (champion vs. challenger) are discussed.

G47 JUDGING CHEATERS: ARE ACADEMIC AND ATHLETIC DOMAINS VIEWED THE SAME? Margaux Hoagland1, Tonya Dodge1;1 Skidmore College — This study examined how individuals make judgments about others who use performance enhancing substances. Two scenarios were presented, one where an athlete uses steroids before his championship and another where a student uses Ritalin before his midterm. Participants judged the athlete to be more of a cheater than the student.

G48 EFFECTS OF THE SEQUENCE OF ACTION ON THE MERE EXPOSURE Naoaki Kawakami1, Fuijo Yoshida1;1 University of Tsukuba — The present study indicated that the mere exposure effect would be enhanced when a sequence of shots describing a certain action was presented in order, compared to when the sequence was presented at random. Moreover, this effect was found to be mediated by the feeling of unity among the shots.

G49 A COMPARISON OF ROMANTIC PARTNERS’ AND FRIENDS’ UNDERSTANDING OF TARGETS’ SELF-PERCEPTIONS Brittany C. Solomon1, Erika N. Carlson1, Simine Vazire1;1 Washington University in St. Louis — Targets and informants (romantic partners and friends) provided personality ratings of targets’ self-perceptions. Findings suggest that romantic partners have unique insight (disparate from friends) into their respective partners’ self-views. Such results may provide the basis for an alternative to traditional self-verification theory for feeling validated and understood in romantic relationships.

G50 ARE ALL THE GOOD ONES TAKEN OR DOES TAKEN SEEM GOOD: UNAVAILABILITY AND ROMANTIC DESIRABILITY Carl R. Persing1, Amanda Race1;1 Marywood University — Relationship status of a target and partner attractiveness affect romantic desirability of a target. Males but not females were found to be more desirable if in a relationship. Both were rated less attractive and desirable paired with an attractive partner but more attractive and desirable with an unattractive partner.
G51 RECIPROCITY OF ATTRACTION: A LABORATORY AND FIELD STUDY  Ellen Gordon1, Mark Alickie2; 1Ohio University — The current research investigated the reciprocity of attraction phenomena. Unlike previous research, the current studies attempted to demonstrate the change in attraction following a cue of like or dislike. The first study demonstrated the phenomena during an experimental procedure while the second study involved undergraduates attending a sorority recruitment event.

G52 THE SEXY UNDERDOG: BOLSTERED ATTRACTIVENESS THROUGH UNFAIR COMPETITIVE DISADVANTAGE  Kenneth Michniewicz1, Joseph Vandello1; 1University of South Florida — Research suggests that people experience attraction to advantaged others, but little research suggests conditions, specifically the fairness of relevant circumstances, for attraction to disadvantaged others. We predicted that participants reading a vignette would express attraction toward fairly advantaged and unfairly disadvantaged others. Results supported our hypotheses and implications are discussed.

G53 EXPECTING THE UNEXPECTED: EXAMINING SOCIAL PERCEPTION STRATEGIES AMONGST ASIGNED COLLEGE ROOMMATES USING PARENT ATTACHMENT  Lauren Winczewski1, Christine Reyna1; 1DePaul University — We examined how assigned roommates living in on-campus residence halls craft expectations about the roommate relationship based on parent attachment security. Students reported their expectations during the first four weeks of classes. Results indicate that low attachment to parents has stronger implications for crafting negative expectations about the relationship.

G54 DOES SIMILARITY HAVE A ROLE IN THE PERSONALITY JUDGMENT OF PARENTS AND FRIENDS?  Madison Barfield1, Joelle Fanciullo1, Alexandra Hummel1, R. Michael Fur1; 1Wake Forest University — We explored effects of judge-target personality similarity on the accuracy of personality judgments in parental and peer relationships. Across 112 judges and 300+ targets, results suggest that people have particularly good insight into some similar others, and tend to perceive themselves as similar to people who are normative and/or well-adjusted.

G55 INDIVIDUAL DIFFERENCES AND CULTURAL EFFECTS ON FACE RECOGNITION  Andy H. Ng1, Amanda Williams1, Jennifer R. Steele1; 1York University — The present study replicated the cross-race-effect (CRE) with European-Canadian and East-Asian-Canadian participants. Importantly, interdependent self-construal was positively associated with the CRE for European-Canadians, who define their ingroup broadly, but negatively associated for East-Asian-Canadians whose ingroup might be more tightly defined, providing further evidence for a motivational account of the CRE.

G56 THE EFFECTIVENESS OF TRAINING TO IMPROVE INTERPERSONAL SENSITIVITY: A META-ANALYSIS  Danielle Blanch-Hartigan1, Susan A. Andrzejewski2, Krista M. Hill1, Carolyn H. Wittenbraker2, Xiaoyu Yu2; 1Northeastern University, 2Franklin & Marshall College — Two meta-analyses revealed that training paradigms can significantly improve interpersonal sensitivity. Moderator analyses revealed that although everyone benefited from training, children (both clinical and nonclinical) and clinical adults benefited more than nonclinical adults. Training improved emotion recognition, empathic accuracy, lie detection, and combined domains, but not nonemotion-based person perception.

G57 WHEN FACES ARE MASKS: SUBLIMINAL THREAT IMPAIRS FACE-RECOGNITION  Eric Hehman1, Andrew Carroll1, Samuel Gaertner1; 1University of Delaware — Conflicting evidence has suggested that emotional arousal can both help and hinder face-recognition. The current research modified a face-recognition paradigm by subliminally presenting threatening or neutral stimuli prior to target presentation. Recognition for faces primed with arousing stimuli was found to be impaired compared to faces primed with neutral stimuli.

G58 EMPATHY, DISTRESS, AND RUMINATION  Eric Stocks1, Katy Manganella1, Tamara Ambrona2, Belen Lopez-Perez3, Sergio Salgado2, Luis Oceja2; 1University of Texas at Tyler, 2Universidad Autonoma de Madrid — Empathy and distress have been linked to helping behavior in dozens of experiments, primarily as a motivational consequence of each emotion. Other research has investigated emotional consequences of various cognitive-perceptual states. The present research, instead, investigates ruminations about the victim, or the victim’s situation, as a consequence of vicarious emotions.

G59 EMOTION DISPLAYS AND THE JUDGMENT OF PERSONALITY THROUGH NONVERBAL CUES  Judith A. Hall1, Sarah D. Gunney1, Susan A. Andrzejewski2; 1University of Arizona, 2Northeastern University, 2Franklin and Marshall College — Personality ratings were obtained of encoders who were experimentally induced to express emotions through nonverbal cues. Ratings of personality varied depending on what kind of information was presented to judges, with encoders being seen as most normal and typical when expressing happiness and when narrating a personal emotional experience.

G60 ROLE OF EMOTIONS IN OCCURRENCE OF COMPENSATORY EFFECT IN PERSON PERCEPTION  Naoya Yada1, Tomoko Ikegami1; 1Osaka City University, Japan — People are often judged in a compensatory manner based on two dimensions: competence and warmth. The present study investigates the role of social comparison-based emotions in the occurrence of such a compensatory effect. Our results show that envy encourages the occurrence of compensatory judgment, but admiration and contempt inhibit it.

G61 THE INFLUENCE OF PARTY IDENTIFICATION AND SYSTEM INSTABILITY ON SUPPORT FOR MALE AND FEMALE CANDIDATES  Elizabeth R. Brown1, Amanda B. Diekmann1, Monica C. Schneider1; 1Miami University — The current research examined the influence of political party identification on support for and beliefs about male and female leaders during a governmental crisis. When the system is failing, Democrats are more likely to desire a female candidate than Republicans because they believe that the female candidate represents change.

G62 MODERATORS OF PROFESSOR’S PERCEPTIONS OF IDEAL STUDENTS  James Leyton1, Steven D. Seidel1; 1Texas A&M University, Corpus Christi — This study examined professors perception of behaviors and characteristics associated with ideal students, attempting to identify mediators of perception. Texas A&M-Corpus Christi faculty were asked to rate the importance of different student attributes. Results indicate faculty perceptions of ideal characteristics appear to be dependent on some specific professor characteristics.
PERSON-CENTERED COMMUNICATIONS AND POLITICAL CANDIDATE EVALUATIONS: THE MODERATING ROLES OF CANDIDATE GENDER AND PARTICIPANT GENDER-SCHEMATICITY
Randall A. Renstrom1; Victor C. Ottati1; 1Loyola University Chicago — Sensitive, “person-centered” communication styles can influence political candidate evaluation. High person-centered candidates were preferred over low, however candidate gender and participant gender schematicity emerged as moderators. Candidates were rated favorably when they aligned with gender norms regarding person-centeredness and more negatively evaluated when they violated norms (e.g., low person-centered females).

THE EFFECTS OF THIRD-PARTY’S EYE CONTACT ON STATUS HIERARCHY IN STATUS-EQUAL DYADIC GROUPS
So-Hyeon Shim1; Robert Livingston1; 1Northwestern University, Kellogg School of Management — The present research investigates whether a third-party’s asymmetric eye contact plays a role in determining the status hierarchy in status-equal dyadic groups. The findings suggest that participants’ status perception depends on the amount of eye contact they receive and is moderated by their gender and the third-party’s status.

WALK A MILE IN MY HIGH-HEALS OR LOAFERS: GENDER AND CONTEXT INFLUENCE EMPATHIC ACCURACY
Thomas Flanagan1,2; David Michelson2; Henry White1; Elizabeth Smith1; 1Harvard University, 2University of Chicago — Examined how having a similar experience affected empathetic concern, reported empathic accuracy, and actual empathic accuracy in the context of high/low personal salience. Men demonstrated greater accuracy across all domains in the context of high personal salience; women replicated this finding in the context of low personal salience.

MULTIAGENT MODELING OF BIASED GOSSIP AND ITS EFFECTS ON REPUTATIONS WITHIN A SOCIAL NETWORK
Austin Chapman1; Eliot Smith1; 1Indiana University — Building upon Smith and Collins’ (2009) multiagent model of distributed social cognition processes, the authors present results of a multiagent simulation examining how different assumptions about gossip bias affect socially-shared impressions of agents across a network. Results suggest effects of bias are diminished when sampling is linked and non-mutual.

PROJECTION AND SELF-Stereotyping AS BI-DIRECTIONAL SELF-OTHER MERGING
Jeff Cho1; 1University of California, Irvine — At the center of recent controversies is the issue of whether protocentric (self-stereotyping) or egocentric (projection) explanations better describe similarities in self- and other-judgments. Using implicit measures, the current research provided reaction time evidences that not only support both accounts, but also suggest that both processes may happen simultaneously.

THE FACE OF POWER: SOCIAL STATUS MODULATES HOLISTIC FACE PROCESSING
Nathaniel J. Ratcliff1; Edwin R. Shriver2; Kurt Hugenberg3; 1The Pennsylvania State University, 2Miami University – Middletown, 3Miami University — Previously, holistic face processing has been suggested to reflect deeper and better encoding of faces (Hugenberg & Cornelle, 2009). In the current examination, we test the hypothesis that holistic processing will be better for faces of high- than low-status targets using a face composite paradigm (see Michel et al., 2006).

BEYOND THE HALO EFFECT: INDIVIDUAL DIFFERENCES IN NORMATIVE JUDGMENTS REFLECT GENERALIZED KNOWLEDGE AND EVALUATIVE TENDENCIES
Katherine Rogers1; Jeremy Biesanz2; 1University of British Columbia - Vancouver — Using a modified Q-sort perceivers sorted the average person’s personality. Perceivers with greater accuracy in describing the average person rated the personality of others more normatively, strongly suggesting that individual differences in normative judgments are not simply evaluative, but also include a component of knowledge regarding the average personality.

DOUCHEBAGS AND HIPSTERS: EVALUATING THE AMBIANCE ELICITED BY DIFFERENT BARS AND CAFES
Rosanna Shoup1; Lindsay Graham2; Samuel Gosling3; 1Kalamazoo College, 2University of Texas at Austin — Do people agree about the “vibe” and likely patrons of different bars and cafes? During business hours, 50 establishments were independently rated in terms of typical-patron personalities (e.g., extraverted), likely activities (e.g., dancing), and ambient qualities (e.g., creepy). Interobserver agreement was found for some traits but varied across the attributes.

PERCEPTIONS OF MULTIRACIAL INDIVIDUALS: CATEGORIZATION EFFECTS ON THE RACE CONTINUUM
Jacqueline M. Chen1; David L. Hamilton2; 1University of California, Santa Barbara — We used a psycho-physical approach to studying the categorization of biracials. The point-of-subjective-equality (PSE), or the exact ratio of minority-to-white background that is equally likely to be categorized as White or minority, differed for Asian-White and Black-White biracials. Only the PSE for Asian-White biracial suggested hypodescent.

ON THE LIFE AND DEATH OF INGROUP BIASES
Wayne Chan1; Gerald A. Mendelsohn1; 1UC Berkeley — Attributions by European and Asian Americans of socially desirable, socially undesirable, and evaluatively neutral traits to “typical” African, European and Asian Americans showed evidence of distinct stereotypes and of strong ingroup/outgroup biases. Attributions to particular, individualized members of those ethnicities did not.

SUPERVISORS’ ACTUAL AND RELATIVE AGES PREDICT PERFORMANCE EVALUATIONS VIA ATTRIBUTIONS FOR POOR PERFORMANCE
Cody Cox1; Margaret Beier2; 1University of Texas at Brownsville/Texas Southmost College, 2Rice University — We explored whether supervisors’ attributions for subordinate poor performance vary due to supervisors’ ages. Supervisors completed measures of age, attributions, and subordinate performance. Chronological age predicted positive evaluations while relative age predicted negative evaluations; the latter relationship was fully mediated by attributions to lack of motivation. Implications are discussed.

THE IMPACTS OF PERCEIVED WINNING PRIZE-SIZE AND PROBABILITY OF GAMBLER’S THOUGHTS AND BEHAVIORS
Hoon Jang1; Sangyoon Yoon1; Taekyun Hur1; 1Korea University — This study asked gambling participants to rate 17 gambles on perceived probability and prize money of winning and factor analyses on the rates revealed 6 subtypes of gambles; amusement, lottery, internet, slot-machine, racing and casino type. According to the subtypes, gamblers differed on gambling thoughts, behaviors and gambling-related problems.
A LONGITUDINAL STUDY OF PROFILE-AGREEMENT AND MODERATORS OF PROFILE-AGREEMENT

John Humrichouse1; Linfield College — Across a 2-year longitudinal study (N=304), mean levels of profile-agreement (r, rp, rpa, ICCDE; McCrae, 2008) unexpectedly remained static even when accounting for changing mean level differences in traits between self- and spouse-ratings. Newlyweds' levels of profile-agreement significantly correlated across time. Intelligence, pre-marriage cohabitation, sex, and profile-temporal-stability moderated profile-agreement.

A HYBRID PARADIGM FOR EXAMINING STIs WITH FEWER EXPERIMENTAL TRIALS

Timothy C. McCall1; James H. Wirth2; Donal E. Carlson1; Purdue University; University of North Florida — Previous paradigms for exploring Spontaneous Trait Inference (STI) require large numbers of stimulus targets, limiting their usefulness when researchers are interested in impressions of only a few individuals. We demonstrate the formation of STIs using a new “hybrid” method that requires far fewer stimulus targets.

PROSPECTIVE PERSON MEMORY AND CONCURRENT PROCESSING GOALS

Kimberly Quinn1; Fraz Chaudhry1; Glyn Humphreys1; University of Birmingham — Participants were required to indicate the presence of specific target identities while categorizing celebrity faces by sex or occupation; they were more successful at doing so during occupation categorization. These findings suggest category-identity independence in face processing, and demonstrate how the relationship between concurrent goals shapes face recognition.

EFFECT OF LAUGHTER AND PHYSICAL ATTRACTIVENESS ON LIKEABILITY, PERCEIVED ATTRACTIVENESS AND INTEREST IN MEETING

Allison Livezeys1; Kelley Cochrane1; Emma DeGregorio1; Cora Tetraault1; Jacqueline L. Cottle1; Roger Williams University — Two studies examined laughter and physical attractiveness' influence on perceptions of attractiveness, likability, and interest in meeting. Study 1 demonstrated preference for voiced laughs. In study 2 unattractive males were perceived lower regardless of laugh; for attractive males, females prefer unvoiced, males prefer voiced on attractiveness and interest in meeting.

WHEN SELF & OTHERS DISAGREE: THE INFLUENCE OF OTHERS' EVALUATIONS ON OUR IMPRESSIONS OF TARGETS

Ashley Waggoner1; Eliot Smith1; Indiana University — Participants formed impressions of targets while ostensibly exchanging messages with other participants forming impressions of the same targets. Participants' final impressions of the targets were influenced both by their initial impressions and by others' impressions. Most notably, others' evaluations had an independent effect on participants' behavioral intentions toward the targets.

LOOKING THROUGH THE EYES OF A RACIST: PERSPECTIVE-TAKING AND ATTITUDE CHANGE

Sean M. Laurent1;2; University of Wyoming; University of Oregon — Three experiments examined whether taking the perspective of a racist or egalitarian target leads to more negative or positive racial attitudes for perceivers, and explored the moderating effects of motivation to respond without prejudice (MRWP). In each study, perspective-taking led to changes in perceivers' racial attitudes, moderated by MRWP.

THE EFFECT OF STATUS ON PERCEPTIONS OF PHYSICAL ATTRACTIVENESS

Benjamin Every1; Margaret Shih1; UCLA — Participants were presented with identical photographs of women labeled with a high or low status job title. Male participants rated the women with a low status job title as more physically attractive than the exact same picture labeled with a high status job title. Female participants showed the opposite pattern.

EMBODIED SOCIAL PERCEPTION: THE EFFECT OF ANTICIPATED JOINT ACTION ON JUDGMENTS OF DISTANCE

Benjamin R. Meagher1; Kerry L. Marsh2; University of Connecticut — Whether judgments of physical tasks are influenced by social factors was tested by having participants judge anticipated walking distance to a target location, carrying a heavy weight either alone or jointly with a confederate. Distance judgments were affected by perceptions of the confederate, but only when participants anticipated carrying jointly.

WHO YOU ARE TALKING TO MATTERS: HOW AUDIENCE COMPOSITION INFLUENCES AUDIENCE TUNING EFFECTS

Ishani Banerji1; Eliot Smith1; Indiana University — In the current research, participants communicated their impression to an audience. Tuning effects were observed only when the audience consisted of one individual, but not when participants communicated their impression to multiple individuals. Findings are discussed within the context of previous research on audience tuning, gossip and person perception.

LIBERALS ARE IMMORAL AND CONSERVATIVES ARE IRRATIONAL

Josh D. Wondra1; Glenn D. Reeder1; John B. Pryor1; Jamie S. Hughes2; Illinois State University; Daemen College — This study explored whether people who take conservative or liberal positions on controversial issues show symmetrical biased attributions of motives and rationality toward others who disagree vs. agree with them. When asymmetries appeared, conservatives tended to show greater bias when attributing motives and liberals showed greater bias when attributing rationality.

TRAINING HEALTHCARE PRACTITIONERS TO SEE BEYOND THE SYMPTOMS OF PARKINSON’S DISEASE

Kathleen Bogart1; Heather Gray2; Linda Tickle-Degnen1; Tufts University; Cambridge Health Alliance, Harvard Medical School — Healthcare practitioners misjudge people with Parkinson’s disease (PD) due to reduced facial expressivity. We tested an intervention to train practitioners to attend to valid personality cues and disregard the face. Practitioners viewed videoclips of people with PD and rated their extraversion. Training improved practitioners’ accuracy when rating people with PD.

A ROBUST HIERARCHY OF SOCIAL INFERENCES ABOUT INDIVIDUAL AND GROUP AGENTS

Kyle Dillon1; Bertram F. Malie1; Brown University — In making sense of behavior, people infer multiple mental states simultaneously, and they do so for behaviors performed by both individual and group agents. Using a reaction-time paradigm, we found a stable hierarchy of speed of inference (intentionality < goal < thinking) across both individual and group agents.

THE FACE OF A KILLER: HOW FACIAL FEATURES INFLUENCE THE NEGATION OF GUILT

Lieke Curfs1; Rob Holland1; José Kerstholt2; Daniel Wigboldus2; Radboud University Nijmegen, The Netherlands — In this study we show that when facial features of a suspect fit criminal behavior, it is difficult to negate guilt when the suspect appears to be innocent. This suggests that crime-matching facial features create stronger associations between the accused and the crime, that are more difficult to change.
G88
SMILING IN A JOB INTERVIEW: WHEN LESS IS MORE
Mollie A. Ruben¹, Judith A. Hall¹; Northeastern University — Smiling is known to display positive affect but has other functions especially in professional settings such as an interview. In the present role-played job interview, not smiling was task relevant and beneficial as applicants self-reported feeling less nervous and were more likely to be rated as competent and hirable.

G89
THE RELATIONSHIP BETWEEN EXPRESSION AND PERCEPTIVITY IN THE STUDY OF INTERPERSONAL SENSITIVITY
Sarah Gunnery¹, Judith A. Hall¹; Northeastern University — This study demonstrates how one person’s perceptivity is intertwined with a partner’s expressivity when using dyadic methods to measure interpersonal sensitivity. The strong relationship between perceptivity and four measures of expressivity clearly shows that partner expressivity needs to be controlled for when measuring dyadic interpersonal sensitivity.

G90
SITUATING PERSON MEMORY: WHEN OCCUPATIONAL CATEGORIES MATCH PHYSICAL CONTEXTS
Tomás Palma¹, Margarida Garrido¹, Gun Semin²; ISCTE-Lisbon University Institute, ²Utrecht University — In this research we explored the idea that physical context can be strategically used to facilitate memory for social information. In two impression formation experiments we predicted and showed that memory for social and contextual information depends on the congruency of context and target occupational category.

G91
THE PERCEPTION OF IMAGINARY AGENTS IN CREATIVE WRITING
Travis A. Riddle¹, Betsy Sparrow¹; Columbia University — Creative writers often report that their characters seem to be acting in ways that are not within their control. In an experimental investigation of this phenomenon, we demonstrate the effect that perspective taking has on the extent to which a writer feels in charge of his or her character.

G92
SOCIAL PERCEPTION FACILITATES ACCESS TO BLACK MARKETS
Tyler F. Stillman¹, E. J. Masicampo¹; Southern Utah University, ²Tufts University — Study participants — some of whom reported an ability to supply black-market drugs — made videotaped introductions of themselves. Those introductions were subsequently evaluated by independent perceivers who estimated the likelihood that each participant was able to supply black-market drugs. Participants who could supply drugs were identified as such by perceivers.

G93
THE ENEMY OF MY ENEMY IS MY FRIEND: INFANTS’ PREFERENCES FOR ANTISOCIAL OTHERS
Kiley Hamlin¹, Neha Mahajan², Karen Wynn³; University of British Columbia, ²Yale University — Despite a general preference for prosocial acts, there are situations in which adults prefer antisocial behavior, for example, when target of a behavior is disliked (“The enemy of my enemy is my friend”). The current studies show that this antisocial preference is present in the first year of life.

G94
GENERAL TRUST AND ACCURACY OF ALTRUISM JUDGMENT
Mizuko Shinada¹, Toshio Yamagishi²; Hokkaido University — General trust — trust in other people in general — was shown to be positively related to social intelligence. In this study, we demonstrated that a high level of general trust is associated with the ability to discern cues of altruism or lack of it from facial expressions.

G95
“GREEN” DOESN’T ALWAYS MAKE GOOD IMPRESSIONS: REACTIONS TO DIFFERENT TYPES OF ENVIRONMENTALISTS
Nadia Y. Bashir¹, Penelope Lockwood¹, Alison L. Chasteen²; University of Toronto — We examined individuals’ reactions to different types of environmentalists (radical activist, tree-hugger and “cool” environmentalist). Results indicated that participants evaluated the radical activist least favorably and the cool environmentalist most favorably. Furthermore, participants were less persuaded and motivated by a pro-environmental message when it was delivered by a radical activist.

G96
MULTIPLE SOCIAL CATEGORIZATION AND THE PERCEPTION OF MULTIPLE SOCIAL IDENTITIES THROUGH THE LENS OF INTERSECTIONALITY
Amanda Breen¹; Temple University — To test the theory of intersectionality, I investigated perceptions of multiple social identities. Study 1 examined how social identities based on race, gender, and sexual orientation affected impression and personality ratings. In Study 2, participants were primed with race, gender, or race and gender, and completed a lexical decision task.

G97
PREDICTING PERSONALITY FROM DOG OWNERSHIP
Michael Roy¹, Stephanie Reynard¹, Shannon Moore¹, Jeff Mastrangelo¹, Stephen Marks¹; Elizabethtown College — Previous research has found that people are able to match pictures of purebred dogs with pictures of their owners. The current study indicates that people are also able to predict certain aspects of a person’s personality simply by looking at a picture of that person’s dog.

G98
UNCERTAINTY AND THE USE OF SITUATIONAL CONSTRAINTS IN MAKING STRATEGIC ATTRIBUTIONS
Ryan P. Brunner¹, Aaron L. Wichman¹, Gifford Weary¹; The Ohio State University, ²Western Kentucky University — Previous research has demonstrated that chronic causal uncertainty attenuates the correspondence bias (Weary, Vaughn, Stewart, & Edwards, 2006). Two studies primed uncertainty and replicated this effect. Moreover, when situational constraints were present, primed uncertainty led to the projection of participants’ attitudes on the predicted attitude of the essay writer.

G99
INTERPERSONAL ATTRACTION AS A FUNCTION OF SELF AND OTHER CAUSAL UNCERTAINTY
Stephanie J. Tobin¹, Matylda M. Osika²; University of Queensland, ²University of Houston — Two studies examined actual and ideal levels of causal uncertainty (CU), and their implications for interpersonal attraction. People generally desired greater certainty than they possessed, and liked low CU targets better than high CU targets. However, high CU perceivers had less certain ideals, and disliked extremely low CU targets.

G100
PERCEIVING OTHERS FROM ZERO-ACQUAINTANCE TO TEN WEEKS: A DEVELOPMENTAL STUDY
Jill Brown¹, Frank Bernieri¹, Nicolas Reyna¹; Oregon State University — A developmental study tracked the changes in self-other agreement within groups of participants over 10 weeks of working and playing together. TIP1 judgment scores were compared to NEO-PI R target scores. All five traits showed an increase in agreement after 10 weeks but showed different developmental trends.

G101
SPONTANEOUS TRAIT INFERENCES AMONG JAPANESE 5TH-, 7TH-, AND UNIVERSITY STUDENTS
Yuki Shimizu¹; Faculty of Education, Saitama University — Two experiments investigated the occurrence of spontaneous trait inference (STI) among Japanese children and adults using a relearning paradigm. Results suggested that 5th- and 7th-graders as well as...
undergraduates showed STIs from behavior descriptions that implied negative traits, although they showed few STIs from descriptions that implied positive traits.

**G102**

**INTEGRATIONS PRECEDE ACCIDENTS: EVIDENCE FOR AN INTENTIONALITY BIAS IN BEHAVIORAL ENCODING**

Erik Helzer, David Pizarro, Michael Goldstein; 1Cornell University — Are people biased to see behavior as intentional? Participants in two reaction-time studies demonstrated an “intentionality bias”: they were quicker to categorize intentional behaviors relative to unintentional behaviors, and often mislabeled unintentional acts as intentional. The strength of this bias was associated with supernatural beliefs and judgments of moral responsibility.

**G103**

**NON-CONSCIOUS MIMICRY ENHANCES ACCURACY IN PREDICTING ECONOMIC EXCHANGE**

Jolie Baumann, Leah Dickens, David DeSteno; 1Northeastern University — We investigated the role of non-conscious mimicry in the formation of trust judgments. Results demonstrated that participants more accurately predicted an individual’s behavior in an exchange game after interacting with that individual in person compared to online. Moreover, the mimicry of specific nonverbal behaviors was a significant predictor of accuracy.

**G104**

**PERSON LEARNING BIASES MEMORY FOR FACES**

Peter Mende-Siedlecki, Alexander Todorov; 1Princeton University — Subjects learned a series of faces in conjunction with valenced behavioral information. When asked to select the original faces out of lineups of faces morphed to appear trustworthy or untrustworthy, subjects’ selections were biased by the behavioral information with which the faces were associated.

**G105**

**INCIDENTAL MORALITY: EXOGENOUS FACTORS INFLUENCE PERCEPTIONS OF SELF-SACRIFICE AND MORALITY**

Rebecca Schumberg, Elizabeth Mullen; 1Stanford University, Graduate School of Business — In three experimental studies, participants judged volunteers to be more moral when they unknowingly missed a concert, worked next to loud construction, or got rained on while volunteering relative to volunteers who did not suffer these hardships. Incidental hardships boosted judgments of morality because they increased perceptions of sacrifice.

**G106**

**DANCING WITH THE DEVIL: RHYTHMIC ENTRAINMENT MODULATES MORAL JUDGMENT AND DECISION-MAKING**

Warren Winter, Piercarlo Valdesolo; 1Amherst College — Previous research has found synchrony to facilitate prosociality, but its persnickety potential has remained unexplored. We show that synchrony, due to its ability to communicate coherence and instill feelings of similarity, can both effectively signal uniformity of immoral character to onlookers and actually instill uniformity of immoral character within collectives.

**G107**

**DIFFERENTIAL EFFECTS OF OWN- VERSUS OTHER-RACE FACES ON STRUCTURAL FACE ENCODING: A TASK-DEPENDENT ACCOUNT**

Keith B. Senholzi, Tiffany A. Itô; 1University of Colorado at Boulder — Sensitivity to race information during structural face encoding was investigated. The effects of race depended on task, with more structural encoding occurring to racial outgroup faces when the task required attention to identity, presumably because attending to outgroup members in this way requires dedication of more processing resources.

**G108**

**PARKINSON’S DISEASE STIGMA AFFECTS EXPECTED BENEFIT IN RELATIONSHIPS DIFFERENTLY FOR MEN AND WOMEN**

Amanda Hemmesch, Linda Tickle-Degnen, Leslie Zebrowitz; 1Brandeis University, 2Tufts University — This study examined the modifying effects of target gender on disability and mental health stigmas in PD. We found that disability-related stigma was more pronounced for men than women, and mental health stigma was more pronounced for women than men (p’s < .05).

**G109**

**A WOMAN BY ANY OTHER NAME: GENDER CATEGORIZATION VS. INDIVIDUATION IN PERSON PERCEPTION**

Curtis Shelton, Tara C. Dennehy, Avi Ben-Zeev; 1San Francisco State University — A category verification task with famous faces was used to examine the claim that gender trumps individuation in social categorization. Surprisingly, data supported a subordinate level shift; latencies were faster to individuating information (famous names) than to gender. We discuss feature-based accounts of person perception and essentialism.

**G110**

**IMPLICIT RACIAL ATTITUDES: MODERATION OF RACIAL TYPICALITY EVALUATIONS**

Elena V. Stepanova; 1University of Missouri — Participants rated faces varying on facial physiognomy (from Afrocentric to Eurocentric) and skin color (from dark to light). The relationship between skin color and ratings was stronger for those with negative implicit racial attitudes. Reliance on skin tone and physiognomy varied by participants’ ethnicity. Implications for race-relevant decisions are discussed.

**G111**

**LESS POWER = LESS HUMAN? MODERATION OF DEHUMANIZATION BY POWER, AND PROPOSED UNDERLYING PROCESSES**

Jason D. Gwinn, Charles M. Judd; 1Princeton University, 2University of Colorado - Boulder — Participants were paired and randomly assigned unequal power for a competitive (Exp. 1) or cooperative (Exp. 2) interaction. They subsequently rated their interaction partner’s traits. High-power participants both animally and mechanistically dehumanized (Haslam, 2006) their partners, yet did not negatively evaluate them. Underlying motivational processes are proposed.

**G112**

**AN EXAMINATION OF STEREOTYPES ASSOCIATED WITH READING PREFERENCES**

Justin Mullin, Raymond A. Mar; 1York University — The present study examined the stereotypes commonly applied to readers and non-readers of fictional literature and expository nonfiction. Participants rated these groups on intelligence, extraversion, social intelligence, and romantic involvement. Differences in social perception were found based on reading habits, both for readers versus non-readers, and for the different genres.

**G113**

**READING BETWEEN THE MINDS: THE USE OF STEREOTYPES IN EMPATHIC ACCURACY**

Karyn Lewis, Sara Hodges; 1University of Oregon — An idealized view of empathy includes careful attention to cues, however part of understanding others may come from the empathizer’s head, including reliance on stereotypes. Empathizers inferred the thoughts of targets belonging to a salient group and showed higher accuracy for stereotype-consistent thoughts, especially when targets revealed little personal information.
G114
CAN ENTRAINMENT REDUCE STEREOTYPING? Kris Aniyabuddhiphongs1, Glenn D. Reeder1, J. Scott Jordan1, Andrew Baker1, Molly Hughes1, Kristine Paulson1; 1Illinois State University — When perceivers get in sync or entrain with another person, they may rely less on stereotyping. In our study, participants who played maracas along with a confederate tended to show a lesser degree of stereotyping when they rated the confederate’s personality.

G115
SKIN AND BONES: THE CONTRIBUTION OF SKIN TONE AND FACIAL STRUCTURE TO TRAIT IMPRESSIONS Michael Strom1, Leslie Zebrowitz1, Shunan Zhang1, P. Matthew Bronstad1, Hoon Koo Lee2; 1Brandeis University, 2Yonsei University — We utilized structural facial differences between racial groups, and ratings of skin tone, to assess their influence on trait impressions. Skin tone was the most important cue for Black judges; White and Korean judges focused on facial structure. Implications for facial qualities that make people vulnerable to prejudice are discussed.

G116
COMPLEXITY OF MENTAL STATE REASONING AND ITS INFLUENCE ON THE OWN-RACE BIAS IN FACE MEMORY Robert Franklin1, Reginald Adams1; 1Pennsylvania State University — We examined the relationship between mental state reasoning and the own-race bias in face memory. White participants attributed more complex mental states to and remembered White versus Black faces better. The mental state complexity attributed to faces moderated the own-race bias. Mental state complexity predicted memory only for White faces.

G117
YES—SIZE DOES MATTER: PERCEPTIONS OF MEN BASED ON BODY SIZE Sarah Butler1; 1DePaul University — Research on male body stereotypes has focused on negative stereotypes of obesity, but the male body ideal is midsized, with broad shoulders and a narrow midsection. So, men differ from the ideal by being both heavy and thin. This study examines negative and positive stereotypes associated with three different sizes.

G118
BEYOND THE DOUBLE JEOPARDY HYPOTHESIS: THE INTERACTION BETWEEN AGE- AND RACE-BASED STEREOTYPES ACROSS THE LIFESPAN. Sonia K. Kang1,2, Alison L. Chasteen1; 1Northwestern University, 2University of Toronto — Five studies examined perceptions of individuals who activate Black and old-age stereotypes – two conflicting stereotype sets (e.g., warm/frail vs. hostile/aggressive). This stereotype combination led to positive evaluations of older Black men, but negative evaluations of older White men. Results suggest that selective inhibition of conflicting stereotypes underlies this effect.

G119
DO YOU TAKE THIS MARRIAGE?: PERCEIVED CHOICE OVER MARITAL STATUS AFFECTS STEREOTYPES OF SINGLE/MARRIED PEOPLE Wendy Morris1, Brittany Kemp1; 1McDaniel College — Two experiments found that singles are more likely to be perceived negatively if they reject the cultural norm of marriage by choosing to remain single. Singles are viewed positively if they are perceived as wanting to be married. This pattern was particularly strong when participants rated the opposite sex.

Social Development
G120
CROSS-CULTURAL COMPARISON OF THE DEVELOPMENTAL PROCESS OF CONFLICT MANAGEMENT SKILLS IN EARLY CHILDHOOD Noriko Hamaie1, Tatsuo Ujjie1, Jiro Takai1, Yuko Takahama2, Makoto Shibayama3, Mayumi Fukimoto4, Hiroko Sakagami2, Katsumi Ninomiya4, Rei Omi2, Yoshihiro Shima1, Rumiko Nakayama1, Hiroki Matsui1; 1Nagoya University, 2Ochanomizu University, 3Kamakura Women’s University, 4Tokyo Gakugei University, 5Aoyama Gakuin University, 6Aichi Gakuin University, 7Mie University — The purpose of this study was to investigate differences in conflict management styles of children among Asian countries. A questionnaire survey was conducted on teachers of about 4000 children in Japan, South Korea, and China. Analysis showed that Chinese children, compared with others, were more likely to use integrating style.
BLAME-TAKING BEHAVIOR IN COLLEGE STUDENTS Jennifer Willard, Gabriel Vece, Silvia Baykoucheva; Kennesaw State University — This research investigated prevalence rates of blame-taking behavior among college students (N = 211) and examined personality (e.g., empathy, delinquency) and situational factors (e.g., relationship with perpetrator, college students (N = 211) and examined personality (e.g., empathy, delinquency) and situational factors (e.g., relationship with perpetrator, classroom, and sharing, supporting conceptual scaffolding and other theoretical models in which abstract psychological and social concepts develop from early physical experiences.

RACE, CLASS, AND ACHIEVEMENT: THE IMPACT OF SUBJECTIVE SOCIAL CLASS IN AN AFRICAN AMERICAN SAMPLE Felecia Webb, Robert Sellers; University of Michigan — Social class predicts academic achievement. Most studies utilize measures of income, education, and occupation to measure SES. This study examines the impact of subjective class status above and beyond that of objective class indicators for students’ academic achievement. Results suggest the importance of further examination of subjective social class experiences.

TRUSTWORTHINESS JUDGMENT: HOW EARLY CHILDREN BECOME CAPABLE OF REFERRING TO A PERSON’S PAST HONESTY Rie Toriyama, Fen Xu, Kang Lee; University of Toronto, Beijing Normal University — We examined how early children become capable of deciding whether to trust the person appropriately. Our findings suggest that 9-year-olds as well as adults are able to refer to a person’s past behavior in evaluating the person’s trustworthiness while 7-year-olds are unable to consider the person’s past honesty.

BLAME-TAKING BEHAVIOR IN COLLEGE STUDENTS Jennifer Willard, Gabriel Vece, Silvia Baykoucheva; Kennesaw State University — This research investigated prevalence rates of blame-taking behavior among college students (N = 211) and examined personality (e.g., empathy, delinquency) and situational factors (e.g., relationship with perpetrator, severity of consequences) that may have contributed to their decisions to take the blame for another’s antisocial or criminal behavior.

UNDERDESERVED BLAME ACCEPTANCE AMONG A SUBSTANCE ABUSE POPULATION Timothy W. Curran, Alexander Pierre, Jennifer Willard; Kennesaw State University — This study investigated how often individuals seeking help for substance abuse took the blame for another person’s antisocial or criminal behavior. We measured several personality (e.g., codependency, empathy) and situational factors believed to contribute to this behavior. Results indicated that blame-taking behavior was widespread among this population.

COGNITIVE PROCESSING OF SOCIAL VALUE Danielle M. Shore, Erin A. Heery; Bangor University — We investigated how learning social value through repeated interaction affects behavior, social judgment, and cognition. As anticipated, social value altered behavior, judgments, and stimulus salience under ideal cognitive conditions. Under degraded cognitive conditions, attention was biased toward faces with negative value, suggesting that value changes the processing of social stimuli.

ATTRIBUTING SUCCESS TO EXTRINSIC MOTIVATION: IMPLICATIONS FOR BRAND IMAGE Evelyn Au, Ching Wn; Singapore Management University, Nanyang Technological University — To understand behavior, observers attempt to deduce the underlying motivation. Results suggest that perceiving successful individuals to be extrinsically motivated is associated with the belief that high status brands are chosen for extrinsic reasons, and that marketing plans which focus on prestige to be most effective in selling high-end products.

A COMPARISON OF METHODS OF PRESENTING PROBABILITY INFORMATION TO DECISION MAKERS John Edwards, Allen Pamela, Snyder Frank, Falkenstein Angelica, Makinson Kevin, Hamby David; Oregon State University — A study examined methods used in the science to communicate probabilities with regard to their effect on the accuracy of people’s decisions. Participants read scenarios in which a probabilistic outcome was described using one of the methods and asked to make decisions. Decision-maker accuracy and confidence differed by graphical method.

SWEEPING DISHONESTY UNDER THE RUG: HOW UNETHICAL ACTIONS LEAD TO MORAL FORGETTING Lisa Shu, Francesca Gino; Harvard University — An overlooked consequence of dishonest behavior is the forgetting of moral rules. Participants were given the opportunity to cheat on a task. Before the task, they were exposed to moral rules. People were more likely to forget the rules after cheating even when they had incentive to recall them accurately.

THE SECRECY HEURISTIC: SECURITY INFLUENCES DECISIONS AND INCREASES PERCEIVED QUALITY OF FOREIGN POLICY INFORMATION Mark Travers, Charles Judd, Leaf Van Boven; University of Colorado — We tested the hypothesis that secrecy increases perceived informational quality and decision weight, independent of objective informational quality, in various foreign policy contexts. In experiments, subjects were more likely to judge ostensibly secret information as of higher quality, suggesting that secrecy is a heuristic used in determining informational quality.

A QUALITATIVE STUDY OF THE DECISION-MAKING PROCESS FOR USE OF COMPLEMENTARY AND ALTERNATIVE MEDICINE (CAM) Palak Kothari, William Marelich; California State University, Fullerton — The purpose of this qualitative investigation was to assess the decision-making process underlying complementary and alternative medication (CAM) use. Prospect theory was applied to understand the risk-taking nature in the decisional event to use CAM. Decision-making was evaluated by assessing the motivations of passive and active voice in healthcare.

WHY AREN’T WE EATING 5-A-DAY? EXPLORING THE PERCEIVED HEALTH-RELATED VALUE ASSOCIATED WITH EATING ADDITIONAL FRUIT Rachel Bums, Alex Rothman; University of Minnesota — Two studies explored the perceived health-related value associated with eating increasing quantities of fruit. Participants perceived there to be no additional health value to eating more than two pieces of fruit, unless a variety of fruit was eaten throughout the day. Results provide insight into low adherence to dietary guidelines.

RELATIONSHIP BETWEEN NEWS WATCHING AND ATtribution OF BLAME FOR AN EPIDEMIC OF FMD IN JAPAN Zentarou Uemura; Fukuoka University of Education — A total of 77 participants were asked (1) knowledge of foot-and-mouth disease (FMD), (2) frequency of news watching and (3) attribution of cause, responsibility and blame for the FMD epidemic in Japan. Frequency of news watching correlated with the attribution of blame on the prime minister and a prefectural government.
VOICE FREQUENCY IMPACTS HEMISPHERIC PROCESSING OF ATTRIBUTE FRAMES Catherine Setta, Michael McCormick, Patrick Gallagher, John Setta, Wake Forest University, University of North Carolina - Greensboro, Duke University – Would you buy meat that's 80% lean or 20% fat? Using a DFF procedure, we found attribute framing effects when the holistic/contextual processing style of the right hemisphere was enhanced, but not when the analytic/inferential style of the left hemisphere was enhanced.

Marketing Celebrity Figures: The Less the Public Knows the Better? Dominika Mazur, Bruce E. Pfeiffer, Steven S. Posavac, Frank Kardes, David Sanbonmatsu, University of Utah, University of New Hampshire, Vanderbilt University, University of Cincinnati – Celebrities tend to be figures that people like a lot but know little about. In our study we found that providing information about celebrities’ political and religious affiliation leads to less favorable opinions about them. We discuss the implications of the findings for the marketing of public figures.

I Heard It From Him, So It Must Be True: Bias in Judgment of Rumors Gregory M. Hundt, High Point University – Participants gave higher veracity judgments to information relayed to them by a high credibility source even though they were aware the information’s original source was one they knew was low in credibility. This demonstrates a judgmental bias to increase veracity of untrue information because a credible source simply repeats it.

The Good, the Bad, and the Justified? Supporting Violence in Service of “The Greater Good” Maggie Campbell, Clark University – Redemptive violence is often seen as morally necessary in order for good to triumph over evil. Two measures were developed in order to assess endorsement of redemptive violence and a dichotomized view of good and evil. As hypothesized, responses to these scales predicted support for issues regarding peace and violence.

Perspective Taking Seeking: When, Why, and How Mia Takeda, Yoichi Amano, Aoyama Gakuin Women’s Junior College, Tokyo Metropolitan University – We examined when, why and how people try to make others take their perspective and how people monitor whether their perspective had been taken by others in the real world. Results were discussed in terms of metacognition in social interaction.

Just Do It! The Role of Regulatory Focus in Self-Other Decision Making Monique Pollmann, Tilburg University – Decision making for others differs systematically from decision making for the self. In two studies, I show that people’s regulatory focus differs according to whether people decide for themselves, or for someone else. Furthermore, regulatory focus mediated the difference in risk-taking between decisions for the self and decisions for others.

The Structure of Social Evaluation Space is Culture Dependent Daniel Gill, James Hillis, Roberto Caldara, University of Glasgow – Correlations between social judgments (trustworthiness, warmth, etc.) of faces were found to differ for East-Asians and Europeans. These correlations were highly correlated with word-relatedness within the observers’ language. This implies that social-judgments are culture dependent and that semantic relationships rather than visual perception differences underlie the social judgment correlations.

God is Watching vs. God is Listening: Manipulating Thought-Focused vs. Action-Focused Judgments of Moral Responsibility Jennifer L. Fortune, Jason E. Plaks, University of Toronto – We manipulated participants’ thought- vs. action-focus by having them imagine that God was either listening or watching. This manipulation resulted in different ratings of moral responsibility for crimes in which the actor was focused on malevolent thoughts vs. performing the crucial action.

Seeking or Seeing? The Benefits of Counterfactuals Do Not Depend on the Decision to Seek Amy Summerville, Miami University — Seeking information about foregone alternatives following a decision can improve satisfaction with the originally chosen option. This research finds that this benefit is not limited to those who choose to view this information, but extends to those who are randomly assigned to do so as well.

Smiles and Voting: External Affective Cues Can Alter the Relevance of Idealistc Versus Pragmatic Concerns Axel M. Burger, Herbert Bless, University of Mannheim – The presented research shows that external affective cues such as pictograms of smiling or frowning faces in the background of questionnaires can alter the importance people assign to idealistic versus pragmatic concerns in political decision making. Findings are discussed in the light of construal level theory and a mood-as-information perspective.

Focusing Focalism: Forecasting Affect Via Prediction Strategies Chuck Tate, San Francisco State University – Three studies demonstrated that prediction strategies (Malle & Tate, 2006) accounted for affective forecasting bias. In Study 1, different prediction strategies changed prediction accuracy for non-affective judgments. Study 2 successfully measured affective forecasting bias via prediction only. In Study 3, manipulated prediction strategies modulated affective forecasting errors and focalism estimates.

Examining the Influence of Affective Response and Personality on Risk-Taking in Different Domains Emily Stark, Minnesota State University – Mankato – Participants read gain- or loss-framed human life and property framing scenarios and rated their affective response to options before making a choice. Framing effects were stronger for human life scenarios, and affect also played a stronger role in predicting choice for human life scenarios compared to property.

Regrets of the Typical American: Findings from a Nationally Representative Sample Mike Morrison, Neal Roesel, University of Illinois at Urbana-Champaign, Northwestern University – In the first examination of established regret effects using a representative sample of Americans, we replicated many findings consistent with regret regulation theory (Zeelenberg & Pieters, 2007). We also encountered interesting new patterns that invite refinements of existing theory. Our findings illustrate how regrets are beneficial for our daily existence.

Pain and Empathy Gaps in Self and Others Natalie M. Wheeler, Irene V. Blair, Holen E. Katz, Leaf Van Boven, University of Colorado-Boulder – We examined empathy gaps in physical pain. Longer samples of cold-induced physical pain, compared with shorter or no samples of pain, led people to predict that both they themselves and others would experience more painful reactions to future cold-induced pain, and would demand greater payment to experience future cold-induced pain.
G153
EMOTIONALLY UNSKILLED, UNAWARE, AND DISINTERESTED IN LEARNING MORE Oliver Sheldon1, Daniel Ames2, David Dunning2; 1Rutgers University, 2Columbia University, 3Comell University – In three studies, we explored whether the Dunning-Kruger Effect generalizes to social abilities, such as emotional intelligence (EQ). Additionally, we extended prior work by examining whether the phenomenon negatively affects willingness to explore improvement, and is partially explained by narcissism. Results strongly supported each of these possibilities.

G154
HOW CONFIDENCE AND ANALYTICAL MINDSETS INFLUENCE INTUITION Shannon Pinigra1, Keith Markman1; 1Ohio University – Past research found that analytical thinking worsens the performance of intuition-based tasks (Pinegar & Markman, 2010). The current study found that confidence but not liking was lower for analytical conditions compared to control conditions when rating strings during the Markovian Grammar Task (Reber, 1967).

G155
THE CONVERSATIONAL BASIS OF EASE OF RETRIEVAL EFFECTS Ulrich Kuehnen1, Susanne Haberstroh2, Aileen Oebest3, Saribay Adil1; 1Jacobs University Bremen, 2University of Osnabrück – Ease of retrieval effects partly depend on the manipulation-check being measured before the DV. I argue that if participants experience the recall as difficult, they infer that they are below average, resulting in ease effects. Two studies showed that undermining the conversational relevance of the recall task eliminated ease effects.

G156
MONKEY ON THE MENU: FRAMING EFFECTS ON WILLINGNESS TO EAT NOVEL MEATS Matthew Ruby1, Heine Steven J.1, Henrich Joseph1, Barclay Trina1; 1University of British Columbia – We investigated the effects of familiarity framing (familiar- menu items; unfamiliar- animal names) on willingness to consume novel meats. Overall, framing animals as menu items (familiar) increased willingness to eat. Further, women reported less willingness to eat, especially when meats were presented as a list of animal names (unfamiliar).

G157
PERCEIVING POLITICIANS: POLITICAL ATTITUDES INFLUENCE VISUAL SCANNING OF LIKED AND DISLIKED POLITICIANS Colleen M. Carpinella1, Kenli L. Johnson1; 1University of California, Los Angeles – We examined the influence of political ideology and liking on the visual scanning of politicians. Democrats attended longer to the facial features of less favorable politicians, whereas Republicans attended longer to more favorable politicians. Politician liking may drive visual behavior to serve strategic motivations related to political ideology.

G158
TAKING ONE FOR THE TEAM: HIGHER LEVEL CONSTRUALS PROMOTE SELF-SACRIFICE DECISIONS Paul Stillman1, Kentaro Fujita1, Oliver Sheldon1; 1Ohio State University, 2Rutgers University – Self-sacrificing dilemmas are mixed-motive social dilemmas in which people can choose to receive no reward so that others may benefit more. From construal level theory, we hypothesized higher vs. lower level construals would promote group vs. individual concerns and thus promote self-sacrifice decisions. Experimental results confirmed predictions.

G159
THE ROLE OF ETHNICITY IN ATTRIBUTIONS OF SEXUAL FLUIDITY Danielle Gentile1, Eric Goodwin1, Amanda Hock1, Jennifer J. Ratcliff1; 1SUNY Brockport – Research shows that women are perceived to be more likely to change their sexual orientation over the lifespan than are men (Gentile et al., 2009). However, it is not known whether women of certain ethnicities are perceived to be more fluid than are others. The current study examines this question.

G160
FAILING TO COMMIT: MAXIMIZERS AVOID COMMITMENT IN A WAY THAT CONTRIBUTES TO REDUCED SATISFACTION Erin Sparks1, Joyce Ehrlinger1, Richard Eibach2; 1Florida State University, 2University of Waterloo – We argue that maximizers possess an inability to commit to their choices that makes them less happy than satisficers with their decisions. Across two studies, we show that maximizers express reticence to commit to their choices, delay decision commitment, and fail to show the classic “spreading of alternatives” after choice.

G161
INVESTING (TRANSFER) APPROPRIATELY: HOW THE HASTY BEHOLD, AND THE CAUTIOUS CONSTRUE, TO MAXIMIZE INVESTMENT RETURNS Ester Moher1, Jonathan Smallwood2, Derek J. Koehler2; 1University of Waterloo, 2University of California, Santa Barbara – Maximizing investment returns often requires a long-term perspective (Thaler et al., 1997); thus, priming an abstract focus should encourage risk tolerance. We find that low-level primes encourage investment among intuitive participants, whereas high-level primes increased investment especially among analytic participants. We discuss implications of transfer-appropriateness in choice.

G162
TOGETHER FOREVER AND NEVER TO PART: ATTACHMENT STYLE AND REPLACEMENT INTENTIONS FOR ANTHROPOMORPHIZED OBJECTS Jesse Chandler1, Norbert Schwarz2; 1Princeton University, 2University of Michigan – We examine whether attachment style moderates decision making about anthropomorphized possessions. Anxious attachment patterns predict unwillingness to replace objects following an anthropomorphic prime but not following an object prime. Furthermore, anxious attachment patterns predict the expression of interpersonal emotions (i.e. love) towards anthropomorphized possessions.

G163
CAUSAL UNCERTAINTY AND SOCIAL PREDICTION Jessica Gonzalez1; 1The Ohio State University – Causal understanding allows people to be able to predict and control their environments. Individuals high in causal uncertainty doubt their ability to understand causes, and perceive their environments as being uncontrollable. The current studies demonstrate that individuals high in causal uncertainty also doubt their ability to make social predictions.

G164
RE-EXAMINING THE FORM AND FUNCTION OF SUPERSTITION Scott Fluke1, Russell J. Webster1, Donald A. Saucier1; 1Kansas State University – We present two studies investigating the nature of superstitious belief using a newly constructed superstitious belief scale. Our results indicated that a higher belief that fate and chance controls our lives best predicted superstitious belief, and that superstition actually decreased when confronted with the ultimate uncertainty: thinking about death.

G165
VERSE TO GETTING WORSE VERSUS GIVING UP?: THE ROLE OF POSSESSION LOSS IN ENDOWMENT EFFECT Taejung Hur1, Moonki Hong1, Hyunjong Kim1, Hyejeong Park1; 1 Korea University – This study examined the role of possession- versus valence-loss aversion in endowment effect by employing decisions between endowed and new items in both negative and positive domains. The endowment effect was found in both domains and was correlated with habituated behavioral tendencies to hesitate giving up, supporting possession-loss aversion.
G166
MANIPULATING PAST GROUP-BASED DISCRIMINATION AND ALLEGED PERPETRATOR RESPONSE TO EXAMINE THE PLASUABILITY OF “CONSPIRACY” BELIEFS

Amanda Hamilton

Society for Personality and Social Psychology — 2011 Annual Meeting

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G167
THE FUNCTIONAL MOTIVATION OF SACRED VALUES: EXTREME MORAL COMMITMENTS OR EXPECTATIONS OF LONG-TERM INSTRUMENTAL OUTCOMES?

Kate Jassin1, Jeremy Ginges2; The New School for Social Research

We found that those holding a sacred value were more likely to claim moral motivations for their attitudes and more likely to claim instrumental motivations compared to people not holding a sacred value. This suggests that proximate non-instrumentally rational decision-making over sacred values might reflect intuitions about long-term instrumental outcomes.

G168
DILUTING EVIL: THE MODERATING EFFECT OF OBJECT HISTORY ON NEGATIVE CONTAGION

Natalie Fedotova1, Paul Rozin1, Hana Zickgraf1; University of Pennsylvania

In these studies, we show that, in the lay mind, negative contagion produced by an evil figure can be moderated by either prior or subsequent physical contact with a highly admired figure. Results suggest that people privilege the more recent instances of contagion over earlier events.

G169
ASSESSING THE COHERENCE OF CAUSAL DISCOUNTING: A FLEXIBLE BAYESIAN STANDARD

Kyle E. Jennings1, University of California, Berkeley

We hypothesize that construal level is the primary variable influencing choice preference, with low-level construal leading to risky choices and high-level construal leading to certain choices. Two studies involving environmental decision-making supported this hypothesis.

G170
RISK TODAY, CERTAINTY TOMORROW: THE INFLUENCE OF CONSTRUAL LEVEL ON ENVIRONMENTAL DECISION-MAKING

Allison Sweeney1, Amanda Hamilton1, Ashley Beck1, Brian Detweiler-Bedell1, Jenusha Detweiler-Bedell1; Lewis & Clark College

In this study, students read one of 6 vignettes of an imagined disease outbreak and rated the plausibility of “conspiracy” beliefs to explain the outbreak of disease. Conspiracy beliefs were rated as more plausible when the victims experienced past group-based discrimination or when the alleged perpetrator made no response.

G171
GREAT EXPECTATIONS: EXPLORING THE COSTS OF OVERLY OPTIMISTIC DECISIONS ON FUTURE BEHAVIOURS

Amanda Wudarzewski1, Derek Koehler2; University of Waterloo

Participants were prompted to make the decision of foregoing an initial payment for a chance to receive a larger incentive by completing a second questionnaire made available after a certain amount of time delay. We found that self-predictions become more optimistic as target behaviour becomes more distant in the future.

G172
SOCIAL COMPARISON DRIVES COMPETITION – BUT WHAT DRIVES THE N-EFFECT?

Anna Linda Hagen1,2, Stephen Garcia1, Avishalom Tor1; Philips-Universität Marburg, Germany, 2University of Michigan, Ann Arbor

Discounting occurs when the presence of one cause for an effect reduces confidence that another cause was also present. The notion of two causes and the relative likelihood of the effect when one or both causes are present.

G173
CONTEXTUAL EFFECTS OF REGULATORY FOCUS ON MORAL JUDGMENT INTENSITY

James F. Cornwell1,2, E. Tory Higgins1,3; Columbia University

In this study, the intensity of moral judgments varied across a number of different scenarios dependent upon whether the subject was in a state of promotion or prevention ‘fit.’ This suggests that there may be more than one system of moral evaluation.

G174
DENYING FREEDOM TO THOSE WITH WHOM WE DISAGREE: STRATEGIC INTOLERANCE ON THE LEFT AND RIGHT

Janet T. Crawford1; The College of New Jersey

Participants provided political tolerance judgments for the rights and freedoms of political target groups and individuals. Objectives (i.e., liberal or conservative) of political targets were varied between subjects. Both conservatives and liberals engaged in strategic intolerance across a number of issues, and effects were moderated by need for closure.

G175
THE EFFECTS OF MORTALITY SALIENCE AND POLITICAL ORIENTATION ON MORAL JUDGMENTS

Jonathan Bassett1, Michael Sonntag1, Harrison Kilpatrick2,1, Lander University, 2University of Maine at Presque Isle

The authors tested competing predictions regarding how existential threat would influence the moral judgments of political liberals and conservatives. Mortality salience increased moral judgments related to fairness among liberals and purity among conservatives. These data are consistent with the terror management perspective that existential threat polarizes preexisting ideological differences.

G176
HOW LOVE AND SEX INFLUENCE THE STRUCTURE OF COUNTERFACTUAL THOUGHTS

Kai Epstude1, Neal J. Roese2, Jens Förster3; University of Groningen, 2Northwestern University, 3University of Amsterdam

Counterfactuals can have an additive (i.e., I should have done X) or subtractive structure (i.e., I shouldn’t have done X). The present research establishes a link between abstract (i.e., love) concepts and additive counterfactuals on the one hand and concrete (i.e., sex) concepts and subtractive counterfactuals on the other hand.

G177
MORAL CERTAINTY: DO WE REALLY WANT TO KNOW MORE?

Nina Powell1, Kimberly Quinn1, Sarah Beck1; The University of Birmingham

Many factors have been shown to influence judgments of immorality. Often times information is unavailable at the time we make a judgment about the morality of a situation or actor, suggesting that we should have less certainty when condemning others actions without full knowledge.

G178
FACTORS INFLUENCING PERCEPTIONS OF CONTRACTION RISK AND VACCINE INTENTIONS DURING THE H1N1 PANDEMIC

Ashlee Mulligan1, Sheena Taha1, Kimberly Matheson1, Hymie Anisman1,2; Carleton University

Despite the H1N1 flu virus reaching pandemic levels, worry amongst students was low, as were perceptions of the chance of contracting the virus. In terms of prevention, increased worry and threat increased intent to get vaccinated, while distrust of the media and physicians predicted lower intent for vaccination.
HOW TO NOT DEMONSTRATE MORAL HYPOCRISY: ACCOUNTING FOR ONESELF AND OTHERS IN FAIRNESS-RELEVANT DECISIONS  Brian A. M. Clark1, John D. Harrison2, Eric R. Stone2, Sara D. Hodges1; 1University of Oregon, 2Wake Forest University — Decisions made about how to allocate two asymmetrically desirable experimental tasks were unaffected by self-presentation concerns. In Study 1, decisions made anonymously did not differ from those made non-anonymously and in Study 2, decision advice given to a confederate did not differ from decisions made for oneself.

A CRITERION FOR SOCIAL APPROPRIATENESS JUDGMENT IN REWARDS ALLOCATION  Hiroshi Shimizu1; 1Kwansel Gakuin University — The purpose of this study was to reveal how people judge the appropriateness of behaviors in the reward allocation situation. We assumed that people would judge appropriateness of allocation based on Equity principle. 454 students participated in the vignette experiment. Results showed that our assumption was supported.

TO APPROACH OR NOT APPROACH: CONFORMITY EFFECTS ON APPROACHABILITY JUDGEMENTS  Kelsey M. Shwetz1, Darren W. Campbell1; 1University of Manitoba — We investigated two conformity motives: social affiliational and information acquisition. We crossed faces low, ambiguous, or high in approachability with either high or low (contrived) peer approachability ratings. Conformity influences were restricted to ambiguously approachable faces. This novel assessment of interpersonal engagement favors an information acquisition conformity motive.

THE ROAD TAKEN: HOW FLUENCY INFLUENCE FEELING OF SELF-AGENCY IN DECISION MAKING  Masanori Oikawa1, Hanuka Oikawa1; 1Doshisha University — Participants were asked to decide whether or not to become an organ donor. In either case significant majority chose to stick with the default. Importantly, people reported more self-agency when conforming to rather than breaking the status quo.

FUTURE-ORIENTATION AND ASSOCIATED PERSONAL UNCERTAINTY LEADS TO HARSHER REACTIONS TOWARD INNOCENT VICTIMS  Michelle Bal1, Kees van den Bos1; 1Utrecht University — We strive for long-term goals, but seldom have certainty that our efforts will pay off. To cope with this uncertainty, people must believe that the world is just. Three experiments demonstrate that personal uncertainty is associated with a future orientation and leads to stricter adherence to this belief.

POWER SUIT: PRIMING ABSTRACT PROCESSING WITH FORMAL CLOTHING  Abraham M. Rutitch1, Michael L. Sleipnir2, Simon N. Ferber2, Alexander B. Swain1, Joshua M. Gold1, Angela C. Bell1; 1California State University, Northridge, 2Tufts University — The current study primed authority using formal clothing. Participants were randomly assigned to wear either formal or casual clothing (that they had brought with them), then performed a Navon letter task. Those wearing formal clothing engaged in more abstract processing, indicated by faster identification of global than local stimulus properties.

DO YOU WANT THE GOOD NEWS OR THE BAD NEWS FIRST?  Angela Legg1, Kate Sweeney2; 1University of California, Riverside — News often comes as a mixed set and prompts the question, “Which do you want first, the good or bad news?” We examined news order preferences of news-giv-
G192
COUNTERFACTUALS AT THE WRONG PLACE AND WRONG TIME: LEARNING INHIBITION IN THE MONTY HALL PROBLEM
John V. Petrocelli, Anna K. Harris; Wake Forest University — This research investigates why learning is inhibited within multiple-trial Monty Hall problem-paradigms, specifically examining the roles of counterfactual thinking and memory for decision-outcomes. Participants completed 100 trials of the problem, listing thoughts after each trial. Learning inhibition appeared to be partly a function of adherence to counterfactual prescriptions and memory.

G193
PERCEPTIONS OF FUTURE MORAL VIOLATIONS ARE CONTINGENT ON PAST PERFECT OR IMPERFECT DUTY VIOLATIONS
Joshua Sandry, Gayle Hunt, Stephen Rice, David Trafimow; New Mexico State University — This study revealed that perfect duty violations resulted in strong future predictions of both perfect and imperfect duty violations, while imperfect duty violations had little impact on predictions of either type of violation.

G194
THE NON-SELECTIVE SUPERIORITY BIAS: VIRTUALLY INDESTRUCTIBLE?
Kathryn Bruchmann, Jerry Suls, Jason Rose, Zlatan Krizan, Seon Lee; University of Iowa — Across a series of studies, the indestructibility of the non-selective superiority bias (NSSB) was tested. Studies had participants focus on similarity versus differences of items; rank order items; or generate items from same versus different categories. The NSSB prevailed — target items were rated more extremely than referent items.

G195
THINKING TOO MUCH: THE ROLE OF EXPERTISE
Koen Dijkstra; University of Amsterdam — Judgments made after deliberation often differ from expert opinion. This is less so for intuitive judgments. We show that individuals with moderate amounts of expertise — whose level of perceptual expertise is likely to exceed their verbal ability — suffer from deliberation and this partly due to a local processing style.

G196
EMBODIED LANGUAGE AND DECISION MAKING
Lily Jampol, Jeremy Skipper, Thomas Gilovich; Cornell University — Our research examines how body movements influence choice and preference. Two studies examined whether embodied associations with action words facilitate decision responses during ongoing movement (computer mouse) in a choice task. The results have implications for preference formation and unconscious decision making in a technology-driven world.

G197
EMBODIED REACTANCE: RESTRICTING PHYSICAL MOVEMENT INCREASES FREEDOM-RELATED PREFERENCES
Matthew Hunt, Peter Ditto; University of California, Irvine — We investigated the effects of physically restricting movement on preferences for unrelated conceptual freedoms. Participants whose dominant forearm was immobilized expressed significantly stronger preferences for freedom-related choices in trade-off scenarios than did unrestrained control participants. No differences were found for choices unrelated to freedom.

G198
ON BENDED KNEE: MIRACLE JUDGMENTS AND EMBODIMENT THEORY
Michael Richard Ransom, Mark Alicki; Ohio University — Embodiment theory suggests that our bodies’ movements/positions influence our judgments. One interesting domain to examine embodiment effects is within a religious context. Indeed, it is common to find people kneeling during prayer. The present study showed that kneeling participants, compared to sitting participants, evaluate scenarios as being more miraculous.

G199
STAY FOR NOW AND SWITCH FOR FUTURE: THE EFFECT OF TEMPORAL DISTANCE ON ENDOWMENT EFFECT
Moonki Hong, Taekyun Hur; Korea University — This study examined the effect of temporal distance on the endowment effect. Participants were asked to decide between staying with their endowed job or switching to another job in near or distant future. The endowment effect was vanished when the decision was for distant future.

G200
SURPRISE! DOES INFORMATIONAL AND OUTCOME ORDER AFFECT SURPRISE AND HINDSIGHT JUDGMENTS?
Paul M. Miceli; Lawrence J. Sanna; University of North Carolina at Chapel Hill — Information leading up to an event in chronological or random order, along with receiving outcome knowledge before or afterwards, influences both how surprising and inevitable outcomes are perceived to be. Controlling for surprise, participants who viewed a chronological and outcome beforehand movie found the outcome to be the most inevitable.

G201
WITH FLUENCY COMES TRUST: EASE-OF-RETRIEVAL INFLUENCES WHETHER WE TRUST OTHER INDIVIDUALS
Rainer Greifeneder, Patrick Müller, Dagmar Stahlberg, Kees van den Bos, Herbert Bless; University of Mannheim, Utrecht University — Trust is known to be vital for societies and close relationships to prosper. But how do we form decisions to trust? We report two experiments exploring the nature of this assessment and suggest that trustful behavior is guided not only by accessible content, but also by feelings of ease-of-retrieval.

G202
WHEN DOWN IS GOOD: HEAD POSITION AFFECTS MORAL ATTRIBUTION TO MUSIC
Robert Andrew Kloep, J. Ian Norris; Murray State University — This study examined the effects of lowered and raised head positions on attributions of morality to a musical selection. Despite the vertical associations between down and evil and moral emotions such as shame, a lowered head position actually increased attributions of moral goodness, perhaps via associations with prayer and meditation.

G203
AFFIRMATIVE ACTION ISSUE FRAMING: DEMOGRAPHIC DIFFERENCES AND ASSOCIATIONS BETWEEN ATTITUDES AND BEHAVIORS DEPENDING ON RACE
Shelby E. Dawkins-Law, Abdiel J. Flores, Tiffany M. Griffin; University of North Carolina, Chapel Hill, California State Polytechnic University, Pomona — Popular discourse has redefined affirmative action to frame more colloquial themes. These issue framings have been linked to differential opinions of the policy. This study expands previous research to discover racial differences in issue framings, and associations between issue framings, behaviors and attitudes independent of and depending on race.

G204
ARE PEOPLE INTUITIVE STATISTICIANS? THE POWER OF SAMPLE SIZE FOR ADJUSTING THE DECISION THRESHOLD
Susanne Beier; Fiedler Klaus; University of Heidelberg — Based on a statistical decision model (Fiedler & Kareev, 2006), two studies explored whether subjects adjusted their decision threshold according to normative statistical rules when making decisions concerning products based on different information sample sizes. Two studies yielded mixed evidence for threshold adjustment.
G205  
EXAMINING PREFERENCES FOR INNATE TALENT: GENERALIZABILITY OF THE NATURALNESS BIAS  
Chia-Jung Tsay1,2, Mahzarin Banaji3; 1Harvard — In judging achievement, musicians report that “strivers” are more likely to succeed while showing a reverse preference for “naturals.” We tested the generalizability of this result in judgments of entrepreneurship achievement and showed a naturalness bias. In addition, domain experts appear to be more prone to favoring naturals.  

G206  
IF YOU ARE MY PARTNER, YOU MUST BE LIKE ME: COOPERATION BELIEFS UNDERLIE SOCIAL PROJECTION  
Claudia Toma1, Yzerbyt Vincent1, Cornelle Olivier1; 1Catholic University of Louvain — People anticipating to cooperate with an unknown partner project their self-view into this partner. This research proposes that this effect is driven by people’s belief according to which similarity is beneficial in cooperation. Studies 1-3 showed that people hold such a belief. Studies 4-6 showed that this belief influence projection.  

G207  
DISTINGUISHING BETWEEN MOMENTUM AND THE HOT HAND: ITS ABOUT CONTEXT  
Corey Guenther1, Keith Markman2; 1Columbia University, 2Ohio University — Three studies examine how lay perceivers differentially conceptualize psychological momentum and the hot hand. While both are perceived to arise from streaks in performance, we contend momentum perceptions are also influenced by extra-individual factors beyond performance. Implications for the study of probabilistic reasoning and prediction in achievement domains are discussed.  

G208  
BEHAVIORAL EXPLANATIONS AS ACTIONS: THE PRIMACY OF EVALUATION  
Girts Dimdiņš1,2,3, Henry Montgomery2, Patrik Carlstedt2; 1University of Latvia, 2Stockholm University, 3Stockholm School of Economics in Riga — We examined how people explain causal explanations occurring in everyday communication. Different types of explanations were seen as being caused by the attitude of explainer towards the actor. Behavioral explanations may function as communicative actions in a shared reality, emphasizing or downplaying a positive or negative evaluation of the actor.  

G209  
SPEED OF MOVEMENT AND ATTRIBUTIONS OF POSITIVE AND NEGATIVE TRAITS  
Ivan Hernandez1, Jesse Lee Preston1; 1University of Illinois at Urbana-Champaign — In two studies, participants viewed videos of a person moving at either a slow, medium, or fast pace, and then rated the person on both positive and negative characteristics. A significant speed by valence interaction emerged, with medium-paced targets rated more positively than slow or fast moving targets.  

G210  
DO YOU WANT TO SIT WITH ME? WELL, FOR HOW LONG?  
Lindsey M. A. Shumila1, Darren W. Campbell1; 1University of Manitoba — The present study investigated the role of situational uncertainty in making social approachability judgments by manipulating the time-to-be-spent interacting with a stranger. A shorter time commitment was associated with higher approachability scores. This result highlights that a basic situational factor (time) can alter fundamental interpersonal judgments.  

G211  
TEMPORAL DISTANCE AND TEMPORAL CONSTRUAL AS EXPLANATIONS OF TYPE OF JUST WORLD MAINTENANCE STRATEGY  
Molly VanDeursen1, Ruth Warner1; 1Saint Louis University — Individuals blamed abuse victims when abuse occurred in the recent past and found benefits for victims when abuse occurred in the distant past. Individuals also blamed victims when focused on how abuse occurred and found benefits when focused on why abuse occurred. Implications for victims are discussed.  

G212  
HINTS OF BAD NEWS AND AVOIDANCE OF HEALTH INFORMATION  
Corinne Novell1, James A. Shepperd2; 1University of Florida — Two studies examined whether people avoid medical testing when they anticipate unpleasant results. Few participants said they would avoid testing when reporting their intentions (Study 1). However, when facing a real test (Study 2), most participants delayed or declined testing, particularly when they anticipated bad news.  

G213  
THE INFLUENCE OF CONSTRUAL LEVEL ON THE PERSUASIVENESS OF FRAMED HEALTH MESSAGES  
Emily Umansky3, Kelsey Chapple1, Dmitri Alvarado2, Corinne Innes3, Brian Detweiler-Bedell1, Jerusha Detweiler-Bedell2; 1Lewis & Clark College — The effectiveness of framed health messages appears to depend on behavior type. Two studies supported the hypothesis that construal level can explain these health message framing effects. Prevention and detection behaviors elicit abstract or concrete mindsets, respectively, and construal level in turn influences preference for gain-framed versus loss-framed choices.  

G214  
EXAMINING THE EFFECTS OF TRUST AND HISTORY ON THE ENDORSEMENT OF CONSPIRACY BELIEFS  
Estrellita Ballester1, Angela C. White1, Felicia Pratto2; 1University of Connecticut — Medical mistrust may lead to the endorsement of health-related conspiracy beliefs. Individuals with less trust or with knowledge of a group’s negative history were more likely to endorse conspiracy beliefs. Reducing misconceptions from conspiracy beliefs may help decrease mistrust in the health care system and increase medical adherence.  

G215  
DOES “FAIR TRADE” CHOCOLATE HAVE FEWER CALORIES? ETHICS CLAIMS BIASE HEALTH JUDGMENTS  
Jonathan Schuld1, Norbert Schwarz2; 1University of Michigan — Consumers estimated the caloric content of a chocolate product described to them. When the (otherwise identical) chocolate was labeled “fair trade”, they inferred that it contained fewer calories. Thus, claims related to ethical food production and distribution can bias inferences about health-related attributes of the food itself.  

G216  
NOT SICK ENOUGH: REGULATORY FOCUS AND SES-HEALTH GRADIENT IN MEDICAL DECISION MAKING  
Summer H.Y. Kim1, David Louis-McMahon1, Priscilla Diaz1, Jessica Stahl1, Virginia S.Y. Kwan1; 1Arizona State University — Low-SES individuals wait longer to seek medical attention for the same severity of symptoms. We sought an explanation for this through regulatory focus theory. Higher-SES individuals listed more promotion-focused statements for seeking a doctor’s help. It seems that individuals characterize “seeking medical help” differently depending on their SES.  

G217  
TYPES OF GRUDGES AND THEIR RELATION WITH APOLOGY  
Careen Khouri1, C. Ward Struthers1, Jessica Israelstam1, Rebecca Young1, Alexander G. Santelli2; 1York University, 2Columbia University — The decision to hold a grudge after a transgression is important but underexplored. Two studies were conducted to explore the construct of grudge and its relation with apology. An exploratory factor analysis revealed two types of grudges: cognitive and emotional, with apology significantly influencing the former but not the latter.
Bench
McLellan
Hughes OBrien
that rejection rate for such offers dropped substantially.
ing the task’s ‘take-it-or-leave-it’ nature. Within this context we found
about half of the time. We implemented an ultimatum game emphasiz-
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unique aspects of recipients’ preferences.
q u e n t l y ,  t h e y  p a s s  u p  g i f t s  t h a t  w o u l d  b e  b e t t e r  l i k e d  f o r  g i f t s  t h a t  f i t
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and social desirability predicted judgments to act altruistically.
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that rejection rate for such offers dropped substantially.
WILLING OR ABLE? FOCUS ON MOTIVES OR ABILITIES AFFECTS
judgments about altruistic and egoistic behaviors
Lianne McLeilian1, Amit Litt1; 1Defence Research and Development Canada — In
a vignette study, we investigated the effect of construal level on judgments
of the probability that an altruistic versus egoistic behavior would be
executed. Participants gave higher probability estimates when focusing on
a target’s motives than when focusing on a target’s abilities. Implica-
tions to strategic intelligence analysis are discussed.
CONSTRUAL LEVELS MODERATE SELF-INTEREST IN SOCIAL
DILEMMAS
Lindsay A. Kennedy1, Lawrence J. Sanna1; 1University of North
Carolina at Chapel Hill — We hypothesized that broadened construals
would lessen self-interest in a social dilemma. Participants were primed with high-
or low-construal levels, then decided how many fish to keep or return in a fishing game. Participants returned more fish when high-
level construals were activated, suggesting benefits of broadened con-
struals in social dilemmas.
SOCIAL COMPARISON IN DECISIONS FOR OTHERS: CONSIDERING
MULTIPLE GIFT RECIPIENTS LEADS TO OVERLY INDIVIDUALIZED
GIFTS
Mary L. Steffel1, Robyn LeBoeuf2; 1University of Florida — Decision
contexts can highlight irrelevant social comparisons and distort choice.
When people select gifts for multiple recipients, they focus on what dif-
ferentiates recipients rather than what each would like best. Conseque-
tially, they pass up gifts that would be better liked for gifts that fit
unique aspects of recipients’ preferences.
OPTIMISTIC JUDGMENTS PREDICT ALTRUISTIC BEHAVIOR
Shane W. Bench1, Heather C. Lench2; 1Texas A&M University — This study provides
evidence that optimism predicts decisions to help others. Pairs of partici-
pants were offered a choice between a rickety chair and a stable chair.
An interaction between the perceived likelihood of falling from the chair
and social desirability predicted judgments to act altruistically.
DECISIONS FOR OTHERS ARE MORE CREATIVE THAN DECISIONS
FOR THE SELF
Evan Polman1, Kyle J. Emich2; 1New York University, 2Cornell
University — We investigate whether people are more creative in the ser-
vice of others, than they are for themselves. In three studies, we found
that participants drew more creative aliens, generated more creative
ideas, and solved more classic insight problems when doing so for others
relative to for themselves.
ANXIETY AND SELF-REGULATION IN DECISIONS FOR OTHERS VERSUS
FOR THE SELF
Daniel Blalock1; 1University of Michigan — People feel entitled to wealth,
material gain, and status, but they may also feel entitled to time itself.
Across 3 studies we show that a sense of entitlement (feeling more
deserving of resources than others) slows the perception of time spent
doing dull tasks. Implications for prosocial dynamics are discussed.
DISTRIBUTIONAL UNFAIRNESS MEETS PASSIVE ACCEPTANCE IN A
‘TAKE-IT-OR-LEAVE-IT’-STYLE ULTIMATUM GAME
Irving Howie1, James M. Hillis1; 1Glasgow University — There is a robust finding in one-shot ulti-
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about half of the time. We implemented an ultimatum game emphasizing
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relative to for themselves.
G231
HOW DO WE CATEGORIZE AMBIGUOUS CATEGORY MEMBERS? CATEGORIES ENCOUNTERED RECENTLY INFLUENCE JUDGMENTS ABOUT CATEGORY MEMBERSHIP
Adem F. Aydogan; 1University of Sydney — Categories and categorization processes help us make sense of the physical and the social world that we live in. The current study investigated categorization decisions made under uncertain conditions. Results indicate that recency of exposure to category members influences category membership judgments made under uncertainty.

G232
THE EFFECT OF INCREASED COUNTERFACTUAL THINKING ON POST-CHOICE REGRET AND SATISFACTION
Hirotka Baba1; Koji Murata1; 1Hitotsubashi University — This study investigates whether increased counterfactual thinking about forgone options heightens regret and lowers satisfaction in multiple-option choice (6 or 24) under the definition of regret whose antecedent is counterfactual thinking. The result suggests, even if people choose from several options, thinking more counterfactuals could strengthen regret.

G233
DO I HAVE TO? WHEN BEHAVIORAL OBLIGATION PROMPTS INFORMATION AVOIDANCE
Jennifer Howell1; James Shepperd1; 1University of Florida — Although knowledge can mean power, people sometimes prefer to remain ignorant. We explored whether people prefer such ignorance more when knowledge obligates undesired action. As expected, more participants chose to avoid a health screening if a positive result necessitated additional, undesirable action than if it did not.

G234
TAKING A LEAP OF FAITH: REMINDERS OF GOD LEAD TO GREATER RISK TAKING
Kai Qin Chan1; Yan Lin Tan1; Eddie Mun Wai Tong1; 1National University of Singapore — In two studies, we showed that subliminal and supraliminal reminders of God increased risk taking and this effect was mediated by psychological control: when induced to feel a low sense of control, people’s risk taking behavior remained at a relatively high level but only when they were reminded of God.

G235
DO NEUROLOGICAL EXPLANATIONS BETTER MITIGATE CRIMINAL RESPONSIBILITY, BLAME AND PUNISHMENT THAN PSYCHOLOGICAL ONES?
Simone Tang1; 1University of Pennsylvania — People assign less blame and punishment to a criminal if he has neurological rather than psychological deficit, even if both have the same behavioral manifestation. Additionally, the causal origin (neurological vs. psychological) interacts with the nature of the deficit (emotional dysfunction vs. psychosis).

G236
ATTITUDES TRIGGER MOTOR BEHAVIOR THROUGH ARBITRARILY CONDITIONED ASSOCIATIONS: NEURAL AND BEHAVIORAL EVIDENCE
Cade McCall1; Christine Tipper1; Jim Blascovich1; Scott Grafton1; 1UCSB — Using repetition suppression fMRI, we show that relationships between evaluation and action are formed in neural systems supporting arbitrary sensorimotor mappings. These data provide the first neurophysiological evidence for attitude embodiment and demonstrate that these relationships are inherently malleable.

G237
EVENT-RELATED POTENTIAL (ERP) ACTIVATION DURING RECOGNITION OF VISUAL IMAGES: IMPLICATIONS FOR CROSS-CULTURAL RESEARCH
Takahiko Masuda1; Koichi Hickoi2; Jeremy Caplan1; Kenichi Itô1; Sawa Senzaki1; Dayna Leskw1; Claudia Gasior1; 1University of Alberta; 2Kobe University — This study extends Masuda and Nisbett’s (2001) research on cultural variation in attention, using the ERP methodology to investigate the underlying mechanisms during the object perception. N200 magnitude during participants’ object recognition differs across experimental conditions. Implications for cross-cultural research will be discussed.

G238
DON’T LOOK BACK IN ANGER: NEURAL CORRELATES OF REAPPRAISAL AND RUMINATION DURING ANGER-INDUCING MEMORY RECALL
Emma C. Fabiansson1; Thomas F. Denson1; Michelle M. Moulds1; Mark M. Schira2; Jessica R. Grisham1; 1University of New South Wales; 2Neuroscience Research Australia — The neural mechanisms underlying anger regulation are largely unknown and have important implications for reducing anger and violence. Participants recalled an anger-inducing autobiographical memory and engaged in: reappraisal, analytical rumination, and angry rumination. The fMRI findings illustrate the importance of the lateral PFC and OFC in effective anger regulation.

G239
DO GAMBLERS HAVE MORE FUN?: EVIDENCE FROM EMOTIONAL AND NEURAL RESPONSES TO GAMES
Sarah Henderson1; Catherine Norris1; 1Dartmouth College — A combined behavioral/fMRI gambling study revealed that gamblers report stronger emotional responses to wins but similar responses to losses as non-gamblers. Gamblers also reported more ambivalence toward disappointing wins and relieving losses and exhibited deactivation of the ventral striatum in response to these ambivalent outcomes.

G240
NEURAL CORRELATES OF ACTION OBSERVATION AND IMITATION OF IN-GROUP AND OUT-GROUP MEMBERS
Holly Earls1; Zoe Englander1; James Morris1; 1University of Virginia — Functional magnetic resonance imaging (fMRI) was used to assess whether activation differences exist in areas associated with self-generation and observed action when viewing movements of in-group versus out-group members. Analyses suggest stronger activation in regions such as the inferior frontal gyrus when adopting the perspective of others. In two studies, we show that activity in brain regions involved in mentalizing is associated with status, suggesting that people of lower social status may be more engaged in understanding the minds of others than high status individuals.

G241
A NOVEL SELF-REPORT SCALE FOR FMRI-RELATED STRESS
Cameron Brick1; Craig Bennett1; Stephanie Ortigue2; Michael Miller1; David Sherman1; 1UCSB; 2Syracuse University — Anxiety and stress when participating in functional magnetic resonance imaging (fMRI) research may impact experimental results. A novel self-report scale was developed to measure stress and anxiety related to fMRI. Scale reliability and convergent and discriminant validity were examined in three independent samples (N=338), spanning undergraduates and volunteer fMRI participants.

G242
SOCIAL STATUS MODULATES NEURAL ACTIVITY IN THE MENTALIZING NETWORK
Keely Muscatell1; Emily Falk1; Sylvia Morelli1; Baldwin Way1; Jennifer Pfeifer1; Matthew Lieberman1; Naomi Eisenberger2; Mirella Dapretto1; 1UCSD; 2University of Oregon — Social status may influence the tendency to adopt the perspective of others. In two studies, we show that activity in brain regions involved in mentalizing is associated with status, suggesting that people of lower social status may be more engaged in understanding the minds of others than high status individuals.
**G243**
THE NEURAL BASES OF EMPATHY: AUTOMATICITY, TENDENCY, AND EXPERIENCE  
Sylvia A. Morelli1, Lian T. Rameson1, Austin M. Grinberg1, Matthew D. Lieberman1; 1University of California, Los Angeles — In an fMRI study, participants viewed images of individuals experiencing a sadden- ing event under three conditions: watching naturally, while instructed to empathize with the target, and under cognitive load. Results suggest that MPFC plays a critical role in the instantiation of empathic experience for emotional stimuli.

**G244**
ENCOUNTERING THE UNEXPECTED UNDER OUTCOME DEPENDENCY: POWER RELATIONS ALTER THE NEURAL SUBSTRATES OF IMPRESSION FORMATION  
Daniel L. Ames1, Susan T. Fiske1; 1Princeton University — How do human beings maintain consistent impressions of other people when other people are often inconsistent? fMRI, behavioral, and self-report data converge to identify two strategies—(1) simply discounting information that disconfirms expectations and (2) effortfully assimilating such information—and specifies social power relationships under which each strategy is deployed.

**G245**
HEMISPHERIC BRAIN ASYMMETRIES IN SOCIAL PERCEPTION  
Debbie Ma1, Naveen Khetarpal1, Joshua Correll1; 1The University of Chicago — The current study examined hemispheric brain asymmetries in social perception. When face pairs were presented to right hemisphere, participants showed greater sensitivity discriminating between same race face pairs than different race face pairs on a same-different judgment task. The reverse was found when face pairs were presented to left hemisphere.

**G246**
ELIMINATING RACIALLY-BIASED ENCODING DIFFERENCES THROUGH PERSPECTIVE-TAKING: EXAMINING THE NEURAL CORRELATES OF CATEGORICAL AND INDIVIDUATED IMPRESSIONS  
Jennifer Kubota1, Tiffany Ito2; 1New York University, 2University of Colorado Boulder — The effect of perspective taking on neural responses to racial ingroup and outgroup members was examined. ERPs revealed differences to Black and White individuals when judged from a third person perspective, but these differences were eliminated when perceivers adopted a first person perspective.

**G247**
THE BUSY SOCIAL BRAIN: AN FMRI STUDY OF COGNITIVE LOAD DURING ACTION OBSERVATION  
Robert Spunt1, Matthew Lieberman1; 1University of California, Los Angeles — We investigated the effects of cognitive load on the functioning of the brain during action observation. Participants underwent fMRI while observing actions under high versus low cognitive load. Cognitive load reduced activity in brain areas for mental state attribution, but had no effect on areas involved in understanding body movements.

**G248**
DEVELOPMENT OF THE IMAGINED SOCIAL SITUATION EXERCISE TO ASSESS EFFECTS OF SEXUAL THOUGHTS ON HORMONES  
Katherine Siciliano1, Sari M. van Anders1; 1University of Michigan — We investigated whether sexual thoughts affect testosterone (T) or cortisol (C) in women in comparison to social controls. Imagining and writing about a sexual encounter increased T, but not C, in women who were not using hormonal contraceptives. Thinking about sex increases T, and hormonal contraceptive use affects this response.

**G249**
THE DARK SIDE OF PRODUCT ATTACHMENT: REACTIVITY OF USERS AND NON-USERS TO ADDICTIVE PRODUCT ADVERTISING  
Dante Pirouz1, Connie Pechmann2; 1Ivy Business School, University of Western Ontario, 2The Paul Merage School of Business, University of California, Irvine; 3Multimodal Imaging Laboratory, University of California, San Diego — Advertising can affect consumers in unusual ways especially those for addictive product categories such as cigarettes. The aim of this research is to explore how advertising of addictive products affect addictive product users and non-users and includes one study using functional magnetic resonance imaging and another using a behavioral experiment.

**G250**
OBTAINING REWARDS AND AVOIDING PUNISHMENTS: SEPARABLE NEURAL REGIONS DIFFERENTIATE REWARDING OUTCOMES  
Samantha Mower1, Andrew Jahn1, Amir Abduljalil1, William Cunningham1; 1The Ohio State University — Using fMRI, we investigated whether representations of rewards may be dependent on the specific type of outcome received (i.e., a gain versus non-loss). Results showed that a portion of anterior cingulate specifically differentiated amongst positive outcomes, as this region showed the greatest activation to gains versus non-losses, non-gains, and losses.

**G251**
AN FMRI INVESTIGATION OF THE PROVISION OF SOCIAL SUPPORT  
Tristen Inagaki1, Naomi Eisenberger1; 1UCLA — An under explored contributor to the social support-health link may stem from providing support. In an fMRI session, females were scanned as they gave support to another. Results suggest greater activity in reward-related regions when providing compared to not providing support, highlighting the beneficial nature of giving support to another.

**G253**
STEREOTYPES ARE NOT SEMANTIC KNOWLEDGE  
Juan Manuel Contreras1, Mahzarin R. Banaji2, Jason R. Mitchell1; 1Harvard University — During functional magnetic resonance imaging, participants answered questions about nonsocial and social categories. Whereas judgments of nonsocial categories activated brain regions critical for semantic knowledge, judgments of social groups engaged regions linked to social cognition. These results suggest beliefs about social groups are distinct from other forms of semantic knowledge.
Poster Topic Index

Aggression/Anti-Social Behavior
C1 - C30, Friday, January 28, 12:30 – 2:00 pm

Applied Social Psychology
F177 - F242, Saturday, January 29, 12:30 – 2:00 pm

Assessment
D205 - D214, Friday, January 28, 6:15 – 7:45 pm

Attitudes/Persuasion
E1 - E74, Saturday, January 29, 8:00 – 9:30 am

Close Relationships/Belonging/Rejection
B1 - B178, Friday, January 28, 8:00 – 9:30 am

Culture
A1 - A76, Thursday, 7:00 – 8:30 pm

Emotion
C31 - C153, Friday, January 28, 12:30 – 2:00 pm

Evolution
A77 - A90, Thursday, 7:00 – 8:30 pm

Gender
D215 - D259, Friday, January 28, 6:15 – 7:45 pm

Groups/Intragroup Processes
D1 - D58, Friday, January 28, 6:15 – 7:45 pm

Individual Differences
A91 - A166, Thursday, 7:00 – 8:30 pm
E261, Saturday, January 29, 8:00 – 9:30 am

Intergroup Relations
D59 - D143, Friday, January 28, 6:15 – 7:45 pm

Lifespan Development
A167 - A177, Thursday, 7:00 – 8:30 pm

Mental Health
A178 - A193, Thursday, 7:00 – 8:30 pm

Methods/Statistics
D144 - D163, Friday, January 28, 6:15 – 7:45 pm

Motivation/Goals
C154 - C252, Friday, January 28, 12:30 – 2:00 pm

Norms and Social Influence
G1 - G37, Saturday, January 29, 6:15 – 7:45 pm

Other
B179 - B191, Friday, January 28, 8:00 – 9:30 am
F243 - F254, Saturday, January 29, 12:30 – 2:00 pm

Personality Processes
A194 - A248, Thursday, 7:00 – 8:30 pm

Person Perception/Impression Formation
G38 - G119, Saturday, January 29, 6:15 – 7:45 pm

Prosocial Behavior
D164 - D204, Friday, January 28, 6:15 – 7:45 pm

Psychophysiology/Genetics
C253 - C258, Friday, January 28, 12:30 – 2:00 pm

Physical Health
B192 - B209, Friday, January 28, 8:00 – 9:30 am

Self-Esteem
F88 - F116, Saturday, January 29, 12:30 – 2:00 pm

Self/Identity
F1 - F87, Saturday, January 29, 12:30 – 2:00 pm

Self-Regulation
F117 - F176, Saturday, January 29, 12:30 – 2:00 pm

Social Development
G120 - G235, Saturday, January 29, 6:15 – 7:45 pm

Social Judgment/Decision-Making
C259, Friday, January 28, 12:30 – 2:00 pm

Social Support
B210 - B224, Friday, January 28, 8:00 – 9:30 am

Social Neuroscience
G236 - G253, Saturday, January 29, 6:15 – 7:45 pm

Stereotyping/Prejudice
E75 - E260, Saturday, January 29, 8:00 – 9:30 am

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B225 - B255, Friday, January 28, 8:00 – 9:30 am
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