



SPSP 2012

January 26-28 San Diego, California

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

ABOUT BRP

The Behavioral Research Program (BRP) is within the National Cancer Institute's Division of Cancer Control and Population Sciences. BRP initiates, supports, and evaluates a comprehensive program of research ranging from basic behavioral research to the development, testing, and dissemination of interventions in areas such as tobacco use, screening, dietary behavior, and sun protection.

Behavioral Research in the context of cancer control is the study of the initiation, conclusion, or maintenance of actions to prevent, detect, or ameliorate the effects of cancer. Behavioral scientists are particularly interested in elucidating the behavioral and psychosocial antecedents that predict or influence health outcomes.

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 facilitates a better understanding of health behaviors and their underlying processes for research and practice in cancer control
- The Behavioral Research Program is proud to participate in the trans-NIH funding initiative, Basic Behavioral and Social Science Opportunity Network (OppNet)



DON'T MISS THESE EVENTS AT THE 2012 SPSP ANNUAL CONFERENCE:

Meet Scientific and Grants Management Staff at the NCI EXHIBIT BOOTH

FRIDAY MORNING SPECIAL SESSION

January 27, 8:15 - 9:30 am – Room 24

Funding Opportunities

Speakers: Heather Patrick and Bill Klein

SATURDAY MORNING SPECIAL SESSION

January 28, 8:15 - 9:30 am – Room 24

Panel Discussion: Scientific Advances at the Interface of Social/Personality Psychology and NIH ~ Beyond Funding

Speakers: Heather Patrick and Bill Klein

BRP seeks to expand the team of scientific staff in biobehavioral processes research, along with methods, measurement, and technology in cancer control.

Researchers with expertise in the following areas and related fields are highly sought to fill program director positions with possible leadership potential:

- Measurement of behavior, behavioral influences, and surveillance of behavioral constructs; theory testing; study design; and psychometric development
- Cognition, emotion, and perceptual and sensory sciences; physiological and psychological research; and gene interactions

Please send inquiries to webbton@mail.nih.gov.

Welcome to SPSP 2012

The 13th Annual Meeting of the Society for Personality and Social Psychology

We are delighted to welcome everyone to San Diego for the 13th Annual SPSP meeting. We are expecting our biggest turnout yet, with close to 4000 attendees. The beautiful San Diego Convention Center and newly renovated Marriott Marquis offer a breathtaking waterfront location where we can share and enjoy groundbreaking science.

Seventy-five symposia and almost 2100 posters will be presented during our 2½ day-long conference representing the diversity, breadth, and depth of personality and social psychology. 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, along with many opportunities and special sessions for graduate students this year.

This year's conference opens on Thursday evening with a Presidential Symposium that highlights the unique perspective our field can offer for interventions and social change. The symposium, entitled "Revealing the Power of Social Psychology through Theoretically-Based Intervention Research," is chaired by SPSP President Trish Devine and features Timothy Wilson, Judith Harackiewicz, Betsy Levy Paluck, and Gregory Walton. The Presidential Symposium will take place from 5:00-7:00 pm in Ballroom 20, followed by the Welcome Reception and the first Poster session of the meeting, which will run concurrently from 7:00-8:30 pm in the Sails Pavilion.

Friday and Saturday (January 27-28) bring full days packed with symposia, poster sessions, invited addresses, and social events. Friday highlights include a Presidential Address by Trish Devine and an afternoon talk by the Jack Block Award winner, Charles Carver. Then join us Friday evening in Ballroom 20 for an eye opening and mouth-watering Plenary Address by Brian Wansink entitled "Mindless Eating: Why we Eat More than We Think."

Back by popular demand is the Data Blitz on Saturday morning 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. Saturday afternoon, we will be treated to a talk by Campbell award winner, Jack Dovidio, entitled: "Social Psychology and Social Change: Mindset, Motivation, and (Social) Movements."

In addition to the regular program, choose from among a smorgasbord of 25 preconferences and get up early for helpful presentations on funding opportunities by the National Institutes of Health and the National Science Foundation on Friday morning. Saturday morning, NIH will also convene a panel of academics to discuss publishing. There is special programming for graduate students including a Graduate Student Symposium on Friday morning entitled "Careers Outside Academia." 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, the conference includes several new innovations this year including the choice of drink tickets if you do not plan to eat boxed lunches, a smart phone app to help you navigate the difficult choices between concurrent sessions, and onsite childcare at the Marriott Marquis Hotel.

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 rating this year's symposia submissions: Colin DeYoung, Angela Duckworth, Eli Finkel, Heejung Kim, Jennifer Pals Lilgendahl, Leif Nelson, Mike Norton, Brandon Schmeichel, Ulrich Schimmack, and Simine Vazire. Additional thank to last year's program chairs for their continued assistance: Andrew Elliot and Wendy Berry Mendes. In addition, the poster committee deserves special thanks for reviewing poster submissions: Jessica Cameron, Dana Carney, Zoe Chance, Sylvia Chen, Natalie Ciarocco, Nathan DeWall, Peggy Kern, Tera Letzring, Winnifred Louis, EJ Masicampo, Laura Naumann, Christopher Nave, Erik Noffle, Francesca Righetti, Krishna Savani, Julie Spencer-Rodgers, Randy Stein, Kate Sweeney, Carmit Tadmor, Kali Trzesniewski, and Dylan Wagner.

The other members of the convention committee, Cynthia Pickett and Brian Lowery, played essential roles in coordinating behind the scenes organization, negotiating future conference sites, and allocating Student Travel Awards. Finally, we owe a huge debt of gratitude to Jack Dovidio, Todd Heatherton, and Tara Miller and her wonderful staff at Tara Miller Events.

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

Kathleen Vohs & Veronica Benet-Martinez, *Co-chairs, Program Committee*

Toni Schmader, *Chair, Convention Committee*

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Future Meetings

SPSP 2013	SPSP 2014
New Orleans	Austin, Texas
January 17-19, 2013	February 13-15, 2014

SAVE THE DATES!

SPSP Executives and Committees

Meet Those Working Behind the Scenes of SPSP!

2011 SPSP Executive Committee

President Todd Heatherton
Past President Jennifer Crocker
President-Elect Trish Devine
Secretary-Treasurer Monica Biernat
Exec. Committee Members at Large
Jennifer Eberhardt
Wendi Gardner
Sam Gosling
Randy Larsen
Laura King
APA Division 8 Council Reps
Lynne Cooper
Paula Pietromonaco

2012 SPSP Executive Committee

President Trish Devine
Past President Todd Heatherton
President-Elect David Funder
Secretary-Treasurer Monica Biernat
Exec. Committee Members at Large
Jennifer Beer
Shelly Gable
Wendi Gardner
Sam Gosling
Randy Larsen
APA Division 8 Council Reps
Paula Pietromonaco
Theresa Vescio

Executive Office

Executive Officer John Dovidio
Assoc. Executive Officer David Dunning
Executive Assistant & Member Services Manager
Christie Marvin
Executive Office Coordinator
Linda Dovidio

2011 Committees for the 2012 Convention

Convention Committee Toni Schmader, chair
Brian Lowery
Cynthia Pickett
Program Committee Veronica Benet-Martinez,
co-chair
Kathleen Vohs, co-chair
Andrew Elliot, past co-chair
Wendy Berry Mendes,
past co-chair
Program Committee Symposium Review Panel
Heejung Kim
Simine Vazire
Colin DeYoung
Jennifer Pals Lilgendahl
Ulrich Schimmack
Leif Nelson
Brandon Schmeichel
Mike Norton
Eli Finkel
Angela Duckworth
Program Committee Poster Review Panel
Jessica Cameron
Dana Carney
Zoe Chance
Sylvia Chen
Natalie Ciarocco
Nathan DeWall
Peggy Kern
Tera Letzring
Winnifred Louis
EJ Masicampo
Laura Naumann
Christopher Nave
Erik Nofle
Francesca Righetti
Krishna Savani
Julie Spencer-Rodgers
Randy Stein
Kate Sweeney
Carmit Tadmor
Kali Trzesniewski
Dylan Wagner

Other 2011 Committees

APA Division 8 2011 Program Chair	Jennifer Tickle
APA Division 8 2012 Program Chair	Ashby Plant
Awards Committee	Jennifer Crocker, chair Richard Petty Lynne Cooper John Dovidio
Award Nomination Panels	
<i>Block Award</i>	Oliver Schultheiss, chair Roy Baumeister Veronica Benet-Martinez Michael Furr
<i>Campbell Award</i>	Susan Fiske, chair Russ Fazio Tony Manstead Nicole Shelton
<i>Career Contribution Award</i>	Mark Snyder, chair Ed Diener Hazel Markus Shelley Taylor
<i>Cialdini Award</i>	Lynne Cooper, chair Phoebe Ellsworth Elizabeth Levy Paluck Brad Sagarin
<i>Diener in Personality Award</i>	Todd Heatherton, chair Oliver John Suzanne Segerstrom
<i>Diener in Social Psychology Award</i>	Jeff Simpson, chair Mike Hogg Brenda Major
<i>Media Awards</i>	Sam Gosling, chair Jennifer Eberhardt Sonja Lyubomirsky Greg Maio
<i>Murray Award</i>	Monisha Pasupathi
<i>Theoretical Innovation Prize</i>	Hart Blanton, chair Carey Morewedge Aarti Iyer Jamie Goldenberg Jeff Sherman
Diversity & Climate Committee	Rudy Mendoza-Denton, chair Stephanie Fryberg Denise Sekaquaptewa
Fellows Committee	Andrew Elliot, chair Dolores Albarracin Nancy Collins Richard Lucas Shige Oishi

Graduate Student Committee

	Marina Milyavskaya, President Sean Hughes, Past President Lillia Cherkasskiy Krista Hill Megan Johnson Mollie Ruben Shimon Saphire-Bernstein
Publication Committee	Duane Wegener, chair Diane Mackie Carolyn Morf
<i>Dialogue Co-Editors</i>	Hart Blanton Diane Quinn
<i>PSPB Editor</i>	Shinobu Kitayama
<i>PSPREditor</i>	Mark Leary
<i>SPSP Consortium Liaison</i>	Richard Petty
Summer Institute for Social Psychology (SISP) Committee	Tiffany Ito, chair Eli Finkel Sam Gosling Iris Mauss Wendy Berry Mendes Harry Reis
Training Committee	Michael Robinson, chair Marti Hope Gonzales Stacey Sinclair Jennifer Bosson
SPSP Webmaster	Jeremy Cone
Web Co-Editors	David Dunning Don Forsyth
Public Information Officer	Lisa Munoz
Convention Planning Staff	
<i>Director</i>	Tara Miller
<i>Registration Manager</i>	Renee Smith
<i>Submissions Manager</i>	Shauney Wilson
<i>Exhibits Manager</i>	Joan Carole
<i>Website & Program</i>	Jeff Wilson
<i>Event Associates</i>	Kerry Bosch Linda Hacker Shawna Lampkin Ariana Luchsinger Brenna Miller Dustin Miller

SPSP 2012 Schedule Overview

Thursday, January 26, 2012

8:00 am - 4:30 pm	Pre-Conferences
3:00 - 8:00 pm	Pre-Registration Check-In and Onsite Registration, <i>Ballroom 20 Foyer</i>
5:00 - 7:00 pm	Opening Session & Presidential Symposium, <i>Ballroom 20</i>
6:30 - 8:30 pm	Exhibits Open, <i>Sails Pavilion</i>
7:00 - 8:00 pm	Welcome Reception, <i>Sails Pavilion</i>
7:00 - 8:15 pm	The 2011 Awards Ceremony and Reception, <i>Room 22</i>
7:00 - 8:30 pm	Poster Session A, <i>Sails Pavilion</i>

Friday, January 27, 2012

7:30 am - 6:30 pm	Pre-Registration Check-In and Onsite Registration, <i>Ballroom 20 Foyer</i>
8:00 - 8:30 am	Continental Breakfast, <i>Sails Pavilion</i>
8:00 - 9:30 am	GSC First-Timers Breakfast, <i>Room 29CD</i>
8:00 - 9:30 am	Poster Session B, <i>Sails Pavilion</i>
8:00 am - 2:00 pm	Exhibits Open, <i>Sails Pavilion</i>
8:15 - 9:30 am	Early Morning Special Session, <i>Various Rooms</i>
9:45 - 11:00 am	Symposium Session A, <i>Various Rooms</i>
11:00 - 11:15 am	Coffee Break, <i>Sails Pavilion</i>
11:15 am - 12:30 pm	Symposium Session B, <i>Various Rooms</i>
12:30 - 2:00 pm	Lunch Time Meet/Chat with Representatives from the Funding Agencies, <i>Sails Pavilion</i>
12:30 - 1:30 pm	Box Lunch Offered, <i>Sails Pavilion</i>
12:30 - 2:00 pm	Poster Session C, <i>Sails Pavilion</i>
1:00 - 2:00 pm	GSC Mentoring Luncheon, <i>Room 29CD</i>
1:00 - 2:00 pm	GASP Mentoring Luncheon, <i>Room 27</i>
2:00 - 3:15 pm	Symposium Session C and Presidential Address, <i>Various Rooms</i>
2:00 - 6:00 pm	Exhibits Hall Closed, <i>Sails Pavilion</i>
3:15 - 3:30 pm	Coffee Break, <i>Ballroom 20 Foyer</i>
3:30 - 4:45 pm	Symposium Session D and Block Award Address, <i>Various Rooms</i>
5:00 - 6:15 pm	Plenary Address: Brian Wansink, <i>Ballroom 20</i>
6:00 - 7:45 pm	Exhibits Open, <i>Sails Pavilion</i>
6:15 - 7:45 pm	Poster Session D, <i>Sails Pavilion</i>
6:15 - 7:45 pm	Diversity and Climate Committee Reception, <i>Room 22</i>

Saturday, January 28, 2012

6:30 am	5K Fun Run & Walk, <i>Boardwalk behind Marriott Hotel</i>
7:30 am - 5:30 pm	Pre-Registration Check-In and Onsite Registration, <i>Ballroom 20 Foyer</i>
8:00 - 8:30 am	Continental Breakfast, <i>Sails Pavilion</i>
8:00 - 9:30 am	Poster Session E, <i>Sails Pavilion</i>
8:00 am - 2:00 pm	Exhibits Open, <i>Sails Pavilion</i>
8:15 - 9:30 am	Early Morning Special Session, <i>Various Rooms</i>
9:45 - 11:00 am	Symposium Session E, <i>Various Rooms</i>
11:00 - 11:15 am	Coffee Break, <i>Sails Pavilion</i>
11:15 am - 12:30 pm	Symposium Session F and Data Blitz, <i>Various Rooms</i>
12:30 - 1:30 pm	Box Lunch Offered, <i>Sails Pavilion</i>
12:30 - 2:00 pm	Poster Session F, <i>Sails Pavilion</i>
1:00 - 2:00 pm	GSC Mentoring Luncheon, <i>Room 29CD</i>
2:00 - 3:15 pm	Symposium Session G and Campbell Award Address, <i>Various Rooms</i>
2:00 - 6:00 pm	Exhibits Hall Closed, <i>Sails Pavilion</i>
3:15 - 3:30 pm	Coffee Break, <i>Ballroom 20 Foyer</i>
3:30 - 4:45 pm	Symposium Session H, <i>Various Rooms</i>
5:00 - 6:15 pm	Symposium Session I, <i>Various Rooms</i>
6:00 - 7:45 pm	Exhibits Open, <i>Sails Pavilion</i>
6:15 - 7:45 pm	Poster Session G with Social Hour, <i>Sails Pavilion</i>

Featured Sessions

Opening Session and Presidential Symposium

Revealing the Power of Social Psychology through Theoretically-Based Intervention Research

Thursday, January 26, 2012, 5:00 - 7:00 pm, Ballroom 20

Chair: Trish Devine, *University of Wisconsin*

Speaker: Timothy Wilson, *University of Virginia*, **REDIRECT: CHANGING THE STORIES WE LIVE BY**

Speaker: Judith Harackiewicz, *University of Wisconsin*, **HELPING PARENTS MOTIVATE THEIR TEENS IN MATHEMATICS AND SCIENCE**

Speaker: Betsy Levy Paluck, *Princeton University*, **WHAT WORKS TO REDUCE PREJUDICE AND CONFLICT? SOCIAL PSYCHOLOGICAL TOOLS FOR PROMOTING TOLERANT SOCIAL NORMS AND BEHAVIOR**

Speaker: Gregory Walton, *Stanford University*, **ADDRESSING QUESTIONS ABOUT BELONGING: INTERVENTIONS TO CLOSE ACHIEVEMENT GAPS**



Timothy Wilson



Betsy Levy Paluck



Judith Harackiewicz



Greg Walton

Outreach and Special Sessions

Friday Morning Special Sessions:

Funding Opportunities at the National Science Foundation

Friday, January 27, 2012, 8:15 - 9:30 am, Room 23

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

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

Funding Opportunities at the National Institutes of Health (NIH)

Friday, January 27, 2012, 8:15 - 9:30 am, Room 24

Speakers: Heather Patrick and William Klein, *National Cancer Institute, NIH*

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

Saturday Morning Special Sessions:

GSC Special Symposium: "Careers Outside Academia"

Saturday, January 28, 2012, 8:15 - 9:30 am, Room 23

Sponsored by the Graduate Student Committee

Chairs: Krista Hill and Mollie Ruben, *Northeastern University*

Speakers: Dr. Gian Gonzaga, *eharmony.com*, Dr. Heather Patrick, *National Institute of Health*, *National Cancer Institute*, Dr. Sarah Johnson, *CLC Genesee*

Panel Discussion: Scientific Advances at the Interface of Social/Personality Psychology and NIH ~ Beyond Funding

Saturday, January 28, 2012, 8:15 - 9:30 am, Room 24

Chairs: Heather Patrick, *National Cancer Institute* and Alex Rothman, *University of Minnesota*

Panelists: Heather Patrick, William M. P. Klein, Lila Finney-Rutten, *NIH* and Alex Rothman, *University of Minnesota*

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

psychology may be relevant across the cancer continuum (from prevention to diagnosis/treatment to survivorship), researchers may not be aware of how their research would be of interest to NCI and other funding agencies. 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.

Panel Discussion: How to Publish Your Manuscript

Saturday, January 28, 2012, 8:15 - 9:30 am, Room 32

Panelists: Adey Medhin, *American Psychological Association*, Jeffry Simpson, *University of Minnesota*, Jon Maner, *Florida State University*

Publishing in established scholarly journals provides important career development for professional, scientific, and academic psychologists. Experienced authors and editors sharing their knowledge of the ins and outs involved in becoming an established author can be invaluable. This session, sponsored by the APA Publications and Communications Board, is intended to help demystify the publication process and encourage productive manuscript writing. In addition to providing an overview of the publication process from organizing and writing the manuscript through its final publication, the panelists provide guidelines on writing discipline, selecting topics, and framing the research data for publication. They also illuminate the editorial processes involved in anonymous peer-review of manuscripts and provide guidelines for how reviewer comments should be considered. Beginning authors also receive instruction in what editors really mean in their decision letters and on the differences between various types of "rejection" letters. General support is provided for overcoming rejection in order to persevere in the publication process.

This Panel is sponsored by the American Psychological Association.

Data Blitz

*Saturday, January 28, 2012, 11:15 am - 12:30 pm
Room 20D, Session F3*

Chairs: Andrew Elliot, *University of Rochester* and Wendy Berry Mendes, *UC San Francisco*

Presidential Address



Empowering People to Break the Prejudice Habit: Discovering My Inner Cialdini

*Friday, January 27, 2012, 2:00 - 3:15 pm
Ballroom 20A, Session C1*

Speaker: President Trish Devine, *University of Wisconsin*

Jack Block Award Address



Impulse, Constraint, and Serotonergic Function: What Impulsive Aggression Has in Common with Depression

*Friday, January 27, 3:30 - 4:45 pm
Ballroom 20A, Session D1*

Recipient: Charles Carver, *University of Miami*
Introducer: Michael Scheier, *Carnegie Mellon University*

Plenary Address: Brian Wansink



Mindless Eating: Why We Eat More Than We Think

*Friday, January 27, 2012, 5:00 - 6:15 pm
Ballroom 20*

Speaker: Brian Wansink

Donald T. Campbell Award Address



Social Psychology and Social Change: Mindset, Motivation, and (Social) Movements

*Saturday, January 28, 2012, 2:00 - 3:15 pm
Ballroom 20A, Session G1*

Recipient: John Dovidio, *Yale University*
Introducer: Samuel Gaertner, *University of Delaware*

Schedule of Events

Thursday, January 26, 2012

8:00 am – 4:30 pm	<p>Pre-Conferences</p> <ul style="list-style-type: none"> Attitudes Close Relationships Cultural Psychology Current and Future Topics in Social Psychology and Law Dynamical Systems and Computational Modeling in Social Psychology Embodiment in Social and Personality Psychology Emotion Evolutionary Psychology Expanding the Toolbox: Innovative Methods in Social and Personality Psychology Group Processes and Intergroup Relations (GPIR) Judgment and Decision Making (JDM) Justice and Morality Mind Perception Nonverbal Behavior Political Psychology Psychology of Humor Psychology of Religion and Spirituality Self & Identity Social Cognition Social Neuroendocrinology Social Personality and Health Social-Personality Gerontology Sustainability Psychology Teaching Using Smartphones as Mobile Sensing Devices: A Practical Guide for Psychologists to Current and Potential Capabilities
3:00 – 8:00 pm	<p>Onsite Registration and Pre-Registration Check-In <i>Ballroom 20 Foyer</i></p>
5:00 – 7:00 pm	<p>Opening Session and Presidential Symposium</p> <p>REVEALING THE POWER OF SOCIAL PSYCHOLOGY THROUGH THEORETICALLY-BASED INTERVENTION RESEARCH <i>Ballroom 20</i></p> <p>Chair: Trish Devine, <i>University of Wisconsin</i> Speaker: Timothy Wilson, <i>University of Virginia</i>, REDIRECT: CHANGING THE STORIES WE LIVE BY Speaker: Judith Harackiewicz, <i>University of Wisconsin</i>, HELPING PARENTS MOTIVATE THEIR TEENS IN MATHEMATICS AND SCIENCE Speaker: Betsy Levy Paluck, <i>Princeton University</i>, WHAT WORKS TO REDUCE PREJUDICE AND CONFLICT? SOCIAL PSYCHOLOGICAL TOOLS FOR PROMOTING TOLERANT SOCIAL NORMS AND BEHAVIOR Speaker: Gregory Walton, <i>Stanford University</i>, ADDRESSING QUESTIONS ABOUT BELONGING: INTERVENTIONS TO CLOSE ACHIEVEMENT GAPS</p>

6:30 –
8:30 pm

7:00 –
8:00 pm

7:00 –
8:15 pm

7:00 –
8:30 pm

Exhibits Open

Sails Pavilion

Welcome Reception

Sails Pavilion

The 2011 Awards Ceremony and Reception

Room 22

Poster Session A

Sails Pavilion

Friday, January 27, 2012

7:30 am –
6:30 pm

Onsite Registration and Pre-Registration Check-In

Ballroom 20 Foyer

8:00 –
8:30 am

Continental Breakfast

Sails Pavilion

8:00 – 9:30 am

GSC First-Timers Breakfast

Room 29CD

8:00 –
9:30 am

Poster Session B

Sails Pavilion

8:00 am –
2:00 pm

Exhibits Open

Sails Pavilion

8:15 –
9:30 am

Early Morning Special Session

FUNDING OPPORTUNITIES AT THE NATIONAL SCIENCE FOUNDATION

Room 23

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

FUNDING OPPORTUNITIES AT THE NATIONAL INSTITUTES OF HEALTH (NIH)

Room 24

Speakers: Heather Patrick and William Klein, *National Cancer Institute, NIH*

9:45 –
11:00 am

Symposia Session A

A1: "A CHRISTIAN NATION" FACING THE 21ST CENTURY: HOW RELIGION SHAPES MODERN AMERICA, AND ITS ROLE IN A CHANGING SOCIETY

Ballroom 20A

Chair: Steven Shepherd, *University of Waterloo*

Co-Chair: Tage Rai, *UCLA*

Speakers: Eric Luis Uhlmann, Steven Shepherd, Tage S. Rai, Ian G. Hansen

A2: INTEGRATIVE APPROACHES TO HUMAN SEXUALITY: BIOSOCIAL, SOCIAL COGNITIVE, AND SOCIO-CONTEXTUAL PERSPECTIVES

Ballroom 20B/C

Chair: Mariana Preciado, *University of California, Los Angeles*

Co-Chair: Lisa Diamond, *University of Utah*

Speakers: Lisa Diamond, Sari van Anders,

Elisabeth Morgan Thompson, Mariana Preciado

A3: MAKING THE GRADE: WHEN AND WHY STEREOTYPE THREAT INTERVENTIONS SUCCEED AND FAIL*Ballroom 20D*Chair: Jenessa R. Shapiro, *University of California, Los Angeles*Co-Chair: Amy Williams, *University of California, Los Angeles*

Speakers: Geoffrey Cohen, Nilanjana Dasgupta, Joshua Aronson, Jenessa R. Shapiro

11:00 –

11:15 am

A4: THE MANY FACES OF SOCIAL REJECTION*Room 30*Chair: Gili Freedman, *University of Texas at Austin*Co-Chair: Jennifer Beer, *University of Texas at Austin*

Speakers: Kipling D. Williams, Geraldine Downey, Ethan Kross, Gili Freedman

11:15 am –

12:30 pm

A5: THE POWER OF UNCERTAINTY AND THE UNCERTAINTY OF POWER*Room 31*Chair: Paul K. Piff, *University of California, Berkeley*Co-Chair: Vladas Griskevicius, *University of Minnesota*

Speakers: Paul K. Piff, Vladas Griskevicius, Pamela K. Smith, Jon K. Maner

A6: FALSE-POSITIVE FINDINGS ARE FREQUENT, FINDABLE, AND FIXABLE*Room 33*Chair: Joseph Simmons, *University of Pennsylvania*Co-Chair: Leif Nelson, *University of California, Berkeley*

Speakers: Leslie John, Joseph Simmons, Uri Simonsohn

A7: CONFRONTING IMPORTANT QUESTIONS IN THE STUDY OF MORAL PERSONHOOD*Room 25*Chair: Patrick Hill, *University of Illinois*

Speakers: Kathryn L. Bollich, Mathias Allemand, Erik E. Noftle, Patrick L. Hill

A8: INTERPERSONAL EMOTION ACROSS BOUNDARIES: BRIDGING NEURAL, CULTURAL, CLINICAL, AND PERSONALITY APPROACHES*Room 24*Chair: Kateri McRae, *University of Denver*Co-Chair: Stephanie Preston, *University of Michigan*

Speakers: Joan Y. Chiao, Kateri McRae, Alicia J. Hofelich, Abigail A. Marsh

A9: THE UP-SIDE OF EXISTENTIAL THREAT: ADAPTIVE OUTCOMES OF MEANING VIOLATION AND MEANING COMPENSATION*Room 23*Chair: Travis Proulx, *Tilburg University*

Speakers: Matt Vess, Travis Proulx, Daniel Randles, Ian McGregor

A10: “THERE IS NO SWEET WITHOUT BITTERNESS”: CULTURAL DIFFERENCES IN THE EXPERIENCE OF MIXED EMOTIONS*Room 32*Chair: Jeff T. Larsen, *Texas Tech University*

Speakers: Bradley J. Stastny, Julie Spencer-Rodgers, Tamara Sims, Phoebe C. Ellsworth

A11: THE PSYCHOLOGY OF FOOD: HOW EVERYDAY CUES SHAPE OUR CHOICES AND CRAVINGS*Room 26*Chair: Sapna Cheryan, *University of Washington*Co-Chair: Benoit Monin, *Stanford University*

Speakers: Jordan Troisi, Sapna Cheryan, Eric Uhlmann, Stacey Finkelstein

Coffee Break*Sails Pavilion***Symposia Session B****B1: POLITICAL POLARIZATION***Ballroom 20A*Chair: Leaf Van Boven, *University of Colorado at Boulder*Co-Chair: David Sherman, *University of California, Santa Barbara*

Speakers: Dena Gromet, John Chambers, Jon Krosnick, Leaf Van Boven

B2: THREAT'S EFFECT ON THE SELF AND HOW THE SELF FIGHTS BACK: NEW INSIGHTS FROM PSYCHOLOGICAL, DEVELOPMENTAL AND NEUROBIOLOGICAL PERSPECTIVES*Ballroom 20B/C*Chair: Brent Hughes, *University of Texas at Austin*Co-Chair: Jennifer Beer, *University of Texas at Austin*

Speakers: Michelle vanDellen, Leah Somerville, Brent Hughes, Nathan DeWall

B3: PREJUDICE AGAINST SOME PREJUDICES? UNDERSTUDIED BIASES IN SOCIAL PSYCHOLOGY*Ballroom 20D*Chair: Michael S. North, *Princeton University*Co-Chair: Susan T. Fiske, *Princeton University*

Speakers: Michael S North, Nicole M Stephens, Peter Hegarty, Chris Crandall

B4: THE EMERGENCE OF WISE CROWDS AND INDIVIDUALS: SOCIAL PSYCHOLOGICAL AND GROUP AND INDIVIDUAL PROCESSES OF THE WISDOM-OF-CROWDS EFFECT*Room 30*Chair: Laura Rees, *University of Michigan*Co-Chair: Jeffrey Sanchez-Burks, *University of Michigan*

Speakers: Ishani Aggarwal, Ed Vul, Rick Larrick, Laura Rees

B5: MONEY TALKS (AND HAS PLENTY TO SAY) ABOUT THE SELF, RELATIONSHIPS, AND EVEN GENEROSITY*Room 31*Chair: Kathleen D. Vohs, *University of Minnesota*

Speakers: Elizabeth W. Dunn, Kathleen D. Vohs, Sanford E. DeVoe, Leif D. Nelson

B6: CAUSES AND CONSEQUENCES OF SOCIAL TRANSMISSION*Room 33*Chair: Jonah Berger, *University of Pennsylvania*

Speakers: Jonah Berger, Bernard Rimé, James W. Pennebaker, James Fowler

B7: PERSONALITY DEVELOPMENT IN ADULTHOOD: FURTHER EXPLORING THE WHYS AND WHEREFORES OF STABILITY AND CHANGE

Room 25
 Chair: Wiebke Bleidorn, *Bielefeld University*
 Co-Chair: Joshua Jackson, *Washington University in St. Louis*
 Speakers: Christopher J. Soto, Jule Specht, Joshua J. Jackson, Wiebke Bleidorn

B8: DOWNSTREAM BENEFITS OF EMOTION REGULATION: NEW INSIGHTS ON PSYCHOLOGICAL, NEURAL, AND HORMONAL MECHANISMS

Room 24
 Chair: Pranjal Mehta, *Erasmus University*
 Co-Chair: Thomas Denson, *University of New South Wales*
 Speakers: Kevin Ochsner, Thomas F. Denson, Jennifer H. Pfeifer, Pranjal Mehta

B9: THE VARIETIES OF CONSCIOUS EXPERIENCE

Room 23
 Chair: Adrian F. Ward, *Harvard University*
 Co-Chair: Daniel Wegner, *Harvard University*
 Speakers: Jonathan W. Schooler, Adrian F. Ward, Malia Mason, Katherine A. MacLean

B10: BRIDGING INTELLECTUAL CULTURES: INTERGROUP PROCESSES ACROSS CULTURAL CONTEXTS

Room 32
 Chair: Janetta Lun, *University of Maryland at College Park*
 Co-Chair: Jeanine Skorinko, *Worcester Polytechnic Institute*
 Speakers: Masaki Yuki, Tiane Lee, Jeanine Skorinko, Melody M. Chao

B11: THE POWER OF CONNECTING WITH OTHERS: INVESTIGATING EMPATHY, ADMIRATION, COMPASSION, AND SOCIAL CONNECTION IN THE BRAIN

Room 26
 Chair: Sylvia A. Morelli, *University of California, Los Angeles*
 Co-Chair: Matthew D. Lieberman, *UCLA*
 Speakers: Mary Helen Immordino-Yang, Sylvia A. Morelli, Naomi I. Eisenberger, Dacher Keltner

2:00 –
 3:15 pm

12:30 –
 1:30 pm
 12:30 –
 2:00 pm
 12:30 –
 2:00 pm

Box Lunch Offered

Sails Pavilion

Poster Session C

Sails Pavilion

Lunch Time Meet/Chat with Representatives from the Funding Agencies

Sails Pavilion
 Representatives: Heather Patrick and Bill Klein, *National Cancer Institute (NIH)*; Kellina M. Craig-Henderson and Brett Pelham, *National Science Foundation*

1:00 –
 2:00 pm

GSC Mentoring Luncheon

Room 29CD

1:00 –
 2:00 pm

GASP Mentoring Luncheon

Room 27
 Coordinators: Lisa G. Aspinwall, *University of Utah* and Wesley Moons, *University of California, Davis*

2:00 – 6:00
 pm

Exhibit Hall Closed

Sails Pavilion

Symposia Session C & Presidential Address

C1: PRESIDENTIAL ADDRESS: EMPOWERING PEOPLE TO BREAK THE PREJUDICE HABIT: DISCOVERING MY INNER CIALDINI

Ballroom 20A
 Speaker: President Trish Devine, *University of Wisconsin*

C2: VIRTUES AND VIOLATIONS: COPING WITH IMMORALITY AND INJUSTICE

Room 31
 Chair: Jonathan Berman, *University of Pennsylvania*
 Co-Chair: Cindy Chan, *University of Pennsylvania*
 Speakers: Cindy Chan, Jonathan Z. Berman, Yoel Inbar, Marco Piovesan

C3: SOCIAL NETWORK ANALYSIS IN PERSONALITY AND SOCIAL PSYCHOLOGY

Room 25
 Chair: Gregory Webster, *University of Florida*
 Speakers: Benjamin Crosier, Allan Clifton, Skyler S. Place, Winter Mason

C4: LIMITS AND EXTENSIONS OF EMOTIONAL CONTAGION

Room 24
 Chair: Adam D. I. Kramer, *Facebook, Inc.*
 Speakers: Jamie Guillory, Adam D. I. Kramer, Cherie Luckhurst

C5: SOME UNANTICIPATED AND SOMETIMES UNWANTED CONSEQUENCES OF PERSPECTIVE TAKING

Room 23
 Chair: Arielle Silverman, *University of Colorado at Boulder*
 Co-Chair: Leaf Van Boven, *University of Colorado at Boulder*
 Speakers: Geoff F. Kaufman, Sara D. Hodges, Cynthia Wang, Arielle Silverman

3:15 –
 3:30 pm
 3:30 –
 4:45 pm

Coffee Break

Ballroom 20 Foyer

Symposia Session D & Block Award Address

D1: BLOCK AWARD ADDRESS - IMPULSE, CONSTRAINT, AND SEROTONERGIC FUNCTION: WHAT IMPULSIVE AGGRESSION HAS IN COMMON WITH DEPRESSION

Ballroom 20A
 Recipient and Speaker: Charles Carver, *University of Miami*
 Introducer: Michael Scheier, *Carnegie Mellon University*

D2: WHERE HAVE ALL THE GOOD TIMES GONE? CAUSES AND CONSEQUENCES OF PERCEIVING A POSITIVE PAST

Ballroom 30
 Chair: Ed O'Brien, *University of Michigan*
 Co-Chair: Phoebe C. Ellsworth, *University of Michigan*
 Speakers: Ed O'Brien, Carey K. Morewedge, Constantine Sedikides, Jordi Quoidbach

D3: HOW METACOGNITION AND COGNITION INFLUENCES CRAVING AND CONSUMPTION

Room 31

Chair: Nicole Mead, *Catolica-Lisbon School of Business and Economics*Co-Chair: Carey Morewedge, *Carnegie Mellon University*

Speakers: Loran Nordgren, E.J. Masicampo, Young Eun Huh, Vanessa Patrick

D4: PRO-/ANTISOCIAL BEHAVIOR IS SWAYED BY BELIEFS IN GOD AND EXPRESSION OF GENES: A NEW TAKE ON A CLASSIC TOPIC

Room 33

Chair: Joni Sasaki, *University of California at Santa Barbara*Co-Chair: Heejung Kim, *University of California, Santa Barbara*

Speakers: Azim Shariff, Steven Neuberg, Bobby Cheon, Joni Sasaki

D5: OTHERS IN THE BRAIN: NEW PERSPECTIVES ON THE NEURAL BASES OF SOCIAL INFERENCE

Room 24

Chair: Robert Spunt, *University of California, Los Angeles*Co-Chair: Matthew Lieberman, *University of California, Los Angeles*

Speakers: Emile Bruneau, Robert Spunt, Matthew Lieberman, Rebecca Saxe

5:00 –
6:15 pm**Plenary Address by Brian Wansink****MINDLESS EATING: WHY WE EAT MORE THAN WE THINK**

Ballroom 20

Speaker: Brian Wansink

6:00 – 7:45 pm

Exhibits Open*Sails Pavilion*6:15 –
7:45 pm**Poster Session D and Social Hour***Sails Pavilion*6:15 –
7:45 pm**Diversity and Climate Committee Reception**

Room 22

All are welcome to attend this social event to mix, mingle, and meet the recipients of the 2012 Diversity Fund Graduate Travel and Undergraduate Registration Awards.

Chairs: Denise Sekaquaptewa, *University of Michigan*, in conjunction with Stephanie Fryberg, *University of Arizona*, and Rudy Mendoza-Denton, *University of California, Berkeley*8:00 am –
2:00 pm**Exhibits Open***Sails Pavilion*8:15 –
9:30 am**Early Morning Special Session****GSC SYMPOSIUM: CAREERS OUTSIDE ACADEMIA**

Room 23

Chairs: Krista Hill and Mollie Ruben, *Northeastern University*Speakers: Dr. Gian Gonzaga, *eharmony.com*;
Dr. Heather Patrick, *National Institute of Health, National Cancer Institute*
Dr. Sarah Johnson, *CLC Genesee***NIH PANEL DISCUSSION: SCIENTIFIC ADVANCES AT THE INTERFACE OF SOCIAL/PERSONALITY PSYCHOLOGY AND NIH ~ BEYOND FUNDING**

Room 24

Chairs: Heather Patrick, *NIH* and Alex Rothman, *University of Minnesota*Panelists: Heather Patrick, William Klein, Lila Finney-Rutten, *NIH* and Alex Rothman, *University of Minnesota***PANEL DISCUSSION: HOW TO PUBLISH YOUR MANUSCRIPT**

Room 32

Panelists: Adey Medhin, *American Psychological Association*, Jeffry Simpson, *University of Minnesota*, Jon Maner, *Florida State University*
This Panel is sponsored by the American Psychological Association.9:45 –
11:00 am**Symposia Session E****E1: POLITICAL IDEOLOGY AND MORALITY: NEW EMPIRICAL INTERSECTIONS**

Ballroom 20A

Chair: Jesse Graham, *University of Southern California*
Speakers: David Pizarro, G. Scott Morgan, Ronnie Janoff-Bulman, Jesse Graham**E2: SOCIAL BODIES: HOW AND WHY SOCIAL INTERACTIONS INFLUENCE HEALTH**

Ballroom 20B/C

Chair: Bethany Ellen Kok, *University of North Carolina at Chapel Hill*
Co-Chair: Barbara Fredrickson, *University of North Carolina at Chapel Hill*
Speakers: John T. Cacioppo, Bethany E. Kok, Shelley L. Gable, Steve Cole**E3: A DOUBLE-EDGED SWORD: PREJUDICE, STRESS, AND THE HEALTH OF BOTH TARGETS AND PERCEIVERS**

Ballroom 20D

Chair: Elizabeth Page-Gould, *University of Toronto Scarborough*
Co-Chair: Brian Karl Finch, *San Diego State University*
Speakers: Carol Ryff, Vickie M. Mays, James S. Jackson, Brian Karl Finch**E4: THE PURSUIT OF SOCIAL STATUS**

Room 30

Chair: Joey T. Cheng, *University of British Columbia*
Co-Chair: Jessica L. Tracy, *University of British Columbia*
Speakers: Joey T. Cheng, Nathanael J. Fast, Robb Willer, Nir Halevy

Saturday, January 28, 2012

6:30 am

5K Run and Walk*Boardwalk behind Marriott Hotel*7:30 am –
5:30 pm**Onsite Registration and Pre-Registration Check-In***Ballroom 20 Foyer*8:00 –
8:30 am**Continental Breakfast***Sails Pavilion*8:00 –
9:30 am**Poster Session E***Sails Pavilion*

E5: A ROLLERCOASTER NAMED DESIRE: THE INTERPLAY OF MOTIVATION AND SELF-REGULATION

Room 31
 Chair: Kathleen D. Vohs, *University of Minnesota*
 Co-Chair: Roy Baumeister, *Florida State University*
 Speakers: Wilhelm Hofmann, Eli J. Finkel, Brandon Schmeichel, Roy F. Baumeister

E6: EVERY ROSE HAS ITS THORNS: NAVIGATING THE RISKS AND REWARDS OF RELATIONSHIPS

Room 33
 Chair: Vivian Zayas, *Cornell University*
 Speakers: Vivian Zayas, Harry T. Reis, John Holmes, Julianne Holt-Lunstad

E7: AUTHORIZING AN AGENTIC LIFE: THE POWERFUL THEME OF AGENCY IN PERSONAL NARRATIVES

Room 25
 Chair: Jonathan Adler, *Franklin W. Olin College of Engineering*
 Co-Chair: Dan McAdams, *Northwestern University*
 Speakers: Dan P. McAdams, Monisha Pasupathi, Jeremy A. Frimer, Jonathan M. Adler

E8: UNDERSTANDING WHAT OTHERS FEEL: EMOTION PERCEPTION AND SOCIAL EVALUATION

Room 24
 Chair: Lauren Szcurek, *Stanford University*
 Co-Chair: James Gross, *Stanford University*
 Speakers: Ann M. Kring, Piotr Winkielman, Lauren Szcurek, Jamil Zaki

E9: ON THE COMPLEXITY OF CONTROL: DIVERSE MANIFESTATIONS – AND IMPLICATIONS – OF EXECUTIVE FUNCTION IN SOCIAL PSYCHOLOGY

Room 23
 Chair: Joshua Correll, *University of Chicago*
 Co-Chair: Tiffany A. Ito, *University of Colorado*
 Speakers: Akira Miyake, Tiffany A. Ito, Rimma Teper, Ayelet Fishbach

E10: NOVEL APPROACHES TO THE STUDY OF CULTURE AND HONOR

Room 32
 Chair: Ayse Keyce Uskul, *University of Essex*
 Co-Chair: Susan Cross, *Iowa State University*
 Speakers: Patricia M. Rodriguez Mosquera, Ayse K. Uskul, Ryan P. Brown, Dov Cohen

E11: RESEARCH USING MECHANICAL TURK: GETTING THE MOST OUT OF CROWDSOURCING

Room 26
 Chair: Jesse Chandler, *Princeton University*
 Co-Chair: Pam Mueller, *Princeton University*
 Speakers: Michael Buhrmester, Julie S. Downs, Pam A. Mueller, Siddharth Suri

11:00 – 11:15 am

Coffee Break

Sails Pavilion

11:15 am – 12:30 pm

Symposia Session F and Data Blitz

F1: MORAL IRONIES

Ballroom 20A
 Chair: Elanor F. Williams, *University of Florida*
 Co-Chair: Mary Steffel, *University of Florida*
 Speakers: Evan Polman, Daniel M. Bartels, Elanor F. Williams, Christopher W. Bauman

F2: THE PSYCHOLOGY AND BIOLOGY OF COMPETITION

Ballroom 20B/C
 Chair: Vladas Griskevicius, *University of Minnesota*
 Co-Chair: Saul Miller, *University of Kentucky*
 Speakers: Mark van Vugt, Kristina Durante, Saul Miller, Richard Ronay

F3: DATA BLITZ

Ballroom 20D
 Chair: Andrew Elliot, *University of Rochester*
 Co-Chair: Wendy Berry Mendes, *UC San Francisco*
 Speakers: Jessica L. Alquist, Eugene Chan, Dina Eliezer, Youssef Hasan, Jacob Juhl, Lisa Legault, Yexin Jessica Li, Shanette C. Porter, Kyle G. Ratner, Marieke Roskes, John Oliver Siy, Laura Scherer

F4: GROUP-BOUNDED COGNITION: HOW SOCIAL GROUPS SHAPE LEARNING, MOTIVATION, AND ATTITUDES

Ballroom 30
 Chair: Adam Galinsky, *Northwestern University*
 Speakers: Sonia Kang, Garry Shteynberg, Jacob Hirsh, Rene Kopietz

F5: ASSESSING THE CHOICE OVERLOAD DEBATE: IS THERE SUCH A THING AS TOO MUCH CHOICE?

Room 31
 Chair: Joyce Ehrlinger, *Florida State University*
 Co-Chair: Yoel Inbar, *Tilburg University*
 Speakers: Sheena Iyengar, Benjamin Scheibehenne, Barry Schwartz, Erin Sparks

F6: GIVING IS GOOD FOR YOU: EFFECTS ON ACADEMIC GROWTH, SELF-COMPASSION, HEALTH, AND TEAM PERFORMANCE

Room 33
 Chair: Juliana Breines, *University of California, Berkeley*
 Co-Chair: Serena Chen, *University of California, Berkeley*
 Speakers: Dominik Mischkowski, Juliana Breines, Stephanie Brown, Lara Aknin

F7: THE DEEP FUNCTIONALITY OF PERSONALITY: TRAIT VARIATION AS SENSIBLE STRATEGIES TO DIFFERING REALITIES

Room 25
 Chair: Dustin Wood, *Wake Forest University*
 Speakers: Dustin Wood, Mark Schaller, Seth M. Spain, David M. Buss

F8: WHAT PHYSIOLOGY CAN (AND CANNOT) TELL US ABOUT EMOTION

Room 24
 Chair: Eliza Bliss-Moreau, *University of California, Davis*
 Co-Chair: Kristen Lindquist, *Harvard University*
 Speakers: Iris Mauss, Kristen Lindquist, Jeremy Jamieson, Eliza Bliss-Moreau

F9: WHAT IS PSYCHOLOGICAL DISTANCE?

Room 23
 Chair: Nira Liberman, *Tel Aviv University*
 Co-Chair: Yaacov Trope, *New York University*
 Speakers: Nira Liberman, Klaus Fiedler, Lawrence Williams, Kent Harber

F10: CULTURALLY SITUATED POWER

Room 32
 Chair: Yuri Miyamoto, *University of Wisconsin-Madison*
 Speakers: Yuri Miyamoto, Yu-Wei Hsu, Takahiko Masuda, Jeanne H. Y. Fu

F11: A FOURTH LEG: INCORPORATING TIME IN SOCIAL-PSYCHOLOGICAL SCIENCE

Room 26
 Chair: Gregory Walton, *Stanford University*
 Co-Chair: Geoff Cohen, *Stanford University*
 Speakers: Gregory M. Walton, Chris S. Hulleman, David S. Yeager, Katharina Bernecker

12:30 –
 1:30 pm

Box Lunch Offered

Sails Pavilion

12:30 –
 2:00 pm

Poster Session F

Sails Pavilion

1:00 –
 2:00 pm

GSC Mentoring Luncheon

Room 29CD

2:00 –6:00 pm

Exhibit Hall Closed

Sails Pavilion

2:00 –
 3:15 pm

Symposia Session G & Campbell Award Address**G1: CAMPBELL AWARD ADDRESS - SOCIAL PSYCHOLOGY AND SOCIAL CHANGE: MINDSET, MOTIVATION, AND (SOCIAL) MOVEMENTS**

Ballroom 20A
 Recipient and Speaker: John Dovidio, *Yale University*
 Introducer: Samuel Gaertner, *University of Delaware*

G2: THE CONSEQUENCES OF BEING LOW ON THE TOTEM POLE: DEPRIVATION, STATUS, AND RESOURCE CHOICE

Room 31
 Chair: Crystal Hall, *University of Washington*
 Co-Chair: Cynthia Cryder, *Washington University in St. Louis*
 Speakers: Crystal Hall, Cynthia Cryder, Anuj Shah, Eesha Sharma

G3: THE ROLE OF THE SELF IN CHEATING AND UNETHICAL BEHAVIOR

Room 33
 Chair: Gabrielle Adams, *London Business School*
 Co-Chair: Benoît Monin, *Stanford University*
 Speakers: Christopher Bryan, Lisa Shu, Scott Wiltermuth, Zoe Chance

G4: THE EGOCENTRIST AND THE STRANGER: MAKING SENSE OF OTHERS FROM A SELF-FOCUSED PERSPECTIVE

Room 24
 Chair: Oleg Urminsky, *University of Chicago, Booth School of Business*
 Co-Chair: Julia Minson, *University of Pennsylvania Wharton School of Business*
 Speakers: Jeff Galak, Xi Zou, Oleg Urminsky, Julia A. Minson

3:15 –
 3:30 pm

Coffee Break

Ballroom 20 Foyer

3:30 –
 4:45 pm

Symposia Session H**H1: SOCIAL INFLUENCE ON RISKY DECISION MAKING: NEURAL MECHANISMS AND PREDICTORS OF REAL WORLD OUTCOMES**

Ballroom 20A
 Chair: Eva Telzer, *UCLA*
 Co-Chair: Emily Falk, *University of Michigan, Ann Arbor*
 Speakers: Shannon Peake, Eva Telzer, Christopher Cascio, Emily Falk

H2: MENSTRUAL CYCLE EFFECTS ON WOMEN'S MATE PREFERENCES? CRITICAL PERSPECTIVES

Ballroom 20B/C
 Chair: Wendy Wood, *University of Southern California*
 Speakers: Christine Harris, Wendy Wood, Coren L. Apicella

H3: THE GROWING PAINS OF INTERGROUP BIAS: USING DEVELOPMENTAL METHODS TO ILLUMINATE THE ORIGINS OF PREJUDICE

Ballroom 20D
 Chair: Larisa Heiphetz, *Harvard University*
 Speakers: Joshua Knobe, Kiley Hamlin, Larisa Heiphetz, Yarrow Dunham

H4: HOW DO I LOVE THEE? NEW RESEARCH ON ROMANTIC LOVE FROM EVOLUTIONARY, SOCIAL, AND NEUROBIOLOGICAL PERSPECTIVES

Room 30
 Chair: Jon Maner, *Florida State University*
 Speakers: Josh Ackerman, Jennifer Leo, Arthur Aron, Bianca Acevedo

H5: PSYCHOLOGICAL APPROACHES TO UNDERSTANDING AND PREVENTING UNETHICAL BEHAVIOR

Room 31
 Chair: Hal Hershfield, *New York University*
 Co-Chair: Taya Cohen, *Carnegie Mellon*
 Speakers: Hal Hershfield, Taya Cohen, Eugene Caruso, Adam Galinsky

H6: HOW TO BE GOOD (AND BAD) AUTHORS, REVIEWERS, AND EDITORS: ADVICE TO ALL CONCERNED

Room 33
 Chair: Michael Robinson, *North Dakota State University*
 Co-Chair: Jennifer Bosson, *University of South Florida*
 Speakers: Jeffrey Simpson, Jamin Halberstadt, C. Raymond Knee, Laura King

H7: MEANING-MAKING: FROM THEORY TO INTERVENTION

Room 25
 Chair: Jiyoung Park, *University of Michigan, Ann Arbor*
 Co-Chair: Ethan Kross, *University of Michigan, Ann Arbor*
 Speakers: Crystal Park, David Paunesku, Gerardo Ramirez, Jiyoung Park

H8: PRIDE, POWER, AND SOCIAL-STATUS: THE IMPACT OF EXPANDED POSTURE ON SELF AND OTHERS

Room 24
 Chair: Jason P. Martens, *University of British Columbia*
 Co-Chair: Jessica L. Tracy, *University of British Columbia*
 Speakers: Jason P. Martens, Dana R. Carney, Li Huang, Vanessa K. Bohns

H9: EMBODIED MORALITY: BEYOND REASONING IN DECIDING WHAT'S RIGHT AND WRONG

Room 23
 Chair: Simone Schnall, *University of Cambridge*
 Co-Chair: Francesca Gino, *Harvard Business School*
 Speakers: Simone Schnall, Chen-Bo Zhong, Francesca Gino, Lawrence J. Sanna

H10: CULTURAL CHANGE OVER TIME

Room 32
 Chair: William Keith Campbell, *University of Georgia*
 Co-Chair: Jean Twenge, *San Diego State University*
 Speakers: Shigehiro Oishi, William Campbell, Virginia Kwan, Jean Twenge

H11: TOWARD A PSYCHOLOGY OF INTERPERSONAL SITUATIONS: UNIQUE CONTRIBUTIONS OF INTENSIVE LONGITUDINAL DESIGNS TO UNDERSTANDING RELATIONSHIP PROCESSES

Room 26
 Chair: Gertraud Stadler, *Columbia University*
 Co-Chair: Matthias Mehl, *University of Arizona*
 Speakers: Jonathan E. Cook, Gertraud Stadler, Matthias Mehl, Jean-Philippe Laurenceau

Symposia Session I

I1: SUBJECTIVE SCIENCE: IDEOLOGICAL INFLUENCES ON THE INTERPRETATION OF DATA AND POTENTIAL SOLUTIONS

Ballroom 20A
 Chair: Brittany Liu, *University of California, Irvine*
 Co-Chair: Peter H. Ditto, *University of California, Irvine*
 Speakers: Brittany Liu, Bo MacInnis, Brendan Nyhan, David K. Sherman

I2: ECOLOGICAL, ENVIRONMENTAL, AND CULTURAL FACTORS INFLUENCING SEXUAL HEALTH DECISION MAKING AND BEHAVIOR

Ballroom 20B/C
 Chair: Joshua M. Tybur, *University of New Mexico*
 Co-Chair: Angela Pirlott, *Arizona State University*
 Speakers: Angela D. Bryan, Joshua M. Tybur, Angela G. Pirlott, David P. Schmitt

I3: STICKS AND STONES...: EMOTIONAL AND BEHAVIORAL CONSEQUENCES OF SEEMINGLY INNOCUOUS RACIAL MISTREATMENT

Ballroom 20D
 Chair: Matthew Trujillo, *Princeton University*
 Co-Chair: Jennifer Wang, *University of Washington*
 Speakers: Jennifer Wang, Sara Douglass, Lori Hoggard, Matthew Trujillo

I4: SOCIAL AND PERSONALITY PERSPECTIVES ON GOAL PURSUIT: THE NEGLECTED ROLE OF THE INTERPERSONAL CONTEXT

Room 30
 Chair: Judith Gere, *University of Toronto*
 Co-Chair: Emily Impett, *University of Toronto*
 Speakers: Judith Gere, Gráinne Fitzsimons, Emily Impett, Jennifer Crocker

I5: MONEY AS A MOTIVATOR: FROM BRAIN TO BEHAVIOR

Room 31
 Chair: Erik Bijleveld, *Utrecht University*
 Speakers: Nina Mazar, Gary L. Brase, Erik Bijleveld, Nicole L. Mead

I6: PUTTING INTERPERSONAL PROCESSES INTO THEIR INTERPERSONAL CONTEXT. WHAT'S GOOD CAN BE BAD AND WHAT'S BAD CAN BE GOOD.

Room 33
 Co-Chair: James Kevin McNulty, *University of Tennessee*
 Speakers: James McNulty, Nickola Overall, Ximena Arriaga, Levi Baker

I7: NOVEL PERSPECTIVES ON BASIC PSYCHOLOGICAL NEEDS

Room 25
 Chair: Marina Milyavskaya, *McGill University*
 Co-Chair: Kennon Sheldon, *University of Missouri*
 Speakers: Kennon Sheldon, Frederick Philippe, Marina Milyavskaya, Rémi Radel

I8: THE MANY BENEFITS OF SELF-EXPANSION: REDUCE NICOTINE CRAVING, IMPROVE YOUR RELATIONSHIP, COPE WITH BREAK-UP, AND MAKE NEW OUT-GROUP FRIENDS

Room 24
 Chair: Xiaomeng Xu, *Brown Medical School*
 Co-Chair: Natalie Nardone, *Stony Brook University*
 Speakers: Xu Xiaomeng, Natalie Nardone, Gary Lewandowski, Stephen Wright

I9: VISUALIZING MENTAL REPRESENTATIONS: THE APPLICATION OF REVERSE CORRELATION METHODS IN SOCIAL PSYCHOLOGY

Room 23
 Chair: Ron Dotsch, *Princeton University*
 Co-Chair: Rachael Jack, *University of Glasgow*
 Speakers: Ron Dotsch, Rachael Jack, Johan Karremans, Philippe Schyns

I10: LATINO CULTURE AND THE SHAPING OF SOCIAL AND PERSONALITY PROCESSES

Room 32
 Chair: Belinda Campos, *University of California, Irvine*
 Speakers: Nairan Ramírez-Esparza, William Ickes, Belinda Campos, Michelle L. Rheinschmidt

Exhibits Open

Sails Pavilion

Poster Session G and Social Hour

Sails Pavilion

5:00 –
 6:15 pm

6:00 –
 7:45 pm

6:15 –
 7:45 pm

Poster Schedule

Poster sessions are scheduled on Thursday, January 26, Friday, January 27, and Saturday, January 28. 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 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. Any posters not removed by the "Take-down

Complete" time will be discarded. Note that the Exhibit Hall will be closed from 2-6 pm on Friday & Saturday, presenters in session C & F may remove their posters at the end of their session, but take-down must be completed by 6:00 pm.

The doors will close and lock for the evening at 8:35 pm on Thursday and 7:50 pm on Friday and Saturday. There is no re-entry after this time. Do not leave personal items in the poster room. The following times indicate when you are expected to set-up and take-down your poster.

Poster Session	Date & Time	Set-up Begins	Session Begins	Session Ends	Take-down Complete	Topic Areas Being Presented
A	Thursday, January 26	6:30 pm	7:00 pm	8:30 pm	8:35 pm	Applied Social Psychology; Evolution; Groups/Intra-group Processes; Intergroup Relations; Norms and Social Influence; Other; Psychophysiology/Genetics; Social Neuroscience, Traits
B	Friday, January 27	7:45 am	8:00 am	9:30 am	12:15 pm	Attitudes/Persuasion; Close Relationships/Belonging/Rejection; Emotion; Intergroup Relations; Motivation/Goals; Self-Regulation; Self/Identity
C	Friday, January 27	12:15 pm	12:30 pm	2:00 pm	6:00 pm	Aggression/Anti-Social Behavior; Attitudes/Persuasion; Close Relationships/Belonging/Rejection; Emotion; Intergroup Relations; Stereotyping/Prejudice
D	Friday, January 27	6:00 pm	6:15 pm	7:45 pm	7:50 pm	Assessment; Individual Differences; Lifespan Development; Mental Health; Methods/Statistics; Personality Processes; Physical Health; Prosocial Behavior; Self-Esteem; Social Development; Social Support; Traits; Well-Being
E	Saturday, January 28	7:45 am	8:00 am	9:30 am	12:15 pm	Attitudes/Persuasion; Close Relationships/Belonging/Rejection; Emotion; Person Perception/Impression Formation; Social Judgment/Decision-Making; Stereotyping/Prejudice
F	Saturday, January 28	12:15 pm	12:30 pm	2:00 pm	6:00 pm	Close Relationships/Belonging/Rejection; Person Perception/Impression Formation; Self-Regulation; Social Judgment/Decision-Making; Stereotyping/Prejudice
G	Saturday, January 28	6:00 pm	6:15 pm	7:45 pm	7:50 pm	Culture; Gender; Groups/Intragroup Processes; Motivation/Goals; Other; Self/Identity

Student Poster Award Hall of Fame

This year, the seven winning posters of the Student Poster Award will be displayed for the entirety of the conference. These winners are chosen from among many submissions based on excellence in research, clarity in presentation, and personal knowledge in a discussion with secret judges. Come and see for yourself the best graduate student research in Social and Personality Psychology! Located in the Sails Pavilion Exhibit Hall.

Symposia & Special Sessions Grid

Friday, January 27 - Morning Sessions

Location	Early Morning Special Session 8:15 - 9:30 am	Session A 9:45 - 11:00 am	Session B 11:15 am - 12:30 pm
Ballroom 20A		A1: "A Christian Nation" facing the 21st century: How religion shapes modern America, and its role in a changing society <i>Steven Shepherd and Tage Rai</i>	B1: Political Polarization <i>Leaf Van Boven and David Sherman</i>
Ballroom 20B/C		A2: Integrative Approaches to Human Sexuality: Biosocial, Social Cognitive, and Sociocontextual Perspectives <i>Mariana Preciado and Lisa Diamond</i>	B2: Threat's Effect On The Self And How The Self Fights Back: New Insights From Psychological, Developmental and Neurobiological Perspectives <i>Brent Hughes and Jennifer Beer</i>
Ballroom 20D		A3: Making the Grade: When and why stereotype threat interventions succeed and fail <i>Jenessa R. Shapiro and Amy Williams</i>	B3: Prejudice Against Some Prejudices? Under-studied Biases in Social Psychology <i>Michael S. North and Susan T. Fiske</i>
Room 30		A4: The Many Faces of Social Rejection <i>Gili Freedman and Jennifer Beer</i>	B4: The Emergence of Wise Crowds and Individuals: Social Psychological and Group and Individual Processes of the Wisdom-of-Crowds Effect <i>Laura Rees and Jeffrey Sanchez-Burks</i>
Room 31		A5: The Power of Uncertainty and the Uncertainty of Power <i>Paul K. Piff and Vladas Griskevicius</i>	B5: Money Talks (and Has Plenty to Say) about the Self, Relationships, and even Generosity <i>Kathleen D. Vohs</i>
Room 33		A6: False-Positive Findings Are Frequent, Findable, and Fixable <i>Joseph Simmons and Leif Nelson</i>	B6: Causes and Consequences of Social Transmission <i>Jonah Berger</i>
Room 25		A7: Confronting Important Questions in the Study of Moral Personhood <i>Patrick Hill</i>	B7: Personality development in adulthood: Further exploring the whys and wherefores of stability and change <i>Wiebke Bleidorn and Joshua Jackson</i>
Room 24	Funding Opportunities at the National Institutes of Health <i>Heather Patrick and William Klein</i>	A8: Interpersonal emotion across boundaries: Bridging neural, cultural, clinical, and personality approaches <i>Kateri McRae and Stephanie Preston</i>	B8: Downstream Benefits of Emotion Regulation: New Insights on Psychological, Neural, and Hormonal Mechanisms <i>Pranjal Mehta and Thomas Denson</i>
Room 23	Funding Opportunities at the National Science Foundation <i>Kellina M Craig-Henderson and Brett Pelham</i>	A9: The Up-Side of Existential Threat: Adaptive Outcomes of Meaning Violation and Meaning Compensation <i>Travis Proulx</i>	B9: The Varieties of Conscious Experience <i>Adrian F. Ward and Daniel Wegner</i>
Room 32		A10: "There is no sweet without bitterness": Cultural differences in the experience of mixed emotions <i>Jeff T. Larsen</i>	B10: Bridging Intellectual Cultures: Intergroup Processes across Cultural Contexts <i>Janetta Lun and Jeanine Skorinko</i>
Room 26		A11: The Psychology of Food: How Everyday Cues Shape Our Choices and Cravings <i>Sapna Cheryan and Benoit Monin</i>	B11: The power of connecting with others: Investigating empathy, admiration, compassion, and social connection in the brain <i>Sylvia A. Morelli and Matthew D. Lieberman</i>

Friday, January 27 - Afternoon Sessions

Location	Session C 2:00 - 3:15 pm	Session D 3:30 - 4:45 pm	Plenary Address 5:00 - 6:15 pm
Ballroom 20A	C1: Presidential Address: Empowering People to Break the Prejudice Habit: Discovering My Inner Cialdini <i>Trish Devine</i>	D1: Block Award Address: Impulse, Constraint, and Serotonergic Function: What Impulsive Aggression Has in Common with Depression <i>Charles Carver</i>	Plenary Address: Mindless Eating: Why We Eat More Than We Think <i>Brian Wansink</i>
Ballroom 20B/C			
Ballroom 20D			
Room 30		D2: Where Have all the Good Times Gone? Causes and Consequences of Perceiving a Positive Past <i>Ed O'Brien and Phoebe C. Ellsworth</i>	
Room 31	C2: Virtues and Violations: Coping With Immorality and Injustice <i>Jonathan Berman and Cindy Chan</i>	D3: How Metacognition and Cognition Influences Craving and Consumption <i>Nicole Mead and Carey Morewedge</i>	
Room 33		D4: Pro-/Antisocial Behavior Is Swayed by Beliefs in God and Expression of Genes: A New Take on a Classic Topic <i>Joni Sasaki and Heejung Kim</i>	
Room 25	C3: Social Network Analysis in Personality and Social Psychology <i>Gregory Webster</i>		
Room 24	C4: Limits and Extensions of Emotional Contagion <i>Adam D. I. Kramer</i>	D5: Others in the Brain: New Perspectives on the Neural Bases of Social Inference <i>Robert Spunt and Matthew Lieberman</i>	
Room 23	C5: Some unanticipated and sometimes unwanted consequences of perspective taking <i>Arielle Silverman and Leaf Van Boven</i>		
Room 32			
Room 26			

Symposia & Special Sessions Grid

Saturday, January 28 - Morning Sessions

Location	Early Morning Special Session 8:15 - 9:30 am	Session E 9:45 - 11:00 am	Session F and Data Blitz 11:15 am - 12:30 pm
Ballroom 20A		E1: Political Ideology and Morality: New Empirical Intersections <i>Jesse Graham</i>	F1: Moral Ironies <i>Elanor F. Williams and Mary Steffel</i>
Ballroom 20B/C		E2: Social Bodies: How and Why Social Interactions Influence Health <i>Bethany Ellen Kok and Barbara Fredrickson</i>	F2: The Psychology and Biology of Competition <i>Vladas Griskevicius and Saul Miller</i>
Ballroom 20D		E3: A Double-Edged Sword: Prejudice, Stress, and the Health of Both Targets and Perceivers <i>Elizabeth Page-Gould and Brian Karl Finch</i>	F3: Data Blitz <i>Andrew Elliot and Wendy Berry Mendes</i>
Room 30		E4: The Pursuit of Social Status <i>Joey T. Cheng and Jessica L. Tracy</i>	F4: Group-Bounded Cognition: How Social Groups Shape Learning, Motivation, and Attitudes <i>Adam Galinsky</i>
Room 31		E5: A Rollercoaster Named Desire: The Interplay of Motivation and Self-Regulation <i>Kathleen D. Vohs and Roy Baumeister</i>	F5: Assessing the choice overload debate: Is there such a thing as too much choice? <i>Joyce Ehrlinger and Yoel Inbar</i>
Room 33		E6: Every Rose Has Its Thorns: Navigating the Risks and Rewards of Relationships <i>Vivian Zayas</i>	F6: Giving is good for you: Effects on academic growth, self-compassion, health, and team performance <i>Juliana Breines and Serena Chen</i>
Room 25		E7: Authoring an Agentic Life: The Powerful Theme of Agency in Personal Narratives <i>Jonathan Adler and Dan McAdams</i>	F7: The Deep Functionality of Personality: Trait Variation as Sensible Strategies to Differing Realities <i>Dustin Wood</i>
Room 24	Panel Discussion: Scientific Advances at the Interface of Social/Personality Psychology and NIH ~ Beyond Funding <i>Heather Patrick and Alex Rothman</i>	E8: Understanding What Others Feel: Emotion Perception and Social Evaluation <i>Lauren Szczurek and James Gross</i>	F8: What physiology can (and cannot) tell us about emotion <i>Eliza Bliss-Moreau and Kristen Lindquist</i>
Room 23	GSC Special Symposium: Careers Outside Academia <i>Krista Hill and Mollie Ruben</i>	E9: On the complexity of control: Diverse manifestations - and implications - of executive function in social psychology <i>Joshua Correll and Tiffany A. Ito</i>	F9: What is Psychological distance? <i>Nira Liberman and Yaacov Trope</i>
Room 32	Panel Discussion: How to Publish your Manuscript	E10: Novel Approaches to the Study of Culture and Honor <i>Ayşe Keyce Uskul and Susan Cross</i>	F10: Culturally Situated Power <i>Yuri Miyamoto</i>
Room 26		E11: Research Using Mechanical Turk: Getting The Most Out of Crowdsourcing <i>Jesse Chandler and Pam Mueller</i>	F11: A Fourth Leg: Incorporating Time in Social-Psychological Science <i>Gregory Walton and Geoff Cohen</i>

Saturday, January 28 - Afternoon Sessions

Location	Session G 2:00 - 3:15 pm	Session H 3:30 - 4:45 pm	Session I 5:00 - 6:15 pm
Ballroom 20A	G1: Campbell Award Address: Social Psychology and Social Change: Mindset, Motivation, and (Social) Movements <i>John Dovidio</i>	H1: Social Influence on Risky Decision Making: Neural Mechanisms and Predictors of Real World Outcomes <i>Eva Telzer and Emily Falk</i>	I1: Subjective science: Ideological influences on the interpretation of data and potential solutions <i>Brittany Liu and Peter H. Ditto</i>
Ballroom 20B/C		H2: Menstrual Cycle Effects on Women's Mate Preferences? Critical Perspectives <i>Wendy Wood</i>	I2: Ecological, environmental, and cultural factors influencing sexual health decision making and behavior <i>Joshua M. Tybur and Angela Pirlott</i>
Ballroom 20D		H3: The Growing Pains of Inter-group Bias: Using Developmental Methods to Illuminate the Origins of Prejudice <i>Larisa Heiphetz</i>	I3: Sticks and Stones...: Emotional and Behavioral Consequences of Seemingly Innocuous Racial Mis-treatment <i>Matthew Trujillo and Jennifer Wang</i>
Room 30		H4: How Do I Love Thee? New Research on Romantic Love from Evolutionary, Social, and Neurobiological Perspectives <i>Jon Maner</i>	I4: Social and Personality Perspectives on Goal Pursuit: The Neglected Role of the Interpersonal Context <i>Judith Gere and Emily Impett</i>
Room 31	G2: The Consequences of Being Low on the Totem Pole: Deprivation, Status, and Resource Choice <i>Crystal Hall and Cynthia Cryder</i>	H5: Psychological Approaches to Understanding and Preventing Unethical Behavior <i>Hal Hershfield and Taya Cohen</i>	I5: Money as a Motivator: From Brain to Behavior <i>Erik Bijleveld</i>
Room 33	G3: The Role of the Self in Cheating and Unethical Behavior <i>Gabrielle Adams and Benoît Monin</i>	H6: How to Be Good (and Bad) Authors, Reviewers, and Editors: Advice to All Concerned <i>Michael Robinson and Jennifer Bosson</i>	I6: Putting interpersonal processes into their interpersonal context. What's good can be bad and what's bad can be good. <i>James Kevin McNulty</i>
Room 25		H7: Meaning-Making: From Theory to Intervention <i>Jiyoung Park and Ethan Kross</i>	I7: Novel Perspectives on Basic Psychological Needs <i>Marina Milyavskaya and Kennon Sheldon</i>
Room 24	G4: The Egocentrist and the Stranger: Making Sense of Others from a Self-Focused Perspective <i>Oleg Urminsky and Julia Minson</i>	H8: Pride, Power, and Social-Status: The Impact of Expanded Posture on Self and Others <i>Jason P. Martens and Jessica L. Tracy</i>	I8: The many benefits of self-expansion: Reduce nicotine craving, improve your relationship, cope with break-up, and make new out-group friends <i>Xiaomeng Xu and Natalie Nardone</i>
Room 23		H9: Embodied Morality: Beyond Reasoning in Deciding What's Right and Wrong <i>Simone Schnall and Francesca Gino</i>	I9: Visualizing mental representations: The application of reverse correlation methods in social psychology <i>Ron Dotsch and Rachael Jack</i>
Room 32		H10: Cultural Change Over Time <i>William Keith Campbell and Jean Twenge</i>	I10: Latino Culture and the Shaping of Social and Personality Processes <i>Belinda Campos</i>
Room 26		H11: Toward a Psychology of Interpersonal Situations: Unique Contributions of Intensive Longitudinal Designs to Understanding Relationship Processes <i>Gertraud Stadler and Matthias Mehl</i>	

Graduate Student Committee Events

Welcome to the 13th 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, as well as serving as a liaison between students and the SPSP Executive Board. Whether you are an undergraduate arriving at SPSP 2012 for the first time, or a seasoned graduate intent on presenting your research, networking, and learning (or indeed a little of each), the GSC has an exciting program for you. This year, the GSC is pleased to host numerous events including a joint pre-conference with the Training Committee (Expanding the Toolbox: Innovative Methods in Social and Personality Psychology), a GSC symposium on careers outside academia, the Mentor Lunch on both Friday and Saturday, and the Student Poster Awards. In addition to these successful events from previous years, the GSC will also host a social event on Thursday night and a breakfast for first-time attendees on Friday morning. We hope these events will help you meet other students who will one day become your future colleagues and will foster an exchange of knowledge and new ideas. We truly hope you have a stimulating and exciting conference experience and cannot wait to meet everyone here in sunny San Diego!

2012 Graduate Student Committee

Marina Milyavskaya, President
Sean Hughes, Past President
Lillia Cherkasskiy
Megan Johnson
Mollie Ruben
Shimon Saphire-Bernstein
Krista Hill, Undergraduate Affairs

GSC & Training Committee Preconference Expanding the Toolbox: Innovative Methods in Social and Personality Psychology

Thursday, January 26, 8:30 am - 4:30 pm, Room 25A

Over the last several years social and personality psychology have experienced a burgeoning of techniques that have the potential to afford a deeper understanding of social processes and a broader sense of how individuals function within their social environments. Integration of

such techniques into a researchers' toolbox may aid in overcoming methodological and practical challenges with data collection, facilitate reaching beyond the laboratory or simply provide new insight into an existing interest. However, constraints on what individual PhD programs offer mean that getting to know a new technique can often seem daunting or entirely out of reach. This year, the GSC has partnered with the Training Committee to bring together six talks providing practical introductions to some exciting and innovative methods that researchers may want to add to their toolbox, or refine their understanding of. Expert speakers will give concrete and accessible answers to the question "How do you do that?" by discussing advantages and disadvantages of the methods they are discussing, what to consider when using or evaluating them, and how to learn more.

GSC Special Symposium Careers Outside Academia

Saturday, January 28, 8:15 - 9:30 am, Room 23
Chairs: Krista Hill and Mollie Ruben, Northeastern University

Graduate schools churn out thousands of Ph.D's and M.A.'s every year, yet there are not enough tenure track jobs available to hire all of these graduates and some of these graduates have interests that span into a more applied setting. This symposium will provide graduate students with information about careers outside of academia. Three speakers from health care, social networking services, and industrial/organizational behavior fields will talk about their current jobs and how they got to where they are today. They will discuss the duties of their current positions and the advantages/disadvantages of their job.

GSC Poster A330 Great Expectations: Examining Graduate Students' CVs for Research and Other Qualifications

Thursday, January 26, 7:00 - 8:30 pm, Sails Pavilion

Ever wonder how many publications your fellow graduate students have or how many talks they have given? The GSC has looked through graduate student CVs to bring you this information. In this year's poster, you will find variety of demographic information on graduate students' teaching and research careers including number of publi-

cations (total and first-author), number of courses taught, and other job-relevant information. Stop by our poster Thursday evening to see how you (or your students) compare!

GSC Social Night

*Thursday, January 27, 8:30 onwards
Tivoli Bar & Grill (505 6th Avenue, in the Gaslamp district)*

Come meet your fellow graduate students at the GSC Social Night! Whether to meet new students from other universities, or have a reunion with your ex-colleagues, the social night is a great place to mingle with other students over some drinks in a relaxed atmosphere. Keep your ears open for more details about the location, which will be announced soon.

First Time Attendees Breakfast

Friday, January 27, 8:00 - 9:30 am, Room 29CD

New to SPSP? This year, for the first time, the GSC is hosting a special breakfast for first-time student attendees. Come meet other fellow students and get some tips on how to make the most out of the conference!

Mentoring Luncheon

Friday, January 27 and Saturday, January 28, 1:00 - 2:00 pm, Room 29CD

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

GSC 2012 Outstanding Research Awards

The Outstanding Research Award highlights outstanding student research conducted by graduate student members of SPSP. Interested students were asked to submit applications describing their research, which were then reviewed by student peers. The five students chosen for the award receive a travel award of \$500 for the SPSP conference (January 26-28, 2012) in San Diego, California. As an additional honor, all winners will be offered the opportunity to meet with a mentor of their choice at some point during the conference.

GSC Student Poster Awards and Hall of Fame

Thursday, January 26, 7:00 - 8:30 pm, Sails Pavilion

SPSP 2012 marks the 10th year of Student Poster Awards. Contenders submitted their poster abstracts for consideration last fall, and peer reviewers selected finalists to be judged in San Diego. This year, all the finalists will present their posters during the first poster session (posters A1-A35), where secret judges will question them about their posters. Seven winners and fourteen runners-up will be selected from among the finalists based on excellence in research, clarity in presentation, and personal knowledge in a discussion with the judges. Award winners and runners-up receive a small monetary prize and hardware and software provided by Empirisoft. Additionally, for the first time this year, the seven winning posters will be displayed for the entirety of the conference in the Hall of Fame. Come and see for yourself the best graduate student research in Social and Personality Psychology!

GASP

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.

Home page

<http://www.psych.utah.edu/gasp/>

Listserv

Our private moderated listserv sends noncommercial postings about LGBT research and professional issues to more than 340 members worldwide. To subscribe, please visit <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 Info

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

GASP Mentoring Luncheon

Friday, January 27, 1:00 - 2:00 pm, Room 27

GASP, the GLBT Alliance in Social and Personality Psychology, is an official affiliate of the Society for Personality and Social Psychology. Volunteer faculty mentors will host small group discussions of research and professional issues, including LGBT issues in the academic job market, positioning LGBT research for publication, obtaining funding for research on sexual-minority populations, and other diversity topics. For more information, contact gasplunch2012@gmail.com.

2011 Award Recipients

Awards Ceremony and Reception

SPSP is honored to announce our 2011 Award recipients! Please come by to meet and congratulate them at the Awards Ceremony and Reception. Thursday January 26, 2012, 7:00 pm, Room 22, following the Presidential Symposium.

Sponsored by SPSP and Sage Publications

The 2011 Jack Block Award

Charles Carver

This award is for career research accomplishment or distinguished career contributions in personality psychology and honors an individual who has demonstrated "analytic sophistication, theoretical depth, and wide scholarship."

Sponsored by SPSP

The 2011 Donald T. Campbell Award

John Dovidio

This award is for career research accomplishment or distinguished career contributions in social psychology and honors an individual who "has contributed and is continuing to contribute to the field of social psychology in significant ways."

Sponsored by SPSP

The 2011 Career Contribution Award

**Thomas Pettigrew
Harry Triandis**

New in 2011, this award honors scholars who have made "major theoretical and/or empirical contributions to social psychology and/or personality psychology or to bridging these areas." Recipients are recognized for distinguished scholarly contributions across productive careers.

Sponsored by SPSP

The 2011 Robert B. Cialdini Award

Ayelet Gneezy, Uri Gneezy, Leif Nelson, and Amber Brown

"Shared social responsibility: A field experiment in pay-what-you-want pricing and charitable giving." Published in *Science* in 2010.

This award recognizes a publication "that best explicates social psychological phenomena principally through the use of field research methods and settings and that thereby demonstrates the relevance of the discipline to communities outside of academic social psychology."

Endowed by FPSP

The 2011 Carol and Ed Diener Award in Personality

Laura King

This award recognizes a mid-career scholar "whose work substantially adds to the body of knowledge" in personality psychology and/or brings together personality psychology and social psychology.

Endowed by FPSP

The 2011 Carol and Ed Diener Award in Social Psychology

Galen Bodenhausen

This award recognizes a mid-career scholar "whose work substantially adds to the body of knowledge" in social psychology and/or brings together personality psychology and social psychology.

Endowed by FPSP

The 2011 Media Achievement Award

David Brooks

This award honors a person, normally outside the SPSP community, who has "a sustained and distinguished record for disseminating knowledge in personality or social psychology to the general public through popular media."

Sponsored by SPSP

The 2011 Media Prize

Jon Hanson and Michael McCann

SPSP's first Media Prize recipients - This prize recognizes a person, normally outside the SPSP community, providing the best piece or collection of pieces in popular media that represents the contributions of personality or social psychology to the general public in a given calendar year.

Sponsored by SPSP

The 2011 Murray Award

Michelle Fine

This award, which is presented at the APA Convention, is for "distinguished contributions to the study of lives ... in the demanding kind of inquiry pioneered by Henry A. Murray."

Sponsored by the Society of Personality and SPSP

The 2012 SAGE Young Scholars Awards

To be announced in January

These awards support the research of junior colleagues and recognize "outstanding young researchers" representing the broad spectrum of personality and social psychology research areas.

Sponsored by FPSP with the generous support of SAGE Publications

The 2011 Award for Distinguished Service to the Society

Richard Petty

Mark Snyder

This award recognizes "distinguished service, either in the form of a particular, significant activity or cumulative contributions over time, to the Society."

Sponsored by SPSP

The 2011 Award for Service on Behalf of Personality & Social Psychology

Congressman Brian Baird

This award "recognizes distinguished efforts by individuals to benefit the field of social and personality psychology," including noteworthy efforts to support educational and research activities in the field, professional leadership, and achievements that enhance the reputation of the field.

Sponsored by SPSP

The 2011 Theoretical Innovation Prize

Mark Landau, Brian Meier and Lucas Keefer

"A metaphor-enriched social cognition." Published in *Psychological Bulletin* in 2010.

This prize recognizes "the most theoretically innovative article, book chapter, or unpublished manuscript of the year." It honors theoretical articles that are especially likely to generate the discovery of new hypotheses, new phenomena, or new ways of thinking about the discipline of social/personality psychology.

Sponsored by SPSP

SPSP thanks the many people who served on the Award Nomination Panels for their work on these well deserved awards!

SPSP Diversity Program

SPSP Diversity Fund Award Recipients

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

1. The Diversity Fund Travel Award: Each year qualified graduate students from underrepresented groups are invited to apply for travel awards to help defray the costs of attending the annual SPSP conference. This year 82 graduate students applied for a Diversity Fund Travel Award and 24 applicants received the award. Awardees received \$500 for travel expenses. They will also attend a diversity reception at the conference where they will have an opportunity to meet and chat individually with senior social psychologists who they admire and whose work has influenced their own intellectual development.

2. The Undergraduate Diversity Registration Award: Each year qualified undergraduate students who belong to underrepresented groups are invited to apply for awards that cover the cost of registering for the SPSP conference. 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 DCC sponsors a symposium at each year's SPSP meeting that is closely related to issues of diversity.

The DCC 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 the DCC Chair Rudy Mendoza-Denton at rmd@berkeley.edu.



Oriana Aragon had an early career as a professional jazz singer but left the stage behind in 2006 for a B.A. in psychology from California State University, San Marcos. Her introduction to research was in cognitive neuroscience, investigating emotion perception in individuals with autism. Now in her third year in Yale University's doctoral program in social psychology, Oriana works primarily with Margaret Clark. Her central research focus is to identify what situational or chronic factors may impede emotion perception during a "live" interaction, and how this in turn may lead to blunted emotional reactivity to one's interaction partner. Using laboratory and field research, Oriana has investigated how reduced emotion perception and reactivity affects behaviors such as partner choice, detection of a partner's subtle inferences, relationship initiation, personal interactions, and the reported quality of relationships. Future investigations will include neuroscience methodologies to further illuminate our behavioral findings.



Nadia Y. Bashir grew up in a city near Toronto, Canada. She earned a B.Sc. in psychology with High Distinction and an M.A. in psychology at the University of Toronto. Nadia is currently a second-year PhD student at the University of Toronto and holds a Doctoral Canada Graduate Scholarship from the Social Sciences and Humanities Research Council of Canada. Under the mentorship of Dr. Penelope Lockwood and Dr. Alison Chasteen, Nadia studies factors that influence individuals' motivation to promote social change (e.g., pro-environmentalism, civil rights). In one line of research, she examines components of pro-change messages that either enhance or reduce the impact of these appeals on individuals' intentions to support social change and their pro-change behaviors. In a second line of work, Nadia assesses how individuals' perceptions of social advocates, the sources of pro-change messages, influence individuals' willingness to support social change.



Angela C. Bell completed her B.A. at California State University, Northridge. Currently, she is a first year student in the Lifespan Developmental program at Oklahoma State University being trained in social psychology. With her advisor, Dr. Melissa Burkley, her work within the lab has been focused on stigma and intergroup relations. Angela is particularly interested in how members of stigmatized groups internalize stereotypes in ways that affect their attitudes and behaviors toward in-group members.



Or'Shaundra Benson was born and raised in St. Louis, Missouri. She received her B.S. in Psychology from the University of Missouri at St. Louis and is currently a fourth-year graduate student at DePaul University where she works with her advisors Midge Wilson and Christine Reyna to study how group identity shapes perceptions of the self and the social world. One line of investigation includes the exploration of how racial identity affects support for (or opposition to) political and social movements seeking

social and political equality. Her other research interests include exploring the influence of stereotypes and prejudices on perceptions of interracial romantic relationships. Upon graduating, she plans to conduct research, teach courses, and mentor others from underrepresented groups in social psychology.



David Matthew Doyle is originally from Chicago, Illinois and received his B.S. at the University of Illinois at Urbana-Champaign. Subsequently, he received his M.A. in social psychology at Loyola University Chicago. Currently, he is a second-year doctoral student at Tulane University working with Dr. Lisa Molix to investigate the influence of social stigma on health as well as strategies members of devalued groups utilize to cope with threats to identity. One of his primary lines of research examines the

negative effect of stigma on romantic relationships and physiological mechanisms associated with this effect. Upon completion of his degree, he plans to continue his research within an academic context with the hope of informing and influencing public policy.



Carla España is a California native and received a B.A. in Psychology and a B.A. in French with Highest Honors from UCSanta Barbara. Currently, she is a third year doctoral student in the Social/Personality Psychology program at UC Berkeley, and a recipient of the National Science Foundation Graduate Research Fellowship. At UC Berkeley, she studies topics in intergroup relations in collaboration with her advisors, Dr. Rodolfo Mendoza-Denton and Dr. Victoria Plaut. Among other projects, she is currently

examining interracial friendship-building in online interactions, as well as exploring how individuals perceive the emotional legitimacy of different social groups. Her research interests encompass a variety of topics, including: intergroup contact, prejudice, intergroup emotions, implicit theories, and stereotypes. Through her research, Carla strives to find methods to reduce the anxiety and prejudice often present in intergroup interactions.



Alyssa Fu was born and raised in Phoenix, Arizona. She received a B.S. in Psychology from University of Arizona, where she worked with Dr. Stephanie Fryberg. She is currently a third-year Ph.D. student at Stanford University in the Social Psychology Area. Alyssa is a recipient of a Stanford Graduate Fellowship, National Science Foundation Graduate Fellowship, and Comparative Studies in Race and Ethnicity Graduate Fellowship. With Dr. Hazel Markus, she is examining cultural variation in the

role that close others play on students' academic achievement after experiencing failure. After completing her Ph.D., Alyssa plans to pursue a career in academia as a professor conducting research that illuminates how cultural contexts shape the self and identity.



Lindsay T. Graham received her B.A. in Psychology at The University of Texas at Austin in 2008. She has continued at The University of Texas to earn her graduate degree, and is currently a 4th year student under the supervision of Dr. Sam Gosling. Generally speaking, Lindsay's work falls within one of three broad areas of study: understanding person perception within social and physical environments, examining the role personality plays in romantic relationships, and investigating the ways

individuals express themselves (i.e., their personalities, emotions, and behaviors) within their daily, physical and virtual, environments. After acquiring her degree, Lindsay plans to continue to develop her research by pursuing a career in academia.



Simon Howard received his B.A. in behavioral science and psychology from San Jose State University. Currently, he is a second year Ph.D. student in Social Psychology at Tufts University. Under the mentorship of Dr. Samuel Sommers, Simon is examining the cognitive processes underlying the cross race effect, as well as investigating ways to improve eyewitness identification performance in cross race situations. His other research interests include a variety of topics, including: stereotypes, prejudice, race, social

class and gender with a particular focus on African Americans. After graduate school, Simon aspires to diversify the American professorate by becoming a professor at a research institution, be a research and career mentor for underrepresented students and devise strategies to offset the detrimental effects of the White supremacist power structure on the Black psyche.



India Johnson was born and raised in Indianapolis, IN. She received her Bachelor's degree in psychology from Purdue University - Indianapolis. She is currently a doctoral candidate at The Ohio State University finishing her final year under the guidance of Drs. Richard E. Petty and Kentaro Fujita. In addition to being a full time graduate student, India is also the proud mother of two girls, Anjanée, 10 and Lyric, 8, who she considers her 'inspiration & motivation'.

Broadly speaking, India's research interests revolve around stereotyping, prejudice and system change. Her most recent work examines the role of racial attitudes in information processing, as well as a separate line of research investigating changeability beliefs and system justification. After graduation, India plans to work in an academic setting, conducting research, and teaching and mentoring students.



Sean J. Jules was awarded a B.S. in Psychology with highest honors from Arizona State University in 2010. He is currently a second-year graduate student at the University of Iowa where he conducts research with Drs. Paul Windschitl and Jason Clark on decision-making and the generation and persistence of attitudes. He is specifically interested in factors that impact information assessment and utilization during these processes. One current line of research examines how contextual factors impact how

statistical information is used during decision-making. Another line of research examines how message discrepancy influences cue attendance when multiple relevant cues are present. After completing his PhD in Social Psychology, Sean plans to pursue a research career in academia.



David Kille is a third year Ph.D. candidate at the University of Waterloo, Canada. Before beginning at Waterloo he earned his BA (honors) in psychology from the University of Winnipeg. He currently collaborates with both faculty members and graduate students on research topics spanning the domains of social cognition, close relationships, and goals and motivation. In one line of research he has investigated the cognitive structure of familial relationships—specifically, he has studied how non-traditional

families (e.g., mixed-race families) are not incorporated into the prototype of family. He is also interested in how cognitive mindsets (i.e., thinking abstractly vs. concretely) interact with self-esteem to predict how relational information is processed. In another line of research he has examined the role of connectedness (or self-other overlap) in how others' goals can inspire or demotivate personal goal pursuit. David hopes to continue a career in research upon graduation.



Mark Kurai was raised in Yorba Linda, CA. He received his B.S. from the University of California, San Diego and his M.A. from San Francisco State University, both in Psychology. Currently, he is a second-year graduate student at the University of California, Davis working with Dr. Cynthia Pickett. Mark's research interests include social identity, prejudice, discrimination, and emotion. His research emphasizes that people identify with multiple groups that they find meaningful and explores the intersection of

social identities. In one line of research, he is currently examining what people think, feel, and ultimately decide in situations where the goals associated with different identities are in conflict. In a second line of research conducted with Dr. Wesley Moons he is investigating the social functions of pride; specifically, how pride expressions maintain status hierarchies. After completing his Ph.D., Mark plans to continue developing his research while pursuing a career in academia.



Jay Ledbetter was raised in Riverside, California and received her B.S. in Psychology (with a minor in Women's and Gender Studies) from California Polytechnic State University, San Luis Obispo. She then pursued a Master's Degree in Social Psychology at San Francisco State University where she worked with Dr. Charlotte Chuck Tate and Dr. Avi Ben-Zeev. With Dr. Tate, Jay created a new and more inclusive measure of gender identity (i.e., including cisgender, transgender, genderqueer identities) called the Gender Self Overlap Index. With Dr. Ben-Zeev, Jay examined the consequences of stereotype threat and holistic interventions for women in Science, Technology, Engineering, and Math (STEM) fields. Jay is currently a PhD student in the Counseling, Clinical, and School psychology program at the University of California, Santa Barbara. With her current advisor, Dr. Tania Israel, she explores how multiple identities (e.g., gender, ethnicity, and sexual orientation) affect well-being, self-concept, and disclosure.

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Dorainne Levy was born in Jamaica and raised in the British Virgin Islands and Puerto Rico. In 2010, she received her B.A. in psychology from Rice University in Houston, Texas. Dorainne is currently a second-year social psychology graduate student at Northwestern University. She is primarily interested in research that examines the affective, cognitive, behavioral and health outcomes of contending with discrimination. Specifically, with her advisor, Jennifer Richeson, Dorainne has examined how distinct forms of coping such as rumination and adaptive self-reflection influence affective, cognitive, and behavioral outcomes of exposure to discrimination. Upon completion of her Ph.D., Dorainne plans to pursue a career at a research-oriented institution that will allow her to develop multi-level, multi-method research on discrimination and its subsequent impact on health.



David J. Lick received a B.A. from the University of Virginia in 2009, where he worked with Profs. Charlotte Patterson and Karen Schmidt to investigate associations between early family experiences, current social climate, and psychological adjustment among children of lesbian, gay, and bisexual (LGB) parents. He is currently a first year Ph.D. student at the University of California, Los Angeles, where he studies under Profs. Kerri Johnson, Ilan Meyer, Anne Peplau, and Paul Abramson. David's program of research utilizes a minority stress framework to understand how individual-level factors (e.g., self-esteem), interpersonal interactions (e.g., prejudice, family bonds), and social structures (e.g., public policy) affect physical and mental well-being in LGB communities. Collectively, he hopes this work will enhance knowledge of the social determinants of sexual minority health.

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Lori Wu Malahy was born and raised in California's San Francisco Bay Area. She received her B.A. in Psychology from Stanford University with minors in Computer Science and Studio Art. She is currently a sixth year Ph.D. candidate at the University of Washington working with Dr. Yuichi Shoda and Dr. Cheryl Kaiser. Her dissertation work focuses on the beliefs and situational constraints that moderate automatic race categorization, or the tendency for people to perceive others as falling into discrete

racial groups (e.g., Black, White) rather than perceiving more continuous racial variation. Ultimately, she hopes her research leads to ways to reduce prejudice and discrimination in intergroup contexts.



Andy H. Ng was born and raised in Hong Kong, China and immigrated to Canada as a teenager. He is currently a second-year doctoral student in social psychology at York University, Toronto, Canada. The goal of Andy's current research program is to further our understanding of cultural influences on human thoughts and actions. With his supervisor, Dr. Michaela Hynie, Andy has been investigating cultural differences in attitude formation and attitude change. With his mentor, Dr. Jennifer Steele, Andy

has been examining how memory can be affected by culturally situated motivational factors. In collaboration with Dr. Peter Darke, Andy has been exploring the psychological consequences of deceptive advertising from a cross-cultural perspective. After completing his doctoral degree, Andy hopes to pursue an academic career, so

that he can conduct research and mentor students who share the same passion in social and cultural psychology as he does.



Lisa Shu is a New York City native who received her A.B. in Psychology and Economics from Harvard. Prior to starting graduate school, she wrote for Let's Go travel guides (covering Germany during World Cup 2006), worked in financial services consulting, and maintained hour-long waitlists for table-for-twos in Manhattan. Lisa is completing the last year of her Ph.D. in Psychology and Organizational Behavior at Harvard. Her research examines the antecedents and consequences of ethical decision-making.

She explores basic phenomena in the laboratory and their implications in organizations—through testing strategies and policies that curtail individual dishonesty, and creating environments and organizations that foster ethical behavior. Lisa hopes to join faculty at a major research university, where she can extract insights from her research to offer actionable suggestions to her students for how to curtail ethical misconduct at whatever organizations they choose to work for, lead, and create.



Andrew L. Stewart was born in Colorado Springs, Colorado and received bachelor's degrees in Psychology and Mathematics from Colorado State University. He received his M.A. from the University of Connecticut in 2011 and is currently a 3rd Ph.D. student. His research examines various aspects of social change, including the dynamic interaction between various ideologies and intergroup behaviors, such as violence and collective action. He is currently engaged in a number of research projects,

including hate groups and moral contamination, sexual assault prevention, how different sociopolitical environments change the types of power that people use and consequences for inequality and mortality, and how intergroup violence may introduce disagreement regarding dominant ideologies. After receiving his Ph.D., Andrew would like to pursue a research career in academia and continue to work toward finding solutions to important and consequential social problems.



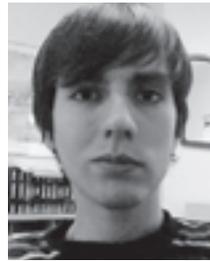
Joshua A. Tabak is a native New Yorker. After earning his B.A. in psychology and cognitive science from Cornell University under the mentorship of Vivian Zayas, he moved to Seattle to begin working on his Ph.D. in Sapna Cheryan's Stereotypes, Identity, and Belonging Lab. Joshua is a National Science Foundation Graduate Research Fellow and is in his third year of graduate study. Joshua's primary research interests include snap judgments and first impressions, particularly those based on

physical appearance. Joshua's dissertation work examines the link between emotional expression and identity in impressions formed from faces.



Ying Tang was born and raised in Chengdu, Sichuan in southwestern China. I received my B.A. in Sociology and Psychology from Wesleyan College in Macon, GA, in 2009. I'm currently a third-year graduate student in Social Psychology at Syracuse University, working with Dr. Leonard S. Newman. On the broadest level, I am interested in the motivational aspects of social cognition, particularly in the areas of the self and social judgment. I have recently been investigating the patterns and variations in laypeople's perceptions of different social-psychological explanations of wrongdoing.

Upon completion of my Ph.D., I intend to pursue a career in academia and to use it as a platform to promote greater educational development and social understanding both in and beyond the university setting.



J. Guillermo Villalobos was raised in northern Mexico and moved to California at the age of 18. He received his B.A. in Psychology from University of California, Riverside and his M.A. in General-Experimental psychology from California State University, San Bernardino. He is currently a first-year graduate student in the Interdisciplinary Social Psychology program at University of Nevada, Reno. Broadly speaking, his research interests lie in the study of contextual factors—such as framing effects and perceived discrimination—that affect power dynamics and facilitate the perpetuation of inequality in ambiguous situations.

He is also interested in theories of prejudice, stereotyping, and social justice, particularly when applied to the experiences of disadvantaged populations (e.g. women, ethnic minorities) in legal/court settings. Under the supervision of Dr. Deborah Davis, Guillermo's current line of research investigates the influence of stereotype-congruent expectations on attribution and decision-making processes of law-enforcement personnel under ambiguous instances of domestic violence.



Ashley Wynn is a native of Fayetteville, North Carolina and received her B.A. in Psychology from Hampton University. She is currently a second year doctoral student in the Social Psychology Program at the University of Chicago, under the mentorship of Dr. Kim Rios. Broadly, her interests include racial identity and intergroup dynamics. One line of research investigates Black racial identity and ideology as predictors of academic outcomes. Within the area of intergroup dynamics, her work focuses on

understanding how individuals perceive and respond to threats to their social identity. After completing her Ph.D., Ashley plans to pursue a career in academia where she can continue to address her current program of research, while teaching and mentoring students.

SPSP 2012 Exhibitors

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

Altisource™

BIOPAC Systems, Inc.

Guilford Publications

MindWare Technology

National Cancer Institute

National Research Council

Noldus Information Technology

Oxford University Press

Psychology Press

SAGE

Sona-Systems Ltd.

University Readers and Cognella

Academic Publishing

W.W. Norton & Company

WorldViz

Worth Publishers

Exhibits Schedule

Thursday, January 26

6:30 - 8:30 pm Exhibits Open

Friday, January 27

7:45 - 8:00 am Exhibit Room access to Exhibitors & Poster set-up only

8:00 am - 2:00 pm Exhibits Open

2:00 - 6:00 pm Exhibits Closed

6:00 - 7:45 pm Exhibits Open

Saturday, January 28

7:45 - 8:00 am Exhibit Room access to Exhibitors & Poster set-up only

8:00 am - 2:00 pm Exhibits Open

2:00 - 6:00 pm Exhibits Closed

6:00 - 7:45 pm Exhibits Open

SPSP General Information 2012

Abstract Books

The poster and slide abstracts can be found in the PDF which is downloadable from the spspmeeting.org website. One copy of the printed program is available to each attendee who requested one. If you would like a second copy please check in at the Ballroom 20 Foyer Registration desk on the last day of the event. Every effort has been made to produce an accurate program. If you are presenting at the conference, please confirm your presentation times as listed in this program.

ATM

Two permanent ATM's are located in the Convention Center in Lobbies B and E. and in the Hotel lobby of the Marriott Marquis and Marina.

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 Marriott Marquis Hotel and Marina Bellman for attendees who are registered guests is available in the lobby.

Box Lunches

We realize that some SPSP members do not eat the box lunches. New this year, you can opt out of receiving boxed lunches. If you selected the "opt out" button while registering, you will receive 2 beverage tickets instead, which can be redeemed for alcoholic or non-alcoholic beverages at the Welcome Reception and evening poster sessions with social hours.

In addition, the money that would have gone toward your uneaten box lunches will be used to provide a better selection and quality of food options at other SPSP meeting events (e.g., the evening poster sessions).

Please note that there are limited options for lunch within quick walking distance to the San Diego Convention Center and that selecting the box lunch option is the best way to ensure that you have time to eat lunch and attend the noon poster sessions.

Business Center

FedEx Office is conveniently located in the Convention Center in Lobby D and specializes in digital distribution and printing of conference materials. Call (619) 525-5450 or just stop by.

The Marriott Marquis Hotel and Marina UPS Business Center is located on the lobby floor of the hotel. It is a Full-service business center, with computers available 24 hours.

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. See also 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. Persons chairing sessions will be asked to keep the talks on time.

Child Care

SPSP Onsite Childcare Center: The Marriott Marquis Hotel and Marina where SPSP has contracted with Kid-dieCorp to provide onsite childcare for all attendees at the 2012 Meeting. The SPSP Kids Center will be located at the Marriott Marquis Hotel and Marina in the Presidio Room, overlooking the pool area. Contact them by phone at (858) 455-1718.

Childcare Center Hours

Thursday, January 26: 8:00 am - 8:30 pm
Friday, January 27: 8:00 am - 8:00 pm
Saturday, January 28: 8:00 am - 8:00 pm

Contact Us

To contact us onsite, visit the Registration Desk in the Ballroom 20 Foyer of the Convention Center, or send an email to meeting@spspmeeting.org. 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. Please note this program is correct at time of print.

Drink Tickets

If you received drink tickets they can be redeemed for alcoholic or non-alcoholic beverages at the Welcome Reception and evening poster sessions with social hours. Lost drink tickets may not be replaced.

Food Service

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

Thursday

Welcome Reception, 7:00 - 8:00 pm

Friday and Saturday

Continental Breakfast, 8:00 - 8:30 am

Coffee Break, 11:00 - 11:15 am

Boxed Lunch, 12:30 - 1:30 pm

Coffee Break 3:15-3:30 pm

Afternoon Coffee Break will be held in the Ballroom 20 Foyer area.

Dining out? The San Diego Convention Center's concierge provides menus, pricing and directions to the region's finest restaurants. With the help of their friendly concierge staff, your plans will be made in no time.

Future Meetings

Please join us for the annual SPSP meeting in

New Orleans January 17 - 19, 2013

Austin, Texas February 13 - 15, 2014

Hotel

The Marriott Marquis Hotel and Marina is our exclusive Hotel for the SPSP 2012 Annual Meeting. Marriott Marquis Hotel and Marina, 333 West Harbor Drive, San Diego, CA 92101. All SPSP 2012 meeting events will be held at the San Diego Convention Center, 111 West Harbor Drive, San Diego, CA 92101

Hotel Fitness Center

The San Diego Marriott Marquis Hotel and Marina features a state-of-the-art fitness center; two free form heated pools, complimentary towels, whirlpool, sauna and golf reservation assistance.

Hotel Restaurants

The San Diego Marriott Marquis Hotel and Marina offer several meal options for all tastes and budgets. A variety of delicious dining options are available for you to choose from. Start your day with a hot coffee and freshly baked pastry at the onsite Starbucks. Or experience Roy's Hawaiian Fusion Cuisine, where the chefs combine the freshest local ingredients with European techniques and bold Asian cuisine to create incredible Hawaiian Fusion dishes. And be sure to visit the Tequila Bar & Grille poolside restaurant to taste a variety of light Mexican dishes or sip an authentic margarita!!

Internet Access

Free Internet terminals are located in the Ballroom 20 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.

The San Diego Convention Center does not provide Wi-Fi to the public.

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.

San Diego Convention center Guest Services operates a hotline for inquiries regarding lost and found items, which is also available for your use, (619) 525-5407. Every effort shall be made by the San Diego Convention Center staff to see that property found or turned in is handled in such a way as to provide the best possible opportunity for return of that property to its rightful owner.

Meeting Rooms

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

Member Services

The member services desk is located in the Ballroom 20 Foyer Area of the Convention Center. The member services desk will be open at the following times:

Thursday, January 26th: 3:00 - 8:00 pm

Friday, January 27th: 12:00 - 5:00 pm

Messages

A bulletin board will be available for messages and job postings near the SPSP Registration Desk in the Ballroom 20 Foyer.

Mobile Phones

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

Name Badges

The San Diego 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 the Ballroom 20 Foyer Area of the San Diego Convention Center. The registration desk will be open at the following times:

Thursday, January 26 3:00 - 8:00 pm

Friday, January 27 7:30 am - 6:30 pm

Saturday, January 28 7:30 am - 5:30 pm

Parking

The Marriott Marquis Hotel and Marina provide both Self (\$26 per night) and Valet Parking, \$36 per night with in-and-out privileges. Valet parking charges are subject to change. (Please note this info was correct at time of print)

The San Diego Convention Center On-site private vehicle parking is available in the Convention Center's 1,950-vehicle underground garage located below the building. Enter the parking garage on Harbor Drive between First Ave. and Fifth Ave. The daily rate is \$15. Payment is due upon entry and there are no in and out privileges. No overnight or RV parking is permitted. (Please note this info was correct at time of print, Rates subject to change)

Directly across the street from the Center, on the corner of Harbor and 8th Ave., is a 2,000 space parking structure. Off-site parking is available at numerous nearby parking lots and garages in Downtown San Diego; many are within walking distance of the Center. Lots and garages are individually owned and operated, prices vary by location. Metered street parking is available in some areas. Parking meters are enforced Monday through Saturday, from 8 a.m. until 6 p.m., unless otherwise posted. Meters accept nickels, dimes, quarters, and prepaid electronic debit cards.

Photography and Videotaping

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

Poster Sessions

Poster sessions are scheduled on Thursday, January 26, Friday, January 27 and Saturday, January 28. The presenting author should be present at least one full hour during the assigned session and the other authors should be present during the remaining time to be available to answer any questions. The poster sessions are in the Sails Pavilion of the San Diego Convention Center. Badges are required at all times. The doors to the poster room will open at 6:30 pm on Thursday and at 7:45 am, 12:15pm and 6:00pm on Friday - Saturday for poster presenters only; you may post your materials on the board assigned to you at the scheduled time. The doors will close and lock for the evening at 8:35 pm on Thursday, 7:50 pm on Friday and Saturday. There is no re-entry after this time. Do not leave personal items in the poster room.

Please see the Poster Schedule chapter for set-up and take-down times on page 13.

Receipts

You will receive two receipts online, one from SPSP for registration and one from PayPal for payment. See also Certificate of Attendance.

Receptions

The Welcome Reception will be held in the Sails Pavilion of the San Diego Convention Center, from 7:00-8:00 pm on Thursday, January 26.

The Awards Ceremony and Reception will be held Thursday, January 26 at 7:00 pm in Room 22.

Registration

See Onsite Meeting Registration.

Restaurant Reservations and Venue Services

The Convention Center is pleased to provide complimentary Restaurant Reservation Services for attendees. In addition, ticket sales for city tours and other attractions are available for purchase. Centrally located in Lobby B2.

Smoking

Smoking is not permitted in or outside any of the meeting rooms. The Convention Center is a non-smoking facility. There are designated areas outside the building where smoking is permitted.

Social Hour

The final poster session of the day on both Friday and Saturday (6:15-7:45 pm) includes a social hour. The social hour is meant to allow attendees to mingle with cash bar refreshments while viewing the posters. See also Drink Tickets.

Smartphone App

SPSP 2012 has a Smartphone application (Grupio) that makes attending SPSP 2012 a lot more convenient and fun! It provides easy access to event information, schedules, maps, speaker information and a whole lot more to all attendees.

For download instructions, go to:
www.spspmeeting.org/?Page=grupio

Speakers

All speakers must register and wear 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 full list of attendees who have requested a special meal.

Student Poster Award Hall of Fame

This year, the seven winning posters of the Student Poster Award will be displayed for the entirety of the conference. These winners are chosen from among many submissions based on excellence in research, clarity in presentation, and personal knowledge in a discussion with secret judges. Come and see for yourself the best graduate stu-

dent research in Social and Personality Psychology! Located in the Sails Pavilion Exhibit hall.

Transportation

Airport

The San Diego International Airport is three miles from downtown San Diego and the Convention Center. For terminal and airline information, call (619) 400-2404.

Metropolitan Transit System

Purchase a \$5 Day Pass and get unlimited rides on MTS buses and trolleys. Single day and multiple day passes are also sold at all trolley station ticket machines and onboard MTS buses. Ride the bus or trolley to many popular San Diego destinations, including the Gaslamp Quarter, Old Town, SeaWorld, Coronado, Balboa Park and the San Diego Zoo.

Pedal Power

For an alternative mode of transportation around downtown, try riding a bike, hailing a pedicab, or powering around on a Segway. Ask the Convention Center concierge in Lobby B for information.

Taxi Service

One of the convention Center's white-gloved attendants stationed throughout the lobby would be happy to flag a cab for you. You can also call:

American Cab (619)234-1111
Yellow Cab (619) 444-4444
San Diego Cab (800) 368-2947
USA Cab (619)231-1144

Trolley

San Diego's familiar red trolleys are a fun, fast and easy way to get around town. There are two stops right across the street from the Convention Center. Tickets are available at the trolley station.

Water Taxi

The San Diego Water Taxi offers on-call transportation service along San Diego Bay. Enjoy the scenery and beautiful skyline on the way to your favorite hotel, waterfront shopping center, or restaurant. For availability and reservations Call - (619) 235-8294. Standard one-way fares run from \$1.25 to \$3 depending on how far you travel. Day passes (which include bus service) run at \$5, and there are 2, 3 and 4 day passes available. Tickets have to be purchased from the vending machines at the station before you board the train. There's no formal system to check if you've purchased a ticket, but there are trolley guards that may come around and ask to see your ticket, and the fine is normally around \$120 for not having a ticket.

Symposia and Special Sessions

Opening Session and Presidential Symposium

Thursday, January 26, 5:00 - 7:00 pm

Presidential Symposium

REVEALING THE POWER OF SOCIAL PSYCHOLOGY THROUGH THEORETICALLY-BASED INTERVENTION RESEARCH

Thursday, January 26, 5:00 - 7:00 pm, Ballroom 20

Chair: Trish Devine, University of Wisconsin

From time-to-time, our field has been criticized as somewhat insular and not producing findings of widespread impact or significance. These criticisms are misguided and stem more from our field not marketing itself well than the veracity of the criticisms. The talks in this symposium reveal the power of our discipline to effect change in behavior in ways that have ongoing and important consequences. Each of the esteemed presenters has devised theoretically based, seemingly small interventions that produce big effects. Their work is helping to “get the word out” about the relevance of our discipline to outcomes about which the general public, media, and politicians care and, in so doing, their efforts go a long way toward dispelling misconceptions about our field.

REDIRECT: CHANGING THE STORIES WE LIVE BY

Speaker: Timothy Wilson, University of Virginia

HELPING PARENTS MOTIVATE THEIR TEENS IN MATHEMATICS AND SCIENCE

Speaker: Judith Harackiewicz, University of Wisconsin

WHAT WORKS TO REDUCE PREJUDICE AND CONFLICT? SOCIAL PSYCHOLOGICAL TOOLS FOR PROMOTING TOLERANT SOCIAL NORMS AND BEHAVIOR

Speaker: Betsy Levy Paluck, Princeton University

ADDRESSING QUESTIONS ABOUT BELONGING: INTERVENTIONS TO CLOSE ACHIEVEMENT GAPS

Speaker: Gregory Walton, Stanford University

Early Morning Special Session

Friday, January 27, 8:15 - 9:30 am

Funding Opportunities at the National Science Foundation

Friday, January 27, 2012, 8:15 - 9:30 am, Room 23

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

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

Funding Opportunities at the National Institutes of Health (NIH)

Friday, January 27, 2012, 8:15 - 9:30 am, Room 24

Speakers: Heather Patrick and William Klein, National Cancer
Institute, NIH

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

Symposia Session A

Friday, January 27, 9:45 - 11:00 am

Symposia Session A1

“A CHRISTIAN NATION” FACING THE 21ST CENTURY: HOW RELIGION SHAPES MODERN AMERICA, AND ITS ROLE IN A CHANGING SOCIETY

Friday, January 27, 9:45 - 11:00 am, Ballroom 20A

Chair: Steven Shepherd, University of Waterloo

Co-Chair: Tage Rai, UCLA

Religion has an important influence on American culture and politics. The purpose of this symposium is to explore how religion is woven into the fabric of American culture, and its implications for American politics, morality, and the social changes facing the United States into the 21st century.

ABSTRACTS

IMPLICIT PURITANISM IN AMERICAN MORAL COGNITION Eric Luis Uhlmann¹, T. Andrew Poehlman², David Tannenbaum³, John A. Bargh⁴; ¹HEC Paris, ²Southern Methodist University, ³University of California, Irvine, ⁴Yale University – The judgments and behaviors of contemporary Americans are implicitly influenced by traditional Puritan-Protestant moral values. Consistent with the traditional Calvinist Protestant link between work and divine salvation, implicitly priming words related to salvation led Americans, but not Canadians, Argentines, Italians, and Germans, to work harder on an assigned task (Study 1). Bicultural Asian-Americans only exhibited implicit Puritanism when their American cultural identity was made temporarily salient (Study 2). These effects were observed not only among devout American Protestants, but also non-Protestant and less religious Americans. Thus, one does not have to be an American Protestant to exhibit judgments and behaviors consistent with traditional Puritan-Protestant values – one may only have to be an American. Such effects testify to the power of history and culture to shape the feelings, judgments, and behaviors of individual members of that culture.

**“ONE NATION UNDER GOD”: THE POLITICAL BENEFITS OF FUSING
RELIGIOUS AND GOVERNMENTAL SYSTEMS** Steven Shepherd¹, Richard P. Eibach¹, Aaron C. Kay²; ¹University of Waterloo, ²Duke University – References to God, and instances aligning the nation with God, are found on money, t-shirts, bumper stickers, and are common in American political discourse. In the current research, we use compensatory control theory to help understand the potential political benefits of aligning the nation with God. Three studies provide evidence that the government can piggyback off of people’s religious beliefs by symbolically fusing the nation with God. In an analysis of U.S. presidential speeches, presidents were more likely to make reference to God’s control, prayer, and connect the nation with God during national threats (Study 1). Subsequent experi-

ments showed that, in the context of threat, fusing the nation with God increased perceptions of government agency (Study 2) as well as government support and perceptions of national stability (Study 3) among believers. The importance of these findings for understanding America's political landscape, and implications for compensatory control theory, are discussed.

RADICALLY RIGHT? EXPOSURE TO CULTURAL RELATIVISM REDUCES WILLINGNESS TO PUNISH AND INCREASES CHEATING Tage S. Raj¹, Keith J. Holyoak¹; ¹UCLA – Social and religious conservatives often argue that tolerance for diversity represents a form of moral relativism that has negative effects on our moral character. Across two studies, we tested whether inducing tolerance in the form of cultural relativism would have downstream effects on moral judgment and behavior. In study 1, participants exposed to a relativistic argument for accepting the practice of female genital mutilation expressed less severe punishment ratings of moral violations compared to participants who were exposed to an absolutist argument against accepting the practice. In study 2, participants exposed to the relativistic argument reported significantly higher scores on an incentivized diceroll task than participants exposed to the absolutist argument or the scores expected by chance, suggesting that participants in the relativistic condition lied about their scores. Participants in the absolutist condition and the control condition did not differ significantly from each other or from scores expected by chance.

WHAT WE TALK ABOUT WHEN WE TALK ABOUT CONSERVATISM Ian G. Hansen¹; ¹John Jay College of Criminal Justice, CUNY – 'Conservatism' describes several correlated inclinations, some of which may potentially be at cross-purposes. Obedience to existing authority is arguably close to the heart of conservatism. 'Religiousness' (particularly intrinsic religiousness) represents obedience to divine authority, and 'authoritarianism' (e.g. Altemeyer, 1996) represents obedience to cultural/institutional authority. Both measures tend to be substantially correlated. However, bestowing authority on an unseen God with 'transcendent' values gives wiggle room to conservatism. It may even fuel 'liberal' attitudinal resistance to oppression and domination by elite social groups. Three studies offer evidence for this potential conflict between religious obedience and ordinary 'authoritarian' obedience. In each study, two lodestones of 'conservatism'—religiosity and anti-egalitarian Social Dominance Orientation (SDO)—were significantly inversely related when authoritarianism and other related measures were held constant in multiple regression. These results corroborate other findings in the literature that religiousness and conservatism make opposing predictions of prejudice, intolerance, and support for violence.

Symposia Session A2

INTEGRATIVE APPROACHES TO HUMAN SEXUALITY: BIOSOCIAL, SOCIAL COGNITIVE, AND SOCIOCONTEXTUAL PERSPECTIVES

Friday, January 27, 9:45 - 11:00 am, Ballroom 20B/C

Chair: Mariana Preciado, University of California, Los Angeles

Co-Chair: Lisa Diamond, University of Utah

Sexuality is a fruitful domain for integrative research which directly addresses interactions among cultural, cognitive, and biological influences on ideation and behavior. This symposium presents cutting-edge research on such dynamic interactions. These talks represent the most innovative conceptual and methodological approaches to the contemporary social psychological study of human sexuality.

ABSTRACTS

DIFFERENTIAL ASSOCIATIONS AMONG DAILY ESTROGEN, TESTOSTERONE, AND SEXUAL DESIRE AMONG LESBIAN, BISEXUAL, AND HETEROSEXUAL WOMEN Lisa Diamond¹, Janna Dickinson¹; ¹University of Utah – Researchers have increasingly debated over whether distinctions among lesbianism, bisexuality, and heterosexuality are differences of degree versus kind, especially given evidence for overall fluidity in female sexuality. The present research investigated this question by examining daily same-sex and other-sex desires and daily estrogen and testosterone levels in 50 lesbians, 50 bisexuals, and 50 heterosexuals over a two-week period. The degree of linkage between hormone levels and same-sex/other-sex desires varied according to identity group. Increased daily estrogen levels were associated with increased daily same-sex desire and activity among lesbians, but decreased same-sex desire among bisexuals. Increased daily testosterone levels were associated with increased same-sex desire among bisexuals and increased other-sex desire and activity among heterosexual women. The results suggest meaningful differences between lesbian, bisexual, and heterosexual women not simply in their overall predisposition for same-sex versus other-sex partners, but also in the underlying biological determinants of same-sex and other sex attractions.

SEXUAL DESIRE IN SOCIAL CONTEXT Sari van Anders¹; ¹University of Michigan – Sexual desire is understood to reflect levels of testosterone (T), a hormone released primarily by the gonads in women and men. Men have higher T than women, which is assumed to explain men's higher sexual desire. However, sexual desire is influenced by social factors and can take multiple forms. In this talk, I will discuss how three social domains (sexual-relational, stress-mood, body-embodiment) influence T-desire links and sex differences in healthy adults. I will discuss findings that show opposing links between T and solitary versus dyadic sexual desire, calling into question both the assumed unitary of desire and assumptions of uniformly positive associations between T and desire. I will also report on findings that demonstrate a more important role for T in women's than men's sexual desire, countering gendered assumptions of T. And, I will discuss results that clearly demonstrate social, rather than hormonal, influences on gender differences in desire.

IDENTITY-BEHAVIOR CONGRUENCE IN HETEROSEXUAL YOUNG WOMEN Elisabeth Morgan Thompson¹, Mariana Preciado²; ¹University of Arizona, ²University of California, Los Angeles – While human sexual orientation is typically described with reference to three basic categories (i.e., heterosexual, bisexual, and homosexual), recent research has highlighted greater complexity in the self-described sexual orientation of young women (e.g., Diamond, 2008; Thompson & Morgan, 2008). Specifically, though many sexually identify as "exclusively" heterosexual, some young women identify as "mostly" heterosexual, and the factors which may distinguish these two groups remain relatively unexplored. Among a sample of college-aged women, we found that the amount of same-sex sexual experiences differed between exclusively and mostly heterosexual women, but only among those women who reported low levels of sexual identity exploration and uncertainty. Among those who reported high levels of exploration and uncertainty, amount of same-sex sexual experiences did not significantly differ between the two groups. These findings have implications for the role of individual differences and factors outside of sexual experiences in shaping self-perceived sexual orientation.

THE IMPACT OF STIGMA AND SUPPORT ON THE EXPRESSION OF SAME-SEX SEXUALITY AMONG HETEROSEXUAL MEN AND WOMEN Mariana Preciado¹, Letitia Anne Peplau¹, Kerri Johnson¹; ¹University of California, Los Angeles – Research on sexuality suggests that self-perceived same-sex sexuality is associated with situational factors (e.g., Hammack, 2005; Preciado & Peplau, in press). However, approaches to addressing the association between social context and self-perceived sexuality have been primarily theoretical or based on correlational data. This talk will

describe the first studies to experimentally examine the impact of situational cues on different expressions of same-sex sexuality among both college-aged and adult heterosexually identified men and women: self-reported same-sex sexuality (Studies 1 and 2) and self-reported attractiveness of same-sex targets (Study 3). Results show that situational cues of support for same-sex sexuality increase expressions of same-sex sexuality and cues of stigma against same-sex sexuality decrease expressions of same-sex sexuality. This work has implications for understanding the role of situational factors in the development and maintenance of sexual orientation.

Symposia Session A3

MAKING THE GRADE: WHEN AND WHY STEREOTYPE THREAT INTERVENTIONS SUCCEED AND FAIL

Friday, January 27, 9:45 - 11:00 am, Ballroom 20D

Chair: Jenessa R. Shapiro, University of California, Los Angeles

Co-Chair: Amy Williams, University of California, Los Angeles

Four talks explore the self and the group as avenues for novel stereotype threat interventions. Using laboratory and field studies, these talks examine when and why these divergent approaches to intervention succeed and fail. Taken together, this symposium highlights nuances of stereotype threat and the importance of developing tailored interventions.

ABSTRACTS

SOCIAL-PSYCHOLOGICAL INTERVENTIONS AS FORMATIVE EXPERIENCES: BOOSTING MINORITY ACHIEVEMENT BY LEVERAGING CORE PSYCHOLOGICAL NEEDS

Geoffrey Cohen¹, David Yeager¹, Valerie Purdie-Vaughns², Jonathan Cook², Gregory Walton¹, Julio Garcia; ¹Stanford University, ²Columbia University – Using the classroom as a laboratory, the research examines brief psychological interventions with persistent effects on the educational outcomes of ethnic minority students. For such students, denigrating stereotypes can make school chronically threatening to their needs for self-integrity and belonging. These threats can be alleviated by two intervention approaches which, when timed to developmentally sensitive periods, have protective effects. One encourages students to construe threats to belonging in school as transient and common rather than fixed and unique to self. The other shores up psychological resources for coping by encouraging students to reflect on sources of meaning and integrity. Field experiments demonstrate positive effects of these interventions on minority students' GPA, grade retention, belonging, and subjective health, with effects evident years later. Viewing such interventions as formative experiences, we suggest that they propagate effects over long time periods by tapping into core psychological motives and triggering self-reinforcing recursive cycles.

STEM-ING THE TIDE: FEMALE EXPERTS AND PEERS ENHANCE YOUNG WOMEN'S INTEREST IN SCIENCE, TECHNOLOGY, ENGINEERING, AND MATHEMATICS (STEM)

Nilanjana Dasgupta¹; ¹University of Massachusetts, Amherst – Three studies tested a stereotype inoculation model, which proposed that contact with same-sex experts and peers in science, technology, engineering and mathematics (STEM) enhances women's self-concept in STEM, attitudes toward STEM, and motivation to pursue STEM careers. Study 1 revealed that contact with female (vs. male) professors in college math classes increased positive implicit attitudes toward STEM, implicit identification, self-efficacy, and class participation among female students. Study 2 examined 8th-grade girls' interest in science as a function of science teacher sex. Study 3 tested if contact with same-sex peers produces similar benefits as same-sex teachers. Results showed that female students working on a STEM task did best when assigned to groups with mostly female peers vs. groups with mostly male peers or groups with gender parity. Together, these studies show that same-sex experts and peers act as social vaccines that protect and enhance young women's engagement in STEM.

A CAUSE LARGER THAN SELF Joshua Aronson¹; ¹New York University – Many interventions are designed to help students sustain academic motivation and performance in the face of psychologically threatening or challenging circumstances. Despite differences in method, these approaches often involve an explicit focus on the self. Here we explore an alternative approach—helping others. In the present study, minority college students wrote essays about the value of college for potential publication. They then received constructive negative feedback from a white expert aware of the writer's race. This situation typically produces demotivation, as feedback is often discounted as racially biased. However, half the students learned their essays would be shared with 10-year-old minority students who might be encouraged by them. This was predicted to help students maintain motivation by focusing them on a cause larger than themselves (the children's well being). When students believed their essays might benefit children, they were three times as likely to revise and resubmit their essays.

ROLE MODELS OR SELF-AFFIRMATIONS? A MULTI-THREAT APPROACH TO TAILORING STEREOTYPE THREAT INTERVENTIONS

Jenessa R. Shapiro¹, Amy M. Williams¹, Mariam Hambarchyan¹; ¹University of California, Los Angeles – Do different forms of stereotype threats require distinct forms of intervention? Two experiments demonstrated that stereotype threat interventions need to be tailored to the specific form of experienced stereotype threat to be effective. The Multi-Threat Framework distinguishes between group-as-target stereotype threats—concerns that a stereotype-relevant performance will reflect poorly on one's group's abilities—and self-as-target stereotype threats—concerns that a stereotype-relevant performance will reflect poorly on one's own abilities. Across two experiments, black participants completed GRE-like tests under group-as-target or self-as-target stereotype threat conditions. Experiment 1 revealed that role model interventions were only successful at buffering against group-as-target stereotype threats and Experiment 2 revealed that self-affirmation interventions were only successful at buffering against self-as-target stereotype threats. This research suggests that stereotype threat interventions will need to address the range of possible stereotype threats in order to effectively protect against the deleterious effects of stereotype threats.

Symposia Session A4

THE MANY FACES OF SOCIAL REJECTION

Friday, January 27, 9:45 - 11:00 am, Room 30

Chair: Gili Freedman, University of Texas at Austin

Co-Chair: Jennifer Beer, University of Texas at Austin

How do people respond to varied experiences of social rejection? What causes people to commit acts of social rejection? Social rejection is considered through four different lenses: a temporal model of response to rejection, romantic rejection and rejection sensitivity, the neuroscience of rejection, and the perpetration of rejection.

ABSTRACTS

RESPONSES TO OSTRACISM: A STAGE ANALYSIS

Kipling D. Williams¹; ¹Purdue University – The phenomena of ostracism, exclusion, and rejection have received considerable empirical attention in the last 20 years, in part because of a revitalized interest in the importance of belonging for human social behavior, but also because of a converging interest in social pain. I present a temporal model that describes and predicts processes and responses at three stages of reactions to ostracism: (a) reflexive, (b) reflective, and (c) resignation. The reflexive pain response triggers threats to four fundamental needs and directs the individual's attention to reflect on the meaning and importance of the ostracism episode, leading to coping responses that serve to fortify the threatened need(s). Persistent exposure to ostracism over time depletes the resources necessary to motivate the individual to fortify threatened

needs, thus leading eventually to resignation, alienation, helplessness, and depression. I examine the first two stages empirically, and provide qualitative evidence for the third stage of resignation.

AFTER ALL I HAVE DONE FOR YOU: RELATIONAL ACCOMMODATION FUELS POST-REJECTION HOSTILITY Geraldine Downey¹, Rainer Romero-Canyas¹, Kavita S. Reddy¹, Sylvia Rodriguez¹; ¹Columbia University – It is well established that rejection elicits hostility, and that this hostility is particularly intense among individuals who are especially dependent on gaining acceptance and preventing rejection, such as those high in rejection sensitivity. This study used an Internet dating paradigm to examine the role of self-silencing accommodation to relationship partners in explaining post-rejection hostility and why it is so pronounced among those high in rejection sensitivity. As predicted, silencing preferences or opinions that differed from those of a prospective romantic partner significantly predicted post-rejection hostility and mediated the link between women's dispositional rejection sensitivity and their post-rejection hostility. That the findings are limited to women is consistent with prior research and theory on relational accommodation. Efforts to secure acceptance through accommodation may help explain the paradoxical vulnerability of rejection-sensitive women to engaging in rejection-induced hostility toward those whose acceptance they value most.

SOCIAL REJECTION SHARES SOMATOSENSORY REPRESENTATIONS WITH PHYSICAL PAIN Ethan Kross¹, Marc Berman¹, Walter Mischel², Edward E. Smith², Tor D. Wager³; ¹University of Michigan, Ann Arbor, ²Columbia University, ³University of Colorado, Boulder – How similar are the experiences of social rejection and physical pain? Extant research suggests that a network of brain regions that support the affective but not the sensory components of physical pain underlie both experiences. Here we demonstrate that when rejection is powerfully elicited – by having people who recently experienced an unwanted break-up view a photograph of their ex-partner as they think about being rejected – areas that support the sensory components of physical pain become active. We demonstrate the overlap between rejection and physical pain in these areas by comparing both conditions in the same people using fMRI. We also demonstrate that the sensory brain regions activated by rejection are specific to physical pain. These results give new meaning to the idea that rejection “hurts.” They demonstrate that rejection and physical pain are similar not only in that they are both distressing – they share a common somatosensory representation as well.

REJECTING TO BE ACCEPTED: WHEN PROSOCIAL MOTIVATIONS COLLIDE Gili Freedman¹, Jennifer S. Beer¹; ¹University of Texas at Austin – What causes individuals to socially reject others? Three studies investigated how group pressure influences the perpetration of social rejection. Participants had to make decisions about rejecting potential group members when their decisions could lead to their social gain, their social loss, or have no consequence for their standing in their current group. Participants publically made their rejection decisions after hearing all of the current members' decisions. A lottery system ensured that choices made by participants could affect who was added to the group even the choices differed from the rest of the current group members' choices. Potential group members and current group members were described in vignettes (Experiments 1 and 2) or played by confederates in a face-to-face interaction (Experiment 3). While group pressure combined with social consequences led people to reject others in the vignette experiments, in-person pressure combined with social loss led people to rebel against the group.

Symposia Session A5

THE POWER OF UNCERTAINTY AND THE UNCERTAINTY OF POWER

Friday, January 27, 9:45 - 11:00 am, Room 31

Chair: Paul K. Piff, University of California, Berkeley

Co-Chair: Vladas Griskevicius, University of Minnesota

Although uncertainty is a prevalent feature of the environment, we know surprisingly little about how people cope with and respond to uncertainty. We present research documenting how and why uncertainty impacts people's psychology, behavior, and biology. The talks emphasize that the psychology of uncertainty is shaped by power and status.

ABSTRACTS

TURNING TO OTHERS IN THE FACE OF UNCERTAINTY Paul K. Piff¹, Dacher Keltner¹; ¹University of California, Berkeley – Uncertainty – chaos, randomness, or unpredictability – is a prevalent and threatening feature of social life. Where do people turn to deal with such threat? I will present research showing that confrontations with uncertainty shift people into different coping strategies, depending on their social class. Four studies tested whether lower-class individuals turn to others and community, and upper-class individuals to material wealth, to cope with uncertainty in their lives. When personally confronting uncertainty, lower-class individuals were more communally oriented (Study 1), more connected with their community (Study 2), and more likely to construct community (Study 3) than were upper-class individuals, who became more reliant upon money (Study 4). These studies indicate that social class shapes people's reliance on social versus material capital to re-establish order amidst uncertainty.

ECONOMIC UNCERTAINTY RELEASES THE INNER CHILD Vladas Griskevicius¹; ¹University of Minnesota – Does economic uncertainty lead people to save money or to spend it? To take more risks or play it safe? Five experiments tested how economic uncertainty cues influence individual early-stage psychology, behavior, and biology (hormones). People's responses to economic turbulence diverged depending on their early-life environment as measured by childhood socioeconomic status. Individuals who grew up wealthy responded by delaying gratification, becoming risk-averse, and avoiding temptation. Conversely, individuals who grew up poor responded by seeking immediate gratification, taking more risks, and approaching tempting opportunities. Economic uncertainty also produced different profiles of testosterone and cortisol responses in people who experienced different childhood environments. Taken together, these studies show that while responding in typical, non-stressful situations was similar regardless of early-life experience, individuals diverged in their responses based on their childhood experiences when facing economic uncertainty.

THE UNCERTAIN NATURE OF POWERLESSNESS IMPAIRS EXECUTIVE FUNCTIONS Pamela K. Smith¹, Nils B. Jostmann², Adam D. Galinsky³; ¹University of California, San Diego, ²VU University Amsterdam, ³Northwestern University – Low power fundamentally alters an individual's mental world, making them less goal-oriented and more vigilant. Our previous research has shown that these cognitive processes impair low-power individuals' executive functions. We propose that these executive function deficits are a response to the relatively uncertain, changeable nature of a low-power individual's context. In two follow-up experiments, we manipulated aspects of the power relationship and organizational context to create a more secure context and thus eliminate the effect of low power on executive functions. Making their high-power partner trustworthy (Exp. 1), or having them affirm that others respect and appreciate them (Exp. 2), reduced Stroop interference in low-power individuals to baseline levels. As a whole, these results suggest that the cognitive alterations of lacking power may often help foster stable social hierarchies,

but certain contextual changes may empower employees and reduce costly organizational errors.

AUTHORITATIVE BUT UNCERTAIN: DISPOSITIONAL ANXIETY BUFFERS AGAINST THE PSYCHOLOGICAL EFFECTS OF POWER Jon K. Maner¹;

¹Florida State University – One of the dominant theoretical frameworks in social psychology suggests that power promotes a fundamental orientation toward approach, and disinhibition. This talk presents new research demonstrating that these effects of power are eliminated among people high in anxiety – a trait marked by uncertainty and fear of unknown outcomes. In two experiments, dispositional anxiety buffered against the effects of power. Although people low in anxiety responded to a power prime with greater risk-seeking, those high in anxiety did not (Experiment 1). Similarly, whereas those low in social anxiety responded to power with increased sexual attraction toward a confederate, individuals high in social anxiety did not (Experiment 2). In both experiments, the interaction between power and anxiety was mediated by variability in the anticipation of positive outcomes. Although power enhanced anticipation of positive outcomes, this effect was eliminated by anxiety. This research provides insight into the interchange between power and uncertainty.

Symposia Session A6

FALSE-POSITIVE FINDINGS ARE FREQUENT, FINDABLE, AND FIXABLE

Friday, January 27, 9:45 - 11:00 am, Room 33

Chair: Joseph Simmons, University of Pennsylvania

Co-Chair: Leif Nelson, University of California, Berkeley

Psychology has a big problem. It is too easy to “discover” and publish “evidence” of false effects. We present evidence that the problem exists (and that it’s probably worse than you think), explain its causes, offer a low-cost solution, and describe a new technique for identifying false literatures.

ABSTRACTS

MEASURING THE PREVALENCE OF QUESTIONABLE RESEARCH PRACTICES WITH INCENTIVES FOR TRUTH-TELLING Leslie John¹, George Loewenstein², Drazen Prelec³;

¹Harvard University, ²Carnegie Mellon University, ³Massachusetts Institute of Technology – Cases of clear scientific misconduct have received significant media attention recently, but less flagrant transgressions of research norms may be more prevalent and in the long run more damaging to the academic enterprise. We surveyed over 2,000 psychologists about their involvement in questionable research practices, using an anonymous elicitation format supplemented by incentives for honest reporting. The impact of incentives on admission rates was positive, and greater for practices that respondents judge to be less defensible. Using three different estimation methods, we find that the frequency of questionable research practices is surprisingly high relative to respondents’ own estimates of these frequencies. Some questionable practices apparently constitute the prevailing research norm.

FALSE-POSITIVE PSYCHOLOGY: UNDISCLOSED FLEXIBILITY IN DATA COLLECTION AND ANALYSIS ALLOWS PRESENTING ANYTHING AS SIGNIFICANT Joseph Simmons¹, Leif Nelson², Uri Simonsohn¹;

¹University of Pennsylvania, ²University of California, Berkeley – Despite our field’s commitment to infrequent false-positive findings ($p \leq .05$), flexibility in data collection, analysis, and reporting (i.e., researcher degrees-of-freedom) dramatically increases actual false-positive rates. In many cases, a researcher is more likely to falsely find evidence that an effect exists than to correctly find evidence that it does not! We present computer simulations and a pair of experiments that demonstrate how unacceptably easy it is to accumulate (and report) statistically significant evidence for a false hypothesis. We also suggest a simple, low-cost, and straightforwardly effective disclosure-based solution to this problem. It involves

six requirements for authors and four guidelines for reviewers. For example, we espouse requiring authors to report every experimental condition they ran and to list every measure they collected. Our solution deprives authors of common sources of analytic flexibility, while encouraging reviewers to ensure that researchers’ results are not due to chance alone.

THE P-CURVE: UNCOVERING FALSE-POSITIVE FINDINGS IN PUBLISHED RESEARCH (IT IS EASIER THAN WE THOUGHT) Uri Simonsohn¹, Leif Nelson², Joseph Simmons¹;

¹University of Pennsylvania, ²University of California, Berkeley – We introduce a simple test for diagnosing whether a set of statistically significant findings is actually a set of false-positives. The test considers the distribution of p-values for such findings, what we refer to as the “p-curve.” The p-curve, furthermore, allows disentangling false-positives arising from the file-drawer problem (studies that don’t work don’t get published) from those arising from researcher degrees-of-freedom (e.g., collecting data for a given study until $p < .05$). We (i) show that a well known failure to replicate an existing finding (Bower, 1982) was predictable given the p-curve of its previous demonstrations, (ii) diagnose a currently popular literature as likely to contain a high share of false-positive results, and (iii) shed light on a literature in which two opposing predictions seem to be equally supported by the data, but for which the support for (only) one of them is likely false-positive.

Symposia Session A7

CONFRONTING IMPORTANT QUESTIONS IN THE STUDY OF MORAL PERSONHOOD

Friday, January 27, 9:45 - 11:00 am, Room 25

Chair: Patrick Hill, University of Illinois

The current symposium addresses important questions regarding the study of moral personhood from a personality psychology perspective. In four talks, we discuss what it means to have moral character, how it may best be assessed, and how it predicts well-being both in general and in specific daily contexts.

ABSTRACTS

JUDGING MORAL CHARACTER: SELF-OTHER AGREEMENT ON MORAL TRAITS AND BEHAVIORS Kathryn L. Bollich¹, Erika N. Carlson¹, Simine Vazire¹;

¹Washington University in St. Louis, St. Louis, MO – Do individuals, new acquaintances, and their close others see eye-to-eye on one’s morality? There is reason to think their views may differ (Batson, Thompson, Seufferling, Whitney, & Strongman, 1999; Wojciszke, 2005). Across five studies, participants ($N = 908$), new acquaintances, and informants (e.g., friends, siblings; $N = 2,484$) rated targets’ moral traits and behaviors (e.g., is honest, expresses sympathy). Self-other agreement for moral personality is high between close others (e.g., $r = .32$) but nonexistent among new acquaintances (e.g., $r = -.04$). Furthermore, other-ratings of moral personality are more positive than are self-ratings, suggesting that individuals of all acquaintance levels may be biased. Finally, informant ratings of moral behavior show greater convergent validity with other traits (e.g., manipulative, $r = -.33$), than do self-reports (e.g., agreeable, $r = .15$). These findings suggest that close others may provide a fuller view of a person’s character than does the self alone.

MORAL PERSONALITY DEVELOPMENT: TESTING MODELS OF THE STRUCTURE AND DEVELOPMENT OF DISPOSITIONAL FORGIVENESS Mathias Allemand¹;

¹University of Zurich, Zurich, Switzerland – Considerable attention has been devoted to age differences and age-related changes in the broad Big Five personality traits, but few studies have examined age and/or generational differences with respect to more specific trait-like moral characteristics such as dispositional forgiveness. This talk presents data on the structure and development of forgiveness. Studies 1 and 2 examine age differences in forgiveness across the adult lifespan using two large cross-sectional data sets. First, age-related psychometric analyses demonstrate measurement equivalence of a brief measure of forgiv-

ingness across young, middle and older adulthood. Second, the results of both studies provide evidence for a positive age effect in forgivingness. Third, results of latent mediation analyses demonstrate that agreeableness and neuroticism partially explain the association between age and forgivingness. Study 3 examines intra- and intergenerational differences in forgivingness in young adults, their parents and grandparents using the ongoing longitudinal study "Co-Development in Personality across the Lifespan".

"HAVING" AND "DOING" IN THE STUDY OF CHARACTER AND PERSONALITY: DISPOSITIONAL AND MOTIVATIONAL ASPECTS OF CHARACTER AND RELATIONS TO WELL-BEING Erik E. Noffle¹;

¹Willamette University, Salem, OR – What does it mean to have good character? Is good character simply a matter of having certain positive personality traits or is it something more? Can good character also be conceptualized as doing something in working towards positive strivings? Does good character predict major life goals? Finally, what good is it to have good character? Does character predict physical and emotional well-being as well as personality traits do? These questions are addressed in three samples: a liberal arts college (N=119), a research university (N=204), and an adult community sample (N=607). Character was measured with the VIA taxonomy (Peterson & Seligman, 2004), and as both strengths and strivings. Findings suggest that although personality traits overlap considerably with character, character cannot simply be subsumed into existing trait taxonomies. Furthermore, character not only predicts life goals in meaningful ways, but also predicts well-being generally and sometimes better than personality traits.

MORAL CHARACTER IN SITU: THE ROLE OF FORGIVINGNESS IN AMBIGUOUS RACIAL MICROAGGRESSIONS Patrick L. Hill¹, Anthony L. Burrow²;

¹University of Illinois at Urbana-Champaign, Champaign, IL, ²Cornell University, Ithaca, NY – Racially discriminatory acts need not be blatant to be deleterious for the well-being of the target. Indeed, even seemingly subtle or ambiguous acts, termed "racial microaggressions," can lead to increased negative affect and diminished capacity for cognitive functioning. In our study, we examined the roles that forgivingness and racial status play in how individuals interpret and react to an ambiguous, yet potentially racial discriminatory event. After imagining this event, participants' likelihood of attributing racial discrimination to the event, levels of negative affect, and cognitive functioning were assessed. Results confirmed that whereas Ethnic Minorities and individuals low in forgivingness are generally more likely to perceive and be negatively impacted by racial discrimination, vulnerability was most pronounced for Ethnic Minorities who possessed low levels of forgivingness. In sum, this study exemplifies how assessing personality and identity characteristics allows for a fuller understanding of the influence of moral character in specific contexts.

Symposia Session A8

INTERPERSONAL EMOTION ACROSS BOUNDARIES: BRIDGING NEURAL, CULTURAL, CLINICAL, AND PERSONALITY APPROACHES

Friday, January 27, 9:45 - 11:00 am, Room 24

Chair: Kateri McRae, University of Denver

Co-Chair: Stephanie Preston, University of Michigan

The exchange of emotion among people is critical for social behavior and is affected by a myriad of interacting influences. Four speakers who combine methods to understand interpersonal emotion will present state of the art of experiments on these interacting factors including culture, genetics, cognition, personality and clinical status.

ABSTRACTS

CULTURAL NEUROSCIENCE OF EMPATHY AND PROSOCIALITY Joan Y. Chiao¹, Bobby K. Cheon¹, Vani A. Mathur¹, Kate Blizinsky¹, Michael Murray¹,

Michele J. Gelfand²; ¹Department of Psychology, Northwestern University, ²Department of Psychology, University of Maryland – Culture plays a pivotal role in human empathy and prosociality. Humans display strong tendencies toward altruism, including food sharing and taxation, behaviors not nearly as easily found in other vertebrates. Here we describe a cultural neuroscience approach to understanding how cultural and biological forces give rise to empathy and prosociality. In Study 1, cultures that are more individualistic and egalitarian have a greater prevalence of individuals who carry alleles of genes previously associated with increased empathy and prosocial behavior (5-HTTLPR, OXTR). In Study 2, African-Americans show greater parochial empathic neural response within medial prefrontal cortex (MPFC) response to ingroup members compared to Caucasian-Americans. In Study 3, Koreans, by contrast, show greater temporoparietal junction (TPJ) response to emotional pain of ingroup members compared to Caucasian-Americans, highlighting a pivotal role of culture in shaping neurobiological responses of empathy. Implications for a cultural neuroscience approach to empathy and prosociality are discussed.

COGNITIVE EMOTION REGULATION IN RECENTLY STRESSED WOMEN: DIFFERENTIAL EFFECTS OF INCREASING POSITIVE AFFECT AND DECREASING NEGATIVE AFFECT Kateri McRae¹, Iris B. Mauss¹, Bethany G. Ciesielski¹, Parezad Zarolia¹, Brett Q. Ford¹, Tchikima Davis¹;

¹Department of Psychology, University of Denver – Studies of emotion regulation have demonstrated that individuals can successfully use cognitive reappraisal to diminish several aspects of negative emotional responding. For the first time, we asked individuals who had recently experienced a stressful life event to distinguish between emotional goals (increasing positive affect vs. decreasing negative affect) while reappraising images of people in stressful, negative situations. We found that using reappraisal to decrease negative affect in response to negative, social stimuli was successful in decreasing self-reported negative affect, increasing self-reported positive affect, and decreasing amygdala activation. By contrast, using reappraisal to increase positive affect resulted in even greater decreases in negative affect, greater increases in positive affect, but no change in amygdala activation. Therefore, these two types of reappraisal have different emotional effects, which should be considered when trying to maximize the success of reappraisal in modulating negative affect in response to seeing someone else in a negative situation.

EMPATHY AND ALTRUISM THROUGH THE EYES OF THE OBSERVER: IMPLICIT ASSOCIATIONS AND DEPRESSION HISTORY PREDICT DIFFERENCES IN PROSOCIAL BEHAVIOR Alicia J. Hofelich¹, Stephanie D. Preston¹;

¹Department of Psychology, University of Michigan – Perception-action models of empathy assume that we understand another's emotion through personal representations for experiencing that state. As such, differences in empathy and altruism across observers should reflect differences in observers' stored representations from personal associations and past experiences with distress. To examine the effects of observer experience on prosocial behavior, we compared empathy and helping for distraught and resilient female patients across observers with different associations between females and sadness (using an Implicit Associations Task) and across observers with and without a history of depression. Males and females with stronger female-sadness associations offered more help to the sad, distraught patients and women with depression felt more intense emotion and empathy for distraught patients. Our findings suggest that familiar emotions are viewed as more normative, explaining critical and understudied interactions between the emotion of the target and experience of the observer in the prosocial response.

PSYCHOPATHY, FEAR, AND EMPATHY: SPECIFIC IMPAIRMENTS IN JUDGING BEHAVIORS THAT FRIGHTEN OTHERS Abigail A. Marsh¹, Elise M. Cardinale¹;

¹Department of Psychology, Georgetown University – Psychopathy is associated with antisocial behavior and deficits responding to emotional stimuli, particularly fear-related stimuli. This research extends

these deficits to judgments about behaviors that cause fear in others. We assessed whether psychopathy is associated with the ability to identify emotional consequences of social behaviors and with judgments about these behaviors' acceptability. We found that psychopathy, as indexed by the Psychopathic Personality Inventory (PPI), impairs the ability to identify behaviors that cause fear and to judge the moral acceptability of these behaviors. Ratings of emotional consequences and moral acceptability were correlated, and psychopathy scores mediated the relationship between them. These findings suggest that understanding frightening others to be unacceptable relies on understanding this type of behavior's emotional consequences, and have significance for understanding the relationship between psychopathy, empathy, and antisocial behavior.

Symposia Session A9

THE UP-SIDE OF EXISTENTIAL THREAT: ADAPTIVE OUTCOMES OF MEANING VIOLATION AND MEANING COMPENSATION

Friday, January 27, 9:45 - 11:00 am, Room 23

Chair: Travis Proulx, Tilburg University

In contrast with the current meaning compensation literature, this symposium presents the adaptive, approach-oriented and generative outcomes of meaning violation and meaning affirmation. These outcomes include enhanced cognitive flexibility, creativity and memory, along with the uniquely effective manner in which meaning affirmation reduces general anxiety.

ABSTRACTS

THE CREATIVE SPARK OF DEATH: THE EFFECTS OF PERSONAL NEED FOR STRUCTURE AND MORTALITY SALIENCE ON DIVERGENT THINKING

Matt Vess¹, Clay Routledge², Jamie Arndt³; ¹Ohio University, ²North Dakota State University, ³University of Missouri – Past research indicates that death-related cognition (mortality salience; MS) tends to promote rigid and dogmatic thinking (e.g., religious intolerance, ethnocentrism) in the service of helping people preserve an unambiguous cultural meaning framework. This poses the question: Is existential meaning always derived from clinging to the world one knows? We propose that for individuals who tend to be cognitively flexible and comfortable with uncertainty (i.e., individuals low in personal need for structure; PNS), the sense of meaning needed after MS is derived from divergent and exploratory thought processes. Four experiments tested and supported this position. For people low, but not high, in PNS, MS increased intellectual exploration (Study 1), interest in different cultures (Study 2), and creativity (Study 3). In Study 4, for people low, but not high, in PNS, a divergent thinking induction increased perceptions of meaning after MS.

CHAOS AND CREATION: ABSURDITY ENHANCES BELONGINGNESS MOTIVATION AND CREATIVE EFFORTS

Travis Proulx¹; ¹Tilburg University – Hundreds of studies have demonstrated the ways that meaning violations initiate defensive efforts to affirm one's worldview – often by derogating and punishing out-group members. In two studies, the aim was to generate empirical support for approach-oriented and generative responses to these absurd experiences. In Study 1, participants were subliminally exposed to absurd word pairs (e.g., turn frog). Participants who experienced these violations demonstrated a significantly higher preference for products that must be enjoyed with others (e.g., board games vs. books) compared to those in a control condition. In study 2, participants who were exposed to the same violations wrote stories that were 20% longer, and that were judged to be of higher artistic quality compared to stories written by participants in a control condition. Taken together, these studies demonstrate that a meaning violation previously associated with defensive aggression will also heighten a need for affiliation and enhance creative effort.

MEANING THREATS BOOST WORKING MEMORY

Daniel Randles¹, Steven Heine¹; ¹University of British Columbia – Previous research has shown that uncertainty-inducing experiences can heighten the implicit motivation and ability to detect patterns present in the environment. Following from this research, we discuss two studies exploring whether increased working memory is responsible for these enhanced abilities. In study 1, participants were subliminally primed with a linguistic anomaly that has been shown to enhance implicit pattern learning. This meaning threat increased memory performance relative to a control condition, as assessed with a word memorization task. In study 2, we replicated this finding using two divergent meaning threats: mortality salience or reverse-colored playing cards. These results suggest that unrelated meaning threats lead to enhanced pattern learning by means of increasing vigilance and working memory. These studies are a further step in specifying the core cognitive processes affected by different meaning threats, be they conscious or unconscious, trivial or profound.

MEANINGFUL RELIEF FROM ANXIETY: NEURAL EVIDENCE THAT GOD WORKS BETTER THAN CHOCOLATE

Ian McGregor¹, Kyle Nash¹, Mike Prentice², Jacob Hirsh³, Michael Inzlicht³; ¹York University, ²University of Missouri, ³University of Toronto – Reactive Approach Motivation theory proposes that people defend against anxious experiences by seizing on ideological and worldview extremes to engage palliative, approach-motivated states. The present research provides neural and self-report evidence that approach-motivated states shield people from anxiety. It also demonstrates that approaching an ideological incentive relieves anxiety better than approaching a concrete incentive. In Study 1, approach-motivated brain activity (left frontal EEG) predicted low stress and low anxiety-related brain activity after commission of errors (ERN source localized to the ACC). In Study 2, participants pre-selected for loving both God and chocolate were randomly assigned to write about their passion for God or chocolate. God reduced self-reported and neural indices of anxiety significantly better than chocolate, especially among participants with anxious personalities. These results help explain why people promote self-relevant, ideological and worldview ideals after various anxiety-related threats: transcendent meanings relieve anxiety better than temporal incentives.

Symposia Session A10

“THERE IS NO SWEET WITHOUT BITTERNESS”: CULTURAL DIFFERENCES IN THE EXPERIENCE OF MIXED EMOTIONS

Friday, January 27, 9:45 - 11:00 am, Room 32

Chair: Jeff T. Larsen, Texas Tech University

Whereas East Asians generally think dialectically and accept contradiction, Westerners subscribe to the Aristotelian view that contradictory propositions cannot both be true. With studies involving emotionally-evocative memories, daily events, music, and other stimuli, researchers in this symposium investigate when and why dialectical thinkers experience more mixed emotions than Aristotelian thinkers.

ABSTRACTS

THE ROLE OF DIALECTICAL THINKING IN MIXED EMOTIONAL RESPONSES TO BITTERSWEET MUSIC

Bradley J. Stastny¹, Jeff T. Larsen¹; ¹Texas Tech University – Dialectical thinkers (e.g., East Asians) welcome contradiction more than Aristotelian thinkers (e.g., Euro-Americans) do, so it is surprising that there is little evidence that dialectical thinkers experience more mixed emotions than Aristotelian thinkers when presented with ambivalent stimuli (e.g., Williams & Aaker, 2002). Emotions can change quickly, so effects of dialecticism might only emerge when emotions are measured in real time. We asked predominantly Euro-American individuals to continuously report how happy and how sad they felt as they listened to pieces of music. As predicted, dialectical thinkers (i.e., those who scored high on the Analysis-Holism Scale) experienced more intense mixed emotional experiences in response to bitter-

sweet music than Aristotelian thinkers. Despite differences in actual experiences, dialectical and Aristotelian thinkers remembered experiencing comparable amounts of mixed emotions. Results indicate that dialectical thinkers experience more mixed emotions in response to ambivalent stimuli and highlight the value of measuring emotion in real time.

DIALECTICAL EMOTIONS: HOW CULTURAL EPISTEMOLOGIES INFLUENCE EMOTIONAL COMPLEXITY Julie Spencer-Rodgers¹, Kaiping Peng²; ¹University of California-Santa Barbara; Tsinghua University, ²University of California-Berkeley; Tsinghua University – The dialecticism literature has shown that individuals who hold dialectical lay beliefs are inclined to expect change and tolerate contradiction, cultural differences that have broad implications for cognition, emotion, and behavior. In this paper, I present a brief overview of our research on dialectical thinking with an emphasis on cultural differences in emotional complexity (i.e., the co-occurrence of positive and negative affect). Priming studies reveal that East Asians (mainland Chinese, Asian-Americans) experience greater emotional complexity than do Euro-Americans, and individual differences in dialectical thinking (as measured by the Dialectical Self Scale, Spencer-Rodgers et al., 2011) mediate these differences. Participants recalled bitter-sweet life experiences that had both positive and negative personal consequences (e.g. the death of a loved one with a critical illness). Although East Asians generally experience greater emotional complexity than do Westerners, preliminary psychophysiological evidence suggests that these experiences may be less troubling for them.

CULTURAL DIFFERENCES IN THE EXPERIENCE OF MIXED EMOTIONS: THE ROLE OF IDEAL AFFECT Tamara Sims¹, Yaheng (Ivy) Wang¹, Jeanne L. Tsai¹; ¹Stanford University – East Asians experience more mixed emotions (co-occurrence of positive and negative affect) than European Americans. We predicted that this difference is partly due to ideal affect: the more people (and cultures) value positive over negative states, the less they experience mixed emotions. We conducted two experience-sampling studies (one on European American and Chinese American community adults; another on European American, Chinese American, Hong Kong Chinese, and Beijing Chinese college students). Participants were paged 6 times/day for one week; after each page, they rated their actual affect (e.g., “How HAPPY do you feel right now?”) and ideal affect (e.g., “How HAPPY would you ideally like to feel right now?”). As predicted, across studies, (1) Chinese experienced more mixed emotions than European Americans, (2) Chinese valued positive over negative states less than European Americans, and (3) cultural differences in mixed emotions were mediated by the value placed on positive over negative affect.

MIXED POSITIVE AND NEGATIVE EMOTIONS IN ASIANS AND AMERICANS Phoebe C. Ellsworth¹, Emre Demiralp¹, Igor Grossmann¹; ¹University of Michigan – We investigated whether East Asians are more emotionally dialectical ~ more likely to report experiencing both positive and negative emotions: (1) Asian and American students responded to diary entries describing emotional episodes (Leu et al., 2010); (2) Japanese and American students reported their own remembered emotions in positive, negative, and mixed-emotion situations (Miyamoto et al., 2010; and (3) Japanese and Americans ranging in age from 25-79 reported their emotions for 10 specific positive and negative situations. Across all studies Asians were more emotionally dialectical than Americans. The first two studies found that this was only true for positive situations: Asians and Americans could see the positive in negative situations, but only Asians experienced negative feelings in positive situations. The third study also found that Japanese experienced more differentiated positive and negative emotions than Americans; this difference was more pronounced for negative emotions, and less pronounced for respondents older than 60.

Symposia Session A11

THE PSYCHOLOGY OF FOOD: HOW EVERYDAY CUES SHAPE OUR CHOICES AND CRAVINGS

Friday, January 27, 9:45 - 11:00 am, Room 26

Chair: Sapna Cheryan, University of Washington

Co-Chair: Benoit Monin, Stanford University

This symposium examines psychological factors that influence what we choose to eat. Four talks document two interpersonal processes—a need to seek comfort and a desire to signal an identity—and two structural factors—the stereotype congruency of foods and the presence of healthy eating cues.

ABSTRACTS

A MATTER OF TASTE: PREFERENCE FOR COMFORT FOOD IS SHAPED BY ITS SOCIAL UTILITY Jordan Troisi¹, Shira Gabriel², Alyssa Geisler³; ¹Widener University, ²University at Buffalo, SUNY, ³Central Michigan University – Comfort food is associated with relationships and can reduce feelings of loneliness (Troisi & Gabriel, 2011). Building on these findings, the current investigation sought to determine if comfort food is enjoyed because of its social utility. Study 1 examined correlations between 34 emotions felt prior to eating comfort food as well as participants' self-reported enjoyment of it. Results of a simultaneous entry regression of the significant emotional predictors revealed that only the extent to which people felt isolated prior to eating comfort food was predictive of its enjoyment. Study 2 examined attachment styles and enjoyment of a comfort food (i.e., potato chips) after a belongingness threat. Results revealed that only those who were securely attached (i.e., had positive associations with relationships) enjoyed the comfort food more after the belongingness threat. Overall, enjoyment of comfort food seems to depend on its social utility.

AS AMERICAN AS APPLE PIE: THREATS TO THE AMERICAN IDENTITY INFLUENCE FOOD CHOICES AMONG U.S. IMMIGRANT GROUPS Sapna Cheryan¹, Maya Guendelman², Benoit Monin³; ¹University of Washington, ²University of California, Berkeley, ³Stanford University – Obesity rates among immigrants tend to rise with longer residency in the U.S., and U.S.-born children of immigrants are as prone to obesity as children of American-born parents. Three studies examine whether Asian Americans consume more American, and consequently less healthy, foods to prove they belong in America. In Study 1, Asian Americans were more likely than Whites to have experienced embarrassment about their childhood diet. In Study 2, Asian Americans (but not Whites) who had their American identities threatened were more likely to name an American food as their favorite. In Study 3, threatened Asian Americans opted to consume a more American meal, with significantly more calories and fat, than when not threatened. Identity-based psychological processes may help explain why the diets of U.S. immigrant groups tend to decline in nutritional value with longer residence in the U.S. and over generations.

IMPLICIT EFFECTS OF GENDER STEREOTYPES ON FOOD PREFERENCES Eric Uhlmann¹, Victoria Brescoll², George Newman²; ¹HEC Paris School of Management, ²Yale University – The gender stereotype congruency of food implicitly influences the preferences of American adults in counter-intuitive but theoretically meaningful ways. Both the health value (high fat vs. low fat) of a muffin and its packaging (masculine vs. feminine appearance) were experimentally manipulated between-subjects. When the packaging and healthiness of the muffin were stereotype congruent (i.e., feminine packaging for a healthy muffin, masculine packaging for an unhealthy muffin) participants rated the muffin as more attractive, said that they would be more likely to purchase it, and even rated it as tasting better compared to when the muffin was stereotype incongruent. This effect was not moderated by participant gender, such that not only female but even male participants preferred the taste of a low-fat muffin with feminine rather than masculine packaging. Gen-

der stereotype congruency can play a larger role in determining food preferences than the consumer's own gender.

MINIMAL EXPOSURE TO HEALTHY FOOD INCREASES THE APPETITE Stacey Finkelstein¹, Ayelet Fishbach²; ¹Columbia University, ²University of Chicago – In the conflict between eating healthily and eating freely, exposure to healthy foods can signal that the health goal was met, which then increases the strength of the conflicting motive to satisfy one's appetite. In three studies, we find viewing images of healthy (vs. regular) food labels increase participants' reported hunger and their food consumption. We attribute this pattern to people's perception of making progress on the health goal without being more committed to it. Thus, perceived progress toward the health goal accompanies the effect of healthy food cues on increased appetite, and the effect of those food cues is stronger for individuals who are less committed to watching their weight.

Symposia Session B

Friday, January 27, 11:15 am - 12:30 pm

Symposia Session B1

POLITICAL POLARIZATION

Friday, January 27, 11:15 am - 12:30 pm, Ballroom 20A

Chair: Leaf Van Boven, University of Colorado at Boulder

Co-Chair: David Sherman, University of California, Santa Barbara

This symposium examines American political polarization. The papers demonstrate that although political polarization is genuine, it is also easily misinterpreted and often exaggerated, both with respect to present polarization and changes over time. These perceptions are grounded in belief in luck, party identification and membership, and people's own attitude extremity.

ABSTRACTS

THE POLITICS OF LUCK: IMPLICATIONS FOR SELF AND SOCIETY Dena Gromet¹, Kimberly Hartson², David Sherman²; ¹University of Pennsylvania, ²University of California, Santa Barbara – How should society respond to people who have been dealt a bad hand? It is well established that liberals and conservatives have different, and polarized, answers to this question. In the present research, we investigate how these answers are affected by people's reactions to the role that luck plays in their own and others' outcomes. Whereas a general belief in luck is not associated with ideology, liberals acknowledge luck as important for success more so than conservatives (Study 1). When people are confronted with luck-based explanations of others' successes (Study 2) or their own success (Study 3), conservatives reject these explanations more so than liberals. And these reactions to luck further polarize support for redistributive policies, as conservatives become even less supportive of helping the unfortunate and endorse more skewed wealth distributions favoring the rich. These results suggest that diverging views about luck both reflect and foster ideological policy polarization.

FALSE POLARIZATION IN THE AMERICAN ELECTORATE John Chambers¹, Jacob Westfall²; ¹University of Florida, ²University of Colorado at Boulder – Americans seem to have become increasingly divided along partisan lines in recent decades, the so-called "Red-Blue divide." Whether Americans truly have become more polarized, and the correlates and consequences of this are ambiguous. Using data from a large-scale public opinion survey (American National Election Study), we compared the actual gap between Republicans' and Democrats' political attitudes across a broad range of issues with Americans' perception of those gaps. We found that: (a) the actual Red-Blue divide has increased relatively lit-

tle over the past 40 years; (b) people consistently overestimate the magnitude of the Red-Blue divide; (c) ideological extremists, those strongly identified as Republicans and Democrats, perceive a greater Red-Blue divide compared with ideological moderates; (d) perceptions of the Red-Blue divide are associated with greater political involvement such as voting and campaign contributions, independent of ideological extremity. The Red-Blue divide is therefore illusory but important.

POLARIZATION OF OPINIONS ABOUT GLOBAL WARMING BETWEEN 1997 AND 2011: APPEARANCES ARE SOMETIMES MISLEADING

Jon Krosnick¹, Bo MacInnis¹, Ana Villar¹; ¹Stanford University – National surveys tracked Americans' opinions about global warming between 1997 and 2011. The proportion of people endorsing natural scientists' views rose between 1997 and 2007, and fell thereafter. These changes appear to have occurred because of increasing political polarization of two kinds: Until 2007, Democrats became increasingly different from Republicans, whose views were stable; since 2007, Democrats' views were stable, while Republicans became increasingly different from Democrats. These apparent patterns are mostly illusory, however. Using panel data, we show that instead of party members changing their views in diverging ways over time, people have changed their party membership in ways that affected the homogeneity of views within the parties over time. These results illustrate that what appears to be attributable to changes over time in Democratic and Republican individuals' attitudes may instead be attributable to changes over time in those individuals who identify themselves as Democrats and Republicans.

POLITICAL POLARIZATION PROJECTION

Leaf Van Boven¹, Charles Judd¹; ¹University of Colorado–Boulder – What influences perceptions of political polarization? We hypothesize that people project political attitude extremity such that those with more extreme partisan attitudes perceive greater polarization than those with less extreme attitudes. This "polarization projection" was demonstrated in three studies where people estimated others' attitude distributions, one study with a nationally representative sample regarding the 2008 Presidential election, and two studies with samples of university students evaluating a hypothetical policy regarding scarce resource allocation. These studies demonstrate, moreover, that polarization projection is simultaneous and independent of simple projection, the tendency to assume that others share one's attitudes. Supporting the explanation that polarization projection is partly due to the projection of underlying attitudinal processes, people projected their self-perceived processes such as extensive thought onto others. And experimentally manipulated introspection, which increases the accessibility of attitudinal process, increased polarization projection. Implications for social projection, perceptions of attitude distributions, and political behavior are discussed.

Symposia Session B2

THREAT'S EFFECT ON THE SELF AND HOW THE SELF FIGHTS BACK: NEW INSIGHTS FROM PSYCHOLOGICAL, DEVELOPMENTAL AND NEUROBIOLOGICAL PERSPECTIVES

Friday, January 27, 11:15 am - 12:30 pm, Ballroom 20B/C

Chair: Brent Hughes, University of Texas at Austin

Co-Chair: Jennifer Beer, University of Texas at Austin

How do people protect the self from threat? This symposium offers new insight into mechanisms that shape responses to threat by showcasing the latest behavioral, developmental, pharmacological, and neural research. Taken together, these talks highlight critical factors that protect the self during threat and repair the self after threat.

ABSTRACTS

PSYCHOLOGICAL PROCESSES UNDERLYING COMPENSATION AFTER EGO-THREAT: THREAT RELEVANCE AND RESOURCE AVAILABILITY

Michelle vanDellen¹, Rick Hoyle¹; ¹Duke University – When ego-threat occurs, people receive information that is incongruent with their self-

image resulting in reduced state self-esteem. The focus of this talk is how people regulate state self-esteem following ego-threat. People may engage in one of three regulatory strategies following such threats. They may “break” their self-image by changing it in the direction of the threat or “resist” the threat by ignoring it or denying its importance. Or they may compensate by trying to repair damage to their self-image caused by the threat. We focus specifically on the mechanism of compensation. We report the results of a meta-analysis identifying differences in compensation as a function of trait self-esteem level. Additionally, we report the results of a set of studies in which individuals are most likely to compensate following ego-threat if they notice the threat, consider the threat to be important, and have psychological resources available to manage their state self-esteem.

NEURAL PREDICTORS OF HEIGHTENED SENSITIVITY TO SOCIAL EVALUATIVE CUES Leah Somerville¹, Todd Heatherton², William Kelley², Rebecca Jones¹, B. J. Casey¹; ¹Weill Cornell Medical College, ²Dartmouth College – Numerous factors influence an individual’s sensitivity to social evaluation. This work assess how biased recruitment of emotional and social-cognitive networks of the brain represent the salience of social evaluative information across individuals. We have identified regions of the brain that differentially code positive relative to negative social feedback that showed exaggerated neural differentiation in individuals with lower self-esteem. This polarization predicted retrospective estimates of task feedback, specifically more accurate perception of social standing. A second experiment targeted adolescents’ heightened sensitivity to social evaluation. Child, adolescent, and adult participants completed a simulated social evaluation task where a same-aged peer ostensibly monitored them by video during functional imaging. Adolescents reported exaggerated embarrassment during camera viewing periods, accompanied by nonlinear recruitment of emotional and social-cognitive circuitries relative to other ages. These findings demonstrate how biased neural recruitment supports perception of social standing and social-evaluative emotional response across individuals, and flexibly across the lifespan.

PROTECTING THE SELF: THE EFFECT OF THREAT ON NEURAL REPRESENTATIONS OF SELF Brent Hughes¹, Jennifer Beer¹; ¹The University of Texas at Austin – One of the most robust ways that people protect themselves from threat is by emphasizing the desirability of their personalities, yet the neural underpinnings of this fundamental process are unknown. The current fMRI study addresses this question by examining self-evaluations of desirability (in comparison to other people) in response to threatening and nonthreatening feedback. Self-evaluations in response to threat recruited neural regions associated with representing and accessing rewarding aspects of the self (e.g., medial prefrontal cortex and medial orbitofrontal cortex). The magnitude of MPFC and MOFC activation was correlated with the extent to which threat increased desirability. Although neural research has separately examined self-representation processes from the regulation of social-evaluative threat, little is known about the interplay between the two. The findings build on this previous research by showing that regions associated with self-processing are modulated by the degree to which people emphasize their own desirability in response to threat.

USING DRUGS AND SELF-ESTEEM TO PROTECT THE SELF FROM THREAT Nathan DeWall¹; ¹University of Kentucky – People, unlike blowfish, cattle, dogs, or sheep, have selves. We know who we are, what we think of ourselves, and what hurts. Threats to the self hijack our sense of safety and comfort, making it paramount for people to shield themselves from threats and to recover from them quickly. This talk showcases recent findings on how certain drugs and self-esteem cushion people from threats to the self and foster effective coping processes. In a pair of recent investigations, two drugs that act through cannabinoid receptors—acetaminophen and marijuana—buffered people from the pain of social exclusion. Another study showed that a combination of high self-esteem and high emotional flexibility reduced neural activation to social exclusion in regions associated with physical pain. A final set of studies

demonstrated that threats to the self increased attentions to positive emotional information, which was strongest among people with high self-esteem.

Symposia Session B3

PREJUDICE AGAINST SOME PREJUDICES? UNDER-STUDIED BIASES IN SOCIAL PSYCHOLOGY

Friday, January 27, 11:15 am - 12:30 pm, Ballroom 20D

Chair: Michael S. North, Princeton University

Co-Chair: Susan T. Fiske, Princeton University

Social psychology has pioneered investigation of intergroup prejudices but focused mostly on racism and sexism. We describe four other, increasingly important prejudice domains: age, class, sexuality, and weight. We propose untapped opportunities, highlighting causes, consequences, and recent investigations, aiming to inspire interest in these untapped areas.

ABSTRACTS

AN INCONVENIENCED YOUTH: AGEISM AS INTERGENERATIONAL TENSION Michael S. North¹, Susan T. Fiske¹; ¹Princeton University – Ageism has been understudied partly due to beliefs about “realities of aging,” making it one of society’s most condoned prejudices. But in contrast to well-known descriptive stereotypes concerning what older people allegedly are (impaired), we posit prescriptive stereotypes that attempt to control older people’s behavior concerning societal resources: favoring their active Succession of envied resources (e.g., wealth), avoiding symbolic, ingroup Identity resources (e.g., music), and averting passive Consumption of shared resources (e.g., healthcare) (SIC). Older people’s noncompliance with ageist prescriptions irks younger people particularly, who eagerly await their turn at societal rewards and begrudge unwanted obstacles from those who have had their turn. Vignette experiments, simulated behavioral interactions, and a theory-based ageism scale test the SIC framework, showing biases that target older people disproportionately, uniquely endorsed by younger people and high SIC-scale scorers. SIC suggests how elders may shift from default prejudices of pity to prescriptive resentments

MIDDLE CLASS NORMS IN HIGHER EDUCATION PROMOTE SOCIAL CLASS INEQUALITY Nicole M. Stephens¹, Hazel Rose Markus²; ¹Kellogg School of Management, Northwestern University, ²Stanford University – Social class has been understudied as a source of prejudice, in part, because the very idea of social hierarchy conflicts with foundational American ideals (e.g., equality among individuals). Nevertheless, social class powerfully impacts individuals’ life outcomes. The current research investigates the influence of social class on the opportunity to succeed in college. Specifically, it reveals that the culture of American universities, which includes a focus on independence, is an important source of institutional bias that contributes to the social class performance gap. With a focus on students from families who are not college-educated—first-generation college students—four studies reveal that these students often underperform because universities emphasize middle-class norms of independence (e.g., develop your self) that do not match with the relatively interdependent norms that first-generation students bring to college (e.g., contribute to community). This cultural mismatch undermines first-generation students’ sense of comfort and academic performance in university settings.

BORN THAT WAY? ONTOLOGICAL BELIEFS ABOUT SEXUALITY AND THEIR RELATIONSHIP TO SEXUAL PREJUDICE Peter Hegarty¹; ¹University of Surrey – Sexual prejudice directed at sexual minority people differs from racism and sexism because few people ever ask you if you were born Black or female, or if you were made that way by the environment. I review a quarter century of research on the relationship between three kinds of ontological beliefs about sexual orientation and sexual prejudice. First, in the United States, most sexual minority people and a grow-

ing majority of sexual majority people think that your sexuality is something immutable. However, teaching people this belief does not directly reduce sexual prejudice. Second, the belief that sexual identity categories make people into distinct "separate creations" is robustly correlated with sexual prejudice. The belief that homosexuality exists throughout history and across culture is associated with lower prejudice, but 21st century resistance to sexual prejudice can also draw on the idea that sexual identities are not natural, but are recent modern constructions.

FAT PREJUDICE, SOCIAL CHANGE, AND WHAT MAKES A "PREJUDICE"

Chris Crandall¹; ¹University of Kansas – When do we define a negative affect toward a group a "prejudice?" The story begins with a brief history of the study of one "deviant" prejudice—anti-fat attitudes. A description of fat-related prejudice research serves as a stepping-stone for considering the issue of when we define some negative affect as prejudice. This leads to the idea of the "normative window" and the relationships between prejudice and social change (and resistance to it) determines what people consider a prejudice, who shows the most prejudice, and what kinds of prejudice social psychologists study.

Symposia Session B4

THE EMERGENCE OF WISE CROWDS AND INDIVIDUALS: SOCIAL PSYCHOLOGICAL AND GROUP AND INDIVIDUAL PROCESSES OF THE WISDOM-OF-CROWDS EFFECT

Friday, January 27, 11:15 am - 12:30 pm, Room 30

Chair: Laura Rees, University of Michigan

Co-Chair: Jeffrey Sanchez-Burks, University of Michigan

The "wisdom-of-crowds" effect—crowds leading to more accurate collective- vs. individual-level decision-making—is important for theory and practice. In this symposium, we investigate factors influencing the emergence and effectiveness of the wisdom-of-crowds, including social/emotional and group/individual processes. Topics include cognitive diversity, team learning, sampling, System 1/2 processes, and affective dispersion.

ABSTRACTS

THE EFFECTS OF COGNITIVE DIVERSITY ON COLLECTIVE INTELLIGENCE AND TEAM LEARNING

Ishani Aggarwal¹, Anita Woolley¹, Christopher Chabris², Thomas Malone³; ¹Carnegie Mellon University, ²Union College, ³Massachusetts Institute of Technology – The performance of groups is becoming increasingly central to the effectiveness of many sectors of society. We investigate the effects of a group's cognitive diversity on two measures of group performance: (1) collective intelligence, a novel measure of the group's ability to perform well across a wide array of tasks, and (2) team learning, the rate at which the group improves on tacit coordination among its members. Using regression and latent growth modeling techniques, we find an inverted U-shaped relationship between a group's cognitive diversity and its collective intelligence, with moderate levels of cognitive diversity leading to the highest collective intelligence. We also find that as individual intelligence correlates with individual learning ability, a group's collective intelligence correlates with faster team learning. Finally, we find that cognitive diversity negatively moderates the relationship between collective intelligence and team learning, such that groups that are lower in cognitive diversity learn more rapidly.

WISDOM OF THE CROWD WITHIN: SAMPLING IN HUMAN COGNITION

Ed Vul¹, Kevin Smith¹, Hal Pashler¹; ¹University of California, San Diego – How do people simulate other people thinking with limited cognitive resources? We review recent evidence suggesting that people approximate such inference by sampling. Sampling predicts that when subjects are asked to make two guesses about questions like "What proportion of the world's airports are in the US?", their guesses have independent error. As a consequence of this independence, averaging two guesses

from one individual yields a wisdom of a "crowd within": the average of multiple guesses from one person is more accurate than either guess alone. We discuss new results showing that sampling models also predict the rich variety of behavior seen in "beauty contest" games where people must make judgments based on what they think others will do. Together, these results suggest how individuals might simulate the wisdom (or lack thereof) of the real crowd, within their own mind, when thinking about other people thinking.

COMBINING THE ANALYTIC AND INTUITIVE MIND

Rick Larrick¹, Jack Soll¹; ¹Duke University – Recent judgment and decision-making research draws a basic distinction between rapid, automatic processes (System 1) and slower, conscious, corrective processes (System 2), arguing that System 1 processes produce errors corrected by System 2. We show that combining judgments from each approach leads to greater accuracy than relying on either alone. We build on previous research showing that an individual can tap the "wisdom of crowds" through delay between judgments (Vul & Pashler, 2008) or a strategy change (Herzog & Hertwig, 2009). Both improve the final average by allowing decision-makers to "refresh" their thinking, thereby reducing shared error between judgments and increasing "bracketing" (Soll & Larrick, 2009). This paper shows the benefits of an individual averaging rapid intuitive and slower deliberate judgments, and similar benefits in combining strategies across people. However, the intuitive-analytic sequence allows for greater "refreshing" and bracketing than the reverse sequence. We discuss implications for debiasing strategies.

THE EMOTIONALLY WISE CROWD: AFFECTIVE DISPERSION, WISDOM-OF-CROWDS, AND FORECASTING ACCURACY

Laura Rees¹, Naomi Rothman², Reuven Lehavy¹, Jeffrey Sanchez-Burks¹; ¹University of Michigan, ²University of Illinois – This research introduces the emotionally wise crowd effect, broadening earlier notions about the wisdom-of-crowds effect (WOC) that show the average estimate of a diverse collection of individuals is reliably more accurate than a single individual's estimate. We hypothesized and found that the collective's affective state can moderate WOC; affective dispersion produces less error in collective future events forecasts across two experiments. Study 1 showed an affectively dispersed collective was associated with lower average errors in financial forecasts than both homogeneous-positive and homogeneous-negative collectives. Study 2 demonstrates a parallel effect at the individual level through emotional ambivalence (simultaneous positive and negative emotions). Together, these results reveal conditions wherein affective dispersion leads to emotionally wise forecasts at both the collective and individual levels.

Symposia Session B5

MONEY TALKS (AND HAS PLENTY TO SAY) ABOUT THE SELF, RELATIONSHIPS, AND EVEN GENEROSITY

Friday, January 27, 11:15 am - 12:30 pm, Room 31

Chair: Kathleen D. Vohs, University of Minnesota

This session brings new understanding to how money changes motivation, self-concept, and relationships. Dunn discusses prosocial spending across 3 continents; Vohs shows that mere reminders of money elicit autonomy strivings and reactance; DeVoe links monetary payments to self-efficacy and desire for money; Nelson studies how pay-what-you-want pricing elicits altruism.

ABSTRACTS

AROUND THE WORLD AND UNDER THE SKIN: HOW FINANCIAL DECISION-MAKING SHAPES WELL-BEING

Elizabeth W. Dunn¹, Lara B. Aknin¹, Michael I. Norton²; ¹University of British Columbia, ²Harvard University – The relationship between income and happiness is surprisingly weak, prompting some to conclude that money can't buy happiness. We propose, however, that money can buy happiness—if people spend it better. Our past work showed that spending money on others ("prosocial

spending”) makes people happier than spending money on themselves. The present work not only pushes the geographical boundaries of our initial research, but also demonstrates that prosocial spending affects biological, as well as psychological, functioning. Parallel experiments conducted in Africa, Asia, and North America demonstrated that prosocial spending leads to robust benefits for happiness in poor and rich countries alike. In addition, moving beyond self-report measures, we show that generous and stingy financial decisions can “get under the skin” by influencing cortisol levels. Together, these studies suggest that the spending decisions that are made each day by people around the world carry important implications for physical and psychological well-being.

THE IDEA OF MONEY STIMULATES A LONGING FOR FREEDOM - AND ELICITS REACTANCE TOWARD THOSE WHO GET IN THE WAY Kathleen

D. Vohs¹, Jia (Elke) Liu², Dirk Smeesters³; ¹University of Minnesota, ²University of Groningen, ³Rotterdam School of Management, Erasmus University – Small, subtle, seemingly unnoticed reminders of money change people’s behavior. Prior work has found that people become less interpersonally sensitive (e.g., less helpful) and more agentic (e.g., working harder to reach goals) after the concept of money has been activated. New research asks which motive, interpersonal unresponsiveness or autonomy strivings, dominates. Bystanders and interaction partners attempted to sway participants’ behavior to test whether participants would ignore (interpersonal unresponsiveness) or react oppositionally to (autonomy strivings) influence attempts. Results showed that the autonomy motive dominated when participants had been reminded of money. Participants showed reactance to an authority command (Experiment 1), causal opinions offered by a passer-by (Experiment 2), and even to a mimicker (Experiment 3). Additionally, money-primed participants consistently showed elevated threat levels, and disliked those who attempted social influence. This work adds to the self-sufficiency theory of money and suggests that the idea of money stimulates a longing for freedom.

WHEN DOES HAVING MORE MONEY MAKE MONEY MORE IMPORTANT? THE ROLE OF PERCEIVED COMPETENCY Sanford E. DeVoe¹, Jeffrey

Pfeffer², Byron Y. Lee¹; ¹University of Toronto, ²Stanford University – Three studies tested the hypothesis that when money is received in exchange for effort, it signals self-competency in a manner that can cause people to place an even greater value on money subsequently. Study 1 showed that participants who received a \$20 reward in exchange for effort later rated money as more important compared to those who received \$1. Study 2 demonstrated that participants who received more money (\$10 versus \$1) for effort expended rated money as more important but not if the money was received by chance. Mediation analyses revealed this was explained by perceived competency. Using a nationally-representative sample of British adults, Study 3 found that naturally-occurring increases in the amount of money people earned as salary were associated with placing greater importance on money. In sum, money can make people feel competent, which might be one reason why people are so motivated by it.

WHEN PEOPLE PAY FOR SOMETHING FREE: THE PSYCHOLOGY OF PAY-WHAT-YOU-WANT PRICING Leif D. Nelson¹, Minah Jung¹, Ayelet Gneezy²,

Uri Gneezy²; ¹University of California, Berkeley, ²University of California, San Diego – Why would people pay money when they could get the product for free? Lest you wonder if people actually do that, they do indeed. Firms are increasingly turning to pay-what-you-want (PWYW) pricing, in which consumers can pay what they want (including \$0). PWYW pricing pits selfishness against fairness and altruism. We analyzed archival data (Studies 1-2) and conducted laboratory and field experiments to understand PWYW behavior. We found that PWYW, versus fixed prices, can decrease the number of people who will purchase a product, which suggests they favor fairness over selfishness (Study 3). People use PWYW to signal to themselves that they are generous; restaurant diners paid more money anonymously than publicly (Study 4). A field experiment (n=115,000), wherein people were told that half of their payment

goes to charity, showed that virtually no one paid \$0 -- indeed, payments were five times higher compared to other conditions (Study 5).

Symposia Session B6

CAUSES AND CONSEQUENCES OF SOCIAL TRANSMISSION

Friday, January 27, 11:15 am - 12:30 pm, Room 33

Chair: Jonah Berger, University of Pennsylvania

People often share news and information with others. But why are certain things talked about more than others? And what are the consequences of social transmission for individual behavior, social cohesion, and collective outcomes? This session integrates various research perspectives and methodologies to illuminate causes and consequences of social transmission.

ABSTRACTS

WHAT DRIVES SOCIAL TRANSMISSION? Jonah Berger¹; ¹University of

Pennsylvania – Why are some stories and information shared more than others and what makes online content viral? This talk reviews recent work on the drivers of social transmission, both online and off. First, both experiments and empirical analysis of over 6 months of articles (~7,000) published by the New York Times demonstrates that physiological arousal boosts sharing. While content that induces more high arousal emotions (e.g., anger or amusement) is more likely to be shared and more likely to make the Times most emailed list, content which induces more low arousal emotions (e.g., sadness) is less likely to be shared. Further, incidental arousal (i.e., through watching an emotional video clip or running in place) boosts the transmission of unrelated natural content. Second, both experimental evidence and analysis of over 6,000 daily conversation diaries shows that motivational factors play a greater role in online (versus offline) transmission.

SOCIAL SHARING OF EMOTION, EMOTIONAL PROPAGATION AND SOCIAL INTEGRATION Bernard Rimé¹, Dario Paez²; ¹University of Louvain, Louvain-la-Neuve, Belgium, ²University of the Basque Country, San Sebastian, Spain –

When people experience an emotion, they share it with others 80-95% of the time. Such narratives were found to (1) spark listener’s interest which further stimulates the sharer’s emotional expression, (2) boost empathy and emotional connection, and (3) strengthen the sharer’s and listeners’ social bond. Follow-up with listeners, or the original targets of emotional sharing, revealed that 70% further retransmit what they heard to others and thus propagate emotional episodes across social networks. We found the social sharing of emotion to be particularly strong in collective emotional situations (e.g., massive demonstrations in Spain after Madrid 2004 terrorist attacks; victims and prisoners participation in Gacaca tribunals in post-genocide Rwanda). Sharing reactivates felt emotions, and collective sharing leads individuals’ consciousnesses to echo one another. This boosts participants’ feelings of group belonging which enhances their faith in their cultural beliefs and collective action.

SOCIAL DYNAMICS OF ONLINE GROUPS James W. Pennebaker¹, Yla Tausczik¹; ¹University of Texas at Austin –

How does what people talk about shape group functioning? Tracking the online dynamics of social, professional, and task-oriented working groups shows that social interchanges during the first five minutes of interaction predict long-term social cohesiveness and productivity. Natural language processing indicates that personal pronoun use, self-disclosure, and high rates of interaction help to reduce interpersonal tension that often accompanies groups of strangers when they meet. In addition to detailing these results, we will also describe a new technology that allows for the real-time analysis of the language of people in ongoing group discussions. Through the analysis of each participant’s language, it is possible to provide feedback to each individual as well as to the group as a whole. In short, we are now examining how automated methods can be used to shape group interaction and performance through the analysis of the words people use.

SOCIAL TRANSMISSION AND SOCIAL CONTAGION James Fowler¹,
¹University of California at San Diego – How does social transmission between people shape thoughts, feelings, and behaviors? From laughter epidemics to suicide cascades to the socially contagious spread of obesity, I present intriguing evidence to show that our real life social networks drive and shape virtually every aspect of our lives. How we feel, whom we marry, whether we fall ill, how much money we make, and whether we vote all depend on what others around us—even those distantly connected to us—are doing, thinking, and feeling. I will review some of our recent work in this area published in psychology, sociology, and medicine, show that these connections have an ancient evolutionary past, and describe how this will affect our new life as technology moves our social networks online.

Symposia Session B7

PERSONALITY DEVELOPMENT IN ADULTHOOD: FURTHER EXPLORING THE WHYS AND WHEREFORES OF STABILITY AND CHANGE

Friday, January 27, 11:15 am - 12:30 pm, Room 25

Chair: Wiebke Bleidom, Bielefeld University

Co-Chair: Joshua Jackson, Washington University in St. Louis

This symposium is dedicated to shed some further light on the mechanisms of personality development in adulthood. The four talks present a broad spectrum of advanced longitudinal approaches and methods, all designed to address questions of when, how, and why personality traits change or remain stable over time.

ABSTRACTS

DEVELOPMENT OF BIG-FIVE DOMAINS AND FACETS ACROSS 40 YEARS OF ADULTHOOD: MEAN-LEVEL CHANGES AND BROADLY VERSUS NARROWLY ACTING MECHANISMS Christopher J. Soto¹, Oliver P. John²,
¹Colby College, ²University of California, Berkeley – Data from a 40-year longitudinal study were used to test hypotheses about the development of Big-Five domains and facets from early adulthood through middle age. Mean-level analyses indicated that overall Agreeableness and Conscientiousness increased substantially with age, but also that several facets showed age trends that were distinct from the domain-level trends. Individual-level analyses indicated that personality changes were predominantly independent, rather than correlated, across Big-Five domains, and that the pattern of change correlations between Big-Five facets could be explained by the initial relations between facets at the first assessment time. Taken together, these results suggest that a complete understanding of adult personality development requires consideration of facet-level traits, and that most adult personality changes are caused by narrowly acting mechanisms that each influence a single Big-Five domain, or a small cluster (at most) of related facets, rather than by broadly acting mechanisms that simultaneously influence previously independent traits.

CAUSES AND CHARACTERISTICS OF CHANGES IN PERSONALITY – INTRINSIC MATURATION VERSUS MAJOR LIFE EXPERIENCES Jule Specht¹, Boris Egloff², Stefan Schmuckle³, ¹University of Muenster, ²Johannes Gutenberg University Mainz, ³University of Leipzig – Causes of changes in personality are frequently attributed to either (a) intrinsic maturation or (b) reactions to experiences and role expectations. To disentangle both hypotheses, a large (N=14,718) representative sample of Germans across all of adulthood was analyzed by using latent change and latent moderated regression models. Differences in mean-level changes and rank-order stability of the Big Five over a period of four years for individuals of different ages were investigated. Results showed strong changes in personality, especially before age 30 and after age 70. Furthermore, individuals who did or did not experience a specific major life event in the time in between were compared. Personality predicted the occurrences of several objective life events and changed in reaction to experiencing

these events, even after controlling for age. This gives evidence that changes in personality are not only due to intrinsic maturation but also due to major changes in life.

THE HONEYMOON PATTERN IN COUPLES: EXPLORING PERSONALITY TRAIT DEVELOPMENT FROM TWO PERSPECTIVES Joshua J. Jackson¹, R. Chris Fraley², ¹Washington University in St. Louis, ²University of Illinois – While research suggests that personality trait change across the lifespan occurs in a positive direction, the majority of studies rely exclusively on self-reports, rather than informant-reports. To examine whether trajectories from self- and informant-reports converge, 218 couples provided self- and informant-reports across five timepoints. Self-reported personality traits increased in expected (positive) directions, whereas partner-reports indicated decreases in positive traits. We refer to this as the honeymoon pattern, the phenomenon where partner reports of personality become less positive overtime. This honeymoon pattern was due to (1) an initial positivity bias, and (2) individuals' tendency to rate their partner's personality on the basis of changes in relationship satisfaction. Despite these opposing normative trends, results indicated that changes in self- and partner-reports were correlated. These findings demonstrate individuals' ability to identify changes in their partner's personality traits – thus providing support for the convergent validity of informant-reports in the study of personality development.

GENETIC AND ENVIRONMENTAL INFLUENCES ON PERSONALITY PROFILE STABILITY - UNRAVELING THE NORMATIVENESS PROBLEM Wiebke Bleidom¹, Christian Kandler¹, Rainer Riemann¹, ¹Bielefeld University – The present study is the first to disentangle the genetic and environmental influences on personality profile stability. Spanning a period of 10 years, we analyzed the etiology of three aspects of profile stability (overall profile stability, distinctive profile stability, and profile normativeness) using self- and peer reports from 530 identical and 275 fraternal twins reared together. This three-wave multi-rater twin design allowed us to estimate the genetic and environmental effects on latent true scores of the three aspects of profile stability, while controlling for method effects and random error. In sum, our findings emphasize the importance of distinguishing between the different aspects of personality profile stability, since overall and distinctive stability scores are likely biased due to the normativeness problem. Yet, our results support the assumption that, indicating a person's social adaptation, the normativeness of a personality profile itself has a psychological meaning beyond social desirable responding.

Symposia Session B8

DOWNSTREAM BENEFITS OF EMOTION REGULATION: NEW INSIGHTS ON PSYCHOLOGICAL, NEURAL, AND HORMONAL MECHANISMS

Friday, January 27, 11:15 am - 12:30 pm, Room 24

Chair: Pranjal Mehta, Erasmus University

Co-Chair: Thomas Denson, University of New South Wales

This symposium presents new research on the implications of emotion regulation for clinical disorders, aggressive behavior, social development, and financial decision-making. The findings suggest that emotion regulation has widespread benefits for psychological functioning in adults and adolescents, and these benefits are subserved by common and distinct emotion regulation systems.

ABSTRACTS

REAPPRAISAL: FROM BASIC MECHANISMS TO MECHANISTIC BREAKDOWNS Kevin Ochsner¹, ¹Columbia University – The ability to effectively manage our emotions is essential to the maintenance of both mental and physical well-being. One of the most flexible and powerful regulatory strategies is reappraisal, which involves cognitively changing our interpretation of the meaning of an event in order to change our

emotional response to it. In this talk I will present a series of studies designed to unpack the basic psychological and neural mechanisms underlying reappraisal, and how they function differently in clinical groups. The first part of the talk seeks to establish a model of basic reappraisal mechanisms by comparing and contrasting different forms of reappraisal to each other and to related regulatory strategies. The second part translates this model to help clarify how emotion dysregulation plays a role in both substance abuse and borderline personality disorder.

EMOTION REGULATION MECHANISMS UNDERLYING CONTROL OVER ANGER AND AGGRESSION: WHY MEAN PEOPLE MAY NOT BE AS MEAN AS YOU THINK Thomas F. Denson¹; ¹University of New South Wales –

Modern life demands effective control over anger-driven aggressive impulses. This research investigated psychobiological mechanisms by which at risk individuals can exert improved control over anger and aggression. Aggressive participants who completed two weeks of self-control training showed reduced anger and aggression when exposed to a laboratory provocation (Study 1). Acute sugar consumption reduced aggression among those high in trait aggressiveness but had no effect on anger (Study 2). Consuming sugar helped those low in working memory overcome reliance on automatic determinants of aggression (Study 3). During induced anger control, individuals low in endogenous cortisol and high in testosterone showed the highest levels of activation in brain regions implicated in emotion regulation (Study 4). The studies suggest that those high in trait aggressiveness, low in working memory, or hormonally at risk do try to exert control over anger and aggression, but sometimes lack the ability.

NEURAL CORRELATES OF EMOTION PROCESSING DURING PUBERTY: LONGITUDINAL CHANGES IN REACTIVITY, REGULATION, AND RELATIONS TO RISKY BEHAVIOR Jennifer H. Pfeifer¹, William E. Moore III¹, Carrie L. Masten², Mirella Dapretto³; ¹University of Oregon, ²University of California, Davis, ³University of California, Los Angeles –

The transition to adolescence is accompanied by significant biological and socioemotional changes, yet we know little about how pubertal development and emotion processing interact at the neural level. In this longitudinal fMRI study, 45 neurotypical participants observed affective facial displays (angry, fearful, happy, sad, and neutral) at two timepoints (10 and 13 years of age). Responses in ventral striatum increased from 10-13 years, and the magnitude of this increase was correlated with less susceptibility to peer influence and less engagement in risky behaviors. Amygdala activity was positively correlated with pubertal development at both timepoints. However, temporal pole, ventrolateral and dorsomedial PFC, and hippocampal responses positively correlated with pubertal development only in early adolescence. Together, these results suggest that neural indices of emotion reactivity increase during puberty – yet so do markers of implicit emotion regulation (in ventral striatum and ventrolateral PFC), and this may have important protective functions during adolescence.

FROM MAIN STREET TO WALL STREET: THE BENEFITS OF MINDFULNESS TRAINING FOR REGULATING EMOTIONS DURING DECISION-MAKING Pranjal Mehta¹, Mark van Overveld², Ale Smidts², Bernd Figner³; ¹University of Oregon, ²Erasmus University, ³Columbia University –

Mindfulness as an emotion regulation strategy has been linked to beneficial health outcomes, but its role in economic decision-making remains unclear. The present research tested the influence of mindfulness training on financial decisions and explored the underlying mechanisms. In Study 1, a brief mindfulness meditation exercise (paced breathing) improved financial decision-making in students, and this effect occurred via increased sensitivity to financial gain information. Study 2 linked performance on the laboratory decision-making task from the previous study (the Columbia Card Task) to markers of real-world decision-making in private investors. Study 3 showed that a brief mindfulness exercise (a) increased monetary profits in professional traders who played a simulated trading game, and (b) induced a neuroendocrine profile previously implicated in rational decision-making and stress reduction (testosterone increase, cortisol decrease). These studies demonstrate the benefits of mindfulness

for ecologically valid financial behaviors and reveal the psychological and biological mechanisms.

Symposia Session B9

THE VARIETIES OF CONSCIOUS EXPERIENCE

Friday, January 27, 11:15 am - 12:30 pm, Room 23

Chair: Adrian F. Ward, Harvard University

Co-Chair: Daniel Wegner, Harvard University

In this symposium, we illustrate the varieties of conscious experience, presenting the case that conscious experience varies widely across contexts. Speakers will discuss both natural variations in consciousness – from a blank mind to multiple simultaneous streams of thought – and the effects of external training and demands on conscious experience.

ABSTRACTS

THE CARTESIAN MULTIPLEX: COULD THE MIND ENTAIL MULTIPLE SIMULTANEOUS STREAMS OF CONSCIOUSNESS? Jonathan W.

Schooler¹; ¹University of California, Santa Barbara – In recent years, the notion of a “Cartesian Theatre” in which consciousness comes together into a single unified experience has come under attack. Although intuitively appealing this notion is problematic for a number of reasons including 1) the distributed representation of consciousness in the brain, 2) temporal discrepancies in the processing of multiple sources of information, and 3) the homunculus problem of an infinite regress of observers. In this talk I will explore the possibility that these difficulties might be addressed if we reject the notion that brains maintain a singular train of consciousness. Rather than a Cartesian Theatre, I will argue that the mind is actually constituted of a Cartesian Multiplex of multiple simultaneous streams of consciousness. Although highly speculative, this provocative thesis is consistent with research on: dissociative identity disorder, split-brain patients, multiple streams of visual processing, and the benefits of incubation effects during mind wandering.

WHEN THE MIND GOES AWAY: MIND-BLANKING AND THE EXPERIENCE OF CONSCIOUSNESS Adrian F. Ward¹, Daniel M. Wegner¹; ¹Harvard University –

Is it possible for the mind to be blank? Conscious thought is central to human experience, and this centrality has led many to propose that the stream of consciousness is uninterrupted – that “thought is...without breach, crack, or division” (James, 1892). We propose that these presumptions of omnipresence are premature, and explore the phenomenon of “mind-blanking,” a mental state defined by a lack of conscious thought. Using experimental evidence from several studies, we present the case that (1) mind-blanking is a distinct mental state, distinguishable from both stimulus-dependent thought and other stimulus-independent mental states such as mind-wandering; (2) mind-blanking is subject to ironic effects of mental control, such that attempts to suppress blanking result in more blanking than if suppression had never been attempted; and (3) mind-blanking is subject to ego depletion effects, such that ego-depleting activities result in higher incidences of blanking during a subsequent free thought period.

MISERLY MONITOR: MANAGING TRADE-OFFS IN ATTENTION TO CURRENT AND FUTURE PURSUITS Malia Mason¹, Clarissa Cortland¹, Beth Devine¹, Krishna Savani¹; ¹Columbia Business School –

Successful function in day-to-day life requires striking a balance between two fundamental dynamics: concentrating on the task at hand and monitoring for opportunities to act on other outstanding commitments and needs. How the mind balances these competing demands – and with what success – are important questions without clear answers. In three experiments we demonstrate that people have an imperfect but astute capacity for balancing the demands of an ongoing task with those associated with keeping unfulfilled goals on their proverbial radar. Despite progress in understanding how people shift attention among external sources of information, there is a paucity of research on how internal sources capture attention, when they compete for resources, and if people can man-

age trade-offs introduced. We believe the current studies signal an important step in this direction.

TRAINING THE MIND: THE EFFECTS OF INTENSIVE MEDITATION ON PERCEPTION, ATTENTION, AND SELF-REGULATION Katherine A. MacLean¹, Baljinder K. Sahdra², Emilio Ferrer², Phillip R. Shaver², Stephen R. Aichele², David A. Bridwell³, Anthony P. Zanesco², Tonya L. Jacobs², Brandon G. King², Erika L. Rosenberg², B. Alan Wallace⁴, George R. Mangun², Clifford Saron²; ¹Johns Hopkins University School of Medicine, ²University of California, Davis, ³University of California, Irvine, ⁴Santa Barbara Institute for Consciousness Studies – A longitudinal study of intensive Shamatha-style Buddhist meditation (5 - 10 hours per day for 3 months) indicates that mental training results in changes in perception, attention, and self-regulation. Trainees showed improvements in visual perception (ability to discriminate line-length differences) and response inhibition (ability to withhold responses to rare targets), and maintained these improvements 5 months after training. Changes in visual perception were linked to better vigilance, suggesting that perceptual improvements can make it easier to sustain voluntary attention. Improvements in response inhibition were linked to changes in self-reported adaptive functioning, operationalized as a latent factor underlying measures of anxious and avoidant attachment, mindfulness, ego resilience, empathy, the Big Five personality domains, difficulties in emotion regulation, depression, anxiety, and psychological well-being. This finding suggests that enhanced capacity for self-regulation is an important precursor of changes in emotional well-being. Moreover, these results suggest that mental training can fundamentally alter conscious experience.

Symposia Session B10

BRIDGING INTELLECTUAL CULTURES: INTERGROUP PROCESSES ACROSS CULTURAL CONTEXTS

Friday, January 27, 11:15 am - 12:30 pm, Room 32

Chair: Janetta Lun, University of Maryland at College Park

Co-Chair: Jeanine Skorinko, Worcester Polytechnic Institute

Research on intergroup processes seldom takes cultural contexts into account. This symposium gathers research that amends this intellectual blind-spot and highlights the importance of considering cultural contexts in understanding intergroup processes and dynamics.

ABSTRACTS

DIFFERENT SOCIAL ECOLOGIES LEAD TO DIFFERENT GROUP PROCESSES: THE CASE OF RELATIONAL MOBILITY

 Masaki Yuki¹, Kosuke Takemura²; ¹Hokkaido University, ²Kyoto University – We propose that different types of social ecologies should lead to qualitatively different group processes. In social ecologies high in relational mobility, where there are a greater numbers of options to choose between social groups, category-based group processes are prevalent: people join groups based on similarity in goals, values, etc., and they pay attention to, and are motivated to enhance and improve, intergroup status differences. On the contrary, in social ecologies low in relational mobility, where group memberships tend to be ascribed and are difficult to change, network-based processes are prevalent: people pay attention to interpersonal relationships within the in-group, and are motivated to maintain mutual cooperation. A review of empirical studies that compare a broad range of group processes, such as social identity, group perception, cooperation, trust, and intergroup discrimination, between North Americans (those living in high mobility societies) and East Asians (in low mobility societies), confirmed this expectation.

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IMMIGRANT STEREOTYPES: IMPACT OF SOCIETAL DIVERSITY ON TARGET IMAGES AND LAY THEORIES ABOUT OUTGROUP PERCEPTION

 Tiane Lee¹, Susan Fiske², Minoru Karasawa³; ¹University of Maryland at College Park, ²Princeton University, ³Nagoya University – Studies investigated immigrant perception in two social contexts. In the US, perceivers differenti-

ate different immigrants groups along warmth and competence dimensions. In Japan, a less heterogeneous nation, perceivers were able to distinguish East Asian immigrant groups along the two dimensions but cluster other immigrants groups together. In both contexts, representations of immigrants are mostly determined by the immigrants' ethnicity and national origin, immutable characteristics. However, when asked directly about how society evaluates immigrants, both Americans and the Japanese reported targets' efforts to assimilate (e.g. work ethics, attempts to speak local language). These findings suggest that diverse cultural contexts increase differentiation of immigrants' stereotypic images even though people hold similar lay theories about how their respective societies evaluate immigrants. (118)

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SOCIAL TUNING OF EGALITARIAN ATTITUDES ACROSS CULTURES

 Jeanine Skorinko¹, Janetta Lun²; ¹Worcester Polytechnic Institute, ²University of Maryland at College Park – The present research examines whether culture influences the extent to which people tune their intergroup attitudes toward others' egalitarian beliefs (i.e., social tuning). In Experiment 1, Hong Kong participants were less prejudice toward homosexuals when they interacted with a person who was thought to hold egalitarian views than neutral views but White Americans in the US did not show such a difference. Experiments 2 and 3 examined the cultural effect by situationally activated cultural orientations. Bi-cultural Hong Kong people who thought about Chinese culture showed social tuning effect, but those thought about American culture did not. In Experiment 3, White Americans who adopted a collectivistic mindset showed more positive attitudes toward homosexuals and African Americans than those who adopted an individualistic mindset. These findings suggest that social tuning may be a core relational strategy in cultures where people have a strong need for shared reality.

Essentialist theory refers to the beliefs that social categories, such as racial or cultural groups, possess underlying qualities that are immutable. Previous research revealed that Asian Americans who endorse essentialist beliefs tend to perceive racial boundaries as discrete and experience more difficulties in integrating their cultural experiences (Chao, Chen, Roisman, & Hong, 2007; Hong, Chao, & No, 2008); however, little is known about the mechanism through which essentialist beliefs influence individuals' cultural experiences and their implications for cultural competence. The current research fills this void. In a longitudinal investigation, we hypothesized and found that essentialist beliefs heightened sojourners' anxious anticipations of discrimination from the majority group (i.e., rejection sensitivity; Chen & Mendoza-Denton, 2008), increasing the difficulty they experienced in adjusting to foreign culture, which in turn had far-reaching implications to the development of their cultural competence. Implications of these findings will be discussed.

ESSENTIALIZING CULTURE: IMPLICATIONS TO SOJOURNER ADJUSTMENT AND THE DEVELOPMENT OF CULTURAL COMPETENCE

 Melody M. Chao¹, Jiing-Lih Farn¹; ¹The Hong Kong University of Science and Technology – Essentialist theory refers to the beliefs that social categories, such as racial or cultural groups, possess underlying qualities that are immutable. Previous research revealed that Asian Americans who endorse essentialist beliefs tend to perceive racial boundaries as discrete and experience more difficulties in integrating their cultural experiences (Chao, Chen, Roisman, & Hong, 2007; Hong, Chao, & No, 2008); however, little is known about the mechanism through which essentialist beliefs influence individuals' cultural experiences and their implications for cultural competence. The current research fills this void. In a longitudinal investigation, we hypothesized and found that essentialist beliefs heightened sojourners' anxious anticipations of discrimination from the majority group (i.e., rejection sensitivity; Chen & Mendoza-Denton, 2008), increasing the difficulty they experienced in adjusting to foreign culture, which in turn had far-reaching implications to the development of their cultural competence. Implications of these findings will be discussed.

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Symposia Session B11

THE POWER OF CONNECTING WITH OTHERS: INVESTIGATING EMPATHY, ADMIRATION, COMPASSION, AND SOCIAL CONNECTION IN THE BRAIN

Friday, January 27, 11:15 am - 12:30 pm, Room 26

Chair: Sylvia A. Morelli, University of California, Los Angeles

Co-Chair: Matthew D. Lieberman, UCLA

This symposium explores how neural responses during empathy, admiration, and compassion relate to real-world empathic behavior and altruistic actions. In addition, the speakers suggest that people may support others because it is inherently rewarding. Taken together, these studies demonstrate that our brains are wired for other-oriented emotions and behaviors.

ABSTRACTS

INDIVIDUAL DIFFERENCES IN VERBAL DESCRIPTIONS OF COMPASSION AND ADMIRATION PREDICT SOMATOSENSORY AND SELF-RELATED NEURAL ACTIVATIONS

Mary Helen Immordino-Yang¹, Darby Saxbe¹, Xiaofei Yang¹; ¹University of Southern California – Social emotions, such as compassion for social pain and admiration for virtue, play a critical role in interpersonal relationships, motivation, and morality. Although these emotions are ostensibly concerned with others' situations, the experience of compassion and admiration may heighten self-awareness about one's own behavior (e.g. Am I virtuous?). 32 participants reviewed narratives designed to evoke admiration and compassion and discussed their empathic reaction to the narratives. Participants saw these same stories in the fMRI scanner and rated their emotional reaction. Individual differences in word choice during the interview (i.e. cognitive, affective, or body-related words) predicted activation in somatosensory and self-related brain regions. Individuals who used affective/embodied verbal descriptions recruited regions associated with bodily feeling and "self" compared to individuals with cognitive verbal descriptions. Results suggest that verbal styles used to describe feelings of admiration and compassion are associated with differential neural responses in self-related regions while experiencing these emotions.

THE NEURAL CORRELATES OF EMPATHY FOR POSITIVE EMOTIONS: IMPLICATIONS FOR DAILY EXPERIENCES OF SHARED POSITIVE EMOTION AND HELPING

Sylvia A. Morelli¹, Lian T. Rameson¹, Eva H. Telzer¹, Matthew D. Lieberman¹; ¹University of California, Los Angeles – While empathy for negative emotions may be distressing for the empathizer, empathy for positive emotions may be inherently rewarding. Thus, people who are sensitive to the positive emotions of others may be motivated to share and generate positive affect in others more frequently. To test this, we examined the neural correlates of empathy for positive emotion. Participants were asked to empathize with photos of individuals experiencing positive events (e.g. being hired for their dream job). Participants also completed an experience-sampling study to assess the frequency of shared positive emotion and helping behavior. Neural activity in mentalizing (medial prefrontal cortex) and reward regions (ventral striatum, dorsal striatum, ventromedial prefrontal cortex) in response to empathizing with positive events was associated with higher daily frequency of shared positive emotions and helping others. Results suggest that people who frequently share and generate positive affect in others feel more rewarded when empathizing with positive emotions.

THE NEURAL BASIS OF SOCIAL CONNECTION: EXPLORING THE NEURAL CORRELATES OF GIVING AND RECEIVING SOCIAL SUPPORT

Naomi I. Eisenberger¹, Tristen K. Inagaki¹; ¹University of California, Los Angeles – Many of life's most rewarding experiences occur in close relationships. Here, I will explore whether these 'pleasurable' experiences—specifically those involved in giving and receiving social support—rely on reward-related neural regions. In study 1, participants supported their partners (held their arms) as they received painful stimulation. Supporting led to greater activity in the ventral striatum, a reward-related neural region, even when compared with another ostensibly rewarding condition—arm-holding without pain. In study 2, participants received support by viewing pictures of their partner while receiving painful stimulation. Participants reported feeling less pain while viewing partner (vs. control) pictures and showed greater activity in the ventromedial prefrontal cortex, a reward-related neural region also involved in signaling safety and reducing distress. Additionally, greater activity in this region was associated with lower pain responses. Together, these studies shed light on the different types of reward-related neural regions that underlie experiences of social connection.

THE COMPASSIONATE NERVOUS SYSTEM Dacher Keltner¹, Emiliana Simon-Thomas², Elizabeth Castle³; ¹University of California, Berkeley, ²Stanford University, ³University of California, Los Angeles – The question of how compassion evolved was one of the first controversies that arose in early evolutionary thought. For sound evolutionary reasons, Darwin argued that compassion has been shaped by selection processes and is our species' strongest instinct. In this talk, we outline recent neuroscientific evidence that supports this claim. When people experience compassion the vagus nerve – a mammalian bundle of nerves involved in social engagement – is activated, and correlates with care-related ethical judgments and altruistic actions. When people experience compassion they show increased activation in periaqueductal grey, a region known in mammalian research to be involved in care-giving behavior and the down regulation of pain. People with a particular polymorphism of an oxytocin-related gene (OXTR), the GG allele, show self-report and physiological evidence of a stronger compassionate temperament. Together these findings suggest strongly that there are prosocial processes in our nervous system, as Darwin long ago surmised.

Symposia Session C and Presidential Address

Friday, January 27, 2:00 - 3:15 pm

Presidential Address**EMPOWERING PEOPLE TO BREAK THE PREJUDICE HABIT: DISCOVERING MY INNER CIALDINI**

Friday, January 27, 2:00 - 3:15 pm, Ballroom 20A

Speaker: Trish Devine

Although most people consciously renounce prejudice, unconscious prejudice persists. Indeed, many people report that despite wanting to eliminate such biases, they do not know how to translate their values into behavior. Recognizing that unconscious biases are a major culprit in the perpetuation of unfairness and discrimination, prejudice researchers have sounded a clarion call to develop effective techniques to reduce such biases. In response to this call, we developed an intervention to train the conscious mind to overcome unconscious prejudice. Synthesizing my research on prejudice reduction as a habit breaking process with advances in the assessment of implicit prejudice, the intervention (1) confronts people with their implicit prejudice, (2) educates them about the consequences of implicit prejudice and (3) teaches them tools to reduce implicit prejudice. Our studies showed the intervention to be effective. Those who went through training showed both greater concern over the consequences of implicit prejudice and lower levels of such prejudice over time, compared to a control group that did not go through training. No previous work has demonstrated such long lasting and meaningful reduction in unconscious bias. Post-study responses revealed that the training was empowering and motivated participants to work to overcome unconscious prejudice. The work provides the first direct evidence that prejudice is a habit that can be broken.

Symposia Session C2**VIRTUES AND VIOLATIONS: COPING WITH IMMORALITY AND INJUSTICE**

Friday, January 27, 2:00 - 3:15 pm, Room 31

Chair: Jonathan Berman, University of Pennsylvania

Co-Chair: Cindy Chan, University of Pennsylvania

People are often confronted by immorality and injustice in their environments, in others, and even in themselves. Four papers show how people

react to these violations through their behaviors (by consuming less and donating more), reasoning processes (by dissociating moral judgments), and self-presentation (by appearing to be more fair).

ABSTRACTS

MORAL VIOLATIONS REDUCE ORAL CONSUMPTION Cindy Chan¹, Leaf Van Boven², Eduardo B. Andrade³, Dan Ariely⁴; ¹University of Pennsylvania, ²University of Colorado at Boulder, ³University of California, Berkeley, ⁴Duke University – Moral violations arouse disgust and disgust is an evolutionarily important signal of contamination; therefore, we hypothesize that exposure to moral violations, like exposure to viscerally disgusting stimuli, reduces oral consumption. Three experiments with three distinct manipulations test this prediction. People ate fewer M&M'S and drank less water while watching a film portraying moral violations of genocide, writing about moral violations of theft and cheating, and when the consumption product itself was associated with moral violations of greed. These findings imply that “moral disgust” influences consumption of food and beverages in ways similar to visceral disgust, and thus provide evidence for the associations between moral violations, emotion, and behavior.

TIP OF THE HAT, WAG OF THE FINGER: HOW MORAL DECOUPLING ENABLES INDIVIDUALS TO ADMIRE AND ADMONISH Jonathan Z. Berman¹, Amit K. Bhattacharjee¹, Americus Reed II¹; ¹University of Pennsylvania – We examine the reasoning processes individuals use to support public figures that have acted immorally. Current research shows that people morally rationalize by cognitively reconstructing improper conduct in order to maintain support for a transgressor. In contrast, we propose that people also engage in moral decoupling, a previously unstudied moral reasoning process by which judgments of performance are selectively dissociated from judgments of morality. Five lab studies demonstrate that moral decoupling exists and is psychologically distinct from moral rationalization. Moreover, because moral decoupling does not involve implicitly condoning immoral behavior, it feels less wrong and is easier to justify than moral rationalization. Hence it allows individuals to tip their hat at a transgressor's performance while simultaneously wagging their finger at his immoral actions. Finally, a field study suggests that in situations involving public figures' transgressions, moral decoupling may be more predictive of individual support (and opposition) than rationalization.

BALANCING THE SCALES: BENEFITING FROM INEQUITY PROMOTES PROSOCIALITY Yoel Inbar¹; ¹Tilburg University – Across countries and cultures, people care about fairness. Indeed, a regard for equitable treatment—and a corresponding aversion to inequity—are thought to be moral universals (Graham, Haidt, & Nosek, 2009). Beyond maintaining equity in dyadic interactions, people also strive to maintain equity in a broader, metaphorical sense (i.e., “equity with the world”; Austin & Walster, 1975), and act selfishly when they feel the world has treated them inequitably (Zitek et al., 2010). Here, I investigate the inverse: whether seeing oneself as the beneficiary of inequity promotes prosocial behavior. Participants were rewarded for their performance on a lab task either fairly (based on good performance), randomly, or unfairly (they received a reward despite performing poorly). Participants who had been rewarded unfairly were subsequently more willing to donate to charity, especially if they had a strong pre-existing belief that the world is fair.

THE VEIL OF FAIRNESS: CHILDREN LEARN TO APPEAR MORAL WITHOUT BEHAVING MORALLY Marco Piovesan¹, Natalia Montinari², Francesca Gino¹, Michael I. Norton¹; ¹Harvard University, ²Max Plank Institute of Economics – Previous research suggests that humans develop an increasing concern with norms of fairness over the course of childhood. However, adults frequently engage in moral hypocrisy, attempting to appear fair without actually being fair. We explore whether children truly do behave more fairly towards others or merely learn to appear fair while

continuing to behave selfishly. Children aged 5-10 (N = 686) had the opportunity to choose a fair procedure (flipping a coin) to assign attractive and boring prizes to themselves or others, but could then lie by reporting the outcome that would give them the preferable prize. While younger children tended to choose the attractive prize right away without flipping the coin, older children were much more likely to flip the coin – yet continued to assign themselves to the attractive prize. As children grow older, they become skilled at hiding their selfish decisions under a veil of fairness.

Symposia Session C3

SOCIAL NETWORK ANALYSIS IN PERSONALITY AND SOCIAL PSYCHOLOGY

Friday, January 27, 2:00 - 3:15 pm, Room 25

Chair: Gregory Webster, University of Florida

Social networks are ideal for social-personality psychology research because they integrate information about individuals (nodes) and their relationships (ties). The purpose of this symposium is to provide a primer on social network analysis for social-personality psychologists and to show its usefulness in studying personality, health behavior change, and social conventions.

ABSTRACTS

PERSONALITY SHAPES REAL-WORLD AND ONLINE SOCIAL NETWORKS Benjamin Crosier¹, Gregory Webster¹, David Stillwell², Michal Kosinski², Tatiana Orozco Schember¹, Corinne Novell¹; ¹Department of Psychology, University of Florida, ²The Psychometrics Centre, University of Cambridge – Although our social interactions shape the structure of both traditional and online social networks, our personality traits also shape the social world around us. Across three samples, we examined the relationship between Big Five personality and social network structure in university students (Study 1), in school-level network data from nearly 6,500 high school students from the National Longitudinal Study of Adolescent Health (Study 2), and in nearly 10,000 Facebook users from the myPersonality project (Study 3). Overall, we found that personality influences the position people occupy in their egocentric social networks. Specifically, extraversion and conscientiousness emerged as powerful predictors of transitivity (links among triads of friends), brokerage (connecting different cliques), network density, and network centrality (importance or influence) across three studies. We will discuss the importance of extraversion, the primacy of individual-level over group-level variables relating to network structure, and the extent to which online social networks reflect real-world ones.

SELF AND INFORMANT PERCEPTIONS OF PERSONALITY ASSESSED VIA SOCIAL NETWORK ANALYSIS Allan Clifton¹; ¹Department of Psychology, Vassar College – Although it is widely accepted that individuals behave differently in different situations, most self-report measures of personality assess how one “usually” sees oneself. I describe a method of using social network analysis to examine different aspects of personalities elicited by interactions with specific friends, family members, and acquaintances within the network. Participants provided standard self-report personality information, including the IPIP-NEO and IIP, then detailed relationships with and among 30 individuals in their personal social networks. Participants subsequently completed a brief FFM inventory (the TIPI) regarding their personality when interacting with each of the members of their networks. A subset of individuals from each network completed an informant version IPIP-NEO of the target participant's personality. Self and informant congruence is improved by including dyadic judgments of personality, suggesting that contextual information can be used to advance personality assessment.

WHAT DRIVES CHANGES IN HEALTH BEHAVIOR OF COLLEGE FRESHMEN: PERSONALITY OR SOCIAL INFLUENCE? Skyler S. Place^{1,2}, David Lazer^{1,3}, Brian Rubineau⁴, Michael Neblo⁵; ¹College of Information and Computer

Science, Northeastern University, ²Institute for Quantitative Social Science, Harvard University, ³Department of Political Science, Northeastern University, ⁴Department of Organizational Behavior, Cornell University, ⁵Department of Political Science, The Ohio State University – Recent research has highlighted the role of social influence across many health issues, from obesity to smoking. Here we build on this research with a framework to distinguish between social influence and social selection. We utilize a new dataset that contains measurements of students' change in health behavior from the beginning to end of the first semester of college. By capturing these students' friends, who they respect, and who they are spending time with, we are able to define multiplex social networks for which there are competing theoretical priors regarding expected social influences on health behavior. We combine these data with individual personality measures, and are able to show that some changes in behavior involving mental and physical health in the first several months of college are dependent on personality (in particular openness and extraversion) and some reflect social influence through differentiated relational pathways.

THE EMERGENCE OF SOCIAL CONVENTIONS IN SOCIAL NETWORKS

Winter Mason¹, Meeyoung Cha², Krishna Gummadi³, Farshad Kooti³, Haeryun Yang²; ¹Stevens Institute of Technology, ²Korea Advanced Institute of Science and Technology (KAIST), ³Max Planck Institute for Software Systems (MPI-SWS) – Although social conventions are a powerful guide for behavior, the way they emerge in communities is not well understood. We focus on competing conventions for attributing reposts to the original source on Twitter. We analyze over 1.7 billion "tweets" from 54 million users, and observe how the conventions emerged and spread through the network of Twitter users. Initially the most successful conventions were borrowed from natural language ("via" and "retweeting"), but over time a community-specific convention came to dominate ("RT"). Additional evidence suggests this specificity to the community, along with efficiency of communication and the timing of the adoption, are key variables in the acceptance of the convention. We build models that suggest there are some features that encourage the adoption of one convention over another, but that there remains significant inherent unpredictability in what convention will ultimately dominate.

Symposia Session C4

LIMITS AND EXTENSIONS OF EMOTIONAL CONTAGION

Friday, January 27, 2:00 - 3:15 pm, Room 24

Chair: Adam D. I. Kramer, Facebook, Inc.

We present research that pushes the boundaries of our understanding of "emotional contagion," the phenomenon via which people "catch" the emotions experienced by their communication partners, including: whether contagion require nonverbal cues; whether different emotions are contracted differently; who contracts which emotions; and how emotions "spread" via social media.

ABSTRACTS

EMOTIONAL CONTAGION IN TEXT-BASED COMMUNICATION Jamie

Guillory¹, Jeffrey Hancock¹; ¹Department of Communication, Cornell University – Emotional contagion occurs robustly across face-to-face (FtF) interactions, but does this occur in text-based (TB) communication (instant messaging), which lacks nonverbal cues? Two studies demonstrate people's ability to express, identify and "catch" emotional states in TB communication. In Study 1, communication partners were able to distinguish acted-out positive and negative emotional expressions of communication partners, who conveyed emotions with linguistic strategies. In Study 2, emotional contagion of negative emotion took place as induced emotion spread from one group member to two partners. Linguistic differences emerged in groups sharing negative emotion compared to those sharing no specific emotions. This supports Walther's (1992) argument that people employ verbal cues in TB communication to

convey relational information that would be transmitted via nonverbal cues in FtF, and suggests that Eckman's (1982) claim regarding nonverbal markers of emotion (e.g., facial expression) may be strict requirements for catching emotions.

RIPPLES IN THE OCEAN: EMOTIONAL CONTAGION ON FACEBOOK

Adam D. I. Kramer¹; ¹Facebook, Inc. – Recent research (Guillory, this symposium) suggests that emotions can be contracted via entirely verbal (text-based) cues. As such, I describe two large-scale (N > 1m) computational text analysis studies of Facebook status updates to address two arguments against emotional contagion: 1) Status updates are "undirected" and distal, meaning that there is no social requirement to "mirror" another's emotional state (which could modify emotion via other processes; Strack, 1988). 2) Via a three-day "lagged control" method, we account for "common causes," in which the cause of an actor's emotional state is instrumentally emotion-invoking in the observer. With these controls, I still find evidence for emotional contagion: When a friend's update contains positive words, subjects' own updates contained more positive (and fewer negative) words even three days later. Friends' use of negative words predicted more use of negative words in subjects, but not decrease in the number of positive words used.

EMOTIONAL CONTAGION IN THOSE WHO FEEL AND LACK EMPATHY

Cherie Luchhurst¹; ¹Department of Psychology, University of Hawaii – Humans unconsciously attend to the behavior of other humans, leading us, through a cascade of neural and behavioral events, to feel others' feelings. Doherty's (1997) "Emotional Contagion Scale" (EC) measures one's facility at "catching" emotions. This scale, along with the Toronto Empathy Questionnaire (2009), was used in a recent study to compare capacity for empathy with susceptibility to emotional contagion of a sample of people in Honolulu. Not surprisingly, participants' EC scores strongly correlated with their empathy scores. However, deeper examination of the EC data revealed that those with stronger empathy were more susceptible to positive emotions of others, such as love and happiness. Those same participants were less susceptible (or more resistant) to negative emotions such as sadness and anger. Our findings indicate that humans are not equally sensitive to positive emotions as negative ones: Those who feel strong empathy may lack the ability to "catch" negative emotions.

Symposia Session C5

SOME UNANTICIPATED AND SOMETIMES UNWANTED CONSEQUENCES OF PERSPECTIVE TAKING

Friday, January 27, 2:00 - 3:15 pm, Room 23

Chair: Arielle Silverman, University of Colorado at Boulder

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

This symposium explores unanticipated and unwanted consequences of perspective taking. Perspective taking may fail to reduce stereotyping in some situations, and people can sometimes be more egocentric in competitive than in cooperative contexts. Perspective taking can also reduce positive social judgments of favorably stereotyped others, and of physically disabled.

ABSTRACTS

SIMULATING THE EXPERIENCE OF THE OTHER: IDENTITY-TAKING WITH FICTIONAL CHARACTERS AS A MEANS TO REDUCE STEREOTYPING AND PREJUDICE

Geoff F. Kaufman¹, Lisa K. Libby¹; ¹The Ohio State University – Identity-taking is the spontaneous, imaginative process by which individuals, via mental simulation, adopt a fictional character's persona and perspective as their own, and, as a result, experience changes in attitudes and behavior that align with the character's. The present research explored the potential for reducing stereotyping and prejudice by means of identity-taking with outgroup protagonists. Study 1 revealed that when a character's group membership was revealed early in a narrative, participants were less inclined to experience identity-taking with a char-

acter who held an outgroup versus ingroup membership. Studies 2 and 3 aimed to overcome this obstacle by delaying the revelation of the character's group membership. Consistent with Study 1, revealing a character's outgroup membership as a homosexual or African-American early in a narrative inhibited identity-taking; however, delaying the disclosure of outgroup status allowed identity-taking to occur, consequently lowering levels of stereotype application and producing more favorable attitudes toward the outgroup.

COMPARISON, COMPETITION, AND EGOCENTRISM: WHEN EXPECTING DIFFERENCES INCREASES SOCIAL PROJECTION Sara D. Hodges¹, Nicole M. Lawless¹; ¹University of Oregon

Several theories imply that people project more to others with whom they expect to be similar than to those from whom they expect to differ. Sometimes, however, comparison and competition may engender greater social projection in interactive contexts that invite people to think carefully about others' minds in order to perform better in competition. Support for this hypothesis is provided by two studies in which participants rated their own bad study habits and discussed these habits with a partner participant. In Study 1, participants were told that they and their partner had either similar (cooperative context) or dissimilar (comparative context) social attitudes. In Study 2, participants were either asked to gauge whose study habits were worse (competitive context) or to learn about each other's habits. Participants in comparative and competitive contexts exhibited more social projection when rating study habits than in the other conditions. Comparison and competition thus increased egocentrism.

SEEING A DOCTOR AS LESS COMPASSIONATE: PERSPECTIVE TAKING RESULTS IN MORE NEGATIVE VIEWS OF POSITIVE TARGETS Cynthia Wang^{1,2}, Gillian Ku³, Adam Galinsky⁴; ¹University of Michigan, ²National University of Singapore, ³London Business School, ⁴Northwestern University

Perspective-taking has been found to consistently reduce stereotyping of negatively stereotyped targets, as when African Americans are judged as less aggressive and the elderly as less dependent. Using two positive targets (a doctor and an engineer) and both measures and manipulations of perspective-taking, six studies tested whether perspective-taking can result in less stereotyping of positively stereotyped targets. For example, we explored whether perspective-takers see doctors as less compassionate. Studies 1A and 1B found that perspective-taking reduces stereotyping for positive targets. Studies 2A and 2B demonstrated that participants reported less prejudice towards positive targets after perspective-taking. Studies 3A and 3B found that perspective-taking reduces stereotyping regardless of whether the target is stereotypically positive or negative. We theorize that, via self-other overlap, perspective-taking has a moderating effect, both statistically and conceptually, in the application of stereotypes. Perspective-taking can thus reduce both negative views of negative targets and positive views of positive targets.

STUMBLING IN THEIR SHOES: NEGATIVE EFFECTS OF SIMULATING DISABILITY ON DISABILITY ATTITUDES Arielle Silverman¹, Jason Gwinn¹, Leaf Van Boven¹; ¹University of Colorado at Boulder

Anecdotal and some empirical evidence shows that simulating a disability such as blindness increases liking of disabled targets. Sometimes, however, simulating disabilities can make the disabled seem relatively incompetent, as demonstrated in two experiments. In Experiment 1, participants simulated blindness or deafness, completing several tasks (such as pouring water or sorting coins) while artificially impaired (by blindfold or ear plugs). In Experiment 2, participants simulated blindness, amputeeism, or no disability. In both experiments, participants who had simulated blindness, compared with the other conditions, judged the blind as less competent in traits, and less capable of living and functioning independently. In Experiment 2, participants also rated blindness as a more impactful, life-altering condition after simulating blindness. We suggest that simulating blindness makes the blind seem incompetent because the simulations make salient the challenges of disability, causing people to underappreciate the disabled's ability to cope with and overcome their disability.

Symposium Session D and Block Award Address

Friday, January 27, 3:30 - 4:45 pm

Jack Block Award for Personality Research

The Jack Block Award honors a scholar recognized specifically for his or her research accomplishment in personality psychology. Jack Block is known for his analytic sophistication, theoretical depth, and wide scholarship. Recipients of this award are accomplished in these areas as well.

Selection Committee: Oliver C. Schultheiss (Chair), Roy Baumeister, Verónica Benet-Martínez, Michael Furr.

IMPULSE, CONSTRAINT, AND SEROTONERGIC FUNCTION: WHAT IMPULSIVE AGGRESSION HAS IN COMMON WITH DEPRESSION

Friday, January 27, 3:30 - 4:45 pm, Ballroom 20A

Recipient and Speaker: Charles Carver, University of Miami

Introducer: Michael Scheier, Carnegie Mellon University

Several theories in psychology assume two simultaneous modes of processing, one more basic and reactive, the other more deliberative and planful. This presentation will relate those ideas to serotonergic function. Variation in serotonergic function has been tied to behavior of several sorts, including impulsive aggression, borderline personality disorder, sensation seeking, and depression. Dual-process models suggest a way to conceptualize these associations: Low serotonergic function may enhance the relative influence of the lower-order system, whereas higher serotonergic function may enhance the relative influence of the higher-order system. Evidence pertaining to this hypothesis raises a number of issues, including the fact that impulsivity has several different sources.

About Charles Carver

Dr. Charles S. Carver is Distinguished Professor of Psychology at the University of Miami, where he has spent his entire professional career. He received his doctoral degree from the University of Texas at Austin in Personality Psychology. His work spans the areas of personality psychology, social psychology, health psychology, and more recently experimental psychopathology. His research has been supported at various times by the National Science Foundation, the American Cancer Society, and the National Cancer Institute. Along with his collaborator Michael Scheier he has been honored by division 38 of APA for career contributions to Health psychology and by SPSP for career contributions to Social psychology. He served for 6 years as Editor of JPSP's section on Personality Processes and Individual Differences and is currently an Associate Editor of Psychological Review. He is author of 9 books and over 310 articles and chapters.

Symposia Session D2

WHERE HAVE ALL THE GOOD TIMES GONE? CAUSES AND CONSEQUENCES OF PERCEIVING A POSITIVE PAST

Friday, January 27, 3:30 - 4:45 pm, Room 30

Chair: Ed O'Brien, University of Michigan

Co-Chair: Phoebe C. Ellsworth, University of Michigan

Perceptions of the past are often rosier than actual experience. This symposium offers new insight into causes and consequences of such perceptions. O'Brien and Morewedge discuss contrast effects and memory biases that embellish past experiences. Sedikides discusses advantages (e.g., counteracting loneliness/boredom); Quoidbach highlights disadvantages (e.g., undercutting enjoyment for future pleasures).

ABSTRACTS

TODAY'S TRASH IS YESTERDAY'S TREASURE: CONTRAST EFFECTS AND DOMAIN-SPECIFICITY IN JUDGMENTS OF PAST SATISFACTION Ed

O'Brien¹, Phoebe C. Ellsworth¹, Norbert Schwarz¹; ¹University of Michigan – Not surprisingly, failing an exam feels bad, leading people to evaluate their lives more negatively. But what if they think about past academic performance? Despite the assimilative power of negative moods on autobiographical recall, might this specific domain suddenly seem better compared to today's poor grade? This pattern was confirmed in 5 experiments using various negative events: single people reminded of Valentine's Day, hospital patients, isolated Cyberball players, and underperforming students. When asked to rate their past satisfaction across specific domains, these participants rated unrelated domains as worse compared to controls but related domains as better. For example, sick people rated past social life more negatively but past health more positively. Further, judgments of unrelated (but not related) domains were mediated by mood, supporting a contrast-effects interpretation. Thus, negative events worsen unrelated past experiences (because of their associated negative moods) but enhance related past experiences (because of their comparative content).

IT WAS A MOST UNUSUAL TIME: HOW MEMORY BIAS CONTRIBUTES TO NOSTALGIC PREFERENCES FOR PAST EXPERIENCE Carey K.

Morewedge¹; ¹Carnegie Mellon University – Nostalgic preferences are widespread – people perceive past movies, music, television, places, and time periods to have been better than present counterparts. Two experiments explored the cognitive underpinnings of this perception. In both, participants believed past experiences (television shows of the 1980's-1990's) were superior to present experiences of the same kind (television shows of the 2000's). This belief was due to the perception that atypically positive experiences were more representative of the past than present. For example, participants who recalled "any television show" recalled shows as good as those who recalled "the best" they could remember. Further, recalled shows from the past were judged as more representative of all shows in their era than recalled shows from the present, leading participants to believe past decades were better on average than present years. A memory bias to recall and generalize atypically positive experiences from the past seems to embellish past perceptions.

THE SELF-REGULATORY BENEFITS OF NOSTALGIA Constantine

Sedikides¹; ¹University of Southampton – Nostalgia, a bittersweet yet predominantly positive emotion, is defined in contemporary psychology as a sentimental longing for one's past. Several lines of research converge in demonstrating that nostalgia confers substantial regulatory advantages. First, we found that nostalgia is often induced spontaneously by noxious stimuli, such as loneliness or boredom. In turn, nostalgia counteracts the deleterious effects of loneliness on a sense of social belongingness, and the deleterious effects of boredom on a sense of meaning in life. Specifically, nostalgia restores perceptions of social support, which were shattered by loneliness. Also, nostalgia re-establishes meaning in life, which was threatened by boredom. Thus, feeling nostalgic towards one's past regulates deficits in social belongingness and meaning in the present. In all, nostalgia is built upon mostly positive, albeit sentimental, perceptions of one's past; and such perceptions serve key psychological functions, as they help people navigate the vicissitudes of daily life through effective self-regulation.

THE PRICE OF AWESOMENESS: OUTSTANDING PAST EXPERIENCES IMPAIR EVERYDAY SAVORING Jordi Quoidbach¹; ¹Harvard University –

We investigated the "experience-stretching" hypothesis, which posits that awesome past experiences may undercut enjoyment for future pleasures. In Study 1, the more exceptional participants' past travel and food experiences were, the less they savored mundane pleasant experiences. This effect mediated the negative relationship between money and savoring found in previous studies. Study 2 suggested that this effect was explained by self-perception (i.e., perceiving oneself as the kind of

person who has superior experiences). In turn, Study 3 found that experimentally manipulating participants' self-perception of their identity as travelers affected savoring for future travels, independent of actual travel history. Study 4 went beyond the lab and self-report: experimentally increasing perceptions of being well-traveled impaired the savoring of visitors to Boston's Old North Church (e.g., time spent inside and the propensity to buy souvenirs). These studies provide the first evidence that outstanding past experiences have the paradoxical power to reduce subsequent happiness.

Symposia Session D3**HOW METACOGNITION AND COGNITION INFLUENCES CRAVING AND CONSUMPTION**

Friday, January 27, 3:30 - 4:45 pm, Room 31

Chair: Nicole Mead, Católica-Lisbon School of Business and Economics

Co-Chair: Carey Morewedge, Carnegie Mellon University

Unlike most organisms, humans have the unique capacity to alter their physical cravings with their mind. Four papers provide fresh insight into this process. Restraint illusions hinder self-control (Nordgren). Anticipated mental effort heightens sugar-cravings (Masicampo). Cognitions engender habituation and sensitization (Morewedge). Postponing consumption dampens visceral desires thereby facilitating self-control (Patrick).

ABSTRACTS

THE RESTRAINT BIAS: HOW THE ILLUSION OF SELF-RESTRAINT PROMOTES IMPULSIVE BEHAVIOR Loran Nordgren¹, Frenk van

Harreveld², Joop van der Pligt²; ¹Northwestern University, ²University of Amsterdam – Visceral impulses, like hunger, pain, and sexual arousal, are highly adaptive mechanisms that provide information about the state of the body and motivate behavior toward satisfying bodily needs. Unfortunately, visceral impulses often encourage behavior that directly undermines long-term goals and thus represent one of the principle obstacles for self-control. This talk examines how people's beliefs about impulse-control – whether visceral impulses are perceived to be easy or difficult to overcome – influence the self-control process. We provide evidence for a restraint bias: the tendency for people to overestimate their capacity for impulse-control. We then document the three ways in which this illusion of self-restraint negatively impacts how people assess and approach self-control dilemmas. Using both laboratory and field evidence, we demonstrate that the restraint bias leads people to pursue unrealistic regulatory goals, overexpose themselves to temptation, and stigmatize the impulsive behavior of themselves and others.

RECENT AND ANTICIPATED MENTAL EFFORTS ELICIT SWEET-SPECIFIC CRAVINGS E.J. Masicampo¹, Roy Baumeister², Nathaniel Lambert³; ¹Wake

Forest University, ²Florida State University, ³Brigham Young University – Mental acts consume energy and therefore may significantly impact the regulation of energy in the body. The present work examined whether highly effortful mental acts (such as self-control) could alter food preferences and eating behavior, presumably as an energy regulation strategy. Several studies examined whether high mental effort, or even the mere anticipation of it, could cause people to seek one particular type of food: high-energy sweets. Results revealed that high self-control demands in everyday activities correlated with sweet cravings but not other cravings. Results further revealed that both actual and expected mental effort increased craving for sweets but not other tastes and consumption of a sweet snack but not a salty one. This work reveals the highly interdependent nature of mind and body. High mental effort can cause the body to seek and consume high-energy foods.

SPECIFICITY IN SENSITIZATION Young Eun Huh¹, Joachim Vosgerau¹, Carey Morewedge¹; ¹Carnegie Mellon University – Eating a food engenders habituation, a decrease in one's physical response toward and motivation to obtain that food. General-process theories of motivation also posit

that eating a food also sensitizes one to other foods, increasing one's physical response toward and motivation to obtain other foods, but the breadth and scope of sensitization effects are unclear. We find that sensitization occurs for foods consumed in conjunction with a target food (i.e., complementary foods), but does not occur for unrelated foods. In three experiments, the repeated imaginary consumption of a food reduced subsequent actual consumption of the imagined food (i.e., habituation), increased actual consumption of a complementary food (i.e., sensitization), but did not affect consumption of an unrelated food. We provide further evidence suggesting that sensitization to complements is due to changes in the motivation to obtain the food rather than to an increase in its reward value.

IN PRAISE OF PUTTING IT OFF: POSTPONING CONSUMPTION PLEASURES FACILITATES SELF-CONTROL Vanessa Patrick¹, Nicole Mead²; ¹University of Houston, ²Catolica-Lisbon School of Business and Economics – Traditional approaches to self-control assume that when faced with tempting yet unwanted pleasures people either give in (succumb) or give up (deprive). In the current research, we examine a third response – postponement – that we hypothesize most effectively facilitates self-control in the face of temptation. To test this hypothesis, we compare the short- and long-run consequences of postponement to the other two outcomes, namely, giving in (succumb) and giving up (deprivation). Three studies support our hypotheses, showing that temptation to an unspecified future time reduces the desire for, and consumption of, the postponed good, in both the short- and long-term. Taken together, results indicate that putting off consumption to the future facilitates self-control in the present via the dissipation of transient visceral desires.

Symposia Session D4

PRO-/ANTISOCIAL BEHAVIOR IS SWAYED BY BELIEFS IN GOD AND EXPRESSION OF GENES: A NEW TAKE ON A CLASSIC TOPIC

Friday, January 27, 3:30 - 4:45 pm, Room 33

Chair: Joni Sasaki, University of California at Santa Barbara

Co-Chair: Heejung Kim, University of California, Santa Barbara

When are people motivated toward prosocial versus antisocial behavior? Genetics research and the psychology of religion may offer novel perspectives on this classic topic in social psychology. Using experimental, naturalistic, genetic, and neuroscientific evidence, this symposium examines implications of religion and genes for pro-/antisocial behavior in interpersonal and intergroup contexts.

ABSTRACTS

BIG GOD, SMALL GOD, GOOD GOD, MEAN GOD Azim Shariff¹; ¹University of Oregon – Recent research has established a clear, causal link between religion and prosocial behavior. However - what specific aspects of 'religion' are responsible? And which might actually interfere? I'll argue that a key factor may not be how much someone believes in God, but what type of God they believe in. Five new studies yield convergent evidence showing, first, that while beliefs in angry, punishing gods reduce normative transgressions, beliefs in loving, forgiving gods may increase them. Second, while religiosity is generally positively related to punitiveness, the belief in a controlling, morally-involved god reverses that pattern. These findings underscore the importance of looking at the underlying—and competing—beliefs, teachings and rituals that comprise 'religion'. Doing so may explain null and inconsistent results in the earlier literature. Moreover, uncovering the differential 'adaptiveness' of these different religious elements can help us understand the ascendance, success and evolutionary trajectory of today's dominant faiths.

RELIGIOUS INFUSION AND INTERGROUP CONFLICT: FINDINGS FROM THE GLOBAL GROUP RELATIONS PROJECT Steven Neuberger¹, Stephen Mistler¹, Anna Berlin¹, Gabrielle Filip-Crawford¹, Eric Hill², Roger Millsap¹, Carolyn Warner¹; ¹Arizona State University, ²Albion College – Does religion play a role in creating or maintaining intergroup conflict? If so, how? Leveraging experts' knowledge about 194 groups within 97 sites across 5 continents, we created a novel dataset to explore possible universal processes related to intergroup conflict. In general, groups that are highly religiously infused (i.e., religious rituals and discourse infuse their everyday group life) direct greater conflict against other groups. Moreover, whereas low-power groups typically avoid engaging in extreme levels of conflict, low-power but religiously infused groups do not: They instead are more likely to engage in individual- and group-level violence and symbolic aggression, suggesting a relative insensitivity to tangible costs potentially imposed by their high-power counterparts. Yet, some high-power religiously-infused groups direct less aggression against low-power groups than one would expect based on their high power. Additional findings begin to clarify the nuanced manner in which religious infusion may shape intergroup relations.

CULTURE-GENE COEVOLUTION OF PAROCHIAL PROSOCIALITY Bobby Cheon¹, Joan Chiao¹; ¹Northwestern University – Culture-gene coevolution theory asserts that cultural traits are adaptive, evolve, and influence the social and physical environments under which genetic selection operates. In this talk, we describe research investigating the role of culture-gene coevolution in the facilitation of parochial prosociality - particularly the human tendency to favor ingroup members. In Study 1, we show that high power distance nations show greater prevalence of the G allele of the OXTR, a polymorphism previously linked to a neuropeptide associated with intergroup bias. In Study 2, we show that individuals from cultures who prefer hierarchy show greater left temporoparietal junction activity, a brain region previously associated with mentalizing, when empathizing with ingroup compared to outgroup members in pain. Taken together, these studies suggest that the cultural value of hierarchy preference may have coevolved with genes associated with emotional and social processing to facilitate psychological and neural mechanisms that facilitate parochial prosociality.

RELIGION PRIMING DIFFERENTIALLY INCREASES PROSOCIAL BEHAVIOR AMONG VARIANTS OF DOPAMINE D4 RECEPTOR (DRD4) GENE Joni Sasaki¹, Heejung Kim¹; ¹University of California, Santa Barbara – Building on gene-environment interaction (G × E) research, we examine how the dopamine D4 receptor (DRD4) gene interacts with a situational prime of religion to influence prosocial behavior. Certain DRD4 variants tend to show greater sensitivity to environmental influences, and thus, may not altogether predict risks or benefits, but rather, may be associated with acts of prosociality under certain life environments. Given that religion can act as an environmental influence that increases prosocial behavior, environmental input in the form of religion priming may have G × E effects. Results showed that participants with DRD4 susceptibility variants were more prosocial when implicitly primed with religion than not primed with religion, whereas participants without DRD4 susceptibility variants were not impacted by priming. This research has implications for understanding why different people may behave prosocially for different reasons and also integrates G × E research with experimental psychology.

Symposia Session D5

OTHERS IN THE BRAIN: NEW PERSPECTIVES ON THE NEURAL BASES OF SOCIAL INFERENCE

Friday, January 27, 3:30 - 4:45 pm, Room 24

Chair: Robert Spunt, University of California, Los Angeles

Co-Chair: Matthew Lieberman, University of California, Los Angeles

This symposium presents cutting-edge research on the neural bases of social inference. Collectively, the data reveal a set of brain regions spe-

cialized for the unique demands of thinking about another's internal state, and suggest novel insights into the mechanisms of and representational basis for social inferences.

ABSTRACTS

BEHAVIORAL AND NEURAL RESPONSES IN ARABS, ISRAELIS AND SOUTH AMERICANS TO EACH OTHER'S PAIN AND SUFFERING Emile Bruneau¹, Nicholous Dufour¹, Rebecca Saxe¹; ¹Massachusetts Institute of Technology

— In Study 1, control participants were presented with short written narratives depicting other people experiencing physical pain and emotional suffering. The brain responses elicited by each story, averaged across all participants (n = 40), were compared to ratings (n = 144) of the amount of pain and suffering involved in each story by a separate group of participants. Parametric item analysis identified a number of regions that responded to physical pain, and a completely distinct set of regions that responded to emotional suffering. In Study 2, we presented Arab, Israeli and South American participants with similar stories that now included protagonists' group membership, and used the brain regions in Study 1 as regions of interest (ROIs) for analysis. While most of the physical pain ROIs were insensitive to group membership, the emotional suffering ROIs distinguished between ingroup and distant outgroup, but not between ingroup and conflict outgroup.

AN IDENTIFICATION-ATTRIBUTION MODEL OF THE NEURAL SYSTEMS SUPPORTING BEHAVIOR EXPLANATION Robert Spunt¹, Matthew Lieberman¹; ¹University of California, Los Angeles

— Explaining behavior requires the identification of embodied actions ("smile") and the attribution of identified actions to an inferred cause ("friendly"). Extant research on the neural bases of social cognition implicates two anatomically independent systems in the brain collectively known as the mirror and mentalizing systems. I report on two fMRI studies using a novel and ecologically-valid paradigm to test an Identification-Attribution model of mirror and mentalizing system contributions to social inference. When observing both emotional facial expressions (Study 1) and goal-directed actions (Study 2), identification and attribution goals strongly distinguish activity in the mirror and mentalizing systems, respectively. However, during attributional inference, frontal mirror areas were both active and functionally associated with the mentalizing system. These results support an integrative model of the brain systems supporting social inference, wherein the mirror system enables the quick identification of behaviors that then serve as inputs for attributional processing in the mentalizing system.

SOCIAL WORKING MEMORY AND THE NEUROSCIENCE OF EFFORTFUL SOCIAL COGNITION Matthew Lieberman¹, Meghan Meyer¹, Robert Spunt¹, Sylvia Morelli¹; ¹University of California, Los Angeles

— Dual-process models of social cognition have been pillars of social psychological research for three decades. Nevertheless, little beyond conjecture is known about the neurocognitive mechanisms supporting automatic and controlled social cognition or whether such a distinction is even valid. We report on three fMRI studies identifying regions associated with effortful social cognition. The first two identify regions of the medial frontoparietal social cognition network that are less active (i.e. less involved) when performing attribution or empathy tasks under cognitive load (compared to no load). The third uses a novel Social Working Memory paradigm to disentangle why medial frontoparietal regions are deactivated during most forms of non-social effortful cognition but increasingly activated with social cognitive effort. Implications for distinguishing generic cognitive load and social cognitive load are discussed, as well as implications for pathologies of social cognition (autism, schizophrenia).

REVEALING DIMENSIONS OF THEORY OF MIND WITH MULTI-VOXEL PATTERN ANALYSIS Rebecca Saxe¹, Jorie Koster-Hale¹; ¹Massachusetts Institute of Technology

— When people read about other people's thoughts, a highly robust and systematic group of brain regions is recruited, sometimes called the 'Theory of Mind network'. Activation in

these regions generalizes to many different stimuli and tasks, raising a puzzle: which dimensions of others' thoughts are encoded in each of these regions? How and where are the features of others' thoughts which are most relevant for social inference extracted? I will present a series of studies showing that the magnitude of activity in these brain regions does not distinguish stories about thoughts along a number of relevant dimensions, including: true versus false beliefs, reasonable versus unreasonable beliefs, good versus bad beliefs, and first- versus second-order embedded beliefs. Some of these same dimensions, however, can be discriminated in the pattern of activity within Theory of Mind brain regions, suggesting an alternative window on the neural mechanisms of social inference.

Plenary Address

Brian Wansink

Friday, January 27, 5:00 - 6:15 pm

Plenary Address by Brian Wansink

MINDLESS EATING: WHY WE EAT MORE THAN WE THINK

Friday, January 27, 5:00 - 6:15 pm, Ballroom 20

Speaker: Brian Wansink

Most of us are largely unaware of what influences how much we eat. This talk focuses on the finds from dozens of studies involving thousands of people, who – like most of us – believe that how much they eat is mainly determined by how hungry they are, how much they like the food, and what mood they are in. We all think we are too smart to be tricked by packages, lighting, or plates. We might acknowledge that others could be tricked, but not us. That is what makes mindless eating so dangerous. We are almost never aware that it is happening to us. After providing some simple solutions (mindlesseating.org), the talk will conclude with how we are taking our insights from Mindless Eating and using them to help children make better at school food choices through the Smarter Lunchroom Initiative (smarterlunchrooms.org).

About Brian Wansink

Brian Wansink (Ph.D. Stanford 1990), recent Executive Director of the USDA Center for Nutrition Policy and Promotion (2007-2009) is Professor and Director of the Cornell Food and Brand Lab, a bestselling author of "Mindless Eating," and an eating behavior expert. His award-winning academic research on eating behavior has been published in the world's top marketing, medical, and nutrition journals. It has been presented, translated, reported, and featured in television documentaries on every continent but Antarctica. The research findings of he and his colleagues have also contributed to the introduction of smaller "100 calorie" packages (to prevent overeating), the use of taller glasses in some bars (to prevent the overpouring of alcohol), and the use of elaborate names and mouth-watering descriptions on some chain restaurant menus (to improve enjoyment of the food).

Dr. Wansink holds the John S. Dyson Endowed Chair in the Applied Economics and Management Department at Cornell University where he is Director of the Cornell Food and Brand Lab. He was ABC World News Person of the Week January 4, 2008, and is the current President of the Society for Nutrition Education and Behavior.

Early Morning Special Session

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

GSC SYMPOSIUM

Saturday, January 28, 8:15 - 9:30 am, Room 23

Chairs: Krista Hill and Mollie Ruben, Northeastern University

Graduate schools churn out thousands of Ph.D's and M.A.'s every year, yet there are not enough tenure track jobs available to hire all of these graduates and some of these graduates have interests that span into a more applied setting. However, many of these graduates are unaware of their alternative options. The goal of this symposium is to provide graduate students with information about careers outside of academia. Three speakers from various fields will talk about their current jobs and how they got to where they are today. They will discuss the duties of their current positions and the advantages/disadvantages of their job.

Dr. Gian Gonzaga, eharmony.com

Dr. Gian Gonzaga received his doctorate in Personality-Social Psychology from the University of California, Berkeley, and a bachelor's degree in psychology from Gettysburg College. He is currently the Senior Director of Research & Development at eHarmony Labs. Dr. Gonzaga will speak about his experience at the University of California, Berkeley, how and when he decided to move his career toward an applied research career as opposed to academia. He will also speak about the benefits and limitations of working in the social networking field as well as the differences between research at a university and research at eHarmony Labs.

Dr. Heather Patrick, National Institute of Health, National Cancer Institute

Dr. Heather Patrick received her doctorate in Social Psychology from the University of Houston. Dr. Patrick is currently a Health Scientist and Program Director at the National Cancer Institute (NCI). Her research interests include health promotion and disease prevention, applications of theory to health behavior change and maintenance, use of technology for data capture and health behavior interventions, and the interplay between close relationships and health - from promotion through survivorship. She will speak about the benefits and limitations of working outside of academia in an applied health research setting.

Dr. Sarah Johnson, CLC Genesee

Dr. Sarah Johnson received her doctorate in Industrial/Organizational Psychology from the Ohio State University. Dr. Johnson is currently a global practice leader in Organization Surveys at CLC Genesee, an international consulting firm that measures and manages employee engagement and organizations effectiveness in business organizations. She provides complete employee survey consulting and administration services to top companies in America. She has worked for Eastman Kodak Company as Director of Executive Talent Management and Organization Research, IBM Corporation, and Procter and Gamble Company as an Internal Consultant. She has a blend of experience from internal consulting as an employee of multinational companies to external consulting. She will speak about her career path from the Ohio State University to CLC Genesee as well as the benefits and limitations of working in consulting jobs.

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

Saturday, January 28, 8:15 - 9:30 am, Room 24

Chair: Heather Patrick, *National Cancer Institute*

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

Panelists: Heather Patrick, William M. P. Klein, Lila Finney-Rutten, *NIH* and Alex Rothman, *University of Minnesota*

Traditionally, the relationship between funding agencies and the research community consisted of researchers seeking funding, and funding agencies providing it. However, NIH and other funding agencies also interact with the research community in various other ways to advance the science. For example, NIH invites investigators to workshops that shape and inform future funding initiatives. The National Cancer Institute (NCI) has also developed several workshops and workgroups to engage social/personality psychologists in discussions about transdisciplinary collaborations, opportunities for application of basic social psychological principles, methods, and theories, and the development of population-based surveys informed by social/personality psychological theory to address important public health questions. 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. Further, although much research in personality and social psychology may be relevant across the cancer continuum (from prevention to diagnosis/treatment to survivorship), researchers may not be aware of how their research would be of interest to NCI and other funding agencies. 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.

PANEL DISCUSSION: HOW TO PUBLISH YOUR MANUSCRIPT

Saturday, January 28, 8:15 - 9:30 am, Room 32

Panelists: Adey Medhin, *American Psychological Association*, Jeffrey Simpson, *University of Minnesota*, and Jon Maner, *Florida State University*

Publishing in established scholarly journals provides important career development for professional, scientific, and academic psychologists. Experienced authors and editors sharing their knowledge of the ins and outs involved in becoming an established author can be invaluable. This session, sponsored by the APA Publications and Communications Board, is intended to help demystify the publication process and encourage productive manuscript writing. In addition to providing an overview of the publication process from organizing and writing the manuscript through its final publication, the panelists provide guidelines on writing discipline, selecting topics, and framing the research data for publication. They also illuminate the editorial processes involved in anonymous peer-review of manuscripts and provide guidelines for how reviewer comments should be considered. Beginning authors also receive instruction in what editors really mean in their decision letters and on the differences between various types of "rejection" letters. General support is provided for overcoming rejection in order to persevere in the publication process.

This Panel is sponsored by the American Psychological Association.

Symposium Session E

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

Symposia Session E1

POLITICAL IDEOLOGY AND MORALITY: NEW EMPIRICAL INTERSECTIONS

Saturday, January 28, 9:45 - 11:00 am, Ballroom 20A

Chair: Jesse Graham, University of Southern California

Social psychologists have been at the forefront of a resurgence of scientific interest in both morality and political ideology. This symposium highlights how these two lines of research are now converging, showing how investigations of political differences can illuminate moral psychology, and how investigations of morality can illuminate ideological processes.

ABSTRACTS

SHEDDING LIGHT ON THE ROLE OF DISGUST IN POLITICAL ORIENTATION

David Pizarro¹, Yoel Inbar², Chelsea Helion¹, Ravi Iyer³, Jonathan Haidt⁴; ¹Cornell University, ²Tilburg University, ³University of Southern California, ⁴University of Virginia – There is growing evidence that the diversity of political opinion may be partly accounted for by basic psychological differences across individuals. We present two new sources of data that lend support to previous findings demonstrating a link between political orientation and the tendency to experience disgust (an emotion implicated in moral judgments regarding purity), and that may shed light on the nature of this relationship. First, we demonstrate that blocking the influence of disgust on judgment (by preventing participants from making the facial expression associated with disgust) causes individuals to report greater political liberalism. Second, we report findings from a large-scale internet data collection (including respondents from 121 countries) showing that a) the relationship between political orientation and disgust sensitivity holds when controlling for potential demographic and psychological confounds (including differences in the "Big Five" personality traits), and b) disgust sensitivity predicted voting patterns in the 2008 presidential election.

MORAL CONVICTION AND POLITICS: DOES IDEOLOGY MATTER? G.

Scott Morgan¹, Linda J. Skitka², Michal R. Tagar³, Eran Halperin⁴; ¹Drew University, ²University of Illinois at Chicago, ³University of Minnesota, ⁴IDC-Herzliya, Israel – To what extent is a connection of morality and politics something more characteristic of the political right versus the left, and to what extent does morality contribute something unique to our understanding of political cleavages beyond ideological fervor? Results of studies conducted in the U.S. and Israel reveal that (a) the political right does not "own the market" on moralized politics, instead, moral conviction emerges as an equally strong predictor of political attitudes and engagement for those on both the right and left, (b) moral convictions are stronger predictors of issue polarization and political engagement than is either party or ideological fervor, and (c) moral conviction more strongly predicts polarization in Israelis' willingness to endorse or reject compromise, retribution, and collateral damage in the context of the Israeli-Palestinian conflict than ideological fervor.

THE FORBIDDEN, THE OBLIGATORY AND THE PERMITTED: MORAL REGULATION AND POLITICAL ORIENTATION

Ronnie Janoff-Bulman¹, Sana Sheik²; ¹University of Massachusetts, Amherst, ²University of St. Andrews, UK – Differences in political orientation are associated with distinct preferences regarding social regulation versus autonomy. Why do conservatives value autonomy in the economic realm and regulation in the lifestyle/body domain, whereas liberals value autonomy in the lifestyle/body domain and regulation in the economic realm? This talk will

focus on two moral orientations, their origins and unique "rules," as one way to begin to understand these differences. One orientation is focused on prescriptions ("shoulds") and is based in regulatory activation; the other is focused on proscriptions ("should not") and is based in regulatory restraint. Research will be presented tying these orientations respectively to political liberalism/conservatism and, relatedly, to distinct parenting styles and moral emotions. The links between a proscriptive focus and deontological morality and between a prescriptive focus and consequentialist morality will also provide a basis for understanding the moral divide between political liberalism and conservatism.

POLITICAL IDEOLOGY, MORAL CONCERNS, AND MORAL DECISION-MAKING: TWO FINDINGS AND LOTS OF QUESTIONS

Jesse Graham¹;

¹University of Southern California – Recent studies have shown that political ideology uniquely predicts both the kinds of moral concerns people have (e.g., group loyalty) and the processes by which they make moral decisions (e.g., rule-based vs. consequence-based decisions about moral dilemmas). Besides contributing to our understanding of political differences, these findings raise new questions and hypotheses for moral psychology. How does the content of a person's moral worldview (including values, concerns, and narratives) influence the processes by which she makes judgments and decisions about moral matters? Can moral decision-making dispositions in turn have an influence on the specific moral concerns and values people argue about? These two politics findings suggest that group-focused moral concerns might lend themselves to more absolute or deontological processes, while individual-focused concerns might allow for more utilitarian approaches. This talk will highlight how studies of political differences – and individual-difference approaches more generally – can advance moral psychology.

Symposia Session E2

SOCIAL BODIES: HOW AND WHY SOCIAL INTERACTIONS INFLUENCE HEALTH

Saturday, January 28, 9:45 - 11:00 am, Ballroom 20B/C

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

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

It is known that social connection plays a central role in mental health, but the effects of sociality extend beyond the mind. We showcase cutting-edge cross-disciplinary research that illustrates the potential in approaching physical health from a social perspective. These talks represent a new approach to understanding health and disease.

ABSTRACTS

THE SURPRISING EFFECTS OF SOCIAL ISOLATION

John T. Cacioppo¹, Louise C. Hawley¹, Greg J. Norman²; ¹University of Chicago, ²University of California, San Diego

Social species, by definition, form organizations that extend beyond the individual. These structures evolved hand in hand with behavioral, neural, hormonal, cellular, and genetic mechanisms to support them because the consequent social behaviors helped these organisms survive, reproduce, and care for offspring sufficiently long that they too reproduced. Social isolation represents a lens through which to investigate these behavioral, neural, hormonal, cellular, and genetic mechanisms. Evidence from human and nonhuman animal studies indicates that isolation heightens sensitivity to social threats (predator evasion) and motivates the renewal of social connections. The effects of perceived isolation in humans share much in common with the effects of experimental manipulations of isolation in nonhuman social species: increased tonic sympathetic tonus and HPA activation, and decreased inflammatory control, immunity, sleep salubrity, and expression of genes regulating glucocorticoid responses. Together, these effects may contribute to higher rates of morbidity and mortality in older adults.

UPWARD SPIRALS OF THE HEART: RECIPROCAL VAGAL/SOCIAL EFFECTS

Bethany E. Kok¹, Barbara L. Fredrickson¹; ¹University of North Carolina at Chapel Hill – Vagal tone, a measure of parasympathetic activation, is implicated in social connections. It is hypothesized that the relationship between vagal tone and social connection is due to an upward spiral effect, where vagal tone increases the ability to capitalize on social opportunities, causing greater social connection over time. In turn, social connection contributes increased vagal tone. Two longitudinal studies tested the upward-spiral hypothesis. In study 1, social connection was increased through eight weeks of lovingkindness meditation training. Meditators higher in starting vagal tone increased in social connection more quickly than others, and social connection predicted higher end-of-study vagal tone. In study 2, social connection was increased for nine weeks through a 3-minute daily online intervention that increased positive emotions over time. Higher vagal tone predicted greater increases in positive emotions. Social connections and health may be linked in part through a psychophysiological upward spiral of reciprocating psychological and physiological factors.

SAFELY TESTING THE ALARM: CLOSE OTHERS' RESPONSES TO PERSONAL POSITIVE EVENTS AND PERCEPTIONS OF SOCIAL SUPPORT

Shelley L. Gable¹, Courtney L. Gosnell¹; ¹University of California, Santa Barbara – The perception that one has high quality support available to them when they have a stressor (i.e., perceived support) is consistently and strongly associated with better health, well-being, and relationship functioning. However, receiving social support in the face of negative events (i.e., enacted support) has not always been associated with positive outcomes and has even been associated with negative outcomes. On the other hand, both enacted and perceived support available in response to positive event disclosures are consistently associated with positive outcomes. In three studies we found that that received support for negative events disclosures (but not positive event disclosures) involved substantial drawbacks and risks, especially when that support was not responsive to the recipient needs; that providing responsive support for negative events was difficult; and that enacted support for positive events was a better predictor of later perceived availability of support for stressors than enacted support for negative events.

SOCIAL REGULATION OF GENE EXPRESSION

Steve Cole¹; ¹Division of Hematology-Oncology, School of Medicine, UCLA – This presentation will survey some of the emerging themes in social genomics research, including the nature of genes that show changes in expression in response to social conditions, the psychological and biological pathways mediating those effects, and their potential consequences for human health and behavior. Current data identify a clear role for threat-related negative psychology in controlling somatic gene expression, and research is now considering the possibility that a distinct set of genes might be regulated by positive psychological states.

Symposia Session E3

A DOUBLE-EDGED SWORD: PREJUDICE, STRESS, AND THE HEALTH OF BOTH TARGETS AND PERCEIVERS

Saturday, January 28, 9:45 - 11:00 am, Ballroom 20D

Chair: Elizabeth Page-Gould, University of Toronto Scarborough

Co-Chair: Brian Karl Finch, San Diego State University

Research on discrimination and health has been thriving for decades, but recent data provocatively suggest that endorsing prejudicial attitudes may also predict chronic stress and disease. Integrating across multi-method, cross-disciplinary approaches from independent labs, the speakers convergently find prejudicial attitudes and discrimination predict dysregulation of physiological stress systems and disease.

ABSTRACTS

PERCEIVED DISCRIMINATION AND HEALTH: FINDINGS FROM A NATIONAL STUDY OF U.S. ADULTS (MIDUS)

Carol Ryff¹; ¹University of Wisconsin Madison – Baseline assessments from the MIDUS (Midlife in the U.S.) study, obtained from over 7,000 adults (aged 25-74) in 1995/96, included questions about perceived discrimination (PD) due to race, gender, age, educational status, sexual orientation, or weight. PD was common: 34% reported exposure to major lifetime discrimination, while 61% reported exposure to day-to-day discrimination. PD predicted higher levels of depression and anxiety as well as lower levels of well-being. Low back pain was another health correlate of PD. Longitudinal follow-up 9-10 years later showed that those with higher levels of chronic discrimination had elevated levels of the inflammatory marker E-selectin. Patterns of PD due to weight were found to vary by race, class, and gender. Moreover, PD due to weight was found to amplify the link between central adiposity and glycemic control (HbA1c). Overall, the MIDUS findings point to multiple adverse health correlates of PD.

SEXUAL ORIENTATION AND ALLOSTATIC LOAD: DOES DISCRIMINATION ADVERSELY AFFECT THE HEALTH OF SEXUAL MINORITIES?

Vickie M. Mays¹, Susan D. Cochran¹, Teresa E. Seeman¹; ¹University of California Los Angeles – Social disadvantage has been linked to markers of physiological dysregulation, or Allostatic Load (AL). In particular, chronic discrimination is thought to result in cumulative accumulation of physiological “wear and tear” at the individual level among socially marginalized persons. We use information available in the 2001-2008 National Health and Nutrition Examination Survey (NHANES) to investigate whether the minority sexual orientation is a risk indicator for higher levels of AL. The 2001-2008 NHANES measured 9 markers of AL in 10,313 persons of whom 164 identified as lesbian/gay and 203 as bisexual. After adjusting for possible demographic confounding, we observed that lesbian/gay-identified persons had lower summary levels of AL, but bisexual-identified individuals had higher levels, when compared to heterosexuals. These results parallel findings that bisexual persons, among sexual minorities, experience the greatest physical health burdens when compared to heterosexual. We will discuss our findings in the context of how social marginalization harms health.

STRESS AND HPA-AXIS FUNCTIONING AMONG BOTH TARGETS AND PERPETUATORS OF PREJUDICE

James S. Jackson¹, Courtney Cogburn¹, Cleopatra Abdou², Ekeoma Uzogara¹; ¹University of Michigan, ²University of Southern California – Both prejudicial actions and the receipt of those behaviors are sources of lowered well-being in both the perpetrator and recipients of discrimination. Stress may be a major culprit in poor health, while the actions of bad health behaviors on HPA-Axis functioning may protect against the onset of mental disorders among blacks. The purpose of this study in two longitudinal population samples was to examine the differential influences of types of stressors on both physical and mental health in blacks and whites. Results suggest a significant difference by racial group that may be caused by differences in discrimination-based stressors, and when adjusted for reveal similar functioning of poor health behaviors and physical and mental health outcomes in both blacks and whites. We conclude that differences in exposure to population level stressors (poverty, poor housing, crime, etc.) may mask differences in similar underlying biological functioning of the stress response network.

UNHEALTHY RACISTS?: EXPLORING LINKAGES BETWEEN HARBORING PREJUDICE AND HEALTH

Brian Karl Finch¹, Jill Santos¹, Audrey Beck¹; ¹San Diego State University – While the overwhelming burden of racism is borne by racial and ethnic minorities, initial evidence suggests that racists themselves may pay a health penalty for their attitudes. We explored these relationships through the analysis of a unique dataset, where death records from the National Death Index were merged with geo-coded survey data – the Restricted General Social Survey (GSS). Focusing only

on data from the GSS, we found a reliable relationship between prejudice and poor health outcomes over the course of two decades. Strikingly, this relationship was also reflected among the death records, as there was a small but statistically significant linkage between racial prejudice and mortality. Finally, we will explore the boundary cases of this effect to examine whether prejudice can be health affirming in residential areas where prejudice is more prevalent and thus, more socially acceptable.

Symposia Session E4

THE PURSUIT OF SOCIAL STATUS

Saturday, January 28, 9:45 - 11:00 am, Room 30

Chair: Joey T. Cheng, University of British Columbia

Co-Chair: Jessica L. Tracy, University of British Columbia

Here, we distinguish between two routes to attaining social status—fear-based dominance vs. respect-based prestige—and examine the viability of these strategies for promoting social influence, and the self-perceptions (i.e., self-competence), motives (i.e., desire for status), and behaviors (i.e., aggression, prosociality) that underlie the pursuit of each.

ABSTRACTS

DOMINANCE AND PRESTIGE: DISTINCT ROUTES TO SOCIAL INFLUENCE

Joey T. Cheng¹, Jessica L. Tracy¹, Tom Foulsham², Alan Kingstone¹, Joseph Henrich¹; ¹University of British Columbia, ²University of Essex—Why do some leaders rule by invoking fear, while others seek admiration? We present research suggesting that both dominance (i.e., the use of force to coerce others) and prestige (i.e., the sharing of expertise or skills to gain respect) can coexist as viable strategies for attaining social status within the same social groups, though they emerge through divergent interpersonal behavioral patterns. Specifically, results from a study of small-group interactions revealed that: (a) Individuals perceived as high in dominance or prestige were rated as more influential by group members and outside observers, and demonstrated greater influence on two behavioral measures: power over a group decision and visual attention received (assessed using eye-tracking); (b) Dominant individuals engaged in nonverbal and verbal displays of coercion, humiliation, and spatial expansiveness, whereas prestigious individuals engaged in self-deprecation, deferential humor, coalition-building, and confidence-signalling. Thus, dominance and prestige are distinct yet both effective status-attainment strategies.

AGGRESSION AND HOSTILITY: HOW THE POWERFUL COMPENSATE FOR INCOMPETENCE

Nathanael J. Fast¹, Serena Chen²; ¹University of Southern California, ²University of California, Berkeley—Power (i.e., asymmetric resource control) and competence (i.e., skills and abilities that afford influence) are distinct constructs, yet they have seldom been differentiated in the power literature. The present work examined the interactive effects of power and self-perceived competence, testing two main hypotheses: (a) power paired with self-perceived incompetence fosters aggression, and (b) boosts in self-worth eliminate this aggressive tendency. Supporting the first prediction, Experiment 1 showed that participants made to feel powerful but incompetent were more likely than others to expose an innocent person to aversive sound blasts. Experiment 2 replicated this pattern and, moreover, showed that the aggression can be eliminated with self-affirming tasks. In sum, it appears that power holders who lack feelings of personal competence may succumb to the temptation of taking a shortcut to establishing dominant status (i.e., via aggression), rather than taking the time to build up their own skills and abilities.

IS GENEROSITY SINCERE OR STRATEGIC? ALTRUISM VERSUS STATUS-SEEKING IN PROSOCIAL BEHAVIOR

Robb Willer¹, Matthew Feinberg¹, Francis J. Flynn², Brent Simpson³; ¹University of California, Berkeley, ²Stanford University, ³University of South Carolina—A series of studies tested whether more prosocial people are also less desirous of social status, behaving

generously out of primarily altruistic motivations. Study 1 found that Americans who gave more to charity were less concerned about social approval and recognition. Results from two laboratory studies demonstrated that more prosocial individuals were just as generous when their capacity for impression management was impaired via self-regulatory depletion (Study 2) or cognitive load (Study 3), while more egoistic individuals gave less under these conditions. Finally, two additional studies showed that, relative to more egoistic counterparts, more prosocial people had less positive implicit associations with the concept of status (Study 4) and weaker implicit associations between altruism and status (Study 5). Together, these findings suggest that while the pursuit of status explains prosocial behavior in some, those who are generally more prosocial tend to be less driven by the desire to attain status.

STATUS CONFERRAL IN INTERGROUP SOCIAL DILEMMAS: BEHAVIORAL ANTECEDENTS AND CONSEQUENCES OF PRESTIGE AND DOMINANCE

Nir Halevy¹, Eileen Y. Chou², Taya R. Cohen³, Robert W. Livingston²; ¹Stanford University, ²Northwestern University, ³Carnegie Mellon University—Three studies systematically varied the intergroup context of social dilemmas to investigate how costly contributions to public goods that have consequences for the self, in-group, and out-group members influence perceptions of prestige and dominance. When the only way to benefit in-group members was by harming out-group members, contributions to the public good increased participants' perceived prestige and decreased perceived dominance, compared to free-riding. Adding the option to benefit in-group members without harming out-group members decreased prestige and increased perceived dominance of those who chose to nonetheless engage in intergroup competition. Finally, when participants could benefit either in-group members only or both in-group and out-group members, choosing the latter option decreased both perceived prestige and dominance, compared to choosing the former option. Importantly, prestige and dominance differentially mediated the effects of contribution behavior on leader election, exclusion from the group, and choices of a group representative for an intergroup competition.

Symposia Session E5

A ROLLERCOASTER NAMED DESIRE: THE INTERPLAY OF MOTIVATION AND SELF-REGULATION

Saturday, January 28, 9:45 - 11:00 am, Room 31

Chair: Kathleen D. Vohs, University of Minnesota

Co-Chair: Roy Baumeister, Florida State University

This symposium describes research on the (sometimes unexpected) interplay of desire and restraint. Hofmann got people to report, at random times, their daily urges. Finkel's model depicts the genesis of desire and its restraint. Schmeichel suggests that ego-depletion activates approach motivations; Baumeister argues that ego-depletion heightens all manner of desires.

ABSTRACTS

GETTING BEEPED WITH THE HAND IN THE COOKIE JAR: SAMPLING DESIRE, CONFLICT, AND SELF-CONTROL IN EVERYDAY LIFE

Wilhelm Hofmann¹, Kathleen D. Vohs², Roy F. Baumeister³; ¹University of Chicago, ²University of Minnesota, ³Florida State University—To investigate desire and desire regulation in everyday life, we conducted a large-scale experience sampling study based on a conceptual framework integrating desire strength, conflict, resistance, behavior enactment, and self-conscious emotions. A sample of 205 adults wore beepers for a week. They furnished 10,558 reports of desire episodes and completed personality measures of BIS/BAS, trait self-control, perfectionism, psychological entitlement, and preference for intuition. Results suggest that desires are frequent, strong, and often marked by conflict. Conflict in turn tends to elicit resistance, with uneven success. Desire strength, conflict, resistance, and self-regulatory success were moderated in multiple and theoretically informative ways by personality variables as well as by

situational and social factors such as alcohol consumption, ego depletion, and the presence of other people who already had enacted the desire in question. Together, these findings paint a detailed picture of desire regulation in everyday life.

MOTIVATION, DEPLETION, AND BEHAVIOR: AN I3 THEORY ANALYSIS

Eli J. Finkel¹; ¹Northwestern University – This presentation examines the intersection of motivation, depletion, and behavior from the perspective of I3 Theory. From this perspective, the motivation to enact a given behavior is determined by the interactive strength of instigation—the tendency for discrete situational cues to trigger a normative urge to enact a certain behavior—and impellance—the individual's readiness to experience such an urge in this situation. The tendency to override this motivation is determined by inhibition, which is heavily influenced by self-regulatory strength depletion. Four studies test I3 Theory in the domains of intimate partner violence and eating behavior. Results demonstrate that the tendency to enact such behaviors is strongest when all three processes implied by I3 Theory—instigation, impellance, and (dis)inhibition—are present than when any of them is absent. In short, these three processes appear to be both necessary and sufficient to predict behavior across multiple domains of behavior.

IMPULSE AND CONTROL: FINDING A ROLE FOR IMPULSE STRENGTH IN THE STRENGTH MODEL OF SELF-CONTROL

Brandon Schmeichel¹, Adrienne Crowell¹; ¹Texas A&M University – Self-control can be construed as a competition between two opposing forces: the motivational force of an impulse versus the capacity for impulse control. Research on the strength model of self-control has focused on the control side of the equation (i.e., ego depletion). My talk will address the impulse side. Most research on self-control concerns approach-motivated impulses (e.g., eating, aggression, sex). I will present evidence that ego depletion is characterized by strong approach-motivated impulses. Self-reported approach motivation is higher after exercising self-control (Study 1). Arousal in response to appetitive stimuli is higher after exercising self-control (Study 2). And approach-motivated attentional biases are amplified after exercising self-control (Study 3). Thus, exercising self-control increases responses that signal high approach motivation—responses that are not easily explained by a reduction in self-control strength. Discussion will focus on finding a role for impulse strength in the strength model of self-control.

WHAT DEPLETION FEELS LIKE: ALL DESIRES AND URGES ARE AMPLIFIED

Roy F. Baumeister¹, Kathleen D. Vohs², Nicole L. Mead³, Suresh Ramanathan⁴, Wilhelm Hofmann⁵, Brandon J. Schmeichel⁴; ¹Florida State University, ²University of Minnesota, ³Tilburg University, ⁴Texas A&M University, ⁵University of Chicago – Exerting self-control causes a state of diminished self-regulatory resources (ego depletion), with clear behavioral effects but no clear signature feeling. Here we show that ego depletion causes all manner of desires and emotions to be felt more strongly. This talk will cover a series of experiments showing that ego depleted participants (compared to nondepleted participants) reported more distress in response to an upsetting film; had stronger pleasant and unpleasant emotions in response to images; rated cold water as more painful during a cold pressor task; had stronger desires to keep eating cookies; and had stronger desires to open a gift. The stronger subjective feelings mediated behavioral responses. An experience sampling study found that the more people resist various desires, the more strongly they feel all subsequent desires. Ego depletion may thus change behavior in two problematic ways, by weakening the person's control and by strengthening the person's desires.

Symposia Session E6

EVERY ROSE HAS ITS THORNS: NAVIGATING THE RISKS AND REWARDS OF RELATIONSHIPS

Saturday, January 28, 9:45 - 11:00 am, Room 33

Chair: Vivian Zayas, Cornell University

Even satisfying relationships are filled with risks and rewards. How do people navigate this affective complexity? This symposium showcases four talks that explore this question at multiple levels (e.g., implicit, behavioral, physiological). The role of positive and negative evaluations, and their regulation, on relationship-relevant behaviors and health are discussed.

A B S T R A C T S

LOVE YOU? HATE YOU? MAYBE IT'S BOTH: SIGNIFICANT PERSONS TRIGGER BIVALENT-PRIMING

Vivian Zayas¹, Yuichi Shoda²; ¹Cornell University, ²University of Washington – Psychoanalytic theory, clinical practice, and human intuition all suggest that human beings are profoundly ambivalent about significant others. In contrast, experimental psychology has commonly assumed that people automatically evaluate aspects of their environment, including significant persons, as either positive, or negative, but not both simultaneously. Experiment 1 showed that activating the mental representation of a significant person facilitated the processing of both positive and negative information (bivalent-priming). In contrast, replicating past work, activating the mental representation of an object facilitated classification of only valence-congruent targets and inhibited classification of valence-incongruent targets (univalent-priming). Experiment 2 demonstrated that these results were not attributable to alternative accounts, such as arousal. The results support the proposition that significant persons automatically facilitate coactivation of positive and negative, that neither self-reports nor bipolar implicit measures capture this affective complexity, and that automatic bivalent-priming reflects a normative process (vs. limited to certain individuals).

IMPLICIT AND EXPLICIT PREDICTORS OF RELATIONSHIP DEVELOPMENT AND DETERIORATION

Harry T. Reis¹, Ronald D. Rogge¹, Michael R. Maniaci¹, Soonhee Lee¹; ¹The University of Rochester – Over the years, relationship researchers have adopted varied methods and strategies to deal with the well-known limitations of self-reports. Implicit methods are a recent and promising addition. Using a go/no-go partner evaluation task, Lee, Rogge, and Reis (2010) found that positive implicit partner associations predicted a reduced risk of breakup during the first 12 months of marriage, controlling for explicit partner evaluations. A key question asks, how do implicit evaluations create breakups? In this talk, I will discuss our ongoing research examining behavioral manifestations of implicit evaluations and their influence on relationship development and deterioration. Our studies focus on two categories of behaviors, both central to literature on relationship maintenance and deterioration: observed behaviors during conflictual and social support interactions in the laboratory and daily-diary assessments of everyday behaviors. Findings demonstrate how negative implicit evaluations lead to dysfunctional interaction whereas positive implicit evaluations foster constructive, supportive interactions.

POSITIVE AUTOMATIC PARTNER EVALUATIONS FUNCTION AS IMPLICIT TRUST

John Holmes¹, Sandra Murray²; ¹University of Waterloo, ²University at Buffalo – A dual process model is proposed to explain how automatic evaluative associations to the partner (i.e., impulsive trust) and deliberative expectations of partner caring (i.e., reflective trust) interact to govern self-protective reactions to potential threats in romantic relationships. Experimental and correlational studies of dating and marital relationships supported the model. Subliminally conditioning more positive evaluative associations to the partner increased confidence in the partner's caring, suggesting that trust has an impulsive basis. Being high on impulsive trust (i.e., more positive evaluative associations to the partner

on the Implicit Association Test; Zayas & Shoda, 2005) also reduced the automatic inclination to distance in response to doubts about the partner's trustworthiness. It similarly reduced self-protective reactions to reflective trust concerns. The studies further revealed that the effects of impulsive trust depend on working memory capacity: Being high on impulsive trust inoculated against reflective trust concerns for people low on working memory capacity.

HEALTH IMPLICATIONS OF SOCIAL AMBIVALENCE Julianne Holt-Lunstad¹; ¹Brigham Young University – The protective influence of social relationships on health is widely documented (Holt-Lunstad, et al, 2010); however, not all relationships are positive and negative aspects of relationships may be detrimental. Relatively less is known about the relationships characterized by both positivity and negativity (i.e., ambivalence). Evidence suggests that ambivalent relationships are frequent in social networks, are voluntarily maintained, and associated with detrimental mental and physiological markers of health. A key question is whether general perceptions of the relationship or their actual behaviors have a greater influence on physiology. In this talk I will discuss a recent experimental study that examines the relative influence of relational quality (supportive, ambivalent) and social evaluation (positive, negative, ambivalent, ambiguous) on cardiovascular functioning. Findings suggest that both relationship quality and actual behaviors may be influential but may have different pathways. My concluding remarks will highlight the potential health-relevant pathways of the costs and benefits of relationships.

Symposia Session E7

AUTHORING AN AGENTIC LIFE: THE POWERFUL THEME OF AGENCY IN PERSONAL NARRATIVES

Saturday, January 28, 9:45 - 11:00 am, Room 25

Chair: Jonathan Adler, Franklin W. Olin College of Engineering

Co-Chair: Dan McAdams, Northwestern University

All narratives have protagonists and all protagonists have a greater or worse ability to influence the course of their lives. The four talks in this symposium illuminate the powerful ways in which the protagonist's agency in personal narratives is associated with a variety of valued life outcomes.

ABSTRACTS

HOW AUTHORS NARRATE AGENCY: LIFE-NARRATIVE PERSPECTIVES ON PREVENTION AND PROMOTION

Dan P. McAdams¹, Erika Manczak¹; ¹Northwestern University – As autobiographical authors, adults tell life stories wherein a motivated agent – the self – pursues goals and makes choices over time. Self-authorship implies agency, therefore, but authors may depict agency in many different ways. Drawing from regulatory focus theory, the current study examines variations in agency that track themes of prevention and promotion in life narratives. A sample of 160 midlife adults (approximately half African-American, half white) completed personality trait questionnaires and narrated 8 key scenes in their life stories. The lengthy verbatim autobiographical accounts were coded for two different expressions of prevention vs. promotion as applied to agency: self-control vs. self-exploration and threat-avoidance vs. opportunity-approach. The results showed that adults low in Openness to Experience narrated agency as self-control, whereas those high on O showed self-exploration; adults high on Neuroticism narrated agency as threat-avoidance, whereas those low on N showed opportunity-approach. Gender and race differences were also observed.

CONFLICTED AGENCY AND EMOTIONS IN SELF-RELEVANT EXPERIENCES

Monisha Pasupathi¹, Cade Mansfield¹, Cecilia Wainryb¹; ¹University of Utah – Constraints on agency often result from external factors, but people also have conflicting desires arising from within the self. 104 undergraduates were randomly assigned to write narratives of a recent self-discrepant or self-typical experience. They also rated the

extent to which the event was typical for them, and rated their emotions at the time of the event (retrospectively). The narratives were coded for whether they indicated the presence of agency conflicts arising from external pressures (e.g., a parental demand, a teacher's policy), and for whether they indicated the presence of agency conflicts arising from internal conflict (e.g., competing desires, or impulses that conflicted with other goals). Results showed that regardless of whether narratives concerned self-typical or self-discrepant events, events narrated with internal agency conflicts were associated with greater perceived self-discrepancy and increasing self-discrepancy over time, more negative and less positive emotion, and particularly, more intense guilt and shame.

AGENCY AS A MEANS TO AN END IN THE MORAL LIFE: A STUDY OF TIME MAGAZINE'S INFLUENTIAL FIGURES

Jeremy A. Frimer¹; ¹University of British Columbia – Who of recent history's influential figures personify moral excellence and what motives guided these individuals? And why did many other influential figures stray from the virtuous path? In Study 1, social scientists evaluated the moral character of influential figures from Time Magazine's lists. In Study 2, the 15 top ranking of these figures (e.g., Gandhi, Mandela, Dalai Lama) formed a moral exemplar and the bottom 15 (e.g., Hitler, Bush, Mel Gibson), a comparison group of similarly influential (but less virtuous) people. Motivational themes of agency and communion were measured through content analysis of existing narrative materials (speeches and interviews). Both groups were strongly agentic. However, moral exemplars integrated agency with communion, treating agency as a means to communal ends. Comparison subjects personified unmitigated agency, treating agency as a means to more agency. These results imply that integrating motives of agency and communion may provide motivation to "do the good."

THE THEME OF AGENCY IN NARRATIVES OF PSYCHOPATHOLOGY AND PSYCHOTHERAPY

Jonathan M. Adler¹; ¹Franklin W. Olin College of Engineering – When individuals construct narratives about their lives they portray the character of the self markedly different ways. Agency, the sense that one is able to influence the course of life, is one of the fundamental thematic dimensions by which protagonists are described. Two studies focused on the theme of agency in narratives of individuals with psychopathology and those in psychotherapy. In Study 1, the theme of agency in the interview-based life stories of 20 adults with Borderline Personality Disorder were compared to those from a matched sample of adults without this diagnosis. In Study 2, the theme of agency was assessed in personal narratives written by 47 adults prior to beginning outpatient psychotherapy and over twelve assessment points. Results from both studies converge to indicate that the theme of agency was robustly associated with positive mental health in both lengthy, retrospective life story accounts and in shorter, prospective accounts.

Symposia Session E8

UNDERSTANDING WHAT OTHERS FEEL: EMOTION PERCEPTION AND SOCIAL EVALUATION

Saturday, January 28, 9:45 - 11:00 am, Room 24

Chair: Lauren Szcurek, Stanford University

Co-Chair: James Gross, Stanford University

How do we recognize and interpret the emotional states of others? This symposium demonstrates examples of emotional variation (Kring), shows the negative reactions elicited when observers witness others displaying ambiguous (Winkielman) or discrepant (Szcurek) emotions, and offers a model for why understanding others' emotions is so important to us (Zaki).

ABSTRACTS

WHEN EMOTION RESPONSES GO (A LITTLE) AWRY: THE CASE OF SCHIZOPHRENIA Ann M. Kring¹; ¹University of California, Berkeley –

Functional accounts of emotion suggest that emotions have evolved to help us solve problems and meet the challenges and opportunities of everyday life. What happens when emotion goes awry? The case of schizophrenia presents a unique window from which we can see how emotion responses, if just a little off in target or timing, can interfere with important emotion-related functions. I will present data from laboratory studies where we present different evocative stimuli (pictures, films, foods) and measure emotion response in many ways (facial expression, reported experience, startle modulation, BOLD signal via fMRI). People with schizophrenia appear to have intact “in-the-moment” emotion experience when directly engaged with emotional stimuli as evidenced by self-report, startle modulation, and BOLD activation. However, subtle deficits in these responses, coupled with deficits in anticipatory, maintenance, and goal-directed emotion responses, shine a light on how these types of deficits interfere with emotion-related functions.

WHEN PURE DEVIL IS BETTER THAN HALF-ANGEL: PARADOXICAL EFFECTS OF EMOTION CATEGORIZATION DIFFICULTY Piotr

Winkielman¹; ¹University of California, San Diego – Facial expressions are an important and frequent source of information about people’s emotional states and intention. They are also a highly-practiced stimulus that perceivers respond to rapidly with corresponding facial movements. However, facial expressions are often ambiguous. In fact, sometimes facial displays represent a blend of opposite emotions (e.g., happiness and anger). How do perceivers respond to such ambiguous blends? We explored this question in 3 studies that used behavioral (valence judgments, categorization RTs) and physiological measures (facial EMG). We found that ambiguous facial displays elicit categorization difficulty (disfluency). Such disfluency causes negative reactions – lower valence judgments and spontaneous frowning. This results in a paradox where a pure angry expression triggers more positive responses than an ambiguous angry-happy blend. Interestingly, these categorization-based valence responses occur relatively late in the processing stream, with earlier responses dominated by congruent facial reactions (frown to frown, smile to smile, nothing to ambiguity).

THE STRANGER EFFECT: REACTIONS TO VIOLATORS OF EMOTIONAL NORMS Lauren Szczurek¹; ¹Stanford University –

Three experiments explore how observers respond to individuals who violate emotional norms. In Experiment 1, participants evaluated individuals displaying flat affect in response to positive, neutral, or negative slideshows; in Experiment 2 participants evaluated individuals responding to emotional stimuli with incongruent affect; and Experiment 3 explored both flat affect and incongruent affect. Targets violating emotional norms were perceived as having more negative traits, more likely to experience negative life events, and as less suitable for jobs associated with interpersonal warmth. Participants also preferred greater social distance from these emotional deviants. In Experiment 3, participants felt moral outrage when witnessing incongruent responses, and inferred that these targets did not share their moral values, which mediated the relationship between incongruent affect and negative consequences. These findings make apparent the interpersonal costs of emotional deviance and its ramifications for moral judgment, and in doing so reveal the pervasiveness and force of emotional norms.

A FEEDBACK LEARNING PERSPECTIVE ON EMOTION PERCEPTION

Jamil Zaki¹; ¹Harvard University – People spend an outsized amount of energy trying to understand others’ internal states; what motivates this effort? It is commonly assumed that social perceptions are motivationally salient because they facilitate “downstream” rewards such as positive interpersonal interactions. Here, I will argue that simply learning how others feel – particularly when one agrees with or correctly assesses these feelings – is in and of itself a potent reward. Further, just as indi-

viduals adjust their behavior to optimally seek “nonsocial” rewards (e.g., food and money), they may also shift their social cognitive strategies and evaluations to maximize their chances of receiving rewarding information about others’ emotions. I will present behavioral and neuroimaging data from the domains of social influence and empathic accuracy that bolster this view. A feedback learning perspective can enrich emotion perception research by shedding light on proximate mechanisms that motivate attention to others, and drawing parallels between social and nonsocial affective processes.

Symposia Session E9**ON THE COMPLEXITY OF CONTROL: DIVERSE MANIFESTATIONS – AND IMPLICATIONS – OF EXECUTIVE FUNCTION IN SOCIAL PSYCHOLOGY**

Saturday, January 28, 9:45 - 11:00 am, Room 23

Chair: Joshua Correll, University of Chicago

Co-Chair: Tiffany A. Ito, University of Colorado

We discuss three distinct forms of executive function, and their consequences for social psychology, examining the way these control-related processes affect racial bias, the capacity of meditation to promote such control, and the critical role of construing the situation as control relevant in the first place.

ABSTRACTS

THE UNITY-AND-DIVERSITY FRAMEWORK FOR STUDYING INDIVIDUAL DIFFERENCES IN EXECUTIVE FUNCTIONS: IMPLICATIONS FOR SOCIAL PSYCHOLOGY Akira Miyake¹; ¹University of Colorado –

Executive functions (EFs)—general-purpose control processes that regulate one’s thought and behavior—have become popular in different disciplines of psychology. This presentation outlines a new theoretical framework—the unity-and-diversity framework—that our group has been developing to better understand individual differences in EFs and their relations to various clinically and socially important phenomena (e.g., externalizing behavior problems, expressions of implicit racial biases). The framework posits a general EF ability (Common EF) that cuts across multiple EFs (unity) and specific EF abilities (e.g., shifting-specific, updating-specific) unique to each EF (diversity). I illustrate the utility of this framework by discussing recent studies that link two of the components (Common EF and shifting-specific) to two opposing forces operating in various situations: focusing on current goals to minimize distraction versus flexibly shifting to new goals. I also point out the broad relevance of this framework to social psychological research (e.g., self-regulation).

IMPLICIT RACIAL BIAS IS MORE THAN AUTOMATIC ASSOCIATIONS: THE ROLE OF EXECUTIVE FUNCTION Tiffany A. Ito¹, Joshua Correll², Bruce D.

Bartholow³, Naomi P. Friedman¹, Akira Miyake¹, Lee J. Altamirano¹; ¹University

of Colorado, ²University of Chicago, ³University of Missouri –

Implicit measures of racial bias are often interpreted as solely reflecting automatic racial associations but researchers are beginning to recognize that controlled processes dramatically affect task performance. Here we explicate the relationship between controlled and automatic processes by investigating individual differences in implicit racial bias and 3 separable components of executive function (EF) that have recently been highlighted in cognitive science: inhibition, updating, shifting (Miyake et al., 2000). In a large-scale multi-site study (n>300), participants completed a battery of bias and EF measures. Automatic associations (as reflected in PDP estimates) predicted greater implicit racial bias, but this relation was moderated by EF. Lower EF abilities resulted in a stronger correspondence between automatic associations and implicit bias. EF also positively predicted controlled processing during implicit bias tasks (PDP control values). All relations were strongest with a measure of general EF, as opposed to with specific components of EF.

MEDITATION IMPROVES EXECUTIVE CONTROL BECAUSE IT ENHANCES MINDFUL ACCEPTANCE AND THE NEURAL BASIS OF PERFORMANCE MONITORING

Rimma Teper¹, Michael Inzlicht¹; ¹University of Toronto – Previous studies have documented the positive effects of mindfulness meditation on executive control. Mindfulness is thought to embody two facets - present moment awareness, and acceptance of thoughts and feelings. Here, we examine how the effect of meditation on control manifests in the brain and the importance of mindful acceptance. We investigated the effect of meditation practice on executive control, measuring a neuro-physiological correlate of performance monitoring, the error-related negativity (ERN). Meditators and controls completed a Stroop task, during which we recorded ERN activity with the EEG. Meditation improved executive control (fewer errors), amplified the ERN, and increased the acceptance facet of mindfulness. Mediation models further suggested that mindfulness improved executive control by increasing acceptance, which then amplified the ERN. These results confirm that meditation improves executive control, but further suggest that this effect is implemented in the ACC as indexed by the ERN.

THE PROBLEM WITH SELF-CONTROL Ayelet Fishbach¹, Maferima Touré-Tillery¹, Travis J. Carter¹, Oliver J. Sheldon²; ¹University of Chicago, ²Rutgers, The State University of New Jersey – We propose that to succeed in self-control, individuals must first identify the situation as posing a self-control problem. Only if individuals identify conflict in the first place, will they exercise self-control to inhibit temptation. We explore three variables that promote conflict identification and thus, restraint. First, we document better restraint when people perceive their actions as diagnostic of their “true” self; for example, when actions appear at the beginning or end of a sequence. Second, people exhibit better restraint when monitoring behavior is easy, for example, when the lights are on (vs. off). Third, people exhibit better restraint when they receive warning signals of an upcoming conflict; for example, when they consider the temptation to retaliate before entering a social conflict. We conclude that success in everyday self-control depends on whether people identify self-control problem at least to the same extent as whether they can resolve this problem.

Symposia Session E10

NOVEL APPROACHES TO THE STUDY OF CULTURE AND HONOR

Saturday, January 28, 9:45 - 11:00 am, Room 32

Chair: Ayse Keyce Uskul, University of Essex

Co-Chair: Susan Cross, Iowa State University

This symposium brings together a novel set of studies that adopt innovative methodological approaches to the study of culture and honor (e.g. agent-based modeling) and extend the investigation to understudied cultural settings (e.g., Turkey and Pakistan) in relation to novel outcome variables (e.g., mental health).

ABSTRACTS

FAMILY DISHONOR Patricia M. Rodriguez Mosquera¹; ¹Wesleyan University – Family honor refers to the collective social image of one’s family. In a cross-cultural study among 225 Pakistanis and 143 European Americans, we compared the emotional consequences of a threat to one’s family’s honor. We asked the participants about a recent event in which someone did or say something that devalued their family. The study included two conditions: an in-group (devaluation committed by a family member) and an out-group (devaluation committed by a non-family member) condition. Participants mostly reported verbal insults as the source of devaluation. The type of insults reported was highly similar across the two cultural groups. However, the Pakistani participants perceived insults to their families as more threatening to their individual honor, and also felt more angry and ashamed, than the European American participants did. Moreover, public insults to one’s family were more threatening to Pakistani participants’ honor than private insults.

AGGRESSIVE RESPONSES TO HONOR THREATENING SITUATIONS IN TURKEY AND THE NORTHERN US

Ayşe K. Uskul¹, Susan E. Cross², Berna Gerçek Swing², Ceren Gunsoy³, Cansu Alokcan⁴, Zeynep Sunbay⁵, Bilge Ataca³; ¹University of Essex, ²Iowa State University, ³Bogazici University, ⁴Bilgi University, ⁵Southampton University – Our research explored the nature of honor-threatening situations in Turkish and (Northern) American cultural contexts and the level of aggression demonstrated by members of these cultures when they find themselves in such situations. In Study 1 we found that American-generated situations focused more on the individual than did Turkish situations, whereas Turkish-generated situations focused more on close others such as family members than did American situations. In both cultures, challenging honesty was viewed as honor-threatening. In Study 2, participants were given the opportunity to retaliate against a challenge to their own or their family’s honor that involved an attack to honesty. Turkish participants (but not Americans) who highly endorsed honor values were more likely to retaliate when their family’s honor was challenged than were those who did not endorse traditional honor values. We situate these findings in past literature on the honor-aggression link and cultural expectations.

THE DISHONOR OF WEAKNESS: SUICIDE, MENTAL HEALTH CARE, AND THE CULTURE OF HONOR

Ryan P. Brown¹; ¹University of Oklahoma – Research on honor cultures has consistently revealed the tendency of people –especially men– living in honor cultures to respond to reputational threats with interpersonal violence. We extend this research to show how honor cultures also promote violence against the self. In Study 1, using data from the CDC, we show that people in honor states in the U.S. are more likely to report symptoms of major depression and to commit suicide, compared to those living in non-honor states. The suicide finding is particularly pronounced among Whites living in non-metropolitan areas, controlling for a variety of social and economic covariates. In Study 2, we demonstrate that honor states invest significantly fewer resources into mental health services, which we argue reflects the stigma of mental health needs in honor cultures. These regional differences are supported in two additional studies at the individual level examining depression and mental health care stigmatization concerns.

CULTURE AS A SYMPHONY, NOT A SOLO: USING AGENT-BASED MODELING TO UNDERSTAND THE MIX OF PERSONALITIES IN A CULTURE

Dov Cohen¹, Karl Dach-Gruschow¹, Ivan Hernandez¹; ¹University of Illinois – One of the factors that doomed one wing of the old Culture and Personality movement was its emphasis on a “modal personality.” However, cultures are more like symphonies (Konner, 2007) rather than solos. There are multiple types of people within a culture because there are multiple niches within that culture. In this talk, we discuss how agent-based modeling can be used to understand those niches and the mix of personalities they produce. More specifically, we model the persistence of 4 personality types in a world of self-help justice. They are: Honorables (High predisposition to positive reciprocity, High predisposition to negative reciprocity); Trusters (High positive reciprocity, Low negative reciprocity); Vengefuls (Low positive reciprocity, High negative reciprocity); and Adventitious (Low positive reciprocity, Low negative reciprocity). Such modeling demonstrates the way Honorables come to dominate in a world of self-help justice, though all 4 personality types continue to exist.

Symposia Session E11

RESEARCH USING MECHANICAL TURK: GETTING THE MOST OUT OF CROWDSOURCING

Saturday, January 28, 9:45 - 11:00 am, Room 26

Chair: Jesse Chandler, Princeton University

Co-Chair: Pam Mueller, Princeton University

Mechanical Turk is an increasingly popular data collection source. This symposium will provide information for researchers at any level of

MTurk experience, beginning with an introduction to MTurk, and moving through research and tutorials on improving data quality, collecting data across time, incentivizing workers, and conducting true group dynamics experiments.

ABSTRACTS

MECHANICAL TURK: AN INTRODUCTION AND INITIAL EVALUATION

Michael Buhrmester¹, Tracy Kwang¹, Sam Gosling¹; ¹University of Texas at Austin – Mechanical Turk is a unique online marketplace that contains the major elements required to conduct research: a simple participant payment system; access to a large participant pool; and a streamlined interface for study design, participant recruitment, and data collection. After introducing these fundamental mechanics, we will evaluate findings that bear on MTurk's potential validity and suitability for research purposes. Our findings indicate that (a) MTurk participants are more demographically diverse than typical college samples; (b) under the right parameters, participants can be recruited rapidly and inexpensively without affecting data quality; and (c) MTurk data can be just as reliable as data obtained via traditional methods. Finally, to help ease concerns of novice users, we will provide a quick beginner's walk-through of the major elements required to get a study off the ground.

ARE YOUR PARTICIPANTS GAMING THE SYSTEM? IMPROVING DATA QUALITY ON MECHANICAL TURK

Julie S. Downs¹, Mandy B. Holbrook¹; ¹Carnegie Mellon University – Amazon's Mechanical Turk provides an efficient means to recruit large samples quickly, but this ease may be at the cost of lower control over data quality. Previous research has shown that simple measures (e.g. time stamps) are insufficient to differentiate between conscientious workers and people looking for free money. Popular strategies for quality control, including instructional manipulation checks, only identify the most egregious attentional lapses. Additionally, they violate Gricean conversational norms, breach the scientific trust relationship, and bias the study sample. Unlike most MTurk tasks, psychological surveys cannot be assessed directly for worker performance without violating scientific impartiality and ethical edicts against punishing participants for their responses. In this talk, we will present an empirical assessment of other strategies for restricting data collection and data retention to those truly participating in the study, and will discuss the implications for generalizability of MTurk data in general and when using screening procedures.

ADVANCED USES OF MECHANICAL TURK CROWDSOURCING IN PSYCHOLOGICAL RESEARCH

Pam A. Mueller¹, Jesse J. Chandler¹, Gabriele Paolacci²; ¹Princeton University, ²Ca' Foscari University of Venice – Mechanical Turk has many tools and capabilities that can be quite useful for behavioral researchers, but which are not immediately evident to users. We discuss the features of MTurk that give it important advantages over other online collection methods, and address the problem of duplicate participants across programmatic research. We also present an introduction to advanced uses of MTurk for researchers with minimal programming knowledge. These tools improve data quality by, for instance, allowing workers to be incentivized, preventing workers from completing related studies, and facilitating direct communication between a requester and workers. We also discuss how these tools enable more sophisticated data collection (e.g. prescreening, longitudinal studies). We demonstrate the effectiveness of these techniques through their implementation in our own work, and provide a potential solution to the issues that may arise as MTurk workers become non-naïve participants through their involvement in numerous behavioral studies.

CONDUCTING SYNCHRONOUS EXPERIMENTS ON MECHANICAL TURK

Siddharth Suri¹, Winter Mason¹; ¹Yahoo! Research – Crowdsourcing platforms, including Amazon's Mechanical Turk, are a new and fruitful means of conducting online research for relatively low cost. However, many psychological studies require groups of participants to interact synchronously, and the mechanisms for accomplishing this on MTurk

are not built-in and are far from obvious. We will describe a technique we have developed for accomplishing this, which has four key components: recruitment of participants into a panel, notification of a start time, a "waiting" room that accumulates participants up to a threshold, and methods for handling attrition. We will discuss some common pitfalls associated with running synchronous experiments online and with crowdsourcing platforms, and demonstrate the efficacy of our technique with research we have conducted.

Symposium Session F and Data Blitz

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

Symposia Session F1

MORAL IRONIES

Saturday, January 28, 11:15 am - 12:30 pm, Ballroom 20A

Chair: Elanor F. Williams, University of Florida

Co-Chair: Mary Steffel, University of Florida

Everyone believes they know right from wrong, and this can blind both lay people and researchers to what is right and wrong in the view of others. In these talks, we investigate ironic effects caused by idiosyncratic moral viewpoints and discuss implications for moral research and everyday judgments and decisions.

ABSTRACTS

PERVERSE EFFECTS OF MORAL SELF-CONCEPT ON MORAL HYPOCRISY

Evan Polman¹, Uzma Khan²; ¹New York University, ²Stanford University – People's perceptions of their moral behavior exceed their actual moral behavior. We propose that experiencing a high moral self-concept increases people's perceptions of their moral behavior, which, ironically, provide moral license to engage in less-than-moral behavior. In addition, we propose that inflated perceptions of one's own moral behavior lead to making harsh judgments of others' moral behavior – thereby producing a pattern of moral hypocrisy. In three studies, we found that experiencing a high moral self-concept causes people to rate their own moral transgressions as more acceptable than others', and that this relationship is mediated by people's perceptions of their moral behavior. Moreover, we find that experiencing a high moral self-concept leads people to give less money to charity, yet urge others to give more. The results demonstrate that, even when real money is at stake, moral self-concept influences decision making by providing license to the self yet condemnation toward others.

WHO'S A UTILITARIAN?

Daniel M. Bartels¹, David A. Pizarro²; ¹Columbia University, ²Cornell University – Researchers have argued that utilitarianism is the appropriate framework by which to evaluate moral judgment, and that people who endorse non-utilitarian solutions to moral dilemmas are making moral mistakes. We critique this approach and report a study where participants responded to personality measures and to dilemmas. Who responded like a utilitarian? Participants with higher scores on measures of Machiavellianism, psychopathy, and life meaninglessness did. These results question the methods by which lay moral judgments are evaluated, as they lead to the counterintuitive conclusion that those who are least prone to moral errors also possess characteristics that many would consider prototypically immoral. We conclude by arguing that researchers should not equate utilitarian responses to dilemmas with optimal morality because the methods used to identify optimal moral judgment cannot distinguish between people who endorse utilitarian responses because they care about people and those who do so because they don't mind killing people.

DOUBLE STANDARDS IN THE USE OF ENHANCING PRODUCTS BY SELF AND OTHERS

Elanor F. Williams¹, Mary Steffel¹; ¹University of Florida – Moral behavior, like beauty, is in the eye of the beholder; we show that people view their own and other people's behavior through different lenses, and criticize others for behaviors they find acceptable in themselves. In three experiments, participants were randomly assigned to imagine that they or another person used an enhancing product (e.g., an anti-anxiety drug) to help them to achieve a goal (e.g., ace a job interview). Participants interpreted their own and others' use of enhancing products in different ways, seeing the product as enabling their true abilities but enhancing others'. These interpretations led to an ethical double standard: participants believed that it was less morally acceptable for others to use such products than it was for themselves to do so. Further, this prompted them to support stricter policies and regulations against the use of such products when considering others' use of them than when considering their own.

TROLLEYOLOGY: ON THE MISAPPROPRIATION OF A THOUGHT EXPERIMENT

Christopher W. Bauman¹, A. Peter McGraw², Daniel M. Bartels³, Caleb Warren⁴; ¹University of California, Irvine, ²University of Colorado, Boulder, ³Columbia University, ⁴Università Commerciale Luigi Bocconi – Trolley problems are becoming the most recognizable rhetorical examples of moral judgment. They have helped attract popular and scholarly attention to morality, especially over the past decade. However, philosophical thought experiments are not designed to meet the methodological standards of experimental psychology, and using trolley problems as experimental stimuli threatens the validity of the science. Supporting this claim, four empirical studies highlight two methodological problems associated with using trolley problems in psychological research: (1) variants of the trolley problem usually differ in several ways, which limits the internal validity of studies that compare responses across variants, and (2) trolley problems often lack psychological realism, which limits the external validity of trolley studies. In sum, philosophers and psychologists approach questions of morality from different viewpoints, which necessitate different methods. Prior research that has used trolley problems has been generative, but the field has reached a point where it should do better.

Symposia Session F2**THE PSYCHOLOGY AND BIOLOGY OF COMPETITION**

Saturday, January 28, 11:15 am - 12:30 pm, Ballroom 20B/C

Chair: Vladas Griskevicius, University of Minnesota

Co-Chair: Saul Miller, University of Kentucky

Although history documents the prevalence of human competition, we know surprisingly little about how individuals respond to competition. We present research showing the strategic nature of men's and women's responses to competition. Using multiple methods and theoretical perspectives, the talks demonstrate the interplay between psychological and biological processes.

ABSTRACTS**BIOLOGY, SEX, AND INTERGROUP CONFLICT: THE MALE WARRIOR HYPOTHESIS**

Mark van Vugt¹, Melissa McDonald², Carlos Navarrete²; ¹VU University Amsterdam, ²Michigan State University – The social science literature contains numerous examples of human tribalism and parochialism, the tendency to categorize individuals on the basis of their group memberships, and treat ingroup members benevolently and outgroup members malevolently. We argue that this tribal inclination is an adaptive response to the threat of coalitional aggression and intergroup violence perpetrated by "warrior males" endemic over ancestral human environments, which have posed significant and persistent adaptive problems that men and women have evolved to cope with. Here we hypothesize that male coalitional aggression has affected the psychologies of men and women differently and present evidence from anthropology, psy-

chology, and neuroscience consistent with this claim. We also discuss the implications of our male warrior hypothesis for managing intergroup relations in modern societies.

THE INFLUENCE OF LOCAL SEX RATIO ON COMPETITION AND CAREER CHOICE

Kristina Durante¹, Vladas Griskevicius¹, Jeffrey Simpson¹, Staphanie Cantu¹, Joshua Tybur²; ¹University of Minnesota, ²VU University – While the ratio of males to females in a population is known to be an important factor in animal behavior, little is known about how sex ratio influences human behavior. A series of studies using both archival and experimental methods examined how local sex ratio affects competition and career choices. Findings showed that a scarcity of men led women to become more competitive and prioritize careers over starting a family. For men, a scarcity of women also led them to amplify intra-sexual competition and pursue careers. Although scarcity of the opposite-sex led both men and women to invest more in careers, additional studies revealed that the most lucrative and competitive career options were pursued by attractive men and by unattractive women. Results demonstrate that sex ratio influences human tendencies in ways consistent with evolutionary biological theory, opening the possibility for uncovering how local sex ratio might influence myriad human behaviors.

ENDOCRINOLOGICAL ATTUNEMENT TO THE REPRODUCTIVE CONTEXT OF COMPETITION

Saul Miller¹, Jon Maner², James McNulty³; ¹University of Kentucky, ²Florida State University, ³University of Tennessee – Evolutionary theories posit that competition serves reproductive ends. Yet, there is little research investigating the impact of immediate reproductive context on human responses during competition. The current research tested the hypothesis that the reproductive context surrounding a competition, as defined by the sex composition of individuals at a competition, would influence competitors' testosterone responses – hormonal responses that underlie increased competitiveness and desires for mating. Consistent with hypotheses, higher ratios of opposite- to same-sex individuals at a competition were associated with greater increases in testosterone among male and female competitors. For male competitors, these effects were specific to testosterone; additional analyses revealed no effects on men's cortisol levels. However, for female competitors, higher ratios of opposite- to same-sex spectators were associated with increases in both testosterone and cortisol. These findings provide insight into the endocrinological mechanisms potentially underlying the link between competition and reproductive motives.

PAYBACK AND PECKING ORDERS: PRENATAL TESTOSTERONE EXPOSURE AS A PREDICTOR OF COMPETITIVE CONFRONTATIONS

Richard Ronay¹, Katharine Greenaway², Eric Anicich¹, Adam Galinsky³; ¹Columbia University, ²University of Queensland, ³Northwestern University – Higher levels of testosterone increase the pursuit of social status and displays of dominance. We examined the consequences of these biologically driven status concerns for (1) retributive responding following fairness violations, and (2) intragroup conflict and productivity within small work teams. In one set of experiments, prenatal testosterone exposure, as measured by 2D:4D ratio, led to aggressive, retributive responses for both males and females, but only after being provoked by unfair offers. In another experiment, individual differences in 2D:4D were used to form three-person groups of all high testosterone, all low testosterone, or one high, one low, and one average level of testosterone. Productivity was greatest in mixed-testosterone groups. Intragroup status conflict was greatest among the high-testosterone groups, and these status conflicts mediated the observed decrements in group-level outcomes. These latter results support functional theories of hierarchy – when power is distributed, status conflicts go down and coordination goes up.

Special Session F3**DATA BLITZ****Saturday, January 28, 11:15 am - 12:30 pm, Ballroom 20D**

Chair: Andrew Elliot, University of Rochester

Co-Chair: Wendy Berry Mendes, UC San Francisco

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

WHAT YOU DON'T KNOW CAN HURT YOU: UNCERTAINTY DEPLETES SELF-REGULATORY RESOURCES Jessica L. Alquist¹, Roy F. Baumeister¹, Dianne M. Tice¹; ¹Florida State University – Five studies showed that uncertainty consumes self-regulatory resources and thereby impairs subsequent self-regulation. Participants were randomly assigned to either uncertain conditions (uncertain about how to complete a task, not knowing whether they would have to give a speech later) or control conditions. Uncertainty caused poor performance on measures of self-control unrelated to the uncertainty manipulation. Uncertainty impaired self-control even more than certainty of negative outcomes (definitely will have to give a speech). These effects were not due to differences between uncertain and certain conditions in mood, construal level, time perception, or the participants' perceived competence of the experimenter. An autobiographical self-report study showed that participants who reported greater uncertainty in the past week also reported greater self-control failure. The present research also showed that giving people a dose of glucose (in lemonade) restored self-regulatory performance after uncertainty, consistent with the hypothesis that uncertainty depletes physical energy resources.

ON HIGHER GROUND: MORAL THINKING LEADS TO ABSTRACT PROCESSING Eugene Chan¹, Eunice Kim Cho¹; ¹University of Toronto – We often describe an individual who is doing the “right” thing as someone who is “taking the high road”. Does “taking the high road” also mean processing the environment at a “high” level? We extend this metaphor by exploring the relationship between morality and construal level theory. In particular, we examine how moral and less moral thinking affect subsequent cognitive processing and behaviour. In three studies, we find that individuals primed with moral thinking do perceive the world “from above” and form abstract, high-level representations compared to those primed with less moral thinking. We also find that moral thinking influences the type of cognitive processing that individuals are likely to adopt. Moral thinking promotes creative thinking, but inhibits analytical thinking. Our findings offer insight into not only the cognitive consequences of moral thinking, but also the rationale behind individuals' behaviour, especially with regards to moral cleansing and licensing.

WOMEN'S INTERPERSONAL RESPONSES TO MALE AND FEMALE TARGETS WHO CLAIM VERSUS DENY DISCRIMINATION Dina Eliezer, Brenda Major¹, Wendy Berry Mendes²; ¹University of California - Santa Barbara, ²University of California - San Francisco – The current research expands knowledge of how discrimination claimants are perceived by examining women's responses to individuals who claim versus deny discrimination. Female participants interacted with a male or female confederate who gave a speech claiming that gender discrimination exists or does not exist. Participants then spoke about their own opinions regarding gender discrimination and evaluated the confederate. Furthermore, to assess participants' social engagement with the confederate we measured respiratory sinus arrhythmia (RSA), a measure of heart rate variability. Participants evaluated the confederates more negatively and thought they were more sexist when they denied discrimination than

when they claimed discrimination. Furthermore, compared to female confederates who denied discrimination, participants evaluated male confederates who denied discrimination more negatively, thought they were more sexist, and exhibited lower RSA reactivity when speaking to them. The current research suggests that people who deny discrimination actually face greater social costs than people who claim discrimination. The current research suggests that denying discrimination is more socially costly than claiming discrimination. Women evaluated confederates who denied discrimination more negatively than confederates who claimed discrimination. Furthermore, women exhibited less social engagement with a man, versus a woman, who denied discrimination (indexed by heart rate variability and negative evaluations).

“BE STILL MY BEATING HEART”: CARDIAC INCOHERENCE MEDIATES THE LINK BETWEEN VIDEO GAME VIOLENCE AND AGGRESSION

Youssef Hasan¹, Laurent Bègue¹, Brad J. Bushman²; ¹University of Grenoble, France, ²The Ohio State University & VU University Amsterdam, the Netherlands – It is well known that violent video games increase aggression. We know far less about why they do. The present study investigates a new mediator of the violent video games-aggression link – heart rate variability (defined as the synchronization of the rhythm of breathing to the rhythm of the heart). Negative emotions, such as anger aroused by violent games, induce lower heart rate variability, called cardiac incoherence. Cardiac incoherence, in turn, was expected to relate positively to aggressive behavior. In this study, 77 participants were randomly assigned to play either a violent or non-violent video game for 20 minutes. Next, they had the opportunity to blast a confederate with loud noise through headphones during a time reaction task. The intensity and duration of noise blasts was used as the aggression measure. As hypothesized, cardiac incoherence was higher in violent video game players. Cardiac incoherence, in turn, was related to more aggression.

TURNING TO THE PAST TO MAKE SENSE OF THE WORLD: EXPLORING THE EPISTEMIC UTILITY OF NOSTALGIA

Jacob Juhl, Clay Routledge; North Dakota State University – Theoretical perspectives within social psychology highlight the human need to make sense of the world (e.g., theory of lay epistemology, meaning maintenance model, just world theory, terror management theory). In other words, it is important to see the world as a structured place where events happen for a reason, relationships between events and objects are predictable, people get what they deserve, and events have clear causes and effects. The current research tested and supported the proposition that nostalgia helps people make sense of the world. In Study 1, a threat to the belief in a just world increased state feelings of nostalgia. In Study 2, induced nostalgia decreased the need to causally understand a senseless tragedy (i.e., a random crime). In Study 3, absurd (unstructured) art was judged less favorably than traditional art, unless nostalgia was induced. That is, induced nostalgia increased liking of absurd art.

IRONIC EFFECTS OF ANTI-PREJUDICE MESSAGES: HOW MOTIVATIONAL INTERVENTIONS CAN REDUCE (BUT ALSO INCREASE) PREJUDICE

Lisa Legault; University of Toronto – While prejudice reduction policies and interventions abound, is it possible that some of them result in the precise opposite of their intended effect—an increase in prejudice? We examined this question by exploring the impact of motivationally-based prejudice reduction interventions, and assessed whether certain popular practices might in fact increase prejudice. In two experiments, participants received detailed information on, or were primed with, the goal of prejudice reduction, and this was done by either encouraging autonomous motivation to regulate prejudice or by stressing the societal requirement to control prejudice. Results demonstrated that, ironically, motivating people to reduce prejudice by stressing external control produced more explicit and implicit prejudice than not intervening at all. Conversely, when autonomous motivation to regulate prejudice was induced, participants displayed less explicit and implicit prejudice compared to no-treatment controls. We discuss the detrimental conse-

quences of enforcing anti-prejudice standards/policies and outline strategies for effectively reducing prejudice.

WE EAT WHAT WE ARE: DISEASE CONCERNS SHIFT PREFERENCES FOR (UN)FAMILIAR FOODS Yexin Jessica Li; Arizona State University – For

many of us, a typical week involves hundreds of decisions about food consumption. The present research examines how adaptive preferences for domestic (familiar) and foreign (unfamiliar) foods are influenced by ancient motivations to avoid disease. In four studies using both field research methods and experimental designs, we find that when sensitivity to disease is high, either from chronic worries or when disease concepts are temporarily activated via priming, people find familiar foods more appealing and unfamiliar foods less appealing. Disease concerns also erased the typically robust endowment effect for food options, but only for foreign food, and only when cues to disease prophylaxis (sealed packaging) were absent. This research contributes to our understanding of food preferences by revealing the specificity of psychological defenses to contagion and by highlighting the role of disease prevention cues in mitigating the need for these defenses.

INFERRING IDENTITY FROM LANGUAGE: EVIDENCE THAT THE LINGUISTIC INTERGROUP BIAS INFORMS SOCIAL CATEGORIZATION

Shanette C. Porter; Northwestern University – Research on the linguistic intergroup bias (Maass et al., 1989) finds that individuals use differing levels of abstraction to describe the positive and negative behaviors of ingroup vs. outgroup members. The present work expands this literature by demonstrating that when a communicator's group membership is unknown, people infer it based on the type of language (s)he uses to describe a target whose group membership is known. Across three experiments, people believed that a communicator and target shared a group membership when the communicator used abstract language to describe the target's desirable behavior and concrete language to describe the target's undesirable behavior, but not when the communicator used abstract language to describe the target's undesirable behavior and concrete language to describe the target's desirable behavior. Data suggests that the social categorization of the communicator is automatic and not dependent on participants' own ingroup-outgroup status relative to the communicator (or target).

WHAT DO INGROUP AND OUTGROUP FACES LOOK LIKE? Kyle G.

Ratner¹, Ron Dotsch², Daniel H. J. Wigboldus³, Ad Van Knippenberg³, David M. Amodio¹; ¹New York University, ²Princeton University, ³Radboud University Nijmegen – The current research was designed to examine whether people spontaneously generate different expectations of ingroup and outgroup faces. Participants were assigned to one of two groups using a classic minimal group paradigm. Next, they viewed a series of face pairs and indicated which face was likely to be a member of their ingroup or outgroup. Each picture was created from a single source face, with random visual noise added, creating subtle differences in the appearance of faces across trials. When averaged together, the composite images of faces categorized as ingroup vs. outgroup members represented differences in visual representations imposed by the perceiver. Subsequently, independent participants rated the averaged ingroup face as significantly more pleasant and sociable than the averaged outgroup face, implicitly evaluated the ingroup face more positively, and exhibited more trust toward a person depicted by the ingroup face.

THE RIGHT SIDE? UNDER TIME PRESSURE APPROACH MOTIVATION LEADS TO RIGHT-ORIENTED BIAS Marieke Roskes, Daniel Sligte, Shaul

Shalvi, Carsten K. W. De Dreu; University of Amsterdam – Observing their owners dogs wag their tail towards the right, toads are more likely to strike their tongue at preys on their right, and in two studies we found that approach-motivated humans display a similar right-oriented bias when forced to act quickly. Approach-motivation, a focus on achieving positive outcomes, relates to relative left hemispheric brain activation translating to various right-oriented behavioral biases. When dividing lines into two equal parts, approach-motivated people acting under time

pressure drew the center line further to the right than avoidance-motivated people. An analysis of all FIFA Soccer World Cup penalty shoot-outs showed that goalkeepers who had the opportunity of impacting the game's score positively, were twice more likely to jump to the right than to the left. As penalties were shot similarly to both sides, the keeper's right-oriented bias was dysfunctional. Directional biases presumably evolved to increase group coordination, but prove maladaptive in individual settings.

WHEN COMPLIMENTS FAIL TO FLATTER: AMERICAN INDIVIDUALISM AND RESPONSES TO POSITIVE STEREOTYPES John Oliver Siy, Sapna

Cheryan; University of Washington – We demonstrate that being the target of a positive stereotype is a negative experience for those with an independent sense of self because positive stereotypes made them feel depersonalized, or denied of their individuality. In study 1, U.S.-born Asian Americans who were the target of a positive stereotype (e.g., Asians are good at math) experienced more negative emotions and disliked their partner more than U.S.-born Asian Americans who were not the target of a positive stereotype. In study 2, we manipulated cultural self-construal to show that these negative responses depended on targets' cultural self-construal. Those with an independent self-construal reacted more negatively to being the target of a positive stereotype than those with an interdependent self-construal. This work brings together work on culture with work on stereotypes to demonstrate that cultural self-construal informs the way that targets interpret and respond to positive stereotypes.

THE ATTITUDE MISATTRIBUTION TASK IMPACTS FUTURE IMPLICIT AND EXPLICIT JUDGMENTS Laura Scherer¹, John Paul Schott²; ¹University of

Michigan, ²Washington University in St. Louis – In the present research, we provide evidence that the Attitude Misattribution Paradigm (AMP) does not simply measure preexisting attitudes. Instead, this task can also create new response biases that systematically alter participants' future judgments. In three experiments, we replicate prior research on implicit contrast effects, which have shown that neutral stimuli elicit significantly more favorable automatic responses when they are presented in an implicit task along with other negative, as opposed to positive, stimuli (Scherer & Lambert, 2009). We then extend that earlier research by demonstrating that automatic contrast effects can carry over into future judgments, affecting both implicit and explicit evaluations of the prime stimuli. These effects are first established using non-social prime stimuli (Experiments 1 and 2), and then are replicated in the domain of implicit prejudice toward the elderly (Experiment 3). Implications for implicit attitude malleability and attitude measurement are discussed.

Symposia Session F4

GROUP-BOUNDED COGNITION: HOW SOCIAL GROUPS SHAPE LEARNING, MOTIVATION, AND ATTITUDES

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

Chair: Adam Galinsky, Northwestern University

The symposium explores the transformative effects that social groups have across a wide variety of cognitive processes. Across the talks, ingroups and social connections determined how much people learned from other's mistakes, how vigorously they pursued their goals, the extremity of their attitudes, and how they tuned their social messages.

ABSTRACTS

YOUR MISTAKES ARE MINE: THE SHARED EXPERIENCE OF ERRORS AMONG CLOSE INDIVIDUALS Sonia Kang¹; ¹University of Toronto – Rec-

ognizing and learning from our mistakes help us achieve success in our day-to-day lives. We learn not only from our own mistakes, but also by observing the successes and failures of those around us. In this talk, I will discuss the mediators and moderators of vicarious learning. In a first study, participants watched strangers or friends complete a Stroop task while we measured the oFRN, an event-related potential associated

with observing another's errors. A stronger oFRN was elicited among those who observed friends compared to those who observed strangers, an effect mediated by the degree to which participants included the other in their self-concept. In a series of follow-up studies, we investigated learning and performance outcomes associated with this neural response among close or distant pairs. Together, these studies showcase how the vicarious experience of an error is moderated by social closeness and how it can improve subsequent performance outcomes.

IMPLICIT COORDINATION: SHARING GOALS WITH SIMILAR OTHERS INTENSIFIES GOAL PURSUIT Garry Shteynberg¹, Adam Galinsky¹;

¹Northwestern University – The research explores whether sharing intentionality leads to implicit coordination, a situation in which isolated individuals independently adopt a similar standard of behavior. We propose that knowing that a given goal is experienced in common with other in-group members or similar others intensifies goal pursuit. Two experiments examined whether simply being aware that one's own individual goal was also being separately pursued by similar others results in more goal-congruent behavior. When a promotion goal was shared with similar others, participants produced greater promotion behaviors than when the same goal was shared with different others. Similarly, sharing a prevention goal with similar others led to greater prevention behavior than conditions where a) similar others had a different goal and b) different others shared the same goal. Overall, shared goals served as an intensifier of individual goal pursuit. We discuss shared goals as a foundation for the emergence of coordination within groups.

SHARED EXPERIENCE INCREASES THE EFFECTS OF MOOD ON EVALUATIVE JUDGMENTS Jacob Hirsh¹; ¹University of Toronto –

Sharing an experience with one's ingroup can have powerful effects on a variety of cognitive processes. The current talk explores how these experiences influence evaluative judgments of a shared attitude object. In Study 1, preference ratings for a painting were more positive when the painting had been viewed simultaneously by similar compared to dissimilar others. In Study 2, the shared experience of an object extremized evaluations based on participants' baseline moods: Viewing an object simultaneously with similar others resulted in higher preference ratings among those in a positive mood at baseline but lower ratings among those in a negative mood at baseline. Study 3 experimentally manipulated participants' mood prior to viewing the painting and replicated this extremization effect. Sharing an experience with similar, but not dissimilar, others increases the effect of prior mood on evaluative judgments and offers evidence that sharing the viewing of an object influences attitude formation.

SHARING IS BELIEVING Rene Kopietz¹, Gerald Echterhoff², E. Tory Higgins¹; ¹Columbia University, ²University of Bielefeld –

The motive to share reality is one of the most important goals of communication. This talk will describe research that examined whether uncertainty and social concerns motivate message tuning in order to create a shared reality. We also explored whether uncertainty and social concerns create a "saying-is-believing" effect where communicators' later remembering what they said rather than what they read. After manipulating uncertainty, communicators described an evaluatively ambiguous target person to an audience who either liked or disliked the target. Message tuning and the saying-is-believing effect were greater under higher uncertainty. These effects also occurred only when message tuning served connections with in-group members but not when it served other goals (compliance; instrumental) and not when the audience was an out-group with whom communicators did not want to share reality. These findings demonstrate that "sharing is believing" depends on communicators' epistemic motives and their social relationship to their audience.

Symposia Session F5

ASSESSING THE CHOICE OVERLOAD DEBATE: IS THERE SUCH A THING AS TOO MUCH CHOICE?

Saturday, January 28, 11:15 am - 12:30 pm, Room 31

Chair: Joyce Ehrlinger, Florida State University

Co-Chair: Yoel Inbar, Tilburg University

Recent work has reignited a debate over whether one can have too much choice. Iyengar and Schiebehenne will present differing perspectives regarding the degree to which abundant choice is detrimental. Schwartz and Sparks will address whether it is beneficial or rational to attempt to choose the "best" among many options.

ABSTRACTS

THE OBLIGATION TO CHOOSE Sheena Iyengar¹; ¹Columbia University –

Choice is a powerful force that allows us to assert control, express our individuality, and shape our lives. It enables us to go from who we are to who we want to be. No wonder, then, that choice is often considered an unqualified good. Unfortunately, the practice of choice rarely lives up to the ideal. There are limits to the amount of choice we can effectively handle and to what we can accomplish through choice. When we are faced with a large number of options or with a particularly difficult decision, the experience of choosing is often unpleasant, sometimes even traumatic. In addition, the social and cultural pressure to choose-and to individuate ourselves through our choices-may lead us to choices that conflict with our expressed preferences and goals. Thus, when we fail to acknowledge its limitations and pitfalls, choice becomes an obligation rather than a means of exercising freedom.

(WHEN) DOES CHOICE OVERLOAD OCCUR? Benjamin Scheibehenne¹, Rainer Greifeneder², Peter Todd³; ¹University of Basel, ²University of Mannheim, ³Indiana University –

The choice overload hypothesis predicts that having a large number of options to choose from may have negative effects including a decrease in satisfaction or a lower probability of making any choice. In a recent meta-analysis across 50 experiments published in the Journal of Consumer Research, we found that the mean effect size of choice overload is virtually zero with considerable variance between studies. Additional analyses following-up on this initial result indicated that the estimated mean effect size is robust and does not depend on the inclusion or exclusion of specific experimental conditions. New empirical data from recent studies not included in our analysis further confirm that researchers have trouble finding and replicating the effect. To help develop a more coherent theoretical framework that explains when and why choice overload may be expected, we discuss possible moderator variables that have been proposed so far and their contribution to the effect.

THE NORMATIVE RATIONALITY OF SATISFICING Barry Schwartz¹;

¹Swarthmore College – Over sixty years ago, Simon argued that maximizing utility might be the normative standard for rational choice, but was beyond the cognitive capacity of most organisms in situations of abundant choice. He proposed that there are often too many options to maximize and, instead, that organisms "satisfice" by choosing options that are "good enough." Fifty years later, Schwartz et al. argued that satisficing was sound for emotional as well as cognitive reasons, in that people who try to maximize experience decision paralysis and dissatisfaction with decisions. I argue that satisficing is correct for normative, not merely cognitive or emotional reasons, under conditions that might be called "radically uncertain," in which probabilities can not be meaningfully attached to outcomes. I further suggest that most of the decisions people actually face in their daily lives have this radically uncertain character, where attaching probabilities to outcomes is largely a fictional enterprise.

FAILING TO COMMIT: MAXIMIZERS AVOID COMMITMENT IN A WAY THAT REDUCES SATISFACTION Erin Sparks¹, Joyce Ehrlinger¹, Richard Eibach²;

¹Florida State University, ²University of Waterloo – The current work focuses on an important post-decisional process that might undermine maximizers' happiness in the face of abundant choice – a lack of commitment to the chosen option. We argue that maximizers are more likely than satisficers to delay decision commitment and to not experience one of the typical benefits of committed choice, spreading of alternatives (changing evaluations of the alternatives in favor of the decision). In Study 1, maximizers were more likely than satisficers to prefer a changeable outcome and to self-report a preference for avoiding decision commitment when forced to choose from many options. In Study 2, maximizers experienced less spreading of alternatives after making a decision than satisficers. These results provide valuable insight into post-decision processes that decrease maximizers' satisfaction with their decisions.

Symposia Session F6**GIVING IS GOOD FOR YOU: EFFECTS ON ACADEMIC GROWTH, SELF-COMPASSION, HEALTH, AND TEAM PERFORMANCE**

Saturday, January 28, 11:15 am - 12:30 pm, Room 33

Chair: Juliana Breines, University of California, Berkeley

Co-Chair: Serena Chen, University of California, Berkeley

This symposium includes four presentations examining diverse ways in which prosocial motivation and behavior benefit the self. Using longitudinal, experimental, field, and physiological methodologies, the presenters will describe how various types of giving can promote academic growth and engagement, self-compassion, increased oxytocin levels, and improved team performance.

ABSTRACTS**BENEFITS OF COMPASSIONATE GOALS FOR RELATIONSHIPS: INCREASED ACADEMIC GROWTH GOALS AND ENGAGEMENT** Dominik Mischkowski¹, Jennifer Crocker¹, Yu Niiya², Amy Canevello³, Scott Moeller⁴;

¹The Ohio State University, ²Hosei University, ³University of North Carolina, Charlotte, ⁴Brookhaven National Laboratory – In close relationships, compassionate goals to support others have many benefits for relationships, emotional experience, and well-being (e.g., Crocker & Canevello, 2008). We examined whether relationship compassionate goals also boost students' academic growth orientations and academic engagement. In Study 1, 115 roommate freshmen dyads completed measures of roommate compassionate goals at pretest, weekly for 10 weeks, and at post-test, and roommate and academic growth goals across 10 weeks. In Study 2, 199 freshmen completed measures of friendship and academic compassionate goals, academic growth, and academic engagement across 10 weeks. Relationship compassionate goals one week predicted increased academic growth goals the following week, through increased relationship growth goals (Study 1) and increased academic compassionate goals (Study 2). Compassionate goals in relationships predicted increased academic engagement through academic growth goals (Study 2). This suggests that the benefits of compassionate goals in relationships extend beyond the relationship context to academic functioning.

ACTIVATING THE INNER CAREGIVER: GIVING SUPPORT TO OTHERS INCREASES SELF-COMPASSION Juliana Breines¹, Serena Chen¹;

¹University of California, Berkeley – Self-compassion, which involves treating one's own suffering with compassion, mirrors the interpersonal experience of giving support to others. In three experiments we examined the hypothesis that thinking about and actually giving support increase state self-compassion. In Experiments 1 and 2, participants first recalled a negative event (Expt. 1) or experienced a lab-based test failure (Expt. 2), then were randomly assigned to recall an experience of giving support versus having fun, and finally completed a measure of state self-compassion. Experiment 3 examined the effects of actually giving support to another person (via written advice) and operationalized self-com-

passion as the length of self-comforting statements participants wrote in response to a recalled negative event. As predicted, both support-giving manipulations increased self-compassion. All effects held when controlling for state self-esteem and affect. These results suggest that one way to increase compassion for the self is to give it to others.

PROSOCIAL BEHAVIOR CAUSES OXYTOCIN-RELEASE UNDER CONDITIONS OF SOCIAL CLOSENESS Stephanie Brown¹, Dylan Smith², Sara Konrath¹, Julia Seng¹, William Lopez¹;

¹University of Michigan, ²Stony Brook – Studies that have linked prosocial behavior to improved physical health have not identified or tested plausible mechanisms for this association. Using a neurobiological model of parental care, we hypothesized that prosocial behavior directed toward a valued other increases oxytocin. We tested this hypothesis by randomly assigning individuals to help a confederate under conditions of closeness (versus no-closeness), or to a third, no partner/no helping condition. Blood specimens were taken prior to, and after the helping (or no-helping) activity. Results of a repeated measures analysis indicated that oxytocin levels only increased in the helping/closeness condition, although oxytocin levels were highest, and remained highest, in the no partner/no helping condition. These results are discussed in terms of the possibility that activation of a parental care system under conditions of stress can promote long-term physical health.

PROSOCIAL SPENDING PAYS: THE BENEFITS OF PROSOCIAL INCENTIVES ON TEAM PERFORMANCE Lara Aknin¹, Michael Norton², Lalin Anik³,

Elizabeth Dunn¹, Jordi Quoidbach⁴;

Symposia Session F7**THE DEEP FUNCTIONALITY OF PERSONALITY: TRAIT VARIATION AS SENSIBLE STRATEGIES TO DIFFERING REALITIES**

Saturday, January 28, 11:15 am - 12:30 pm, Room 25

Chair: Dustin Wood, Wake Forest University

Addressing how a person's characteristics are functional for the person rather than accepting them as "just who that person is" sheds light on several topics central to personality psychology. These talks explore the various functional considerations that underlie an individual's behavioral traits, and that result from features of their environment.

ABSTRACTS**IMAGINE THERE'S NO BIG FIVE: EXPLAINING TRAIT VARIATION AND COVARIATION USING FUNCTIONAL VARIABLES** Dustin Wood¹;

¹Wake Forest University – A source of difficulty in reconciling social cognitive and trait perspectives in personality psychology has been showing how social cognitive units can explain the known covariation of behavioral traits. I describe how constructs that alter the functional value of behavior for the individual (particularly motives, abilities, and perceptions, or MAPs) can explain the covariation of traits such as sociability, assertiveness, and enthusiasm without invoking factors such as "latent extravert-

sion." First, an individual's level of any behavioral trait is almost invariably influenced by several distinct MAPs independently. Second, any particular MAP (e.g., a tendency to see others positively) almost certainly influences levels of many distinct behavioral traits simultaneously. I detail many of the specific motives, abilities, and perceptions that underlie behavioral traits central to personality psychology and detail how these remove any need to postulate latent factors such as the Big Five as causal sources of a person's behavior.

THE THREAT OF PATHOGEN INFECTION AND ITS IMPLICATIONS FOR HUMAN PERSONALITY Mark Schaller¹, Damian Murray¹; ¹University of British Columbia – We describe research revealing specific ways in which personality dispositions differ depending upon the risk of pathogen infection in the local environment. We first briefly summarize a conceptual framework that produces specific predictions, and then describe recent empirical results testing those predictions. Several studies (using data collected from 10,000s of people in dozens of countries) reveal that in places where pathogen prevalence is greater, people show lower levels of extraversion, openness, and related behavioral tendencies. Additional results show that these effects are predicted by the prevalence of specific kinds of pathogens, but not others. (For example: Cultural variability in extraversion is predicted especially strongly by prevalence of pathogens that spread via interpersonal contact.) Finally, we identify epigenetic and perceptual/cognitive processes that may account for these effects, and summarize several recent laboratory experiments (on both humans and nonhuman animals) that examine these processes.

THE BEHAVIORAL CONSEQUENCES OF BEING ABLE TO SOLVE COMPLEX ABSTRACT PROBLEMS (I.E., BEING INTELLIGENT) Seth M. Spain¹, P. D. Harms², Dustin Wood³, Lewis R. Goldberg⁴; ¹Binghamton University, ²University of Nebraska-Lincoln, ³Wake Forest University, ⁴Oregon Research Institute – Although the behavioral correlates of intellectual ability are wide-ranging, little previous work has attempted to explain the processes underlying these relationships. We provide a detailed profile of the behavioral correlates of IQ scores, and discuss how this profile can be understood from a functional perspective. In particular, IQ scores index the degree that one can easily solve complex abstract reasoning problems, and IQ's various behavioral correlates follow from how individuals respond to their level of ease in this class of situations. Consistent with this, we find IQ scores to be most associated with perceived capacities to solve complex or abstract problems, and with beliefs that one is desirably different from others. These more direct effects seem to largely mediate the more diverse additional effects of intellectual ability, ranging from increased assertiveness, pursuit of leadership, desire to travel, and superiority beliefs, and decreased sympathy for others and adherence to traditional authorities.

THE ROLE OF PERSONALITY IN CREATING AND SOLVING SOCIAL ADAPTIVE PROBLEMS David M. Buss¹; ¹University of Texas, Austin – Personality traits of people in one's social networks are linked to the creation of adaptive problems. Those high on narcissism, for example, are more likely to inflict the adaptive problem of sexual infidelity on their mates. Consequently, humans have evolved personality assessment adaptations that function to identify and act on the personality dispositions of others. Personality traits are also centrally involved in the strategies deployed to solve adaptive problems. Those high on agreeableness and conscientiousness, for example, are more likely than those low on these traits to pursue a long-term mating strategy. Those low on these traits are more likely to pursue a sexually exploitative mating strategy. Findings from unpublished empirical studies of mating and coalition partner selection are used to illustrate the dual role of personality in both creating and solving social adaptive problems. Discussion focuses on the scientific utility of framing personality in a functional context.

Symposia Session F8

WHAT PHYSIOLOGY CAN (AND CANNOT) TELL US ABOUT EMOTION

Saturday, January 28, 11:15 am - 12:30 pm, Room 24

Chair: Eliza Bliss-Moreau, University of California, Davis

Co-Chair: Kristen Lindquist, Harvard University

In this symposium, we demonstrate that autonomic physiological responses provide information about the basic psychological processes (e.g., affect, behaviors, appraisals) that comprise emotions rather than evidence of discrete emotional experiences per se.

ABSTRACTS

ASSESSING TWO BASIC ASSUMPTIONS: DO EMOTIONAL RESPONSES COHERE DURING EMOTIONAL RESPONDING AND IS GREATER COHERENCE ALWAYS A GOOD THING? Iris Mauss¹; ¹University of Denver – Many theories of emotion posit that people's experiences, behaviors, and physiological responses are coordinated during emotional episodes ("coherence"). Often these theories also propose that coherence is functional. Despite the pervasiveness of these hypotheses, empirical support for them is surprisingly limited. Two studies examined these hypotheses. The first study used methods optimized to detect coherence among emotion experience, behavior, and physiology. I found that overall responses were linked, although experience cohered with behavior more than it did with physiological responses. Moreover, coherence varied a great deal across individuals, ranging from no coherence to almost perfect coherence. The second study examined whether greater coherence may be functional. Results indicated that experience-behavior coherence but not experience-physiology coherence was associated with better individual functioning. Together, these studies suggest that coherence is not an all-or-none feature of emotions, but rather a graded, individually variable process with functions that depend on the response channel.

WHAT IS DISCRETE ABOUT DISCRETE EMOTIONS? Kristen Lindquist¹; ¹Harvard University – In two studies, we assessed whether emotions (e.g., anger, fear) correspond to specific patterns of activity in the central or peripheral nervous system. Our first study was a meta-analysis of 91 neuroimaging studies on emotion. Central nervous system activity gave evidence of more basic processes like feelings of pleasure and displeasure, concept knowledge, and attention, but did not differentiate between discrete experiences of emotion. Our second study was a behavioral experiment in which we measured self-reports of emotion, appraisals of the situation, behavior, and cardiovascular reactivity during emotion experience. Peripheral nervous system activity during the experience of emotion corresponded to appraisals and behavior (e.g., punishment), but not reports of discrete emotion experience. Our findings suggest that discrete emotions are not characterized by specific patterns of activity in the central or peripheral nervous system. Emotions instead appear to be constellations of more basic psychological processes.

REAPPRAISING STRESS AROUSAL IMPROVES AFFECTIVE RESPONSES WITHOUT IMPACTING SELF-REPORTED EMOTIONS Jeremy Jamieson¹; ¹Harvard University – Current models of emotion (e.g., Barrett, 2006; Gross, 2002) afford a proximal role for appraisals in the generation and regulation of affective states. In stressful situations, signs of increased arousal (e.g., racing heart) typically are construed as anxiety, nervousness, or fear. These negative appraisals trigger maladaptive physiological responses and increase attention for emotionally-negative information. The research presented here examined whether changing perceptions of physiological signals is sufficient to improve outcomes. In a paradigm used to induce negative affect, participants were either instructed to reappraise their arousal as helpful, or were assigned to a control condition. Relative to controls, reappraisal participants exhibited a more adaptive physiological profile – increased cardiac efficiency and

lower vascular resistance – which predicted a reduction in attentional bias for emotionally-negative information (though discreet emotion reports were unaffected). Thus, emotion appraisals are malleable. How we think about our internal states impacts physiological and affective responses.

AFFECTIVE VALENCE MODULATES RHESUS MACAQUE CARDIAC RESPONSIVITY

Eliza Bliss-Moreau^{1,2}; ¹University of California, Davis, ²California National Primate Research Center – We tested the hypothesis that physiological responding in rhesus monkeys is driven by the affective valence of stimuli rather than the discrete emotion category to which they belong. Macaque subjects watched 600 30-second videos (300 with social and 300 with nonsocial content) while physiological measures were recorded noninvasively. Respiratory sinus arrhythmia and pre-ejection period indexed parasympathetic and sympathetic nervous system activity. Consistent with our hypothesis, valence of the social content predicted the magnitude of both the parasympathetic and sympathetic response. Parasympathetic activity increased and sympathetic activity decreased as video content ranged from negative to positive. These findings complement research in humans finding that physiological responses correspond to valence rather than discrete emotion categories. Further, these results suggest that variation in cardiac responsivity tracks stimulus valence in the absence of linguistic labels for emotions. Implications of these data for understanding the evolution of affective responding are discussed.

Symposia Session F9

WHAT IS PSYCHOLOGICAL DISTANCE?

Saturday, January 28, 11:15 am - 12:30 pm, Room 23

Chair: Nira Liberman, Tel Aviv University

Co-Chair: Yaacov Trope, New York University

What is psychological distance? Why are different distances (temporal, spatial, social, hypotheticality) interrelated? Why do distances similarly affect psychological processes? Is there a basic dimension of distance on which other distances map? The symposium presents different answers to these questions from diverse theoretical perspectives.

ABSTRACTS

INETERRELATIONS BETWEEN PSYCHOLOGICAL DISTANCES: A CONSTRUAL LEVEL THEORY PERSPECTIVE

Nira Liberman¹, Yaacov Trope²; ¹Tel Aviv University, ²New York University – Construal Level Theory proposes that psychological distances (temporal, spatial, social, and hypotheticality) are interrelated because they are all distances from the same egocentric zero point of me, here and now and because they all necessitate forming higher-level, abstract mental construals. We present evidence for three types of relations among distances: (1) Distances facilitate each other (i.e., processing a stimulus that is distant on two dimensions is easier than processing a stimulus that is distant on one dimension and proximal on another dimension); (2) distances affect each other (distancing an object on one dimension makes it seem distal on another dimension); (3) distances combine in a sub-additive manner (distances seem smaller when remote on another distance dimension, e.g., a month seems shorter when socially more distal). We discuss the question of whether there is a primary dimension of distance and the relation between psychological distance and intensity of experience.

ON THE RELATIONS BETWEEN DISTINCT ASPECTS OF PSYCHOLOGICAL DISTANCE: AN ECOLOGICAL BASIS OF CONSTRUAL-LEVEL THEORY

Klaus Fiedler¹; ¹University of Heidelberg – Construal-level theory's basic assumption of a positive relationship between psychological distance and abstractness of mental representations presupposes a unitary distance construct. Although prior research testifies to convergent influences of temporal, spatial, social and reality (probability) distance, there is no direct evidence about the integration function of all four major distance aspects assessed within the same study with reference to the same

target objects. Does high (low) distance in any aspect imply high (low) distance in all other aspects, or are discounting effects (e.g., high temporal distance rendering high personal distance obsolete) sometimes apparent in negative correlations? In pursuing this question, we obtained strong and regular positive correlations between all four distance aspects, across judges and judgment targets, regardless of whether freely construed future episodes or really experienced past episodes were judged. Thus, existing ecological correlations seem to account for the positive relationship between time, space, probability and temporal distance.

BEYOND CONSTRUAL: DISENTANGLING THE COGNITIVE AND EMOTIONAL CONSEQUENCES OF PSYCHOLOGICAL DISTANCE

Lawrence Williams¹, Randy Stein², Laura Galguera³; ¹University of Colorado at Boulder, ²Harvard Business School, ³Yale University – Research suggests

that psychological distance and construal level changes are inextricably linked, such that distance promotes abstract thinking, and closeness promotes concrete thinking. We argue that the link between distance and construal level is largely cognitive. On the affective level, we propose that psychological distance and construal level effects are dissociated. Distance is associated with emotional detachment (modulating affective intensity), yet abstract thinking is associated with positive affect (modulating affective valence). Across parallel investigations, we find that: (1) social distance reduces, but abstract thinking increases, people's interest in mundane activities; (2) people are less persuaded by appeals when primed with spatial distance, but more persuaded when primed with abstract thinking; and (3) people primed with spatial closeness or abstract thinking donate more money to charity, compared to people primed with spatial distance or concrete thinking. These results suggest that deeper consideration of the affective consequences of psychological distance is warranted.

PSYCHOSOCIAL RESOURCES AND THE PERCEPTION OF THREATENING OBJECTS AND EVENTS

Kent Harber¹, Jamie Gorman¹; ¹Rutgers University at Newark – The Resources and Perception Model predicts that psychosocial resources affect stressor perception. It draws on New Look research, showing that disturbing things are perceptually amplified, and on research showing that psychosocial resources reduce stress. If stress amplifies perception, and resources moderate stress, then people with fewer resources should perceive stressors more extremely (as higher, closer, etc.) than those with ample resources. Experiments testing the RPM confirm this prediction. Betrayal (which depletes resources) led to exaggerated perception of infant cries, which was corrected by emotional disclosure (which restores resources). Hills appeared less steep when a friend was physically present, or simply imagined. Depleted self-worth and lower self-esteem distorted perceived distance to a tarantula and the height of a 5 story precipice, respectively. Ostracism disrupted human motion perception, but only among those lacking in social support or self-confidence. In sum, there is converging evidence the resources moderate, and perhaps improve, threat perception.

Symposia Session F10

CULTURALLY SITUATED POWER

Saturday, January 28, 11:15 am - 12:30 pm, Room 32

Chair: Yuri Miyamoto, University of Wisconsin-Madison

Despite the importance of power across cultures, not much is known about whether the meaning and consequences of power depend on cultural contexts. This symposium explores cultural variations in how power is associated with cognitive and behavioral consequences and how people judge those who are in positions of power.

ABSTRACTS

CULTURAL CONTEXTS MODERATE THE EFFECT OF POWER ON COGNITION Yuri Miyamoto¹, Brooke Wilken¹; ¹University of Wisconsin-Madison – Research conducted in Western cultures has shown that power fosters an analytic, context-independent cognitive style. However, it is not clear whether power has the same effects across cultures. In order to effectively influence others, people may need to employ a cognitive style that serves their cultural imperative. In two studies, we tested this hypothesis by both measuring and manipulating power. The findings suggest that, in the United States, where the cultural imperative is to pursue self-defined goals independently of social contexts, power fosters an analytic cognitive style that helps people focus on their goals. On the other hand, in Japan, where the cultural imperative is to attend to other people and fit into social contexts, this pattern was absent or reversed. These findings highlight both the interpersonal underpinnings of cognitive styles and the role that culture plays in ascribing meaning to power.

BICULTURALISM AND THE CULTURAL CONCEPTUALIZATIONS OF POWER Yu-Wei Hsu¹, Adam Galinsky¹; ¹Northwestern University – Research on cultural conceptualizations of power has suggested that Westerners and East Asians associate power with different concepts and behavioral consequences. Westerners associate power with the concepts of reward and action, whereas East Asians connect power with concepts of responsibility and restraint. The current research conducted two experiments to investigate how situational factors (the East Asian versus American cultural cues) and individual differences in bicultural identity integration (BII) impact whether Asian Americans react to power with greater action. In the context of American cultural cues, high BII biculturals displayed greater action when primed with power. The reverse pattern occurred when after being primed with East Asian cultural cues. In contrast, low BII biculturals under American cultural cues were less likely to act when exposed to power than without it, but more likely to act under East Asian cultural cues. We discuss the implications for the growing body of bicultural citizens.

HOW DO MBA STUDENTS JUDGE A BOSS'S FACIAL EXPRESSIONS?: CULTURAL VARIATION IN JUDGMENT STYLES BETWEEN EUROPEAN CANADIANS AND JAPANESE Takahiko Masuda¹, Jennifer Argo¹, Kenichi Ito¹, Koichi Hioki²; ¹University of Alberta, ²Kobe University – The current study investigates whether culturally dominant patterns of attention influence people's evaluation of facial emotions. Previous findings indicate that when East Asians are presented with lineups of people typifying different facial emotions and are asked to judge the emotional intensity of a single target's facial expression, judgments are strongly influenced by changes in backgrounds, while North Americans are not affected by contextual factors (Masuda, Ellsworth, et al. 2008). However, whether this finding is replicable in business settings where hierarchy is involved has yet to be investigated. To answer this question, we recruited MBA students and conducted a study using a new set of stimuli (lineups consisting of five people) in which a central executive is surrounded by four subordinates. Results of this study generally replicated previous findings. In relation to these results, cultural variations in the ideal model of business executives (performance-oriented vs. maintenance-oriented management) will also be discussed.

LEADERSHIP AS ASSERTION VS. POPULARITY: CHINESE AND AMERICAN IMPLICIT THEORIES OF AGENCY SHAPE LEADERSHIP PERCEPTIONS Jeanne H. Y. Fu¹, Tanya Menon², Chi-yue Chiu³, Ying-yi Hong³; ¹City University of Hong Kong, ²Northwestern University, ³Nanyang Technological University – We study how cultural differences in implicit agency beliefs shape leadership perceptions. We propose that autonomous agency beliefs (the self as change agent) prevail in the US whereas social agency beliefs (other people and groups in the environment as change agents) dominate Asian contexts. Further, these beliefs give rise to preferences for leaders who exercise different types of power. People who hold autonomous

agency beliefs prefer assertive leaders, whereas people who hold social agency beliefs prefer leaders who focus on interpersonal popularity. These differential associations contribute to the cross-country differences evaluating a leader's effectiveness. We present findings from 3 quasi-experimental studies to support these relationships.

Symposia Session F11**A FOURTH LEG: INCORPORATING TIME IN SOCIAL-PSYCHOLOGICAL SCIENCE**

Saturday, January 28, 11:15 am - 12:30 pm, Room 26

Chair: Gregory Walton, Stanford University

Co-Chair: Geoff Cohen, Stanford University

With its fondness for the power of the situation and laboratory experimentation, social psychology has traditionally placed little emphasis on time. Yet brief social-psychological interventions can generate long-lasting benefits. This symposium reviews such interventions and the theoretical value of examining how social-psychological processes propagate through time.

ABSTRACTS

DEVOSICIAL PSYCHOLOGY: TOWARD UNDERSTANDING THE DEVELOPMENT OF SOCIAL-PSYCHOLOGICAL PROCESSES Gregory M.

Walton¹, Geoffrey L. Cohen¹; ¹Stanford University – Despite the predominant emphasis in social psychology on the power of the immediate situation, both classic and contemporary research find that brief social-psychological interventions can cause lasting change. For instance, dissonance-based interventions can change attitudes long into the future; Rokeach (1971) observed improvements in college students' civil rights attitudes over 15-17 months and increased responses to appeals from the NAACP. In our research, we have found that a 1-hour social-belonging intervention improved minority college students' GPA and subjective health over three years (Walton & Cohen, 2011), and that a series of value-affirmation exercises improved minority middle school students' GPA and remediation rates over two years (Cohen et al., 2009). Such findings point to a new synthesis of social and developmental psychology, which we term devosocial psychology. This synthesis addresses the developmental trajectory of social-psychological processes and the developmental and structural pathways through which social-psychological processes can propagate their effects.

VALUE INTERVENTIONS AND CONTINUING MOTIVATION: EVIDENCE FROM RANDOMIZED FIELD EXPERIMENTS Chris S. Hulleman¹, Chris

Rozeck², Janet S. Hyde², Judith M. Harackiewicz²; ¹James Madison University, ²University of Wisconsin-Madison – Expectancy-value models of motivation predict that an individual's perception of task value and expectations for success for the task influence performance, persistence, interest, and choice, but there have been very few experimental tests of this framework in education. In a series of studies we have tested brief value interventions that have had lasting impact for one semester of a high school science class (Hulleman & Harackiewicz, 2009), a semester of college courses in psychology and statistics (Hulleman et al., 2010), and two years of high school course-taking (Harackiewicz et al., 2011). These value interventions raised students' interest in course topics, course grades, subsequent course-taking, and retention. We discuss several processes instigated by the brief intervention, especially the degree to which individuals personalize material and perceive connections with their own lives. This way of perceiving course topics can become a filter that influences how students approach their coursework over time.

IT GETS BETTER: TEACHING ADOLESCENTS THAT PEOPLE CAN CHANGE REDUCES STRESS AND IMPROVES ACHIEVEMENT David S. Yeager¹,

Carol S. Dweck²; ¹University of Texas at Austin, ²Stanford University – The transition to high school is often accompanied by increasing social stress and declining grades, which can culminate in school dropout. We propose that this stress is greater when students construe social adversity as

permanent—for instance, when they feel that they will always be a victim or “a loser,” or that bullies will always pick on them (Yeager et al., in press). We tested this theory by conducting a double-blind field experiment that taught 9th grade adolescents about the malleability of people’s traits. This intervention, delivered during the first three weeks of school, reduced stress and improved grades over nine months. Mediation analyses showed it was by changing students’ subjective construals of social adversity that daily events of ostracism and rejection took on a different, less stressful, meaning. Over time, this reduction in stress prevented social adversity from undermining performance during this developmental transition.

CHANGING LAY THEORIES ABOUT WILLPOWER IMPROVES SELF-REGULATION UNDER STRESS Katharina Bernecker¹, Veronika Job¹, Carol S. Dweck², Gregory M. Walton²; ¹University of Zurich, ²Stanford University – Willpower is what people need to resist temptations and pursue long-term goals. Recent research showed that people have different lay theories about willpower as either a quality that gets used up quickly (limited theory) or one that can be called upon for long periods of time (non-limited theory) (Job et al., 2010). Based on a longitudinal study, showing that students with a non-limited theory self-regulated more successfully during stressful weeks, we developed an online-intervention. In a 3-step exercise adapted from previous social-psychological interventions (e.g. Walton & Cohen, 2007), students learned either a non-limited theory of willpower or time management skills. Over the next five weeks, those students who learned a non-limited theory exhibited better self-regulation when under stress, procrastinating less and spending less money, than students who learned time management skills and students in a non-treatment group. Results suggest learning a non-limited theory of willpower can promote successful self-regulation.

Symposium Session G and Campbell Award Address

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

Donald T. Campbell Award for Social Psychology

The Donald T. Campbell Award recognizes distinguished scholarly achievement in social psychology. The award honors an individual who "has contributed and is continuing to contribute to the field of social psychology in significant ways."

Campbell Award Committee: Susan Fiske (chair), Russ Fazio, Tony Manstead, and Nicole Shelton.

SOCIAL PSYCHOLOGY AND SOCIAL CHANGE: MINDSET, MOTIVATION, AND (SOCIAL) MOVEMENTS

Saturday, January 28, 2:00 - 3:15 pm, Ballroom 20A

Recipient and Speaker: John Dovidio, Yale University

Introducer: Samuel Gaertner, University of Delaware

Psychology occupies the unique role of a “gateway science” that bridges brain, individual-level processes, group-level, and societal level processes. This presentation considers the value and the limitations of work on improving intergroup attitudes for creating structural equality. The research presented focuses on the importance of understanding the different needs, perspectives, and motivations of members of advantaged and disadvantaged groups for recognizing obstacles and avenues for reconciliation. Ways of applying social psychological principles to moti-

vate members of advantaged social groups to take action to improve the welfare of disadvantaged groups and promote equality are considered.

About Jack Dovidio

John F. Dovidio, who is currently Professor of Psychology at Yale University, previously taught at Colgate University and at the University of Connecticut. At Colgate, he was the Charles A. Dana Professor of Psychology and served as Provost and Dean of the Faculty. His research interests are in stereotyping, prejudice, and discrimination; social power and nonverbal communication; and altruism and helping. Much of his scholarship, in collaboration with Dr. Samuel L. Gaertner, has focused on “aversive racism,” a subtle form of contemporary racism. He has been president of the Society for Personality and Social Psychology and of the Society for the Psychological Study of Social Issues, as well as Chair of the Executive Committee of the Society for Experimental Social Psychology. Dr. Dovidio has been Editor of the Journal of Personality and Social Psychology – Interpersonal Relations and Group Processes, and of Personality and Social Psychology Bulletin, and Co-Editor of Social Issues and Policy Review.

Dr. Dovidio has published over 300 articles and chapters; is co-author of several books, including Emergency intervention; The Psychology of helping and altruism; The social psychology of prosocial behavior; and Reducing intergroup bias: The Common Ingroup Identity Model; as well as co-editor of Prejudice, discrimination, and racism; Power, dominance, and nonverbal behavior; On the nature of prejudice: 50 years after Allport; and, Intergroup misunderstandings: Impact of divergent social realities, and the Handbook of prejudice, stereotyping, and discrimination. Dr. Dovidio has been with co-recipient of the Kurt Lewin Award (with S.L. Gaertner), the Gordon Allport Prize, the APA Raymond A. Fowler Mentor Award, APA Award for Distinguished Service to Psychological Science, the SPSSI Distinguished Service Award, and the APA Presidential Citation for his research on racism

Symposia Session G2

THE CONSEQUENCES OF BEING LOW ON THE TOTEM POLE: DEPRIVATION, STATUS, AND RESOURCE CHOICE

Saturday, January 28, 2:00 - 3:15 pm, Room 31

Chair: Crystal Hall, University of Washington

Co-Chair: Cynthia Cryder, Washington University in St. Louis

Four papers examine how relative standing influences resource choices. In the context of manipulated scarcity and real-life poverty, relative status is tied to resource related decisions. Overall, we argue that low relative standing prompts resource choice missteps. Self-affirmation offers one possibility of restoring stature and the promotion of wise choices.

ABSTRACTS

SELF AFFIRMATION AND LOW-INCOME DECISION MAKING Crystal Hall¹, Jiaying Zhao², Eldar Shafir²; ¹University of Washington, ²Princeton University – Several studies have shown that stereotype threat can disrupt the performance of stigmatized individuals. Interestingly, very little such work has been done in the context of low-income decision making. We extend previous findings by investigating the effects of self-affirmation on the behavior and choice of low-socioeconomic status adults. We present a series of studies that demonstrate both a change in cognitive performance and greater interest in a beneficial tax credit. I argue that the self-affirmation manipulation impacts choices through a decrease in potential stereotype threat associated with certain types of decision environments. The findings have important implications for the design of programs and policies aimed at low-income people in situations in which a stigmatized identity (like “poor”) is likely to impact financial decision-making or cognitive performance in general.

STATUS AND SAVINGS Cynthia Cryder¹, Michelle Duguid¹; ¹Washington University in St. Louis – Previous research shows that low status individuals wish to spend more because consumption is a means to restore self-esteem. In this project, we find that low status individuals also expect to save less than high status individuals, but not because of low self-esteem. Instead, we find a novel mediator of low perceived control that predicts low savings intentions. In Study 1, a situational manipulation of low status triggered low savings intentions. In Study 2, an observational study of a diverse sample of U.S. adults, low status predicted low savings intentions, even when accounting for education and income differences; low perceived control accounted for this effect while self-esteem did not. Low status individuals therefore face at least two obstacles on the path to financial security: 1) a desire to spend to restore self worth and 2) a feeling of hopelessness about one's ability to save in the future.

SOME CONSEQUENCES OF HAVING TOO LITTLE Anuj Shah¹, Eldar Shafir¹, Sendhil Mullainathan²; ¹Princeton University, ²Harvard University – We discuss several studies which examine the influence of resource scarcity on people's budgeting behavior and task performance. Among other effects, we show that scarcity causes decision-makers to over-borrow and to therefore perform worse when given the flexibility to borrow. Similarly, scarcity leads decision-makers to under-save and to therefore perform worse when given inconsistent budgets. We consider how these effects might stem from scarcity-induced shifts in attention and we discuss implications for studying behavior under scarcity in general, and under poverty in particular.

A NOVEL RESPONSE TO ECONOMIC HARDSHIP: FINANCIAL DEPRIVATION ENHANCES THE DETECTION, SELECTION, AND CONSUMPTION OF SCARCE GOODS Eesha Sharma¹, Adam Alter¹; ¹New York University – Consumers assess their wellbeing subjectively, largely by comparing the present state of their lives to the state of comparable others and to their own state earlier in time. We suggest that consumers similarly assess their financial wellbeing, and when these evaluations highlight a deficit in their financial position, they pursue strategies that mitigate the associated sense of financial deprivation. In five studies, we found that the inferiority and unpleasant affect associated with financial deprivation motivated consumers to attend to, choose, and consume scarce stimuli rather than comparable abundant stimuli. These effects diminished when scarce stimuli were limited because other people had already acquired them, and when consumers attributed their unpleasant feelings to an extraneous source.

Symposia Session G3

THE ROLE OF THE SELF IN CHEATING AND UNETHICAL BEHAVIOR

Saturday, January 28, 2:00 - 3:15 pm, Room 33

Chair: Gabrielle Adams, London Business School

Co-Chair: Benoît Monin, Stanford University

Four presentations illuminate the relationship between the self and unethical behavior. Three lines of research that manipulate the implications of cheating for the self reduce the likelihood that people will cheat. And after cheating to do well at something, people erroneously conclude that their inflated performance is indicative of ability.

ABSTRACTS

CHEATING DOESN'T MAKE YOU A CHEATER Christopher Bryan¹, Gabrielle Adams², Benoît Monin¹; ¹Stanford University, ²London Business School – Three experiments found that people are less likely to cheat for personal gain when a subtle change in phrasing frames such behavior as diagnostic of an undesirable identity. Participants were given an opportunity to cheat and claim money they were not entitled to, at the experimenters' expense. Experimental instructions referred to cheating with either a verb (e.g., "cheating") or a predicate noun (e.g., "being a

cheater"). In two different paradigms, participants in the verb condition cheated significantly more than participants in the noun condition, who showed no evidence of having cheated at all. This difference occurred both when people were approached in a public setting (Experiment 1) and in the private context of an online experiment (Experiments 2 and 3). These results demonstrate the power of a subtle linguistic difference to regulate even private unethical behavior by invoking people's desire to maintain a view of themselves as good and honest.

WHEN TO SIGN ON THE DOTTED LINE? SIGNING FIRST MAKES ETHICS SALIENT AND DECREASES DISHONEST SELF-REPORTS

Lisa Shu¹, Nina Mazar², Francesca Gino¹, Max Bazerman¹, Dan Ariely³; ¹Harvard Business School, ²University of Toronto, Rotman School of Management, ³Duke University, Fuqua School of Business – The paper examines the effectiveness of a simple and efficient measure to reduce or eliminate unethical behaviors: signing on the dotted line. This intervention has particular relevance for transactions that rely on truthful self-reports, such as filing taxes, claiming business expenses, or reporting billable hours. These transactions assume individual honesty, and departures from honesty can lead to significant economic losses, at least for one party. Using both field and lab experiments, we find that signing a pledge of honesty before, rather than after, a self-report task raises the saliency of ethics and morality, and results in significant decreases in dishonesty. Signing on the dotted line shifts the moral gaze inward, raising the saliency of ethical standards and promoting more ethical actions going forward.

CHEATING MORE WHEN THE SPOILS ARE SPLIT? Scott Wiltermuth¹;

¹University of Southern California, Marshall School of Business – Four experiments demonstrated that people are more likely to cheat when the benefits of doing so are split with another person—even an anonymous stranger—than when the actor alone captures all of the benefits. In three of the studies, splitting the benefits of over-reporting one's performance on a task made such over-reporting seem less unethical in the eyes of participants. Mitigated perceptions of the immorality of cheating mediated the relationship between split spoils and increased cheating in Study 3. The studies showed that people may be more likely to behave dishonestly for their own benefit if they can point to benefiting others as a mitigating factor for their unethical behavior. People therefore do not feel as entitled to cheat when the self alone benefits.

A TEMPORAL VIEW OF SELF-DECEPTION Zoe Chance¹, Michael Norton¹,

Francesca Gino¹; ¹Harvard Business School – Four experiments investigate how cheating can ironically enhance the self-concept, leading people to believe they are more intelligent. This short-term psychological benefit of self-deception, however, can come with longer-term costs: when predicting future performance, cheaters expect to perform as well as they did when they could cheat – an error in judgment that persists even when these inflated expectations come at a cost. We find that social recognition of dishonest good performance enhances rather than diminishes these effects, and that when accurate performance feedback is given, individual differences predict the decay of self-deception over time. Although people expect to cheat, they do not foresee self-deception, and factors that reinforce the benefits of cheating enhance self-deception. More broadly, the findings of these experiments offer evidence that debates about.

Symposia Session G4

THE EGOCENTRIST AND THE STRANGER: MAKING SENSE OF OTHERS FROM A SELF-FOCUSED PERSPECTIVE

Saturday, January 28, 2:00 - 3:15 pm, Room 24

Chair: Oleg Urminsky, University of Chicago, Booth School of Business

Co-Chair: Julia Minson, University of Pennsylvania Wharton School of Business

The self is shown to play an important, but bounded, role in reasoning about dissimilar others. For generally dissimilar others people rely on external information (e.g. stereotypes), instead of using projection. How-

ever, when clear parallels to the dissimilar others exist, people infer that their preferences parallel one's own via projection.

ABSTRACTS

THE EFFECT OF DECISION EASE AND OPTION VALENCE ON PREFERENCE PROJECTION Jeff Galak¹, Joseph Simmons², Leif D. Nelson³; ¹Carnegie Mellon University, ²University of Pennsylvania, ³University of California, Berkeley – People often predict others' choices by relying on their own decision ease as a heuristic cue. The easier their own decision feels, the more likely they are to believe that others will make the same choice. Because choosing between two good options feels easy, choosing between two bad options feels difficult, a stronger projection effect should emerge when choosing between in the former case. Four experiments demonstrate that when participants choose between and provide consensus estimates for pairs of face (Studies 1 and 2) or words (Studies 3 and 4), they show a greater projection effect when the choices are positive (e.g. attractive) as compared to when they are negative (e.g. unattractive). This effect is reversed when participants are asked to "reject" one of the two options and disappears when participants are asked to provide estimates of the number of people who disagree (as compared to agree) with them.

MIND-READING IN STRATEGIC INTERACTION: THE IMPACT OF PERCEIVED SIMILARITY ON PROJECTION AND STEREOTYPING Xi Zou¹, Daniel Ames², Elke Weber²; ¹London Business School, ²Columbia University – In social dilemmas, negotiations, and other forms of strategic interaction, mind-reading—intuiting another party's goals and intentions—has an important impact on an actor's own behavior. We present a model of how perceivers shift between social projection (using one's own mental states to intuit a counterpart's mental states) and stereotyping (using general assumptions about a group to intuit a counterpart's mental states). Study 1 extends prior work on perceptual dilemmas in arms races, examining Americans' perceptions of Chinese attitudes toward military escalation. Study 2 adapts a prisoner's dilemma, pairing participants with outgroup targets. Study 3 employs an ultimatum game, asking male and female participants to make judgments about opposite sex partners. Study 4 manipulates perceived similarity as well as counterpart stereotype in a principal-agent context. Across the studies, we find evidence for our central prediction: heightened levels of perceived similarity are associated with increased projection and reduced stereotyping.

CHOOSING DIFFERENTLY BUT IN THE SAME WAY: HOW SELF IMPACTS BELIEFS ABOUT THOSE MAKING THE OPPOSITE CHOICE Oleg Urminsky¹, Yesim Orhun²; ¹University of Chicago, ²University of Michigan – Across seven studies, we investigate how people's ratings of their choice options impact their beliefs about others' ratings, both for others making the same as well as the opposite choice. Contrary to existing theories of false consensus, we find conditional preference projection: beliefs about others are based on the assumption that their choices arose from corresponding preferences to one's own. Thus, the higher a voter rated her own preferred candidate, the more she believed that supporters of the opposing candidate would rate their own (e.g. the opposing) candidate highly. The findings replicate for choices between non-polarizing options and are extended to both experimentally manipulated preferences and shifts in preference over time. We identify analogical thinking and belief in similar decision processes as moderators and rule out reverse causation (e.g. preferences influenced by beliefs) and belief in negative correlations as explanations.

"BE REASONABLE, SEE IT MY WAY": NAÏVE REALISM AS A BARRIER TO CAPTURING THE "WISDOM OF DYADS" Julia A. Minson¹, Varda Liberman², Christopher J. Bryan³, Lee Ross³; ¹University of Pennsylvania, ²Interdisciplinary Center Herzliya, Israel, ³Stanford University – Two studies provided evidence for the role of "naïve realism" in the failure of individuals to give adequate weight to peer input when making judgments regarding the percentage of their peers holding a particular opinion.

Both studies showed greater discounting of peer input when dyad partners disagreed on the issue about which they made consensus estimates. Study 1 demonstrated that participants see own estimates as more "objective" than those of their peers, particularly in cases of political disagreement. This difference in perceived objectivity predicted the degree of underweighting of peer judgments relative to one's own. Compelling participants to assess their own versus their partners' objectivity prior to revising estimates decreased both the difference in perceived objectivity and the degree of underweighting. Study 2 showed that subsequent use of peer input and judgment accuracy can be increased by requiring dyad members to reach joint estimates via discussion.

Symposium Session H

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

Symposia Session H1

SOCIAL INFLUENCE ON RISKY DECISION MAKING: NEURAL MECHANISMS AND PREDICTORS OF REAL WORLD OUTCOMES

Saturday, January 28, 3:30 - 4:45 pm, Ballroom 20A

Chair: Eva Telzer, UCLA

Co-Chair: Emily Falk, University of Michigan, Ann Arbor

Social influence is pervasive and powerful; it can lead us to better ourselves, or put us in jeopardy. We present behavioral and neural evidence elucidating the social and cognitive mechanisms that promote and buffer against risky behaviors and how neural activity predicts parallel risky behaviors in the real world.

ABSTRACTS

PEER INFLUENCE, SOCIAL EXCLUSION, AND RISK TAKING IN ADOLESCENTS AND YOUNG ADULTS Shannon Peake¹, Tom Dishion^{1,2}, Elizabeth Stormshak¹, Jennifer Pfeifer¹; ¹University of Oregon, ²Arizona State University – This study investigated changes in risk taking based on social context, namely the presence or absence of peers and social exclusion by peers. All participants performed a simulated driving task under three different conditions: alone, in the implied presence of two online peers, and after an event where the peers socially excluded the subjects from an online game. Adolescents performed these tasks while undergoing fMRI. Risk decisions increased in the peer condition relative to the alone condition, and the magnitude of the increase correlated with self-reported risk behavior (substance use and antisocial/deviant behavior). Subjects with high self-reported need to belong exhibited increased risk decisions following social exclusion. Neural responses during these conditions varied according to risk and need profiles. The results reinforce the importance of social context in youth risk taking and suggest that individuals with high sensitivity for social acceptance may react to social exclusion with increased risk behaviors.

BEHAVIORAL AND NEURAL MECHANISMS UNDERLYING FAMILIAL INFLUENCE ON ADOLESCENTS' SUBSTANCE USE Eva Telzer¹, Andrew Fuligni¹, Nancy Gonzals², Thomas Weisner¹, Matthew Lieberman¹, Adriana Galvan¹; ¹University of California, Los Angeles, ²Arizona State University – In the current studies we examined how familism, a culturally important aspect of family relationships that stresses family solidarity and connection, may serve as a source of protection for adolescent substance use. In Study 1, 428 adolescents completed questionnaires assessing their familism values and substance use. Results suggest that familism values are protective for adolescents' substance use, largely due to the links with decreased association with deviant peers and increased parental disclosure. In Study 2, 48 adolescents from the larger study underwent an fMRI scan during which they completed a Go-Nogo game, a task that

measures response inhibition and cognitive control. Results show that when inhibiting their behavioral responses, adolescents who valued familism showed greater activation in the DLPFC, a neural region involved in cognitive control. Together, these studies suggest that family connection is protective against substance use, due to adolescents' greater ability to regulate their behavior.

SOCIAL AND NEUROCOGNITIVE PREDICTORS OF SUSCEPTIBILITY TO INFLUENCE AND RISK TAKING IN RECENTLY LICENSED TEEN DRIVERS

Christopher Cascio¹, Joshua Carp¹, Francis Tinney¹, Ray Bingham¹, Andrea Baretto¹, Jean Shope², Bruce Simons², Emily Falk¹; ¹University of Michigan, Ann Arbor, ²National Institute of Child Health and Human Development – Recently licensed teen drivers are at elevated risk for crash, injury and death, and this is particularly true when other teens are present in the vehicle. We build on Peake and colleagues' results, in which risk taking was moderated by the presence of peers, and the social context in which the interaction took place, to predict risk-taking and susceptibility to peer influence in the real world. In the current investigation, participants performed tasks measuring risk-taking, cognitive control, and reactivity to social exclusion while undergoing fMRI. One week following the fMRI scan a driving task was performed in a state-of-the-art full-vehicle driving simulator, allowing us to obtain externally valid measures of driving safety with no passengers and in the presence of a peer. We present convergent evidence that neural activity in hypothesized regions predicts risk taking and susceptibility to social influence in the real world.

FROM NEURAL RESPONSES TO POPULATION BEHAVIOR: NEURAL FOCUS GROUP PREDICTS POPULATION LEVEL MEDIA EFFECTS

Emily Falk¹, Elliot Berkman², Matthew Lieberman³; ¹University of Michigan, Ann Arbor, ²University of Oregon, ³University of California, Los Angeles – Can neural responses predict behavior change? Across three studies, neural activity in an a priori region of interest in medial prefrontal cortex during exposure to persuasive messages predicted behavior change in individuals, and at the population level. In studies 1 and 2, we predicted individual behavior change (increases in sunscreen use over one week, and reductions in smoking over one month, respectively); in both studies, neural signals more than doubled the variance explained by self-report measures alone. In study 3, neural activity in response to different mass media campaigns predicted the media campaigns' relative success at changing behavior at the population level, significantly above chance levels, whereas the same participants' self-reported projections of campaign efficacy did not predict the relative success of the campaigns at the population level. Our results extend the brain-as-predictor approach from predicting individual difference outcomes to show that neural signals may also predict population-level risk behaviors.

Symposia Session H2

MENSTRUAL CYCLE EFFECTS ON WOMEN'S MATE PREFERENCES? CRITICAL PERSPECTIVES

Saturday, January 28, 3:30 - 4:45 pm, Ballroom 20B/C

Chair: Wendy Wood, University of Southern California

Do women's mate preferences shift strategically across the menstrual cycle? We present critical new analyses of the idea that contemporary mate preferences favor ancestral reproductive outcomes (e.g., fertile women prefer as short-term partners men with good genes). Each speaker estimates the robustness of evolved mate preferences and interprets them accordingly.

ABSTRACTS

MENSTRUAL CYCLE AND PREFERENCES FOR FACIAL MASCULINITY: A CLOSER LOOK.

Christine Harris¹; ¹University of California, San Diego – This talk critically analyzes the empirical and theoretical basis for the idea that women have evolved strategic mate preferences that vary

across the menstrual cycle. Women in relationships are thought to prefer permanent mates with feminized faces, but when conception is likely they are thought to prefer to mate with men with more masculine faces. This cycle preference shift hypothesis assumes a fitness trade-off between choosing mates with more masculine faces (better genes) relative to those with more feminized faces (better parenting). However, recent research showed no hint of any preference for masculine faces when fertilization was likely, raising questions about the robustness of the facial preference shift. At a theoretical level, these strategic preferences can be questioned given the lack of direct evidence that masculinization in human male faces indicates better genes, the complex and poorly understood relation of immunocompetence and testosterone, and the nature of female infidelity.

EMPIRICAL FINDINGS OF MENSTRUAL CYCLE EFFECTS ON MATE PREFERENCES: A META-ANALYTIC REVIEW

Wendy Wood¹, Laura Kressel¹, Priyanka Joshi¹, Brian Louie¹; ¹University of Southern California – Are women's mate preferences guided by evolved dispositions reflecting the adaptive benefits of mate choice for ancestral women? A meta-analysis of 44 studies tested the hypothesis that women, when fertile, have an evolved preference for short-term mating with men with good genes indicators of masculine physical features (e.g., muscularity, deep voice, facial features). Challenging this hypothesis from evolutionary psychology, women in short-term mating contexts were no more likely to prefer men with masculine features when fertile than they did when not fertile. Nonetheless, published studies (but not unpublished) reported shifts in preferences across the cycle. In general, the results are consistent with evolutionary models in which women choose mates flexibly depending on the attributes valued in their current cultural contexts.

HUSBANDS AND LOVERS ON THE AFRICAN SAVANNAH: EXPLORING THE EVOLUTION OF FEMALE MATING PREFERENCES AND SHIFTS ACROSS THE MENSTRUAL CYCLE

Coren L. Apicella¹; ¹Harvard University – A number of studies in the field of evolutionary psychology have documented shifts in women's preferences for mates across the menstrual cycle. These shifts, whereby women have been found to prefer more masculine features during the ovulatory phase of their cycle, are thought to represent evolved adaptations for mate selection. That is, women are selecting for good genes during times when conception is likely and good fathers during times when conception is less likely. I evaluate this evolutionary account using methods from biological anthropology and data from evolutionarily-relevant populations. In particular, I will discuss menstruation in natural fertility populations, the role of fathers in providing care to their offspring, women's preferences for mates including preferences for traits that signal masculinity, and finally, the likelihood of extramarital copulations in our ancestral past. When possible, I will present data from the Hadzabe people, an extant group of hunter-gatherers living in Northern Tanzania.

Symposia Session H3

THE GROWING PAINS OF INTERGROUP BIAS: USING DEVELOPMENTAL METHODS TO ILLUMINATE THE ORIGINS OF PREJUDICE

Saturday, January 28, 3:30 - 4:45 pm, Ballroom 20D

Chair: Larisa Heiphetz, Harvard University

This symposium offers a developmental perspective on social preferences. Four papers explore intergroup cognition across development in real-world domains (e.g., religion, morality) and previously unfamiliar "minimal" groups. These papers illuminate the early origins of social phenomena and underscore the importance of social relations across development.

ABSTRACTS

INTUITIVE MORAL RELATIVISM Joshua Knobe¹; ¹Yale University – Existing research shows that people think differently about beliefs in different

domains. When people hold opposing beliefs about a question in mathematics, participants tend to conclude that some of them have to be wrong. By contrast, when people hold opposing beliefs about whether roller coasters are fun, participants tend to endorse the 'relativist' view that they can both be right. The present studies investigated judgments about disagreements in the moral domain. Across five studies (with American and Singaporean adults), we found that responses depended on the nature of the disagreement. When people within the same culture were described as holding opposing moral beliefs, participants judged that one of them had to be wrong. However, when people from different cultures were described as holding opposing beliefs, participants judged that they could both be right. These results suggest that people endorse moral relativism -- but only in a cross-cultural context.

THOSE WHO AGREE WITH ME ARE GOOD: INFANTS EXPECT DIFFERENT SOCIAL BEHAVIORS FROM SIMILAR AND DISSIMILAR OTHERS Kiley

Hamlin¹, Neha Mahajan², Karen Wynn²; ¹The University of British Columbia, ²Yale University – Classic results in social psychology suggest adults prefer similar to dissimilar others along a variety of dimensions, including appearance (Berscheid & Walster, 1969; Walster et al., 1971) and attitudes/beliefs (Byrne, 1971; Clore, 1976; Miller, 1972). In addition, adults may assume dissimilar others possess negative attributes, including unkindness and unintelligence (Brewer, 1979; Doise et al., 1972). In the current studies, we examine the developmental emergence of this assumption. Twelve-month-olds were presented with two foods and asked to choose one. A "similar puppet" then expressed the same food preference as the infant; a "dissimilar puppet" expressed the opposite. In 4 conditions, infants observed the similar/dissimilar puppets directing prosocial and antisocial behaviors toward third parties, and their attention was measured. Infants looked longer to events inconsistent with a similar=good/dissimilar=bad assumption, suggesting the tendency to view those who are like us as good and unlike us as bad is rooted in early-developing social-cognitive mechanisms.

THE DEVELOPMENT OF BELIEF-BASED SOCIAL PREFERENCES Larisa

Heiphetz¹, Elizabeth Spelke¹, Mahzarin Banaji¹; ¹Harvard University – Adults prefer those who share their beliefs (McPherson, Smith-Lovin, & Cook, 2001). How do such preferences develop? Children exhibit group-based preferences in perceptually salient domains (Baron & Banaji, 2006; Bigler, Jones, & Lobliner, 1997). Infants and children also possess sophisticated representations of others' beliefs (Onishi & Baillargeon, 2005; Wimmer & Perner, 1983). However, it is unclear whether others' invisible mental states influence children's preferences. Children between 6 and 10 years old learned about characters who held conflicting religious, factual, or preference-based beliefs. Participants preferred those who shared their beliefs across domains and used this information to preferentially ascribe positive behaviors to religiously similar others (Study 1). Children continued to ascribe more positive behaviors to those who shared their religious beliefs even when the contrasting character shared a behavior (but not a belief) with them (Study 2). These findings indicate that preferences based on mental states originate in early childhood.

INTERGROUP BIAS AS A CANALIZATION PROCESS Yarow Dunham¹;

¹Princeton University – Waddington (1942) introduced the notion of "canalization" to refer to the tendency for a phenotype to emerge despite great variation in environmental input. Can this idea help to understand the near-ubiquity of intergroup bias? I present a series of experiments in which preschool-aged children are assigned to previously unfamiliar "minimal" social groups (e.g. Tajfel, 1972). Immediately thereafter, we observe a constellation of learning biases supporting the acquisition of ingroup preference and the learning of ingroup-positive information. In addition to explicit and implicit ingroup preferences, these biases extend to attribution and memory, producing the subjective sense of evidence in favor of the superiority of the ingroup despite actual equality of the input. Projected forward over developmental time, these tendencies serve to canalize ingroup preference by supporting some learning out-

comes over others. More broadly, these findings place constraints on the role attributed to social learning in theories of intergroup bias.

Symposia Session H4

HOW DO I LOVE THEE? NEW RESEARCH ON ROMANTIC LOVE FROM EVOLUTIONARY, SOCIAL, AND NEUROBIOLOGICAL PERSPECTIVES

Saturday, January 28, 3:30 - 4:45 pm, Room 30

Chair: Jon Maner, Florida State University

Romantic love serves as a critical linchpin for long-term social bonding. New research provides fascinating insight into the role romantic love plays in the formation, development, and maintenance of close relationships. This symposium brings together research programs that tackle questions about romantic love from evolutionary-economic, social psychological, and neurobiological perspectives.

ABSTRACTS

LET'S GET SERIOUS: COMMUNICATING COMMITMENT IN ROMANTIC RELATIONSHIPS Josh Ackerman¹, Viadas Griskevicius², Normal Li³;

¹Massachusetts Institute of Technology, ²University of Minnesota, ³Singapore Management University – Are men or women more likely to confess love first in romantic relationships? Who feels happier when their partners say "I love you"? An evolutionary-economics perspective contends that women and men incur different potential costs and gain different potential benefits from confessing love. Across six studies testing current, former and hypothetical romantic relationships, we find that although people think that women are the first to confess love and feel happier when they receive such confessions, it is actually men who confess love first and feel happier. Additionally, men's and women's reactions to these confessions differ in important ways depending on whether the romantic couple has or has not engaged in sexual activity. These studies demonstrate that the words "I love you" have different meanings depending on who is doing the confessing and when those confessions are made.

A DARK SIDE OF LOVE: WHEN ROMANTIC LOVE LEADS TO VIOLENT VIGILANCE TOWARD RELATIONSHIP RIVALS Jennifer Leo¹, Jon Maner¹;

¹Florida State University – Romantic love is essential to the long-term maintenance of romantic relationships. Love promotes relationship maintenance strategies and a variety of positive relationship outcomes. However, when paired with jealousy, love heightens people's concerns about infidelity and triggers violent vigilance toward romantic rivals. Two experiments tested the hypothesis that love and chronic jealousy would interact to promote violent vigilance toward attractive same-sex targets. Study 1 demonstrated that priming feelings of love for one's partner led people high (but not low) in chronic jealousy to display implicit negative evaluations of attractive same-sex individuals. Study 2 demonstrated that love led people high in chronic jealousy to aggress against attractive same-sex targets. The current research demonstrates that love does not have uniformly positive effects on relationship processes. Rather, love works in the service of maintaining the relationship and, in doing so, can heighten people's vigilance to potential relationship threats.

WHAT FMRI TELLS SOCIAL PSYCHOLOGISTS ABOUT ROMANTIC LOVE Arthur Aron¹, Lucy L. Brown², Helen E. Fisher³, Bianca Acevedo⁴, Xiaomeng Xu¹;

¹State University of New York at Stony Brook, ²Albert Einstein College of Medicine, ³Rutgers University, ⁴Cornell Medical College – The fMRI study of romantic love has several major virtues for social psychologists. fMRI advances understanding of this central human experience in ways that complement standard questionnaire and behavioral methods: It is minimally affected by subjective understandings and response biases, by language and cultural values, and by changes in meaning of love over time. This paper reviews recent romantic love fMRI studies, focusing on how

they have exploited these virtues to deepen and expand our knowledge, including distinguishing romantic love from sexual desire; providing strong triangulating evidence for love being a motivational state versus a specific emotion; identifying basic similarities of the experience across diverse cultural contexts, across both early-stage and long-term relationships, and between human love and selective attraction and attachment in diverse species; offering unique validation for self-report measures; and identifying key mechanisms by which love reduces the experience of pain and cravings for addictive substances.

CAN NEURAL ACTIVITY PREDICT NEWLYWEDS' CHANGES IN LOVE OVER THE FIRST YEAR OF MARRIAGE? Bianca Acevedo¹, Arthur Aron², Nancy Collins³, Scott Grafton³, Lucy L. Brown⁴; ¹Cornell Medical College, ²State University of New York at Stony Brook, ³University of California, Santa Barbara, ⁴Albert Einstein College of Medicine – In Western cultures romantic love is an important precursor to marriage, and declines in love predict decreases in marital happiness and increases in divorce. Brain imaging studies are beginning to uncover neural correlates of romantic love and marital satisfaction. Can brain activity measured early in marriage forecast changes in love over time? Using fMRI, we examined the neural responses of 18 newlyweds while they viewed images of their partner (vs. a familiar other). Romantic love was measured at scanning and 6 and 12 months later. Increases in love were positively correlated with activation in substantia nigra, angular gyrus, prefrontal cortex, and insula (implicated in reward, affect, and cognition). Decreases in love were associated with activation in subcallosal cingulate gyrus and bed nucleus of the stria terminalis (involved in affect and stress). We conclude that brain activity reflecting reward, satisfaction, and affective processing predict changes in love over time.

Symposia Session H5

PSYCHOLOGICAL APPROACHES TO UNDERSTANDING AND PREVENTING UNETHICAL BEHAVIOR

Saturday, January 28, 3:30 - 4:45 pm, Room 31

Chair: Hal Hershfield, New York University

Co-Chair: Taya Cohen, Carnegie Mellon

What makes some individuals able to resist the lure of corruption while others yield to temptation? In what kinds of situations are people most vulnerable to behaving unethically? This symposium addresses these critical questions by examining the individual differences and situational determinants that give rise to unethical behavior.

ABSTRACTS

SHORT HORIZONS AND TEMPTING SITUATIONS: LACK OF CONTINUITY TO OUR FUTURE SELVES LEADS TO UNETHICAL DECISION MAKING AND BEHAVIOR Hal Hershfield¹, Leigh Thompson²; ¹New York University, ²Northwestern University – People who feel continuity with their future selves are more likely to behave in ethically responsible ways as compared to people who lack this sense of continuity. We tested this hypothesis with five studies, using correlational and experimental designs. We find that individual differences in perceived similarity to one's future self predicts tolerance of unethical business decisions, and that the consideration of future consequences mediates the extent to which people regard inappropriate negotiation strategies as unethical. We reveal that low future self-continuity predicts unethical behavior in the form of lies, false promises, and cheating, and that these relationships hold when controlling for general personality dimensions and trait levels of self-control. Finally, we establish a causal relationship between future self-continuity and ethical judgments by showing that when people are prompted to focus on their future self (as opposed to the future), they express more disapproval of unethical behavior.

FEELING BAD AND DOING GOOD: PREDICTING IMMORAL BEHAVIOR FROM GUILT PRONENESS Taya Cohen¹, Abigail Panter²; ¹Carnegie Mellon University, ²University of North Carolina at Chapel Hill – This research explores the role of guilt proneness in preventing immoral behavior. Guilt proneness refers to individual differences in the propensity to feel badly about one's transgressions, even when those transgressions occur in private. To test whether people low in guilt proneness act more unethically, we developed the self-report Guilt and Shame Proneness scale – GASP. Across a series of studies with the GASP, we found that people who scored high in guilt proneness (compared to low scorers): made fewer unethical business decisions; behaved more honestly when they negotiated and made economic decisions, and committed fewer deviant work behaviors. We found evidence of these relationships with more than one thousand adults across the United States, as well as undergraduate and graduate students. These findings suggest that guilt proneness is an important character trait that predisposes people to think, feel, and act in morally-relevant ways.

BLIND ETHICS: CLOSING ONE'S EYES POLARIZES MORAL JUDGMENTS AND DISCOURAGES DISHONEST BEHAVIOR Eugene Caruso¹, Francesca Gino²; ¹University of Chicago, ²Harvard University – Discussion of unethical conduct by corporations, employees, and consumers alike has become commonplace over the last few years. Although important empirical insights have increased our understanding of why people commonly cross ethical boundaries, little research has examined practical solutions. Here we identified a simple strategy: closing one's eyes. Four experiments demonstrate that closing one's eyes affects ethical judgment and behavior because it induces people to mentally simulate events more extensively. People who considered situations with their eyes closed rather than open judged immoral behaviors as more unethical and moral behaviors as more ethical. Considering potential decisions with closed eyes also decreased intentions to behave ethically and actual self-interested behavior. This relationship was mediated by the more extensive mental simulation that occurred with eyes closed rather than open, which, in turn, intensified emotional reactions to ethical situations. We discuss the implications of these findings for moral psychology and ethical decision making.

DRUNK, POWERFUL, AND IN THE DARK: HOW GENERAL PROCESSES OF DISINHIBITION PRODUCE BOTH PROSOCIAL AND UNETHICAL BEHAVIOR Adam Galinsky¹, Jacob Hirsh², Chen-Bo Zhong²; ¹Northwestern University, ²University of Toronto – Social power, alcohol intoxication, and anonymity all have strong influences on human cognition and behavior. However, the social consequences of each of these conditions can be diverse, sometimes producing prosocial outcomes and other times enabling unethical behavior. We present a general model of disinhibition to explain how these seemingly contradictory effects emerge from a single underlying mechanism: the decreased salience of competing response options prevents activation of the Behavioral Inhibition System (BIS). As a result, the most salient response in any given situation is expressed, regardless of its ethical consequences. We further discuss how these states can both reveal and shape the person. Overall, our approach allows for multiple domain-specific models to be unified within a common conceptual framework that explains how both situational and dispositional factors can influence the expression of disinhibited behavior, producing both prosocial and unethical behavior.

Symposia Session H6

HOW TO BE GOOD (AND BAD) AUTHORS, REVIEWERS, AND EDITORS: ADVICE TO ALL CONCERNED

Saturday, January 28, 3:30 - 4:45 pm, Room 33

Chair: Michael Robinson, North Dakota State University

Co-Chair: Jennifer Bosson, University of South Florida

Authors seek to publish their work, reviewers are critical to such efforts, and editors ultimately determine the fate of submissions. The present

symposium focuses on the inner workings of the publication process whose four speakers are well-respected for their editorial efforts at JESP, PSPB, and JPSP.

ABSTRACTS

WHAT TO DO TO HELP REVIEWERS TO UNDERSTAND AND APPRECIATE YOUR PAPERS

Jeffrey Simpson¹; ¹University of Minnesota, Twin Cities – In this talk, I offer several tips about what authors can do to help reviewers better understand, appreciate, and hopefully accept their papers, even those submitted to the best journals in our field. Many authors do not fully realize what reviewers (and editors) are looking for as well as hoping to not see in submitted papers. Some of these tips are simple and commonsensical; others are more complicated and sometimes a little counter-intuitive. These tips are discussed from the vantage-point of both reviewers and editors.

EDITORS AS JUDICIAL ACTIVISTS: STRATEGIES FOR STREAMLINING AND IMPROVING THE EDITORIAL PROCESS

Jamin Halberstadt¹; ¹University of Otago – Editors are often faulted for the long delays and turgid progress that often characterize Social Psychology's editorial process. Although the causes are more complex – and more systemic – than this account suggests, editors can be a big part of the reforms needed to fix our system. I will explain my own attempts to facilitate and reform the review process by changing the cultural expectations endemic to it, in particular by encouraging massively streamlined writing and reviewing in combination with a sort of editorio-judicial activism. I will also discuss strategies to keep people from hating you if you implement these changes.

AN AUTONOMY-SUPPORTIVE APPROACH TO REVIEWING AND EDITING EFFICIENTLY

C. Raymond Knee¹; ¹University of Houston – Autonomy support involves providing feedback and structure in a constructive and supportive manner rather than a controlling and undermining manner (Deci & Ryan, 2000). I present suggestions and examples of how to review manuscripts and make editorial decisions efficiently from this perspective, based on my experiences as a reviewer and associate editor at both *Personality and Social Psychology Bulletin* and *Personal Relationships*. Emphasis will be made on efficient, constructive communication of feedback in a timely fashion, as well as tips and suggestions for constructing cover letters for revisions from an autonomous rather than defensive perspective.

THE EDITOR AS AN ACTIVE ORGANISM

Laura King¹; ¹University of Missouri, Columbia – In this talk, I will discuss my approach as editor of the *Journal of Personality and Social Psychology: Personality and Individual Differences*. I will review a few choice differences between an editor and a being a calculator and the advantages and disadvantages of the fact that editors are human beings and active organisms. I hope to disabuse authors of a few (often erroneous) key assumptions that they make based on their own humanity as well. Finally, I hope to illuminate the (faulty) assumptions that often lead female scholars to turn down the opportunity to edit when it arises, to share a bit of the reasoning behind why I said “yes” to journal editing and my view of the importance of this role in broadening the representation of women in personality psychology.

Symposia Session H7

MEANING-MAKING: FROM THEORY TO INTERVENTION

Saturday, January 28, 3:30 - 4:45 pm, Room 25

Chair: Jiyoun Park, University of Michigan, Ann Arbor

Co-Chair: Ethan Kross, University of Michigan, Ann Arbor

This symposium will examine how people make meaning of stressful experiences in a way to facilitate adjustment by addressing three questions. First, under what circumstances is “meaning-making” helpful. Second, can this process be harnessed in intervention contexts to facili-

tate adjustment? Finally, what psychological mechanisms underlie the effects of meaning-making interventions.

ABSTRACTS

MEANING-MAKING IN CANCER SURVIVORSHIP: TESTING INTENTIONAL AND UNINTENTIONAL MEANING-MAKING AS REDUCING VIOLATIONS OF GLOBAL MEANING

Crystal Park¹; ¹University of Connecticut – Stressful experiences create distress by violating global meaning (deeply held beliefs and goals). Meaning making involves both intentional efforts (e.g., positive reinterpretation, religious coping) and unintentional processes (e.g., ruminations) to reduce those discrepancies. We examined the extent to which meaning making predicted subsequent reductions in the extent to which having cancer was appraised as violating global meaning in 170 middle-aged adult survivors across one year. Intentional meaning making predicted subsequent reductions in appraised belief and goal violation while unintentional meaning making predicted increased appraisal of violations in both. Reductions in cancer as violating beliefs and goals were independently related to reduced fear and increased life satisfaction and mental and physical health, but unrelated to positive affect. These findings suggest that intentional meaning making processes may lead to reductions in meaning discrepancy and better well-being over time, while unintentional meaning making appears to be dysfunctional, leading to more distress.

CHANGING BELIEFS ABOUT INTELLIGENCE: EFFECTS ON BELIEFS ABOUT EFFORT, WELL-BEING, AND ACHIEVEMENT

David Paunesku¹, **Carol Dweck¹**; ¹Stanford University – Individuals can believe that intelligence is a fixed, unchangeable quality (an entity theory) or that it can be grown with effort and practice (an incremental theory) (Dweck, 1999). We tested whether an intervention designed to impart an incremental theory could affect students' beliefs about effort, their wellbeing, and their achievement. Across two studies, forty classrooms were randomly assigned to a no-treatment control or to an incremental theory condition. Students in the incremental theory condition placed more value on learning and reported increased ability to self-regulate academic behaviors, e.g., concentrate on homework. They also attributed academic failure experiences to lack of effort (vs. lack of ability) more than control group students, reported higher life-satisfaction, and earned higher scores on academic assessments, up to one year later. This work speaks to the critical role of construal in wellbeing and long-term productivity.

EXPRESSIVE WRITING BOOSTS HIGH-STAKES EXAM SCORES

Gerardo Ramirez¹, **Sian Beilock¹**; ¹University of Chicago – Two laboratory and two randomized field experiments tested a psychological intervention designed to improve students' scores on high-stakes exams and to increase our understanding of why pressure-filled exam situations undermine some students' performance. We expected that sitting for an important exam leads to worries about the situation and its consequences that undermine performance. We tested whether having students write about their thoughts and feelings about the upcoming exam could improve performance. The intervention consisted of a brief expressive writing assignment that students completed immediately before taking an important math exam (Studies 1 & 2) or biology exam (Studies 3 & 4). We found that expressive writing significantly improved students' exam scores, especially for students habitually anxious about test taking. We also found that the benefits of expressive writing were accounted for by the degree to which students expressed their negative worries about their performance on the impending exam.

STEPPING BACK TO MOVE FORWARD: SELF-DISTANCING MEDIATES THE MEANING-MAKING EFFECTS OF EXPRESSIVE WRITING

Jiyoun Park¹, **Ethan Kross¹**; ¹University of Michigan, Ann Arbor – Abundant findings indicate that expressive writing enhances well-being by leading people to construct meaningful narratives that explain distressing life experiences. But how does expressive writing facilitate meaning-making? People are notoriously bad at “thinking through” negative experiences to under-

stand them. Thus, something specific about expressive writing must facilitate this process. Here we address this issue by examining whether expressive writing facilitates meaning-making by enhancing self-distancing. At baseline, all participants reflected over their most distressing life experience. They were then randomly assigned to write expressively about their distressing experience or a non-emotional topic for 15 minutes on 3 consecutive days. Both 1-day and 1-month following the intervention, expressive writing participants self-distanced more when they reflected over their distressing experience than control participants, which led them to experience less emotional reactivity, reconstruct their experience more, and recount it less over time. These findings suggest that self-distancing mediates the meaning-making effects of expressive writing.

Symposia Session H8

PRIDE, POWER, AND SOCIAL-STATUS: THE IMPACT OF EXPANDED POSTURE ON SELF AND OTHERS

Saturday, January 28, 3:30 - 4:45 pm, Room 24

Chair: Jason P. Martens, University of British Columbia

Co-Chair: Jessica L. Tracy, University of British Columbia

Recent studies suggest that the pride nonverbal display is a powerful interpersonal and intrapsychic status signal, with numerous behavioral, cognitive, and physiological effects. Here, we show that posed pride displays (e.g., expanded posture) bias learning, inhibit pain, and increase stress resilience, risk taking, willingness to act, and abstract thinking.

ABSTRACTS

AN EMOTION-BASED LEARNING BIAS: DOES THE PRIDE EXPRESSION CUE EXPERTISE?

Jason P. Martens¹, Jessica L. Tracy¹; ¹University of British Columbia – Humans learn, in large part, by copying the behaviors of others. However, because others can be deceitful or unskilled, indiscriminate copying would be maladaptive. Indeed, humans are not indiscriminate copiers; from early childhood, we acquire many essential skills and knowledge by copying others more knowledgeable than ourselves (Bloom, 2000). How do people determine which social group members should be copied? The pride nonverbal expression, which automatically signals high-status (Shariff & Tracy, 2009), may also signal expertise and thus bias learning such that proud others become more likely to be copied. Two studies tested this hypothesis. Financially motivated participants answered a difficult trivia question after viewing an emotion-displaying confederate answer the same question. As predicted, confederates who displayed pride were copied more frequently than those displaying other expressions, suggesting that the pride display communicates competence or expertise, and may have evolved in part to encourage learning from knowledgeable others.

THE IMPACT OF NONVERBAL DISPLAYS OF POWER ON THINKING, FEELING, STRESS RESILIENCE, RISK TAKING, STEALING, CHEATING, AND PARKING VIOLATIONS

Dana R. Carney¹, Andy J. Yap²; ¹University of California, Berkeley, ²Columbia University – Even the most subtle changes in nonverbal behavior can have an incredible impact on human thinking, feeling and subsequent behavior. Our research suggests that postural changes which may seem ordinary and benign can have a tremendous impact—even going so far as to promote us to cheat, steal, and violate laws. We present six lab and field studies using behavioral, neuroscience, and field research methods to demonstrate that incidental changes in posture can have a direct and profound impact on us: Physical environments which expand (versus contract) the body—consistent with the nonverbal pride display—promote greater stress resilience, more risk taking, and more stealing, cheating, and parking violations. We suggest that the mechanism through which these effects exert their impact is by changing internal physiological states in a manner consistent with the internal effects of power.

POWERFUL POSTURES VERSUS POWERFUL ROLES: WHICH IS THE PROXIMATE CORRELATE OF THOUGHT AND BEHAVIOR?

Li Huang¹, Adam D. Galinsky², Deborah H. Gruenfeld³, Lucia E. Guillory³; ¹Insead, ²Northwestern University, ³Stanford University – Three experiments explored whether hierarchical role and body posture have independent or interactive effects on the main outcomes associated with power: the behavioral tendency to take action and the cognitive tendency to conceptualize events at an abstract level. Although past research has found that being in a powerful role and adopting an expansive body posture (associated with displays of pride) can each enhance a sense of power, two experiments showed that when individuals were placed in high- or low-power roles while adopting an expansive or constricted posture, only posture affected the implicit activation of power, the taking of action, and abstraction. However, role had a stronger effect than posture on self-reported sense of power. A final experiment found that posture also had a larger effect on action than recalling a high- or low-power experience. We discuss body postures as one of the most proximate correlates of the manifestations of power.

EMBODIED POWER AND COMPLEMENTARITY IN INTERPERSONAL INTERACTIONS

Vanessa K. Bohns¹, Scott S. Willemuth²; ¹University of Waterloo, ²University of Southern California – Research on embodied power has focused primarily on the intrapersonal effects (e.g., hormonal changes, assertiveness) of adopting the expanded postural pose associated with power and pride. However, power is an inherently interpersonal phenomenon. As such, adopting this display should affect the embodied experience not only of the individual holding the pose, but also of that individual's interaction partner. When one individual displays this expression, his/her interaction partner will likely display a constricted posture in response (Tiedens & Fragale, 2003). This tendency to behave complementarily should therefore have physical repercussions for both interaction partners. We explored this prediction by examining the effect of holding an expanded posture on individuals' sensitivity to pain. Participants who adopted expanded postures exhibited higher pain thresholds than those who adopted constricted poses. Further, participants who interacted with confederates displaying expanded postures experienced lower pain thresholds; changes were in line with interpersonal complementary theory.

Symposia Session H9

EMBODIED MORALITY: BEYOND REASONING IN DECIDING WHAT'S RIGHT AND WRONG

Saturday, January 28, 3:30 - 4:45 pm, Room 23

Chair: Simone Schnall, University of Cambridge

Co-Chair: Francesca Gino, Harvard Business School

How do people tell right from wrong? To what extent are their actions guided by moral considerations? This symposium brings together recent findings suggesting that people's moral decisions often deviate from their moral compass. The talks suggest that morality has an embodied basis, much like other social and cognitive phenomena.

ABSTRACTS

FAIR AND BALANCED, OR "BLACK AND WHITE" THINKING? PERCEPTUAL EXPERIENCES AND JUDGMENTS OF MORALITY AND FAIRNESS

Simone Schnall¹, Theodora Zarkadi¹, Adam Benforado²; ¹University of Cambridge, ²Drexel University – Embodied cognition approaches suggest that metaphors are considered to have a bodily basis, because they reflect direct physical experiences (Lakoff & Johnson, 1980). For example, the spatial concept of balance is easy to understand because when moving around, the body needs to maintain balance. In three experiments we find that when considering issues of fairness, participants made more balanced decisions when being presented with symbols of balance or a balanced (vs. imbalanced) visual display. Further, two additional experiments show that other metaphors also play a role when considering issues

relating to morality: When exposed to visual images of black and white (e.g., a checkerboard pattern), participants made more extreme moral judgments, in other words, made decisions in a more “black and white” manner. These findings suggest that rather than being due to rational considerations, issues of fairness and morality can be influenced by perceptual experiences that relate to embodied metaphors.

ONCE A CRIMINAL, ALWAYS A CRIMINAL: HOW STAIN IRREVERSIBILITY AFFECTS RECIDIVISM JUDGMENTS Chen-Bo Zhong¹, Julian House¹;

¹University of Toronto – Traditional schools of thought consider morality a function of reason. Recent developments in moral psychology, however, suggest that moral reasoning is embodied and grounded in metaphors of cleanliness. The current research explores whether the salience of irreversibility, a specific attribute of stain, will affect people's recidivism judgment. If morality is represented psychologically as dirt, reminders of stain irreversibility may lead people to think that individuals who transgressed are likely to do so again in the future (as in “once a criminal, always a criminal”). In two experiments, participants first washed a white cloth marked by either an oil-based, permanent black marker or a water-based, washable marker of the same color and then reacted to vignettes depicting individuals who transgressed. In both experiments, participants who had trouble washing away the stain were also more likely to believe that people who are once morally tainted can never truly come clean.

THE BURDEN OF GUILT: HEAVY BACKPACKS, LIGHT SNACKS, AND ENHANCED MORALITY Francesca Gino¹, Maryam Kouchaki², Ata Jami²;

¹Harvard Business School, ²University of Utah – Six studies tested whether the physical experience of weight increases individuals' self-reported guilt and affects their behavior. Participants who wore a heavy backpack experienced higher levels of guilt compared to those wearing a light backpack or no backpack. Additionally, wearing a heavy backpack led participants to be more likely to choose healthy snacks over guilt-inducing ones and boring tasks over fun ones. It also led participants to cheat less and to judge others' questionable behaviors as more unethical. Importantly, self-reported guilt mediated the effect of wearing a heavy backpack on these behaviors. Finally, in a field study, individuals carrying a backpack were more likely to help than those without a backpack. Together, the results of these studies using different dependent outcomes provide evidence for a link between individuals' physical experience of weight and the psychological experience of guilt, with important consequences for behavior across domains.

WANT TO DO WHAT'S PROSOCIALY RIGHT? ELEVATE YOUR VERTICAL HEIGHT! Lawrence J. Sanna¹;

¹University of Michigan – Many challenges of society involve getting people to act in cooperative prosocial ways that are costly in terms of self-interests, but beneficial to the greater good. Why do people forgo self-interests to benefit others? Typical explanations for prosocial actions focus on norms, reciprocity, incentives, or individual motives and dispositions. In this talk I instead focus on a previously unexplored route, based upon ideas about embodiment and metaphor, that elevating (vertical) height can also promote prosocial actions. Shoppers riding up (vs. down) escalators contributed more often to charity; participants sitting higher (vs. lower) helped another longer and were more compassionate; and participants watching video primes depicting scenes from high (vs. low) perspectives were more cooperative. These insights may contribute uniquely to the prosociality literature by documenting previously unexamined effects of metaphor-enriched social cognition, and to the metaphor-enriched social cognition literature by documenting effects of elevated height on real prosocial actions.

Symposia Session H10

CULTURAL CHANGE OVER TIME

Saturday, January 28, 3:30 - 4:45 pm, Room 32

Chair: William Keith Campbell, University of Georgia

Co-Chair: Jean Twenge, San Diego State University

This symposium presents four approaches to studying cultural change. These include: (a) historical changes in the concepts of happiness, (b) a culturomic analysis of language use in books, (c) data on increasing individualism and narcissism in China, and (d) data on generational changes in community feeling from Boomers to Millennials.

ABSTRACTS

CULTURAL AND HISTORICAL VARIATIONS IN THE CONCEPTS OF HAPPINESS Shigehiro Oishi¹, Jesse Graham²;

¹University of Virginia, ²University of Southern California – In this project, we explored cultural and historical variations in the concepts of happiness. We first analyzed the definitions of happiness in the most authoritative dictionaries in various languages to understand cultural similarities and differences in the concepts of happiness. Second, we analyzed the definition of happiness in Webster Unabridged Dictionary from 1850 to understand historical changes in American English. Third, we analyzed the State of the Union addresses given by presidents of the U.S. since 1790 to 2010. Finally, we analyzed soldiers' letters written during the revolutionary war, the civil war, and the World War II. Overall, happiness was most frequently defined as “good luck” across cultures and time. In American English, however, this definition was replaced by the satisfaction of one's desires more recently. We explore various factors that might have instigated cultural and historical variations in the concepts of happiness today.

CULTURAL CHANGES IN PRONOUN USAGE AND INDIVIDUALISTIC PHRASES: A CULTUROMIC ANALYSIS William Campbell¹, Brittany

Gentile¹; ¹University of Georgia – Cultural changes should be manifested in common language and, in turn, should be encoded in written products. A new resource for such a culturomic analysis is Google Books, which contains scanned copies of millions of books (Michel and colleagues, 2010, Science) and reports the frequency of words and phrases by year as a percentage of all words (thus correcting for differences in book length and number of books published). We examined Google Books for increases in individualism from 1960 to 2008. The hypothesis was confirmed, with the use of first person singular pronouns (e.g., I, me, mine) increasing and first person plural pronouns decreasing (we, us, ours). Second person pronouns (e.g., you), in which the reader is directly addressed, increased at an even higher rate. Individualistic words (e.g., self, unique) and phrases (e.g., “I love me,” “I am special”) also increased over time.

EVIDENCE OF NARCISSISM IN MODERN CHINA Virginia Kwan¹, Huajian

Cai², Constantine Sedikides³;

¹Arizona State University, ²Chinese Academy of Science, ³University of Southampton – The People's Republic of China (PRC) has undergone dramatic social, economic, and cultural changes in the past three decades. This research focuses on four changes: (a) the younger generation of Chinese consists largely of only children; (b) rapid urbanization is a key aspect of the PRC's recent development; (c) the adoption of the capitalistic economy contributes to the emerging middle class and income gap; and (d) individualism is in the rise. Using large Internet samples (N = 26,177), we examined these possible influences of sociocultural changes on the Chinese self-concept. We found that family size, socioeconomic class, and geography predicted narcissism jointly and independently, suggesting that decreases in family size and increases in financial wealth, as well as geographical mobility, facilitate a raise in narcissism. High individualism was associated with high narcissism, suggesting that elevated levels of individualism may underlie, in part, elevated levels in narcissism.

GENERATIONAL CHANGES IN COMMUNITY FEELING, 1966-2009 Jean Twenge¹; ¹San Diego State University – Cultural change among individuals often appears first among young people. Previous studies showed marked increases in individualistic traits, but little research has examined changes in life goals, concern for others, or civic orientation. Responses from nationally representative samples of American high school seniors (Monitoring the Future; N = 463,753, 1976-2008) and entering college students (The American Freshman; N = 8.7 million, 1966-2009), show that GenX'ers (born 1962-1981) and Millennials (born after 1982) considered goals related to extrinsic values (money, image, fame) more important, and those related to intrinsic values (self-acceptance, affiliation, community) less important than Boomers (1946-1961) did at the same age. Concern for others (e.g., empathy for outgroups, charity donations) declined slightly, and civic orientation (e.g., interest in social issues, political participation, concern for the environment) declined $d = -.34$. For the most part, Millennials continue trends toward less community feeling begun by GenX.

Symposia Session H11

TOWARD A PSYCHOLOGY OF INTERPERSONAL SITUATIONS: UNIQUE CONTRIBUTIONS OF INTENSIVE LONGITUDINAL DESIGNS TO UNDERSTANDING RELATIONSHIP PROCESSES

Saturday, January 28, 3:30 - 4:45 pm, Room 26

Chair: Gertraud Stadler, Columbia University

Co-Chair: Matthias Mehl, University of Arizona

Intensive longitudinal designs can make unique contributions to the understanding of relationship processes. This symposium showcases four intensive longitudinal designs for studying interpersonal interactions in daily life. Together, these talks illustrate theoretical and empirical pathways to a psychology of everyday interpersonal situations.

ABSTRACTS

UNCOVERING THE DYNAMICS OF INTERGROUP INTERACTION USING INTENSIVE WITHIN-SUBJECTS DESIGNS Jonathan E. Cook¹, Holly Arrow², Bertram F. Malle³, Justine E. Calcagno⁴; ¹Columbia University, ²University of Oregon, ³Brown University, ⁴City University of New York – Ecological momentary assessment provides a wealth of within-subjects data that can be an important complement to laboratory research in the study of intergroup interaction. For seven days, participants with a concealable (gay and lesbian), visible (African American), or no identifiable stigma provided self-report data after social interactions. When participants felt stereotyped, their sense of social power decreased. Moreover the situations that led to feeling stereotyped differed. Gays and lesbians were more likely to feel stereotyped by known acquaintances, while African Americans were more likely to feel stereotyped by one-time interaction partners. Gays and lesbians were also more reactive, suggesting that disclosure may create unique sources of threat for individuals with concealable stigmas. Controlling for friendship, intergroup interactions ceased to be a source of discomfort when partners differed in ethnicity, but not when they differed in sexual orientation. Results suggest the benefits of intensive within-subjects designs for studying intergroup interaction.

STUDYING CLOSE RELATIONSHIPS IN DAILY LIFE: THEORETICAL APPROACHES AND AN EXAMPLE STUDY OF COUPLES' INTIMACY AND SYMPTOMS Gertraud Stadler¹, Kenzie A. Snyder¹, Andrea B. Horn², Patrick E. Shrout³, Niall P. Bolger¹; ¹Columbia University, ²University of Zurich, ³New York University – This talk presents a theoretical framework and empirical example for intensive longitudinal studies of social relationships and their everyday consequences. It will highlight the role of within-person change as a central tool for understanding interpersonal processes. We present data from a study that tested the concurrent and prospective links between intimacy and physical symptoms. In this study, 164 participants in 82 committed couples reported relationship intimacy and somatic symptoms each day for 33 days. Within-person change in inti-

macy predicted subsequent change in somatic symptoms. Specifically, more intimacy predicted fewer symptoms, subsequently as well as concurrently. Prior intimacy increase and decrease showed asymmetrical effects on symptoms. Close relationships exert influences on health and well-being on a daily level, and part of that influence is due to intimacy. We will discuss the importance of distinguishing within-person and between-person processes for advancing research on close relationships.

THE SUBTLE SOUNDS OF SOCIAL LIFE: USING NATURALISTIC OBSERVATION SAMPLING TO CAPTURE ELUSIVE ASPECTS OF SOCIAL SITUATIONS AND INTERACTIONS

Matthias Mehl¹, Megan L. Robbins¹, Ashley E. Mason¹; ¹University of Arizona – This talk focuses on the “added measurement value” that ecological momentary observational assessments (EM-O-A) can have over ecological momentary self-report assessments (EM-S-A) for capturing subtle aspects of social situations and interactions. It presents findings from three studies that used the Electronically Activated Recorder (EAR) to assess three subtle yet important social behaviors: sighing, swearing, and laughing. The EAR is a portable audio-recorder that periodically records snippets of ambient sounds from participants' momentary environments. In tracking moment-to-moment ambient sounds, it yields acoustic logs of their days as they unfold. These logs can then be coded for behaviors that, due to their subtle and habitual nature, normally fall beyond what participants can accurately report. Study 1 shows that sighing can be a strong marker of depression. Study 2 found that swearing can undermine emotional support and increase risk for depression. Study 3 analyzed the social context of spontaneous laughter in daily life.

EXPANDING THE ROLE OF PARTNER RESPONSIVENESS IN THE INTERPERSONAL PROCESS MODEL OF INTIMACY

Jean-Philippe Laurenceau¹, Elana C. Graber¹, Elizabeth Pasipanodya¹; ¹University of Delaware – Using dyadic intensive longitudinal designs, this talk addresses three questions that expand upon the role of partner responsiveness in process models of intimacy: 1) Are perceptions of partner responsiveness, actual partner responsiveness, or both, related to the experience of intimacy in close relationships? 2) Does providing responsiveness to one's partner contribute to the experience of intimacy above and beyond perceiving responsiveness from one's partner? 3) Are perceptions of responsiveness from one's partner projections of responsiveness to one's partner? Using a 21-day diary with married couples and interaction records from romantic couples, we find: Perceived partner responsiveness mediates the link between actual partner responsiveness and intimacy; intimacy is derived not only from feeling valued and esteemed by one's partner but also from fulfilling one's partner's chronic need for feeling valued/esteemed; and, individuals project responsiveness onto their partners. We discuss how intensive longitudinal designs are uniquely suited to address these dyadic processes.

Symposium Session I

Saturday, January 28, 5:00 - 6:15 pm

Symposia Session I1

SUBJECTIVE SCIENCE: IDEOLOGICAL INFLUENCES ON THE INTERPRETATION OF DATA AND POTENTIAL SOLUTIONS

Saturday, January 28, 5:00 - 6:15 pm, Ballroom 20A

Chair: Brittany Liu, University of California, Irvine

Co-Chair: Peter H. Ditto, University of California, Irvine

The partisan battles that dominate American politics are fueled by huge discrepancies in factual beliefs. This multidisciplinary symposium includes scholars using a variety of methodological approaches to examine the psychological and behavioral sources of subjective interpreta-

tions of science in political contexts, as well as possible solutions for decreasing such bias.

ABSTRACTS

RED VERSUS BLUE FACTS: HOW MORAL INTUITIONS SHAPE POLITICAL BELIEFS Brittany Liu¹, Peter H. Ditto¹; ¹University of California, Irvine – Liberals and conservatives have well-understood differences in moral sensibilities, but why do they also have differing factual beliefs? In a series of studies examining judgments about controversial political issues like forceful interrogation and stem cell research, we find that people seek coherence between intuitive feelings about a policy's morality and factual beliefs about its costs and benefits, such that the right policy morally becomes the right policy practically as well. Survey results show that the more a policy was deemed inherently immoral, the more it was seen as unlikely to produce beneficial consequences and involve harmful costs. An experiment showed that manipulating beliefs about capital punishment's inherent morality caused corresponding changes in factual beliefs about its deterrent efficacy and likelihood of wrongful executions. Our studies help explain the intractability of political conflicts, and provide another demonstration of people's difficulty maintaining clear boundaries between what is and what ought to be.

MOTIVATED SOCIAL COGNITION IN THE REALM OF POLITICS: THE CASE OF NEWS MEDIA DISSEMINATION OF INFORMATION ABOUT CLIMATE CHANGE Bo MacInnis¹, Jon A. Krosnick¹, Ana Villar¹; ¹Stanford University – During the last 15 years, Republicans and Democrats have become increasingly different in their opinions about global warming: Republicans are now much more likely than Democrats to express skepticism about the existence and problematic nature of the phenomenon. This paper reports three studies: (1) an instrumental variables analysis documenting the impact of exposure to Fox News and Mainstream television news on beliefs and attitudes, (2) an experiment in which Republicans and Democrats were exposed to unbalanced or balanced news stories on the topic, and (3) a panel study following the opinions of individual Republicans and Democrats over time. The findings suggest that the partisan split was more the result of differential message exposure and adjustments of party affiliations over time rather than selective processing and acceptance of congenial messages. These findings add to accumulating evidence suggesting that accounts of motivated cognition may overstate the prevalence of the phenomenon.

OPENING THE POLITICAL MIND? THE EFFECTS OF SELF-AFFIRMATION AND GRAPHICAL INFORMATION ON FACTUAL MISPERCEPTIONS Brendan Nyhan^{1,2}, Jason Reifler³; ¹Dartmouth College, ²University of Michigan, ³Georgia State University – People often resist information that contradicts their preexisting beliefs. This disconfirmation bias is a particular problem in the context of political misperceptions, which are frequently difficult to correct. To counteract this tendency, we draw on psychology research showing that affirming individuals' self-worth can make them more open to information that might otherwise be threatening. We also examine whether graphical corrections may be less vulnerable to counterarguing than text. Results from two survey experiments show that graphs successfully reduce incorrect beliefs even among subjects who disapprove of the policies in question. The self-affirmation treatment also substantially reduces reported misperceptions among policy opponents, suggesting that the worldview threat posed by disconfirming information is a key component of misperceptions. However, contrary to previous research, affirmed subjects rarely differ from unaffirmed subjects in their willingness to accept counter-attitudinal information.

GOING ALONG VERSUS GETTING IT RIGHT: THE ROLE OF THE SELF IN CONFORMITY TO NORMATIVE AND PROBATIVE POLITICAL INFORMATION David K. Sherman¹, Kevin R. Binning¹, Geoffrey L. Cohen²; ¹University of California, Santa Barbara, ²Stanford University – Political judgments are made in the context of normative information, such as polls and party preferences, and probative information, such as empirical

data. If President Obama receives favorable approval ratings (normative data), and reports indicate increases in economic activity (probative data), are evaluations of Obama influenced by polls, data, or both? We argue that self-integrity concerns can overwhelm people's receptiveness to concrete, probative data. People's desire to "go along" with the group may trump their desire to "get it right." A series of studies employing self-affirmation manipulations found that participants' judgments of President Obama and his policies are swayed by approval ratings but not by actual economic activity. However, affirming the self-concept prior to judgment eliminates conformity while opening up judgments to probative data. People's reliance on normative data in political judgments appears to stem from motivations to maintain self-integrity and to be a good group member.

Symposia Session I2

ECOLOGICAL, ENVIRONMENTAL, AND CULTURAL FACTORS INFLUENCING SEXUAL HEALTH DECISION MAKING AND BEHAVIOR

Saturday, January 28, 5:00 - 6:15 pm, Ballroom 20B/C

Chair: Joshua M. Tybur, University of New Mexico

Co-Chair: Angela Pirlott, Arizona State University

In this symposium, we present multilevel and multimethod approaches to understanding sexual health decision making and behavior, with cross-cultural, experimental, and individual-level data examining the influence of ecological, environmental, and cultural factors on sexual health decision making and behavior.

ABSTRACTS

VARIATION IN AGE AT FIRST INTERCOURSE: POSSIBLE INFLUENCE OF ECOLOGY ON SEXUAL DEBUT Angela D. Bryan¹; ¹University of Colorado – Sexual debut is a normative sociosexual milestone, but there is wide variation in age at first intercourse across cultures and social ecologies. Further, earlier age at first intercourse is associated with a range of negative outcomes (e.g., sexually transmitted diseases, unplanned pregnancy). Lower academic achievement, lower socioeconomic status, and unstable home lives are repeatedly associated with earlier sexual debut, suggesting a connection between local ecologies and investment in early reproduction. Across four samples (n=401 college students, n=728 adolescents on juvenile probation, n=269 adolescents in juvenile diversion, and n=484 adolescents in juvenile detention) we show that as ecology quality decreases, so, too does age at first intercourse (average ages at first intercourse 16.2, 13.3, 13.2, and 13). Similar trends were shown for rates of condom use and rates sexually transmitted disease. We explore potential ecological constructs that may influence attitudes and intentions regarding safer sexual behavior, and, ultimately, sexual risk behavior.

ECOLOGICAL CUES FOR PATHOGEN PRESENCE INCREASE INTENTIONS TO USE CONDOMS Joshua M. Tybur¹; ¹VU University Amsterdam – Traditional interventions designed to decrease sexual risk-taking by communicating the long-term disease consequences of specifically sexually transmitted infections (e.g., HIV, Herpes) only weakly and inconsistently decrease sexual risk behavior. The current study investigated the effects of ecologically valid cues for disease on a common sexual risk reduction tool: condoms. Ninety-nine participants were randomly assigned to a pathogen salience (foul odor) versus control condition, and were asked about their intentions to use condoms over the next six months. Participants who were exposed to the odor reported greater intentions to use condoms in the future than participants in the control condition, $t(97) = 2.06, p < .05, d = 0.42$. Results suggest that ecologically valid sensory processes (e.g., olfaction) related to pathogen detection and avoidance may play an important role in shaping sexual decision making.

DATING ECOLOGY FACTORS' INFLUENCE ON SEXUAL HEALTH DECISION MAKING Angela G. Pirlott¹, Andrew E. White¹, Camille Basilio¹, Virginia S. Y. Kwan¹; ¹Arizona State University – A rational model of sexual health decision making assumes that perceived vulnerability to STDs leads to health preventive behaviors. In this research, we argue that it is not always the case. To illustrate this, we focus on how dating ecology factors—here, the number of men relative to women (sex ratio)—affects sexual strategies and how those strategies in turn impact sexual health. Across three experiments we demonstrate the presence of intrasexual competitors (but not a male biased sex ratio) increases men's perceptions of STD susceptibility. Despite this, the presence of many intrasexual competitors also increases men's willingness to engage in sex without a condom. This highlights the importance of other influential factors (e.g., presence of intrasexual competitors) in sexual decision making. This perspective may importantly compliment existing, rational approaches to sexual health decision making.

NARCISSISM AND SEXUAL RISK-TAKING ACROSS 58 NATIONS: HOW DO LOCAL ECOLOGIES AND SOCIOCULTURAL VALUES MODERATE THE COSTS OF SEXUAL ENTITLEMENT? David P. Schmitt¹; ¹Bradley University – Sub-clinical Narcissism has been linked to many behaviors associated with sexual risk-taking, including unrestricted sociosexuality, marital infidelity, short-term mate poaching (i.e., trying to have sex with someone who already has a romantic partner), and engaging in HIV-related risky behavior (e.g., having unprotected sex with multiple concurrent partners). To date, no previous study has examined whether Narcissism is linked with sexual risk-taking in men and women across non-Western cultures. In the current study, new findings from a large cross-cultural survey of over 37,000 people across 58 nations demonstrated that those who score higher on Narcissism (especially the maladaptive Narcissism facets of self-entitlement, exhibitionism, and exploitation) generally do tend to engage in more sexual risk-taking. However, features of ecological stress (e.g., pathogen loads) and socio-cultural values (e.g., gender empowerment) appear to moderate the relative strength of these empirical associations within men and women.

Symposia Session I3

STICKS AND STONES...: EMOTIONAL AND BEHAVIORAL CONSEQUENCES OF SEEMINGLY INNOCUOUS RACIAL MISTREATMENT

Saturday, January 28, 5:00 - 6:15 pm, Ballroom 20D

Chair: Matthew Trujillo, Princeton University

Co-Chair: Jennifer Wang, University of Washington

Four presentations highlight the negative impact of racial microaggressions, or seemingly innocuous treatment based on race, on psychological well-being. Across a range of various microaggressions, targets' consistently experienced negative affect, stress, and low self-esteem despite potential buffers. These negative consequences were exacerbated for highly identified targets.

ABSTRACTS

WHEN THE SEEMINGLY INNOCUOUS "STINGS": RACIAL MICROAGGRESSIONS AND THEIR EMOTIONAL CONSEQUENCES

Jennifer Wang¹, Janxin Leu¹, Yuichi Shoda¹; ¹University of Washington – Commonplace situations that are seemingly innocuous may nonetheless be emotionally harmful for racial minorities. We propose that, despite their apparent insignificance, these situations can be harmful and experienced as subtle racism when they are believed to have occurred because of their race. In Study 1, Asian Americans reported greater negative emotion intensity when they believed that they encountered a given situation because of their race, even after controlling for other potential social identity explanations. Study 2 replicated this finding, and confirmed that the effect was significantly stronger among Asian Americans than among White participants. These findings clarify how perceptions of

subtle racial discrimination that do not necessarily involve negative treatment may account for the "sting" of racial microaggressions (Sue et al., 2007), influencing the emotional well-being of racial minorities, even among Asian Americans, a group not often expected to experience racism.

PEER-BASED RACIAL MICROAGGRESSIONS IN ADOLESCENCE: DISENTANGLING FREQUENCY AND PERCEPTIONS

Sara Douglass¹, Tiffany Yip¹, J. Nicole Shelton²; ¹Fordham University, ²Princeton University – Peers can be cruel in subtle ways; they engage in teasing, social exclusion, and name-calling, for example. Sometimes these behaviors occur because of individuals' race/ethnicity, though it may be ambiguous. Given the heightened social role of peers during adolescence, we examined the psychological consequences of peer-based racial microaggressions. We found that the frequency of these microaggressions predicted increases in stress and depression and decreases in self-esteem for a diverse sample of minority adolescents, regardless of how much they acknowledged being troubled by the events (Study 1). Qualitative inquiry investigated this disconnect between frequency and perceptions of microaggressions in the form of racial/ethnic teasing between peers. Adolescents were more likely to spontaneously report experiences of racial/ethnic teasing than any other microaggression, yet unanimously rejected them as 'discriminatory' (Study 2). These studies suggest that while microaggressions have implications for psychological outcomes, quantitative measures may underestimate the frequency and consequences of such interactions.

RACIAL IDENTITY IN ACTION: IMPLICATIONS FOR AFRICAN AMERICANS' EXPERIENCES OF UNFAIR TREATMENT

Lori Hoggard¹, Robert Sellers¹; ¹University of Michigan – The present study investigates African Americans' responses to ambiguous racial and nonracial mistreatment as well as the moderating role of racial identity. Fifty-nine African American college students experienced unfair treatment by a White experimenter who granted a confederate (African American or White) an opportunity to win a reward that should have gone to the participant. Participants in the White confederate condition were more likely to make race-based attributions and reported more negative affect than those in the African American confederate condition. With respect to racial identity, individuals for whom race was more central (high centrality) and who believed other groups feel less positively towards African Americans (low public regard) were more likely to make race-based attributions in the White confederate condition. In addition, individuals with low public regard reported more negative affect in the White confederate condition. The results illustrate the importance of investigating racial microaggressions from the victim's perspective.

"I THOUGHT YOU WERE JAPANESE": EFFECTS OF ETHNIC MISCATEGORIZATION ON IDENTITY ASSERTION

Matthew Trujillo¹, J. Nicole Shelton¹; ¹Princeton University – Being mistaken for someone you are not can be painful; being mistaken for being a member of a different ethnic group may not only be painful but it may also have implications for intergroup relations. Two studies examined the consequences of ethnic miscategorization, a specific form of racial microaggression. Study 1 indicated that Asian Americans who imagined interacting with someone who ethnically miscategorized them (vs. not) reported greater negative affect, expressed less liking of the perpetrator, and engaged in behaviors that expressed their correct identity. Study 2, a lab study where participants actually experienced ethnic miscategorization, expanded on these findings by demonstrating that these miscategorization effects were stronger as individuals increased in ethnic centrality (Study 2). These findings suggest that the experience of ethnic miscategorization, a frequent experience for many minorities, has negative psychological consequences and has an impact on minorities' behaviors.

Symposia Session I4**SOCIAL AND PERSONALITY PERSPECTIVES ON GOAL PURSUIT: THE NEGLECTED ROLE OF THE INTERPERSONAL CONTEXT**

Saturday, January 28, 5:00 - 6:15 pm, Room 30

Chair: Judith Gere, University of Toronto

Co-Chair: Emily Impett, University of Toronto

Both personality and social psychological perspectives on human motivation have historically neglected the interpersonal context. This symposium integrates research from both social and personality psychology to reveal how relationships shape the goals that people most value and how goal pursuit changes the quality of interpersonal relationships.

ABSTRACTS**WHEN TWO WORLDS COLLIDE: SHIFTING PRIORITIES BASED ON PARTNER SUPPORTIVENESS**

Judith Gere¹, Ulrich Schimmack¹; ¹University of Toronto – As relationships develop, do partners influence which personal goals people pursue and perceive as important? In this talk, I will present results from a 3-month longitudinal study of newly dating couples to examine how the congruence between partners' goals and the extent to which partners provide support for goal pursuit influence the importance people place on their own goals at the beginning of romantic relationships and as they develop. At the beginning of the relationship, partners show the greatest support for highly important goals, but these goals are also associated with the greatest conflict. Over time, however, if a partner fails to provide support for one's own goals, conflict between the partners' goals results in people devaluing the importance of their own goals. This study is the first to show that as relationships become more established, relationship partners adjust their goal pursuits in order to reduce goal conflict.

STANDING BEHIND YOUR MAN: POWERFUL PARTNERS AND PERSONAL GOAL PURSUITS

Gráinne Fitzsimons¹, Kristin Laurin², Eli Finkel³, Kathleen Carswell³, Veronica LaMarche⁴; ¹Duke University, ²University of Waterloo, ³Northwestern University, ⁴SUNY Buffalo – Although power is a core construct in interdependence theory (Kelley & Thibaut, 1978), it has been largely neglected within close relationships research for decades. Building on recent advances in social cognitive theorizing on power, we investigated the effects of relationship power on personal goal pursuits. Four studies using diverse methods suggested that low power motivates people to adopt others' goals, which can undermine their own personal goal progress. Low power partners showed stronger "goal contagion" effects, unconsciously picking up the goals of their romantic partner, and also worked harder towards their partner's goals than towards their own. Finally, these effects emerged not just in laboratory experiments, but also in a longitudinal study of romantic partners and their goals over time. Thus, when individuals are low in power within their relationships, the current findings suggest that they prioritize their partner's goals, possibly to the detriment of their own personal pursuits.

WHEN GOOD INTENTIONS FAIL: WHEN SACRIFICING GOALS HURTS RELATIONSHIP PARTNERS

Emily Impett¹; ¹University of Toronto – Research guided by an approach-avoidance motivational perspective has shown that when people sacrifice their own goals to avoid disappointing a partner, they often end up feeling worse. But, shouldn't goals to avoid harming romantic partners at least make them feel better? Lagged-day analyses from a two-week dyadic daily experience study of romantic couples suggest that giving in to make a partner happy enhances a partner's feelings of gratitude, satisfaction and love. But, giving up one's own goals to avoid upsetting or hurting a partner increases conflict and erodes the partner's satisfaction. In short, when people navigate interpersonal goal conflicts, only sacrifices borne of a genuine desire to make partners feel happy and loved are beneficial. Trying to prevent partners from feeling upset ironically hurts them even more, highlight-

ing how good intentions may fail as well as the importance of sacrificing for the right reasons in relationships.

RELATIONSHIPS AS EGOSYSTEM OR ECOSYSTEM: SELF-IMAGE AND COMPASSIONATE GOALS

Jennifer Crocker¹, Amy Canevello²; ¹Ohio State University, ²University of North Carolina, Charlotte – Close relationships can be viewed as an egosystem or as an ecosystem. In the egosystem, people have self-image goals to get others to see their positive qualities, so they can get what they want from others. In the ecosystem, people have compassionate goals to be constructive and supportive, and not harm others. Data from two longitudinal studies of roommate dyads indicate that when people have self-image goals, they give less support and are less responsive to partners, partners notice and reciprocate, and the relationship quality of both people declines, with negative consequences for the emotional well-being of both. In contrast, when people have compassionate goals, they give more support and are more responsive to partners, partners notice and reciprocate, and the relationship quality of both people improves, with positive consequences for well-being. Over time, beliefs about the nature of relationships change. Through their interpersonal goals, people create their social realities.

Symposia Session I5**MONEY AS A MOTIVATOR: FROM BRAIN TO BEHAVIOR**

Saturday, January 28, 5:00 - 6:15 pm, Room 31

Chair: Erik Bijleveld, Utrecht University

Both in society and in psychological experiments, money is effectively used as a motivating force. But how does this work? And what is special about money? We bring together recent research that addresses how money drives motivated behavior via cognitive and neural processes.

ABSTRACTS**IS PAYING PAINFUL? NEUROPSYCHOLOGICAL UNDERPINNINGS OF MONETARY AND SOMATOSENSORY COSTS DURING CONSUMER DECISION MAKING**

Nina Mazar¹, Hilke Plassmann², Antonio Rangel³; ¹University of Toronto, ²INSEAD, ³Caltech – Although much is known about how the human brain encodes the decision utility of objects for purchase, little is known about how costs are incorporated. We investigated this question using fMRI while subjects made purchasing decisions in exchange for either money or electric shocks that were matched in economic value. Our results show that while people's brains react differently to "monetary" and "physical pain" their behavior does not. These results call into question the current findings in the neuroscientific literature: that for everyday consumption decisions paying triggers a similar sensation as suffering physical pain (Knutson et al. 2007, Prelec and Loewenstein 1998, Rick et al. 2008). In addition, our findings raise the question of how the recruitment of differing brain processes can nevertheless lead to the same behavioral outcomes. These findings have important implications for disadvantageous decision-making such as overspending and transformative consumer research.

PARTICIPANT PAYMENTS PUSH AROUND PERFORMANCE: MONEY AND OTHER WAYS TO GET THE RESULTS YOU WANT

Gary L. Brase¹; ¹Kansas State University – Incentives are used to induce participation in nearly all psychological experiments, whether in the form of course points, research credits, or money. The issue of whether and how this affects participants' performance, however, has been a subject of controversy. In this presentation, we demonstrate that there are at least some situations in which different incentive types significantly influence performance. Based on these results, we then identify types of tasks that are susceptible to incentive-based changes in performance: (a) tasks in which there is a clearly correct response, (b) in which producing the correct response is within the participants' abilities, and (c) in which the research goal is to improve performance towards this correct response. Because such tasks are pervasive within social psychology, these incentive effects carry

implications for a wide range of existing findings and experimental practices.

HOW MONEY CREATES MOTIVATION: FROM RUDIMENTARY VALUATIONS TO CONSCIOUS DECISIONS

Erik Bijleveld¹, Ruud Custers², Henk Aarts¹,
¹Utrecht University, ²University College London – Although people's responses to monetary rewards are often considered to be caused by conscious decisions, the structure and function of the brain suggests that the human reward response begins in the unconscious. Building on this idea, we propose that unconscious valuations and conscious decisions subsequently shape people's response to rewards. This proposal is supported by a series of recent studies in which the intensity of money stimuli was systematically varied (via subliminal vs. supraliminal presentation of coins). These studies produced two key findings. First, they show that money may prompt the recruitment of effort without awareness, mediated by rudimentary brain mechanisms. Second, they show that after this initial process, conscious decision-making processes may in specific circumstances change people's task strategies—for better or for worse. Accordingly, the present work yields a refined (yet broadly applicable) understanding of how monetary rewards affect motivated behavior.

SUBTLE REMINDERS OF MONEY INCREASE ACHIEVEMENT MOTIVATION AMONG WOMEN BUT DECREASE IT AMONG MEN

Nicole L. Mead¹, Eugene M. Caruso²,
¹Catholic University of Portugal, ²University of Chicago – Money is a powerful and pervasive motivator of human behavior. Yet, in three experiments, gender was found to be an important moderator of money's effect on motivation. Relative to a control group, females who were subtly reminded of money showed an increase in 1) the importance of achievement as a guiding principle in their life (measured by the Schwartz Value Inventory; Schwartz, 1992); 2) preference for thinking about problems in detail (measured by the Rational-Experiential Inventory; Pacini & Epstein, 1999); and 3) actual performance on a measure of cognitive ability (the Cognitive Reflection Test; Frederick, 2005). On all three tasks, men primed with money displayed the opposite pattern from women. We suggest that subtle reminders of money activate an achievement goal in women, but partially fulfill an achievement goal in men. We discuss how these findings can illuminate the observed gender gaps in both academic and financial contexts.

Symposia Session I6

PUTTING INTERPERSONAL PROCESSES INTO THEIR INTERPERSONAL CONTEXT. WHAT'S GOOD CAN BE BAD AND WHAT'S BAD CAN BE GOOD.

Saturday, January 28, 5:00 - 6:15 pm, Room 33

Chair: James Kevin McNulty, University of Tennessee

This symposium describes research showing that the direction in which frequently-studied interpersonal factors predict well-being depends on the interpersonal context in which they occur. Accordingly, it illustrates that our understanding interpersonal processes requires examining the moderating role of the interpersonal context.

ABSTRACTS

"TELL ME I'M SEXY...AND OTHERWISE VALUABLE:" THE INTERACTIVE EFFECTS OF BODY AND NON-BODY VALUATION ON WOMEN'S RELATIONSHIP SATISFACTION

James McNulty¹, Andrea Meltzer¹,
¹University of Tennessee – Research consistently demonstrates that women experience negative consequences when they are valued for their bodies. Virtually all of that research, however, has examined the implications of such body valuation outside the context of intimate relationships. Given that physical attraction is a central aspect of intimate relationships, the effects of physical valuation by an intimate partner may be very different. A study of dating relationships (Study 1) and a study of married couples (Study 2) revealed a three-way interaction

between body valuation, non-body valuation, and commitment. Although women who were valued for their bodies by less committed partners were less satisfied regardless of whether those partners valued them for their non-physical qualities, women who were valued for their bodies by more committed partners were more satisfied with their relationships when those partners also valued them for their non-physical qualities. Apparently, valuing women for their looks does not always have negative consequences.

THE BENEFITS OF BENEVOLENT SEXISM: REDUCING RESISTANCE TO INFLUENCE DURING RELATIONSHIP CONFLICT

Nickola Overall¹, C. G. Sibley¹, R. Tan¹,
¹University of Auckland, New Zealand – Benevolent Sexism expresses subjectively positive but patronizing attitudes toward women, representing women as compassionate and warm but fragile and in need of men's care. Despite its positive tone, research has shown that Benevolent Sexism plays an important role in justifying and maintaining gender inequality. In the context of intimate relationships, however, Benevolent Sexism appears to have benefits. In this study, we investigated the links between Benevolent Sexism and couples' (N = 91) on-line motivations and observed communication behavior during conflict-related discussions. The more men endorsed Benevolent Sexism, the less they were resistant to their partner's influence and the more they communicated positively, and this led to more successful problem resolution. In contrast, when men did not endorse Benevolent Sexism, but their female partners did, women became more resistant and hostile. These benefits may be precisely why benevolent ideologies help to justify and maintain gender inequality outside the relationship context.

THE YIN AND YANG OF RELATIONAL DEPENDENCE

Ximena Arriaga¹, Kaleigh Sands¹, Nicole Capezza², Wind Goodfriend³,
¹Purdue University, ²University of Massachusetts, ³Buena Vista University – Relationship commitment encourages prosocial behavior toward a partner, such as forgiving a partner betrayal, foregoing self-interest to benefit a partner, or quelling the urge to retaliate when a partner acts destructively. Strong commitment, however, also reflects a state of dependence, or needing the relationship—a state that may be harmful in some contexts. Consistent with this possibility, two studies indicated that individuals were more accepting of partner aggression to the extent that they were dependent on that partner. In Study 1, targets of aggression in a current relationship were less likely to condemn acts of aggression than those who experienced past or no aggression. In Study 2, more-committed individuals condemned aggression ostensibly committed by a stranger more than the same aggression perpetrated by their partner. This research underscores that factors commonly assumed to be beneficial—commitment and dependence—can be harmful in the context of partner aggression.

DOES LOW SELF-ESTEEM REALLY UNDERMINE INTIMACY? IT DEPENDS ON RELATIONAL SELF-CONSTRUAL

Levi Baker¹, James McNulty¹,
¹University of Tennessee – Developing and maintaining a close relationship requires behaviors that risk rejection. Who takes such risks? According to Murray, Holmes and Collins' (2006) risk regulation model, low self-esteem should lead intimates to avoid such behaviors in order to avoid rejection. According to Leary, Tambor, Terdal, and Downs' (1995) sociometer theory, however, low self-esteem should motivate people to engage in such behaviors to restore their social standing. Three studies examined whether the association between self-esteem and relationship promoting behaviors depends on relational self-construal—i.e., how important close relationships are to one's self. Studies 1 and 2 gave dating partners the opportunity to disclose personal information and Study 3 assessed intimacy promotion in marriage. In all studies, low self-esteem was associated with less intimacy promotion among those low in relational self-construal, but with more intimacy promotion among those high in relational self-construal. Apparently, whether self-esteem helps or hurts relationships depends on the relationship's importance.

Symposia Session 17**NOVEL PERSPECTIVES ON BASIC PSYCHOLOGICAL NEEDS**

Saturday, January 28, 5:00 - 6:15 pm, Room 25

Chair: Marina Milyavskaya, McGill University

Co-Chair: Kennon Sheldon, University of Missouri

This symposium highlights recent research on: 1) integrating theories of needs as instigating motives and needs as experiential requirements; 2) the role of need satisfaction in episodic memories; 3) the interrelation between need satisfaction at different levels of experience; and 4) a temporal model of stages of response to a threat to psychological needs.

ABSTRACTS**THE TWO PROCESS MODEL (TPM) OF BASIC PSYCHOLOGICAL NEEDS: THEORY AND DATA** Kennon Sheldon¹; ¹University of Missouri – Sheldon

will present his “two process” model of psychological needs (in press, *Psychological Review*), which defines basic psychological needs as evolved tendencies to seek out certain psychosocial experiences (such as autonomy, competence, and relatedness) and to feel good and thrive when those basic experiences are obtained. The two aspects of needs function as a coupled functional system which both promotes and rewards adaptive behavior. This conception enables integration of theories focusing on needs as instigating motives which orient and energize behavior, and theories focusing on needs as experiential requirements that enable individual growth and thriving. Supporting data will include Sheldon and Schuler’s (in press, *JPSP*) longitudinal studies combining motive disposition theory, goal theory, and self-determination theory, and Sheldon, Abad, and Hinsch’s (*JPSP* 2011) studies of the reciprocal effects of Facebook use and relatedness need satisfaction. Motives and requirements can sometimes become de-coupled; causes and consequences of this will be considered.

NEED SATISFACTION IN EPISODIC MEMORIES AS A CORE PSYCHOLOGICAL COMPONENT OF THE SELF Frederick Philippe^{1,2},

Richard Koestner²; ¹University of Quebec at Montreal, ²McGill University – Episodic memories represent an important part of the self. However, it has been largely believed that memories are simply summarized into more abstract and general self-aspects, such as traits or schemas. I will show that episodic memories represent independent and unique aspects of the self and that the level of need satisfaction characterizing these memories is critical. Five studies showing that need satisfaction in memories can lead to important consequences in people’s important life spheres—over and above traits, schemas, or general self-assessments (including general assessment of need satisfaction)—will be presented. More specifically, I will present data showing that episodic memories can be primed and immediately affect well-being or emotion regulation as a function of the level of need satisfaction characterizing the memory primed. I will also show that memories prospectively lead to important consequences in well-being and relationships.

PSYCHOLOGICAL NEED SATISFACTION ACROSS LEVELS OF EXPERIENCE: THE CONTRIBUTION OF SPECIFIC LEVEL NEED SATISFACTION TO GENERAL WELL-BEING. Marina Milyavskaya¹,

Frederick Philippe^{2,1}, Richard Koestner¹; ¹McGill University, ²University of Quebec at Montreal – The present research examines the interrelation between psychological need satisfaction at different levels of experience and the extent to which need satisfaction at each level predicts general well-being independently of the other levels. In a series of three studies using both correlational and prospective methods, we look at general, domain-specific, and situational need satisfaction. Results show that need satisfaction in each life domain uniquely contributes to perceptions of general need satisfaction and to general well-being. The second and third studies show that this is mediated by domain-specific well-being and that situational need satisfaction contributes additional variance to perceptions of well-being. Overall, this research emphasizes that need

satisfaction assessed in domains and situations is not a total proxy for measures of need satisfaction generally experienced in one’s life, and that need satisfaction at each level retains a degree of discriminant validity from general need satisfaction in predicting well-being.

COPING WITH THE THREAT TO BASIC PSYCHOLOGICAL NEEDS : A TEMPORAL PERSPECTIVE. Rémi Radel¹, Luc Pelletier²; ¹Laboratoire

LAMHES, Université de Nice, ²School of Psychology, University of Ottawa – Radel will present a temporal model that highlights three different stages of responses to the exposure to a threat to basic human psychological needs. In an analogy to the general adaptation syndrome (Selye, 1946), it is assumed that a first early alarm reaction is elicited after thwarting one’s need, which quickly influenced automatic processes that help restore the thwarted need. Then, processes under conscious control would also be recruited in a second stage. Nevertheless, these controlled responses, which require cognitive effort, would be easily disrupted, and hardly maintained. If the threat persists for a long time, individuals could no longer invest effort in any restoration attempts. At this exhaustion stage, people would relinquish the thwarted need in favor of compensatory motives. Evidence to this model will be provided by reviewing my recent set of studies on autonomy deprivation and by reviewing experimental data from the Self-Determination Theory.

Symposia Session 18**THE MANY BENEFITS OF SELF-EXPANSION: REDUCE NICOTINE CRAVING, IMPROVE YOUR RELATIONSHIP, COPE WITH BREAK-UP, AND MAKE NEW OUT-GROUP FRIENDS**

Saturday, January 28, 5:00 - 6:15 pm, Room 24

Chair: Xiaomeng Xu, Brown Medical School

Co-Chair: Natalie Nardone, Stony Brook University

The self-expansion model (novelty, excitement and/or challenge) has been influential to our understanding of motivation and reward, particularly in close relationships. We present four talks that utilize this model in an applied fashion, with exciting real world implications in the realms of addiction, romantic relationship enhancement, coping, and outgroup interactions.

ABSTRACTS**RELATIONSHIP SELF-EXPANSION ATTENUATES CIGARETTE CRAVING IN DEPRIVED SMOKERS: FMRI EVIDENCE.** Xu Xiaomeng¹, Jin Wang², Wei

Lei², Arthur Aron¹, Lee Westmaas³, Xuchu Weng²; ¹Stony Brook University, ²Chinese Academy of Sciences, ³American Cancer Society – Self-expanding experiences like falling in love or engaging in novel, challenging activities are pleasurable because they activate the same brain reward mechanism (mesolimbic dopamine pathway) that reinforces drug use and abuse. To investigate the possibility of reward replacement, we used fMRI to examine whether the reward achieved from a self-expanding experience could reduce cravings among nicotine deprived smokers. Study 1 utilized early-stage intense romantic love self-expansion, while Study 2 utilized an interactive self-expansion task (cooperate video game) with couples who were in longer term relationships. Results from both studies indicated that, as expected, areas of the brain associated with cigarette craving (e.g. middle occipital gyrus, anterior cingulate, cuneus, precuneus, postcentral gyrus, amygdala and insula) showed significantly less activation during social self-expansion conditions as opposed to control conditions. These results support the idea of reward replacement and provide evidence that self-expansion rewards can undermine craving for cigarettes.

SHARED NOVEL/CHALLENGING ACTIVITIES AND RELATIONSHIP QUALITY: TESTING MECHANISMS AND INFLUENCING VARIABLES IN A SAMPLE OF MILITARY SPOUSES Natalie Nardone¹, Arthur Aron¹; ¹Stony

Brook University – Previous research has demonstrated that when couples participate in self-expanding experiences (i.e. shared activities which

contain both novelty and challenge) they report greater relationship quality. However, research to date has not examined this process in a significant real-life context, or identified the fundamental underlying principles of just how this process operates. The current set of studies sought to examine the effect of self-expanding experiences on relationship quality, along with the influencing variables of self-esteem, self-concept clarity, emotion and sensation seeking, within a sample of military couples as they participated in real life events. Study 1 examined relationship quality before and after couples participated in expanding versus control activities. Study 2 examined relationship quality before and after couples participated in an expanding activity, along with a 6 month follow-up survey. Both studies indicated that couples who experienced expansion reported greater relationship satisfaction, supporting the importance of expanding activities for relationships.

FORGETTING YOU, REMEMBERING ME: COPING WITH RELATIONSHIP DISSOLUTION THROUGH REDISCOVERY OF SELF Gary Lewandowski¹, Gina Radice¹; ¹Monmouth University – Previous research focuses on relationship dissolution's negative effects on the self-concept. However, there is little empirical attention on theory-driven strategies for decreasing such negative post-dissolution outcomes. The present study seeks to determine if self-expanding in ways the previous relationship prevented (i.e., rediscovery of the self) decreases negative outcomes such as loss of self and loneliness, while increasing positive emotions and well-being post-dissolution. Eighty-four currently single college students who recently experienced dissolution were randomly assigned to the rediscovery of self condition (activities the previous relationship prevented them from doing) or the control condition (activities they routinely do). As hypothesized, engaging in rediscovery of the self activities led to less loss of self, loneliness and negative emotions in addition to an increased overall well-being and more positive emotions compared to those in the control condition. The findings demonstrate the effectiveness of rediscovery of self in limiting negative outcomes post-dissolution.

WHY BEFRIEND ONE OF "THEM"? OUTGROUP MEMBERS AS A SOURCE OF SELF-EXPANSION Stephen Wright¹, Odelia Dys-Steenbergen¹, Stephanie Paddock¹, Shelly Zhou¹; ¹Simon Fraser University – Cross-group friendships can improve intergroup attitudes, but equally clear is that cross-group interactions are difficult. Thus, why would anyone ever seek a cross-group friend? Although the intergroup contact literature offers no answer, Aron & Aron's self-expansion model may – cross-group relationships provide a special opportunity for self-expansion. People seek to expand the self to facilitate achievement of present and future goals. To do this we form relationships with others who offer new resources, perspectives, and identities. Similar others provide limited self-expansion potential, while outgroup others offer many novel resources, perspectives and identities. We present 3 experiments that together show: cross-ethnic (versus same-ethnic) friendships produce greater self-change and self-efficacy; the closer a cross-group relationship the greater the self-change; and priming self-expansion motivation increases interest in cross-group interactions. These findings provide evidence that self-expansion motivates friendships with outgroup members, standing in opposition to the litany of reasons why we might avoid "them."

Symposia Session I9

VISUALIZING MENTAL REPRESENTATIONS: THE APPLICATION OF REVERSE CORRELATION METHODS IN SOCIAL PSYCHOLOGY

Saturday, January 28, 5:00 - 6:15 pm, Room 23

Chair: Ron Dotsch, Princeton University

Co-Chair: Rachael Jack, University of Glasgow

Obtaining a precise understanding of mental representations has long remained a challenging task. In this symposium, we will showcase a powerful psychophysical technique - reverse correlation - which visually depicts mental representations. Using examples relevant to social psy-

chology, we will present various applications of the reverse correlation technique.

ABSTRACTS

BIASED SOCIAL CATEGORIZATION OF FACES Ron Dotsch¹, Daniël Wigboldus², Ad van Knippenberg², Alexander Todorov¹; ¹Princeton University, ²Radboud University Nijmegen – Do all people categorize a face into the same social category? We propose that there can be individual differences, depending on perceivers' stereotypes and prejudice. In two studies, participants classified faces – generated using reverse correlation techniques – as Moroccan (Study 1) or homosexual (Study 2). Participants showed a bias to over-include faces with features associated with stereotype-relevant traits (e.g., criminal) into the target category (e.g., Moroccan). Individual differences in implicit prejudice predicted this effect in an evaluatively congruent fashion: more negatively prejudiced participants categorized more faces with criminal features as Moroccan. Importantly, this effect did not extend to features associated with stereotype-irrelevant traits, even when such a trait was evaluatively congruent (e.g., stupid). Study 2 extended these findings to the category of homosexuals and positive traits. Taken together, the studies demonstrate how individual differences in prejudice and stereotypes interact to produce biases in social categorization of faces.

REVEALING THE CULTURAL SPECIFICITY OF FACIAL EXPRESSIONS OF EMOTION Rachael Jack¹, Oliver Garrod¹, Hui Yu¹, Roberto Caldara², Philippe Schyns¹; ¹University of Glasgow, ²University of Geneva – Facial expressions have long been considered universal. Yet, many cultural groups fail to recognize some basic facial expressions, challenging notions of a 'universal language of emotion.' To understand how diverse cultures (Western Caucasian and East Asian) internally represent the 6 basic facial expressions of emotion (happy, surprise, fear, disgust, anger and sad), we used two complementary reverse correlation techniques: 1) additive white noise + neutral face and 2) a generative Facial Action Coding System (FACS) Action Unit model. Together, these data show clear cultural contrasts in both the location of expressive features (e.g., East Asians use changes of eye gaze to represent emotion) and temporal dynamics (e.g., East Asians use smoother, less abrupt facial signals) of facial expression signals. For the first time, we reveal directly the cultural specificity of facial expressions, demonstrating that the complexities of emotion cannot adequately be reduced to a single set of static 'universal' signals.

ROMANTIC RELATIONSHIP STATUS BIASES MEMORY OF FACES OF ATTRACTIVE OPPOSITE-SEX OTHERS: EVIDENCE FROM A REVERSE CORRELATION PARADIGM Johan Karremans¹, Ron Dotsch², Olivier Corneille³; ¹Radboud University Nijmegen, ²Princeton University, ³Université Catholique de Louvain – Research has demonstrated that, presumably as a way to protect one's current romantic relationship, individuals involved in a heterosexual romantic relationship tend to give lower attractiveness ratings to attractive opposite-sex others as compared to uninvolved individuals (i.e., the derogation effect). The present study importantly extends this research by examining whether romantic relationship status actually biases memory for the facial appearance of attractive mates. To address this issue, we used a reverse-correlation technique originally developed to get a visual approximation of an individual's internal representation of a target category or person. Results demonstrated that romantically involved (vs. uninvolved) individuals indeed remembered a previously encountered attractive mate's face as less attractive. Interestingly, they also remembered an unattractive mate's face as more attractive as compared to uninvolved individuals, suggesting that romantically involved (vs. uninvolved) individuals differentiate opposite-sex others along the attractiveness dimension less.

USING REVERSE CORRELATION TO RENDER THE DYNAMICS OF SOCIAL SIGNAL PROCESSING IN THE BRAIN Philippe Schyns¹; ¹University of Glasgow

Reverse correlation is a powerful tool to extract the fine-grained information of a stimulus underlying its categorization. For example, the wide-opened eyes of a face suggests that it is fearful. Likewise, reverse correlation is now applied to the voxels of a modeled brain to understand where, when and how different regions of the brain process the input information that enables adapted behavior. Here, I will provide a brief tutorial of these state-of-the-art methods, present their application in the context of the categorization of six basic facial expressions of emotion ('happy,' 'surprise,' 'fear,' 'disgust,' 'anger' and 'sad') and review their pros and cons compared with more classical methods of brain imaging analyses.

Symposia Session I10**LATINO CULTURE AND THE SHAPING OF SOCIAL AND PERSONALITY PROCESSES**

Saturday, January 28, 5:00 - 6:15 pm, Room 32

Chair: Belinda Campos, University of California, Irvine

The study of culture in psychology has largely focused on a West-East dichotomy. The four talks in this symposium highlight the value of extending past this dichotomy to study the unique influence that Latino culture has on personality, social interaction, the link between relationships and health, and intergroup adjustment processes.

ABSTRACTS**CULTURE AND LANGUAGE INFLUENCE PERSONALITY IN ENGLISH Y EN ESPAÑOL** Nairan Ramírez-Esparza¹, Cindy K. Chung², Samuel D. Gosling², Matthias R. Mehl³, James W. Pennebaker²; ¹Institute for Learning and Brain Sciences, University of Washington, ²University of Texas at Austin, ³University of Arizona

Stereotypes about Mexicans are that they are more extraverted and agreeable than their American counterparts. However, Mexicans self-report themselves as less extraverted and agreeable than Americans. What can account for these paradoxical findings? One possible answer is that individuals' perceptions of how they typically behave do not correspond very well to how they actually behave. In two studies, we found that for Extraversion and Agreeableness behavioral personality does not match self-reported personality. For example, Mexicans living in Mexico rated themselves less sociable than Americans living in the U.S. but they behaved more sociably in their everyday lives. In a third study that used inductive computerized text analysis, Mexicans tended to use more socially and agreeable focused themes in their open-ended personality descriptions than did Americans. This research underscores the importance of using alternative methods to understand the intriguing paradoxes so prevalent in cross-cultural personality research.

THE LATINO SOCIAL ADVANTAGE: WHAT IS IT AND WHAT ACCOUNTS FOR IT? William Ickes¹; ¹University of Texas-Arlington

In a recent study (Hollway, Waldrip, & Ickes, 2009), my colleagues and I examined the initial interactions of over 60 dyads in which we systematically varied the racial/ethnic composition (Black-Black, Latino-Latino, White-White, Black-Latino, Black-White, and Latino-White) of the dyad members. The results revealed strong and consistent evidence for what we have called the Latino Social Advantage. Dyads with at least one Latino member had better, more involving interactions than dyads that contained no Latino members, and the positive influences of the Latino member(s) were evident across a range of behavioral and self-report measures. Our subsequent attempts to explain this phenomenon led us to discover that the Latino dyad members had reported a higher percentage of simpático-relevant thoughts and feelings than the Black or White dyad members, and that this difference largely accounted for the other effects we observed in our dyadic interaction study.

THE COSTS OF NEUROTICISM ARE CULTURALLY VARIABLE AND ATTENUATED IN LATINAS Belinda Campos¹, David Busse¹, Adam Dayan¹, Linett Chevez¹, Christine Chu², Roxanne Cohen-Silver¹, Ilona S. Yim¹; ¹University of California, Irvine, ²University of California, Los Angeles

The present work tested the hypothesis that cultural ideals about socially supportive relationships would moderate the known negative associations of neuroticism with perceived social support and stress reactivity in Latinas. In Study 1, 478 European-heritage, Asian-heritage, and Latino-heritage participants self-reported on their personality and perceived social support. In Study 2, 64 Latino-heritage participants self-reported on their personality and perceived social support and took part in a social stress task. As predicted, culture moderated the associations of neuroticism. In Study 1, neuroticism and perceived social support were not associated in the Latino-heritage sample but were negatively associated in the European-heritage and Asian-heritage samples. In Study 2, neuroticism was not associated with perceived social support or stress reactivity in Latinas but showed the known negative associations in Latinos. Latino cultural ideals may protect Latina women from the possible costs of neuroticism, but this protection does not appear to extend to Latino men.

CULTURALLY-BASED THEME HOUSES AND UNIVERSITY ADJUSTMENT AMONG LATINO STUDENTS Michelle L. Rheinschmidt¹, Rodolfo Mendoza-Denton¹, Neha John-Henderson¹; ¹University of California, Berkeley

A residential community for Latino undergraduates may be viewed as a "safe" or segregated space. In a prospective, 9-month longitudinal study, we compared end-of-year university adjustment among Latino/a students in a residential theme program with a matched sample of non-residents. We assessed race-based rejection sensitivity (RS-race) at the beginning of the year, given its association with negative adjustment outcomes among minority students (Mendoza-Denton et al., 2002). Findings suggest a protective benefit of theme house membership among students with RS-race concerns. High levels of RS-race were associated with less favorable immune system profiles among non-residents only. Residents (versus non-residents) high in RS-race reported greater involvement and belonging in the university community. Nevertheless, among students low in RS-race, participation in the theme house was associated with less campus involvement, belonging, and perceived social standing at the university. Culturally-based spaces may foster students' adjustment as a function of identity-based acceptance concerns.

Poster Session A

Thursday, January 26, 7:00 – 8:30 pm, Sails Pavilion

GSC Student Poster Award Finalists

The following 35 posters are finalists in the GSC Student Poster Awards. The finalists will present their posters on boards A1-A35 and in their regularly assigned poster session (unless they were in session A). Seven winners will be chosen from these finalists to present their posters in the Posters Hall of Fame. For more information, see GSC Student Poster Awards and Hall of Fame on page 19.

A1 / E97

SEEING IS FOR MOVING: BIASED DISTANCE PERCEPTION, AFFECTIVE SIGNAL, AND OPTIMAL ACTION Shana Cole¹, Emily Balcetis¹, David Dunning²; ¹New York University, ²Cornell University – In three studies, we explore distance perception to objects that elicit negative emotions. Objects that arouse fear are perceived as physically closer than those that arouse disgust. Importantly, these biases are only found when the object itself elicits the emotion. We suggest that perceptions are biased to promote optimal action.

A2 / F66

THANKING DOWN; A POLITE WAY TO IMPLY AUTHORITY Abbie Wazlawek¹, Daniel Ames¹; ¹Columbia Business School – Expression of gratitude is considered as an assertion of authority. A model of the production and interpretation of gratitude is presented and authoritative implications and observer perceptions are examined. In one study, observers of an exchange of gratitude ascribe authority to the target offering thanks (versus the target receiving thanks).

A3

GO WITH YOUR HEART OR USE YOUR HEAD?: WHEN BODY ORGANS BECOME DECISION MAKING STRUCTURES. Adam K. Fetterman¹, Michael D. Robinsion¹, Brian P. Meier²; ¹North Dakota State University, ²Gettysburg College – In a metaphorical sense, the head is the presumed locus of rationality and the heart is the presumed locus of emotionality. Using a cover story related to handedness, participants pointed to either their head or heart. This manipulation influenced performance on trivia questions and responses to moral dilemmas.

A4

PERCEPTIONS OF CONFORMITY TO THE SELF VERSUS OTHERS Shane Blackman¹, Emily Pronin¹; ¹Princeton University – This experiment explores conformity from the unorthodox point of view of the target of conformity. When presented with conformity to the self versus another, participants saw conformity to the self as more produced by qualities of the stimulus being judged, and conformity to another as more produced by social influence.

A5 / F40

WHY COMMUNICATION PROPERTIES INFLUENCE SUBJECTIVE WELL-BEING IN CLOSE RELATIONSHIPS: THE MEDIATIONAL ROLE OF RELATIONAL EFFICACY Ryosuke Asano^{1,2}, Toshikazu Yoshida¹; ¹Graduate School of Education and Human Development, Nagoya University, ²The Japan Society for the Promotion of Science – We hypothesized that relational efficacy would mediate the association between communication properties and subjective well-being (SWB) at dyad-level processes. Results showed that through the mediation of relational efficacy in romantic relationships, (a) strong communication increases SWB, whereas (b) frequent communication decreases SWB. Similar effects were not obtained in same-sex friendships.

A6 / E71

TEMPTED BY THE FRUIT OF ANOTHER: THE INTERACTION OF PERCEIVED ALTERNATIVE PARTNER QUALITY AND INVESTMENT ON RELATIONSHIP SATISFACTION AND COMMITMENT Tara Collins¹, Melanie Canterbury², Omri Gillath¹; ¹University of Kansas, ²Medical University of South Carolina – Attitudes can be inferred from behavior and the presence of external pressures. In the current study, couples completed daily diaries about relationship satisfaction, commitment, and alternative partner quality. Supporting our predictions, the presence of high quality alternatives interacted with relationship investment in predicting relational outcomes. Findings and implications are discussed.

A7 / F22

NORMATIVE RELATIONSHIP DEVELOPMENT: IS THE “AVERAGE” RELATIONSHIP BETTER? Elizabeth Keneski¹, Allison M. Jacobs², Timothy J. Loving¹, Lisa A. Neff¹; ¹University of Texas, Austin, ²University of Illinois at Urbana-Champaign – Newlywed couples generated a timeline of courtship milestones by indicating when each significant event occurred in the couples’ histories together (e.g., first saying “I love you,” first intercourse, first meeting one another’s parents). Couples whose courtship timelines were more average, or normative (in this sample), reported greater couple-level marital satisfaction.

A8 / C57

DID HE MAKE YOU LAUGH? EXPERIMENTAL EVIDENCE THAT HUMOR USE AND INTERPERSONAL ATTRACTION ARE MUTUALLY TRANSFORMATIVE Stanislav Treger¹, Susan Sprecher², Glenn Reeder², Ralph Erber¹; ¹DePaul University, ²Illinois State University – The current study tested the hypothesis that humor and attraction are mutually transformative via a social interaction paradigm. People self-reported using more humor when interacting with attractive opposite-sex others and were more attracted to opposite-sex others when the others were perceived to use humor in their interaction.

A9 / E83

COMMITMENT DETERMINES REACTIONS TO SUPERIOR ROMANTIC RELATIONSHIPS Sabrina Thai¹, Penelope Lockwood¹, Jennifer Na¹; ¹University of Toronto – We examined individuals’ reactions to upward relationship comparisons by exposing dating and married participants to a highly successful relationship exemplar. Commitment moderated individuals’ responses to the comparison. Higher commitment yielded more positive responses (i.e., greater relationship satisfaction, relationship optimism, and motivation to enhance relationship) than did lower commitment.

A10 / D320

FAMILY CONFLICT AND CARDIOVASCULAR REACTIVITY: THE ROLE OF DISCREPANT THREAT PERCEPTIONS Meanne Chan¹, Edith Chen¹; ¹University of British Columbia – We extend previous research documenting the importance of synchrony between closely connected individuals to examine how a discrepancy in children’s and parents’ views of social scenarios is associated with cardiovascular risk. Greater discrepancy in interpretations, and children’s tendency to perceive threat, is implicated in parents’ cardiovascular reactivity to family conflict.

A11 / E283

CHEATING THREAT: STEREOTYPE THREAT INCREASES INSTANCES OF CHEATING Kathryn Boucher¹, Robert Rydell¹; ¹Indiana University-Bloomington – In this experiment, women under stereotype threat answered fewer questions correctly on a math test and cheated more often than women not under stereotype threat or men. These findings suggest that women may adopt potentially detrimental strategies in order to avoid confirming the “women are bad at math” stereotype.

A12 / D34

WORKING TOGETHER TO CHANGE STEM ATTITUDES: COMMUNAL EXPERIENCE AND ITS EFFECT ON COMMUNAL GOAL AFFORDANCES AND INTEREST IN STEM Mia Steinberg¹, Amanda Diekman¹; ¹Miami University – We hypothesized that communal experience in STEM, whether experimentally-induced or naturally-occurring, leads to the belief that STEM affords communal goals and to increased STEM interest. Both experimentally-induced and naturally-occurring communal experience predicted perceived communal goal affordances and interest. Naturally-occurring communal experience predicted interest, even when controlling for quantity of experience.

A13 / G110

GENDER INEQUALITY AND GENDER DIFFERENCES IN AUTHORITARIANISM ACROSS 55 SOCIETIES. Mark Brandt^{1,2}, P.J. Henry²; ¹DePaul University, ²New York University-Abu Dhabi – Authoritarianism may help manage psychological threats faced by women in gender unequal societies. Consistent with this hypothesis, data from 55 diverse societies found that women endorsed authoritarian values more than men, especially in individualistic societies with high levels of gender inequality.

A14

WHERE'S YOUR DADDY: FATHER ABSENCE AND WOMEN'S ATTITUDES TOWARD SEX WITHOUT INVESTMENT Danielle J. DelPriore¹, Sarah E. Hill¹; ¹Texas Christian University – We examined the effect of father absence on women's sexual attitudes. In two experiments, women primed with father absence expressed more positive attitudes toward uncommitted sex. This effect was driven by women receiving low quality paternal investment in childhood (Study 1) and women with more immediate mating goals (Study 2).

A15 / F216

GIVE THE KID A BREAK—BUT ONLY IF HE'S STRAIGHT: MORAL OUTRAGE DRIVES BIASES IN JUVENILE SEX OFFENDER PUNISHMENT DECISIONS Jessica Salerno¹, Mary C. Murphy¹, Bette L. Bottoms¹; ¹University of Illinois at Chicago – Two studies revealed that people support harsher punishments for gay (versus straight) sex offenders in ambiguous contexts (consensual sex between two juveniles)—but not in less ambiguous contexts (adult-juvenile sex). This effect replicated for gay juvenile males—but not lesbians—who “sext.” Anti-gay biases are mediated by moral outrage—not concerns about protecting society.

A16 / G69

OPPOSITION TO LEGALIZING SAME-SEX PARTNERSHIPS: THREAT AND REACTANCE Cody Packard¹, Brian Coaxum¹, Jared Chapman¹, David Somlo¹; ¹Claremont Graduate University – We examined effects of threat (heterosexual identity, realistic, symbolic, personal-freedoms) on support for same-sex partnerships law. Opponents of the law felt more threatened in all threat types. Only opponents who felt their freedoms threatened were willing to take action to oppose the law. Implications for extending reactance theory are discussed.

A17 / B201

DOES CONCENTRATING ON STIMULI INCREASE THEIR LIKEABILITY AND ASSOCIATION WITH SELF? Teri A. Kirby¹, Anthony G. Greenwald¹; ¹University of Washington – Subjects held four consonants in working memory (focal set) for the purpose of responding by pressing a spacebar when each appeared. Control consonants were presented equally often. On both implicit and explicit measures, data showed that focal consonants were more likeable and more associated with self than were control consonants.

A18 / B229

HAVING AN OUTGROUP COLLEGE ROOMMATE AFFECTS FUTURE INTERRACIAL INTERACTIONS Sarah Gaither¹, Samuel Sommers¹; ¹Tufts University – White participants with same-race and other-race roommates were tracked for one year to measure the cognitive and behavioral effects of regular interracial exposure. Despite past research highlighting negative outcomes of having interracial roommates, results show that these relationships can help lessen interracial anxiety and increase positivity in future interracial settings.

A19

WHEN CLOSENESS BREEDS CONTEMPT: PERCEPTION OF PHYSICAL CLOSENESS LEADS TO INTERGROUP DISCRIMINATION Y.Jenny Xiao¹, Jay J. Van Bavel¹; ¹New York University – We manipulated physical distance between symbols of rivals (Yankees and Red Sox) and assessed intergroup discrimination. High identifiers showed more in-group favoritism, which was moderated by manipulation of distance between in-group and a threatening out-group. The relationship between in-group identification and in-group favoritism was stronger when the groups were close.

A20 / C181

THEY SAID IT, NOT ME: WHITES USE OF RACIAL MINORITIES' NEGATIVE EVALUATIONS TO JUSTIFY BIAS Ines Jurcevic¹, Jenessa Shapiro¹, Miguel Unzueta¹, Sophie Trawalter²; ¹University of California, Los Angeles, ²University of Virginia – We examined White's use of a racial minority's negative impression of a minority job applicant as a license for prejudice expression. When Black (versus White) evaluators provided negative feedback regarding a Black applicant Whites felt more confident in the evaluator and perceived the applicant as less competent.

A21 / G92

SPEAKING OF RACE: CONFRONTING RACE IN INTERPERSONAL INTERACTIONS Christopher Marshburn¹, Eric D. Knowles¹; ¹University of California, Irvine – Investigated whether racial disidentification allows Whites to cope with anxiety in racially-tinged interactions. Results suggest that Whites who expected to discuss a racial topic with a Black partner implicitly disidentified with the White ingroup. Analysis of nonverbal behavior suggests that such disidentification buffers Whites from experiencing anxiety in racial contexts.

A22 / D248

LET GO AND LET GOD: OUTSOURCING PUNISHMENT DUTIES TO A CONTROLLING GOD Kristin Laurin¹, Azim Shariff², Joseph Henrich³, Aaron Kay⁴; ¹University of Waterloo, ²University of Oregon, ³University of British Columbia, ⁴Duke University – Beliefs in powerful, morally involved gods could satisfy people's need to see norm-transgressors punished. We present correlational and experimental evidence that, although broad religiosity leads to higher levels of punishment, specific beliefs in powerful, involved gods reduce willingness to spend money to punish wrongdoers, and reduce support for state-sponsored punishment.

A23 / D270

MORAL CREDENTIALS VERSUS MORAL IDENTITY: TEMPORAL PERSPECTIVE MODERATES WHETHER MORAL SELF-PERCEPTIONS LEAD TO ASSIMILATION VERSUS CONTRAST EFFECTS ON PROSOCIAL BEHAVIOUR Paul Conway¹, Johanna Peetz²; ¹University of Western Ontario, ²Universität zu Köln (University of Cologne) – Two literatures report opposing effects of moral self-perceptions on moral behavior: Moral credentials suggest contrast effects and moral identity studies suggest assimilation. Reconciling these findings, we examine time as moderator. Moral self-perceptions involving recent moral behaviors induced contrast effects, whereas those concerning distant behaviors activated identity concerns, and subsequently, assimilation.

A24 / C232

WHY AM I LEFT OUT? INTERPRETATIONS OF EXCLUSION AFFECT ANTI-SOCIAL AND PRO-SOCIAL BEHAVIORS Amber DeBono¹, Loni Petricone², Andrew D'Agostino², Marija Kalas², Jackie Ansbro², Molly Orth², Debbera Baldwin², Sana Bhatti²; ¹Winston-Salem State University, ²University at Albany - SUNY – Perceptions of exclusion and resulting emotional states may impact behavioral reactions. Participants were either included or excluded, but some excluded participants were informed that the excluders did not respect or disliked them. The results suggest that exclusion perceptions and emotional states determine whether people react with pro-social or aggressive behavior.

A25 / E208

NOT GETTING STUCK IN THE TREES: POSITIVE AFFECT CAN OVERCOME THE INFLUENCE OF LOW-LEVEL MINDSETS IN INTERTEMPORAL PREFERENCE Jin Seok Pyone¹, Alice M. Isen¹; ¹Cornell University – Prior research suggests that low-level or concrete (vs. abstract) mindsets decrease self-control in subsequent intertemporal decision making. Two studies show that positive affect can eliminate this suboptimal influence of low-level construal in such situations. Under positive affect, people showed a greater delay-of-gratification even when they were in concrete low-level mindset.

A26 / B121

PROACTIVE VERSUS REACTIVE BARRIER PLANNING: INVESTIGATING THE UNDERLYING MECHANISM OF TWO DIFFERENT TYPES OF PLANNING FOR IMPLEMENTING BEHAVIOR CHANGE Sebastian C. Wagner^{1,2}, Lesley A. Hernandez¹, Gertraud Stadler¹, Caterina Gawrilow², Niall Bolger¹; ¹Columbia University, ²Goethe University, Germany – Mechanisms of planning to prevent (proactive) versus respond (reactive) to barriers for implementing behavior change were investigated. 130 students reported physical activity one week following a planning intervention. Proactive planners used more barrier plans and were more active than reactive planners. Proactive planning provides greater leeway to form barrier plans.

A27 / B57

IS THE SELF A STATE? STATE-DEPENDENT MEMORY WITH ACTIVE SELF-ASPECTS. Amy M. Garczynski¹, Christina M. Brown¹; ¹Saint Louis University – Research on the self has identified that people have multiple self-aspects that can vary in accessibility. We tested whether these self-aspects operate as internal states. Supporting our prediction, we found that state-dependent memory occurred for participants' active self-aspects.

A28 / G219

PERCEPTIONS OF PAST, PRESENT, AND FUTURE SOCIAL STATUS: CAUSAL CONCEPTIONS AND CONTROL STRIVINGS AS MEDIATORS Jacob Shane¹, Jutta Heckhausen¹; ¹University of California, Irvine – The mediation pathways between perceived family socioeconomic status (SES) and expectations for future SES were analyzed in a sample of 419 students. Meritocratic-oriented causal conceptions and goal engagement

led to enhanced expectation for future SES, while luck-oriented causal conceptions and downward goal adjustment led to decreased expectation for future SES.

A29 / F31

LOVE ON THE MARGINS: WHOSE OPINION AFFECTS THE STATE AND FATE OF MARGINALIZED RELATIONSHIPS Amanda Howell¹, H. Colleen Sinclair¹; ¹Mississippi State University – We examined whether the impact of parents vs. friends opinions on marginalized relationships varied depending on outcome examined. For marginalized couples, family opinion did not predict relationship quality but carried an increasing weight for predicting commitment and investment. Friend opinion showed the inverse pattern. Both opinions mattered for non-marginalized couples.

A30 / G96

LOOKING BACK FOR FREEDOM AND CONTROL: NOSTALGIA, AUTONOMY, AND COMPETENCE Matthew Baldwin¹; ¹University of Kansas – The effect of nostalgia on basic needs is explored using a humanistic approach to motivation. Across two studies nostalgia has positive effects on competence and autonomy as well as meaning in life. Implications for the growth-function of nostalgia are discussed.

A31 / C138

EMOTIONAL CLARITY AND PSYCHOLOGICAL ADJUSTMENT: A LONGITUDINAL STUDY WITH FIRST-YEAR COLLEGE STUDENTS. Ana Isabel Lage-Ferreira¹, Paulo Nuno Lopes², Luisa Lima¹; ¹ISCTE.IUL, ²Catolica Lisbon School of Business and Economics – Evidence from a longitudinal study suggests that emotional clarity facilitates adaptation to college life. Clarity was positively related to psychological adjustment and the use of functional emotion regulation and coping strategies. It moderated the relationship between prior negative affect and difficulties experienced in adapting to college life.

A32 / E128

PERCEIVING EMOTION OF PEOPLE WITH FACIAL PARALYSIS: EVIDENCE FOR HOLISTIC INTEGRATION OF MULTIPLE COMMUNICATION CHANNELS Kathleen Bogart¹, Linda Tickle-Degnen¹, Nalini Ambady¹; ¹Tufts University – We examined perceivers' emotion judgments of people with facial paralysis (FP). Perceivers judged emotions of people with severe FP less accurately than people with mild FP. This difference was largest when perceivers only saw the face and reduced when more expressive channels were available. Results suggest emotion is perceived holistically.

A33 / D7

CARING ABOUT CARELESSNESS: MEASURING PARTICIPANT INATTENTION USING THE ATTENTIVE RESPONDING SCALE Michael R. Maniaci¹, Ronald D. Rogge¹; ¹University of Rochester – The current studies examined the prevalence and nature of inattentive responding among research participants. We developed and validated a measure, the Attentive Responding Scale (ARS), to identify excessively inattentive participants. Results indicate that inattentive responding is a common source of error variance that can be mitigated using the ARS.

A34 / G189

ATTACHMENT TO OBJECTS AS COMPENSATION FOR THREATS TO CLOSE INTERPERSONAL RELATIONSHIPS Lucas Keefer¹, Mark Landau¹; ¹University of Kansas – Recent research on the role of attachment in religion suggests that people turn to divine targets to seek security when close others fail to meet their needs. Drawing on this perspective, we show similarly that people compensate for threats to interpersonal attachment by increasing in attachment to objects.

A35

CONSEQUENTIALIST EXPLANATIONS APPEAR LESS MORALIZED Tamar Kreps¹, Benoît Monin¹; ¹Stanford Graduate School of Business – Despite a longstanding consequentialist tradition in philosophy, lay audiences perceive that arguments invoking utilitarian arguments are less based on moral values than arguments invoking deontological principles. People who argue moralized positions on utilitarian grounds may thus inadvertently give the impression of not in fact moralizing those issues.

Psychophysiology/Genetics

A36

OF DNA AND DESTINY: AUTOMATIC ASSOCIATIONS BETWEEN GENES AND FATE Wren Gould¹, Steve Heine¹; ¹University of British Columbia – Genetic essentialism is the tendency for encounters with genes to prompt essentialist ways of thinking (Dar-Nimrod & Heine, 2011). In the current studies, we illustrate via two implicit association tests (IAT's) that these fate-like attributions are so popular that they have become automatic.

A37

INTIMACY AVOIDANCE AND SOCIAL COMPARISON: IMPLICATIONS FOR CARDIOVASCULAR RESPONSES REFLECTING COMFORT AND DISCOMFORT IN CLOSE RELATIONSHIPS Shannon P. Lupien¹, Cheryl L. Kondrak¹, Marissa S. Green¹, Mark D. Seery¹; ¹State University of New York at Buffalo – Low attachment avoidance may motivate assimilation not only to achieve intimacy, but also to avoid discomfort when intimacy is lacking. Contrasting core versus superficial dimensions with a close friend led to cardiovascular responses consistent with discomfort (threat) for participants low in avoidance, but comfort (challenge) for those high in avoidance.

A38

SUBCORTICAL SENSATION SEEKING: BILATERAL THALAMUS AND CAUDATE VOLUMES PREDICT TRAITS LINKED TO DOPAMINE Rachael Grazioplene¹, Matthew Russell¹, Jeremy R. Gray², Colin G. DeYoung¹; ¹University of Minnesota, ²Yale University – Bilateral caudate volume predicted scores on Openness and Sensation Seeking; thalamus volume also predicted Sensation Seeking. These findings bridge the established links between dopamine genes and receptor function in the striatum (Zald 2010, Stein 2011) and the relation of dopamine function to reward and exploration (DeYoung 2010).

A39

SUBJECTIVE AND OBJECTIVE SOCIOECONOMIC STATUS INFLUENCES DIFFERENTIAL AUTONOMIC STRESS REACTIVITY Kymberlee O'Brien¹, Art Wingfield², Nicolas Rohleder²; ¹UMass, Boston, ²Brandeis University – Decades of research have elucidated the SES - health gradient. We investigated one specific mechanism from status to health, indexed by physiological reactivity. Objective status (SES) was compared to Subjective status (SSS) on autonomic reactivity and psychological threat to stress. Status measures predicted unique trajectories of autonomic and psychological reactivity.

A40

OXYTOCIN RECEPTOR GENE (OXTR) IS RELATED TO PSYCHOLOGICAL RESOURCES Shimon Saphire-Bernstein¹, Baldwin M. Way², Heejung S. Kim³, David K. Sherman³, Shelley E. Taylor¹; ¹UCLA, ²The Ohio State University, ³University of California, Santa Barbara – We investigated the link between the oxytocin receptor (OXTR) SNP rs53576 and psychological resources. A allele carriers had higher levels of depressive symptomatology and lower levels of optimism, mastery, and self-esteem relative to G/G homozygotes. The effect of OXTR on depressive symptomatology was fully mediated by psychological resources.

Social Neuroscience

A41

EXTREME POLITICAL OPINIONS ARE LINKED WITH ENHANCED EARLY AND LATE NEURO-PHYSIOLOGICAL RESPONSES TO THREAT Shona Tritt¹, Jordan B. Peterson¹, Michael Inzlicht¹; ¹University of Toronto – Extreme political opinions were found to be associated with enhanced early and late event-related potential amplitudes in response to threatening but not disgusting or neutral images among undergraduate participants. Extremity of political beliefs rather than orientation, per se, may be motivated by threat and uncertainty.

A42

THE EFFECTS OF RACE AND TRAIT INFORMATION ON RATINGS OF DATING DESIRABILITY: A BEHAVIORAL AND EVENT-RELATED POTENTIAL INVESTIGATION. Holly Earls¹, Mark Varvaris¹, James Morris¹; ¹University of Virginia – This study utilized behavioral and event-related potential measures to assess the role of race, trait information, and attraction in the formation of romantic relationships across genders. Converging evidence from both experiments indicate that race and trait information have a larger impact on dating desirability for females than for males.

A43

POSITIVITY MOTIVES ALTER THE ATTENTION BIAS TOWARD NEGATIVE INFORMATION: AN EVENT-RELATED BRAIN POTENTIAL STUDY Keiko Ishii¹, Fumie Sugimoto², Jun'ichi Katayama²; ¹Kobe University, ²Kwansei Gakuin University – By using the oddball paradigm, we examined effects of positivity motives in the negativity bias on electrophysiological responses, and found that negative words elicited larger N2 amplitudes suggesting a mismatch between one's expectation and the stimuli presented. Moreover, this tendency became more extreme in individuals with higher positivity motives.

A44

INDIVIDUAL DIFFERENCES IN ABILITY TO VOLUNTARILY MODULATE ANTERIOR CINGULATE RESPONSE TO COMMITTED ERRORS Matthew Shane¹, Christina Weywadt², Ben Wasserott²; ¹The Mind Research Network, ²University of New Mexico – Seventeen participants who received positive/negative feedback regarding their accuracy in estimating a one-second duration were asked to intentionally maximize or minimize their neural response to the negative feedback. fMRI results clearly demonstrated capacity for controlling neural response to negative feedback, however this capacity was highly negatively correlated with trait anxiety.

A45

VARIETIES OF SURPRISE: NEURAL CORRELATES OF IMPLICIT THEORY VIOLATION Xiaowen Xu¹, Jason E. Plaks¹; ¹University of Toronto – Participants were primed with one of two implicit theories of wealth attainment (merit vs. luck) and were then shown stimuli that confirmed or violated that theory. ERP data revealed that theory violations produced a significant N400 effect. These data highlight the vital role implicit theories play in generating social predictions.

A46

NEURAL CORRELATES OF PERSON-SPECIFIC KNOWLEDGE AND PARTY AFFILIATION IN JUDGMENTS OF CONTEMPORARY POLITICAL FIGURES B. Locke Welborn¹, Matthew D. Lieberman¹; ¹UCLA – The present study investigates the neural correlates of political affiliation and social knowledge using fMRI. Democratic and Republican participants recruited ventral mPFC selectively when assessing the personality traits of well-known (versus less familiar) political figures. These results suggest that mPFC may contribute to social cognition by deploying person-specific expertise knowledge.

A47

EFFECTS OF TASK ON THE RECOGNITION OF OWN- AND OTHER-RACE FACES Keith B. Senholzi¹, Tiffany A. Ito¹, ¹University of Colorado Boulder – ERPs recorded during a surprise face recognition task exhibited different effects of race depending on whether participants previously attended to race or unique identity. These results suggest that encoding goals affect neural responses to race, and that such effects can carry over into subsequent tasks.

A48

THE NEURAL CORRELATES OF UPDATING IMPRESSIONS Peter Mende-Siedlecki¹, Yang Cai¹, Alexander Todorov¹, ¹Princeton University – We designed an fMRI study designed to identify brain regions involved in the process of updating impressions. We observed dmPFC activity increase when targets performed behaviors inconsistent with previous impressions, but remain stable when their actions were consistent with previous impressions.

A49

TRAIT DIAGNOSTICITY MODULATES THE MEDIAL PREFRONTAL CORTEX DURING SPONTANEOUS PERSON PERCEPTION. Dylan D. Wagner¹, Todd F. Heatherton¹, ¹Dartmouth College – Forming impressions and making mental state inferences relies on the medial prefrontal cortex (MPFC). This prior work is based mainly on explicit impression formation tasks. Here, we show that MPFC is spontaneously recruited when viewing social scenes and is modulated by similarity, social complexity and trait diagnosticity of social targets.

A50

OLIVEIRA, C.M., SHAW, A.S., KOTOWSKI, M.R. & ZORZIE, M.C. PRENATAL ANDROGEN EXPOSURE AND THE BIG FIVE PERSONALITY INVENTORY. Carrie Oliveira¹, Allison Shaw², Michael Kotowski³, Mark Zorzie²; ¹East Tennessee State University, ²Michigan State University, ³University of Tennessee – This study aimed to clarify the relation between 2D:4D (second-to-fourth digit ratio) and personality traits. Data indicate that men demonstrated higher scores on agreeableness and smaller right-hand 2D:4D ratios than women. 2D:4D was unrelated to the other four Big Five dimensions, suggesting testosterone's organizing effect on agreeableness.

A51

SECURELY ATTACHED PEOPLE ARE BUFFERED FROM THREAT-CAUSED DISTRESS: NEURAL EVIDENCE Kyle Nash¹, Michael Inzlicht², Jacob Hirsh², Mike Prentice³, Ian McGregor¹, ¹York University, ²University of Toronto, ³University of Missouri – In one session, error-related negativity (ERN) – a neural signal of distress – was indexed before and after threat to examine whether securely attached individuals demonstrate neural resilience. Despite similar pre-threat levels, secure participants showed stable ERN amplitude whereas insecure participants showed a post-threat spike in neural distress.

A53

HOW DOES THE BRAIN TRACK INCREASED DEMANDS IN SOCIAL COGNITION? SOCIAL WORKING MEMORY RECRUITS MEDIAL AND LATERAL FRONTOPARIETAL NETWORKS Meghan Meyer¹, Bob Spunt¹, Elliot Berkman², Shelley Taylor¹, Matthew Lieberman¹; ¹UCLA, ²University of Oregon – We investigated brain systems supporting social working memory. During fMRI, participants considered traits of two, three, or four friends in a social working memory paradigm. Medial frontoparietal systems implicated in social cognition and lateral frontoparietal systems implicated in cognitive load increased activation as participants considered increasing numbers of friends.

A54

INTERGROUP NEGOTIATIONS IN THE ULTIMATUM GAME Jennifer Kubota¹, Jian Li¹, Eyal Bar-David¹, Elizabeth Phelps¹; ¹New York University – In this Ultimatum Game study, we investigate how implicit attitudes contribute to rejection of objectively equal monetary offers proposed by racial ingroup and outgroup members. Using functional magnetic resonance imaging, we highlight a network of regions involved and discuss the implications with respect to real-world decision-making.

A55

“WHO’S COOLER?”: NEURAL MECHANISMS UNDERLYING SOCIAL COMPARISONS INVOLVING THE SELF AND SIMILAR OR DISIMILAR ACQUAINTANCES. Will Moore¹, Junaid Merchant¹, Jennifer Pfeifer¹; ¹University of Oregon – In order to explore neural mechanisms underlying salient, real-world interpersonal judgments, we asked participants to undergo fMRI while making social comparisons between themselves and several peers (selected by participants to vary in self-similarity). Distinct patterns of activity in cortical midline structures were observed based on the self-similarity of individuals compared.

A56

THE SELF BEYOND THE MPFC: THE ROLE OF THE EXTENDED NETWORK IN SELF-CONSTRUAL Junaid Merchant¹, Will Moore¹, Jennifer Pfeifer¹; ¹University of Oregon – Neuroimaging studies of self-construal often focus on the medial prefrontal cortex (mPFC), to the relative neglect of other regions involved in social cognition. Here, self and other appraisals elicited activity in lateral cortical regions involved in mentalizing and empathy, extending the study of self beyond the mPFC.

A57

SALIVARY OXYTOCIN, ATTACHMENT INSECURITY, PERCEIVED SUPPORT, AND NETWORK SIZE. Jay Patel¹, Angela Carey¹, Lora Black¹, Omri Gillath¹, Sarah Pressman¹; ¹University Kansas – This study tested the associations between salivary oxytocin (OT), perceived support, attachment style, and network size. Lower perceived support and insecure attachment were associated with higher OT. A positive marginal association was also found between OT and network size. We discuss the potential different roles of high levels of OT.

A58

PROACTIVE CONTROL OF IMPLICIT RACE BIAS: ROLE OF FRONTAL CORTICAL ACTIVITY Jillian K. Swencionis¹, David M. Amodio¹; ¹New York University – Our prior research shows that proactive control, engaged by the expectancy of greater task difficulty, reduces the expression of implicit racial bias. Here, we demonstrate the role of control-related frontal cortical activity in this process, suggesting that this reduction in implicit bias is indeed associated with top-down controlled processing.

A59

THE IAT IS NOT PROCESS-PURE: PSYCHOPHYSIOLOGICAL EVIDENCE FOR THE RECRUITMENT OF COGNITIVE CONTROL Joseph Hilgard¹, Cheryl L. Dickter², Hart Blanton³, Bruce D. Bartholow¹; ¹University of Missouri - Columbia, ²College of William & Mary, ³University of Connecticut – In this study, participants performed a racial Implicit Associations Test IAT while brain activity was recorded via electroencephalogram (EEG). While making stereotype-incongruent responses, subjects demonstrated psychophysiological signs of cognitive control. This suggests that the IAT is not process-pure and that IAT performance is influenced by both associations and executive function.

A60

NEURAL CORRELATES OF LEARNING AND REVERSAL OF APPROACH VERSUS WITHDRAW RESPONSES TO IN- AND OUTGROUP FACES Jaclyn Ronquillo¹, John Monterosso², Xochitl Cordova², Dara Ghahremani³; ¹Cerritos College, ²University of Southern California, ³University of California Los Angeles – During fMRI, White participants approached and withdrew from pictures of "good" and "bad" White and Black faces. Stimuli "reversed" such that good faces switched to bad and vice versa. Results show race bias attenuation with repeated exposure, but slow responses to out-group faces suggests individuation does not eliminate race effects.

A61

ELECTROCORTICAL EVIDENCE FOR THE BENEFITS OF BEING PRESENT: INDIVIDUAL DIFFERENCES IN MINDFULNESS AND EMOTION REGULATION PREDICT RESTING FRONTAL BRAIN ASYMMETRY Robert J. Goodman¹, Kirk Warren Brown¹, D. Brian Haver¹; ¹Virginia Commonwealth University – Mindfulness is theorized to foster emotion regulation and well-being. The present study found individual differences in mindfulness and emotion regulation predictive of resting frontal alpha asymmetry, an established neurophysiological indicator of negative affect regulation and well-being. These findings help elucidate the neural mechanisms by which mindfulness promotes healthy psychological functioning.

Evolution**A62**

WHEN PRECARIOUS BEHAVIOR IS ACTUALLY PRECOCIOUS: THE FUNCTION OF RISKY ADOLESCENT BEHAVIOR Ashley Jordan¹, Bruce Ellis¹, Jelle Sijtsema³, Renee Veenstra^{2,3}; ¹University of Arizona, ²University of Turku, ³University of Groningen – Successful risk-taking, where real danger is involved, is viewed as maladaptive by researchers (Dishion & Andrews, 1995), but is often admired among adolescent males (Daly & Wilson, 1988). Results suggest a possible adaptive benefit to risky adolescent behavior (e.g., earlier sexual debut), particularly for males without a nurturing home life.

A63

THE CURRICULAR EFFECTIVENESS OF EVOLUTION EDUCATION: EXAMINING LATENT MEAN DIFFERENCES IN THE EVOLUTIONARY ATTITUDES AND LITERACY SURVEY (EALS) Stephen Short¹, Hawley Patricia¹, Little Todd¹; ¹University of Kansas – Three university courses were examined across the semester for latent mean differences in the six constructs of the EALS. An evolutionary psychology course demonstrated a significant increase in evolution knowledge/relevance, and a significant decrease in creationist reasoning and evolutionary misconceptions. No change was observed for a biology course.

A64

EVOLUTIONARY CONCERN FOR OPTIMAL SOCIAL EXCHANGE AND PHYSICAL DISABILITY STIGMA Thomas Dirth¹, Helen C. Harton¹; ¹University of Northern Iowa – The evolutionary concern for optimal social exchange (COE) offers a compelling explanation for the functionality of disability stigma. This study tested a new measure representing the COE construct, including the examination of its relationship to disability stigma. COE was associated with more discomfort and negative attitudes toward persons with disability.

A65

GSC Student Poster Award Finalist - Presenting on board A14.

A66

HORMONAL INFLUENCES ON WOMEN'S DESIRE FOR THINNESS Andrea Meltzer¹, James McNulty¹; ¹University of Tennessee – It would have been evolutionarily adaptive for women to attract men while ovulating. Given that modern women believe men are attracted to thin partners, the

current research used two studies to test and support the prediction that fertile women desire a lower ideal body weight than do non-fertile women.

A67

INCREASES IN WOMEN'S ATTRACTION TO OTHER MEN AT OVULATION ARE MODERATED BY THIRD-PARTY RATINGS OF THEIR OWN PARTNER'S BODY ATTRACTIVENESS Christina Larson¹, Martie G. Haselton¹, Elizabeth G. Pillsworth²; ¹UCLA, ²California State University, Fullerton – Among women whose partners were rated as having relatively unattractive bodies, reports of attraction to other men were significantly higher on fertile than on non-fertile days of the ovulation cycle. Third-party ratings of partner facial attractiveness did not significantly moderate changes in extra-pair attraction across the cycle.

A68

THE INTERACTION OF CLOTHING AND MAKE-UP ON ATTRACTION: AN EVOLUTIONARY PERSPECTIVE Katheryn Blankmeyer¹, Eddie M. Clark¹, Michelle Hasan¹; ¹Saint Louis University – Participants (n=209) viewed a picture of a female wearing a waist-to-hip ratio revealing or concealing dress and colorful or pale makeup. They completed measures of attraction and perceived reproductive potential. Results found that men may prefer a mate who broadcasts health and fecundity through revealing clothing and make-up.

A69

THE COOLIDGE EFFECT IN HUMAN SEXUAL ATTRACTION Erin E. Buckels¹, Delroy L. Paulhus¹; ¹University of British Columbia – Partner novelty sustains male sexual arousal in animals (the "Coolidge effect"). We examined whether appearance variation is a proxy for partner novelty in human sexual attraction. Male, but not female, judges preferred opposite-sex targets with varied hairstyles to those with unvaried hairstyles. This effect was specific to short-term sexual attraction.

A70

EFFECT OF APOLOGY COST ON PERCEIVED SINCERITY IN SEVEN COUNTRIES Yohsuke Ohtsubo¹, Esuka Watanabe¹, Feixue Wang², Gabriela Nazar³, Hamdi Muluk⁴, John T. Kulas⁵, JiYoon Kim⁶; ¹Kobe University, ²Sun Yat-Sen University, ³Universidad de Concepcion, ⁴University of Indonesia, ⁵St. Cloud State University, ⁶Hitotsubashi University – The present study examined whether people would perceive costly apologies to be more sincere than no cost apologies in seven cultures (Chile, China, Indonesia, Japan, Korea, the Netherlands, and U.S.). A scenario-based experiment revealed that costly apologies were rated more sincere in the seven countries.

A71

INHIBITING DISGUST: THE IMPACT OF SEXUAL AROUSAL ON DISGUST SENSITIVITY AND THE CROSS-GENDER EFFICACY OF SELF-SELECTED SEXUAL AROUSAL MANIPULATIONS Ellen Lee¹, James Ambler¹, Brad Sagarin¹; ¹Northern Illinois University – The present study provides support for the evolutionary theory of sexual arousal stating that sexual arousal inhibits sexual disgust, which leads to more risk-heavy, but evolutionarily necessary, mating and reproductive behaviors. Methodology addressing both the ethical treatment of participants and individual differences in sexual arousal to identical stimuli is discussed.

A72

DUELING VALUES: AN EXAMINATION OF IMPLICIT AND EXPLICIT MATE PREFERENCES John Edlund¹, Mark Oakes², Maya Mosner³; ¹Rochester Institute of Technology, ²St. Lawrence University, ³Hamilton College –

Research using explicit measures of mate preferences suggests that men tend to value attractiveness more than women, whereas women tend to value earning potential more than men. We utilized an implicit measure and found that men and women showed similar implicit preferences for attractiveness and earning potential in a mate.

A73**THE EFFECTS OF MALE RESOURCE ACQUISITION POTENTIAL AND MALE PHYSICAL ATTRACTIVENESS ON FEMALE SEXUAL AROUSAL** Annia

Raja¹, David Buss¹; ¹The University of Texas at Austin – In long-term mates, women are more willing to trade-off physical attractiveness (PA) for resource acquisition potential (RAP). Researchers investigated how this trade-off affected sexual arousal. Females reported significantly higher sexual arousal from a male high in RAP but low in PA, indicating specific evolved design features within female sexual arousal.

A74**THE POTENTIAL PITFALLS FOR SEEKING AN MRS. DEGREE: SEXUAL SELECTION STRATEGY AND SEXISM IN THE GREEK SYSTEM.** Melissa K.

Goodwin¹, Patrick J. Ewell², Carrie V. Smith³, Rosanna E. Guadagno⁴, Shannon Q. Murphy⁵, Christopher D. Lynn⁶; ¹The University of Alabama, ²The University of Alabama, ³The University of Mississippi, ⁴The University of Alabama, ⁵The University of Alabama, ⁶The University of Alabama – The prevalence of hostile and benevolent sexism and sexual behavior of individuals in the Greek system were compared to non-members. Individuals in the Greek system reported higher levels of hostile sexism than non-members. Furthermore, participants in the Greek system reported adhering to sexual strategies consistent with traditional gender roles.

A75**WOMEN PREFER INGROUP MEN AND MEN PREFER WOMEN: TESTING AN EVOLUTIONARY ACCOUNT** Joseph F. Salvatore¹, Lowell Gaertner¹;

¹University of Tennessee – White men and women rated the attractiveness of faces that varied by race and sex. Men deemed as equally attractive own-race and other-race female-faces. Women, however, deemed own-race male-faces as more attractive than other-race male-faces. Results support an evolved sexual-coercion avoidance hypothesis of intergroup bias.

A76**PERSONALITY, PORN VIEWING, AND PERCEPTIONS OF PORNGASM**

Anne K. Gordon¹, Shane W. Kraus¹; ¹Bowling Green State University – Participants completed individual difference measures (e.g., the Big 5, the SOI) and reported their porn-viewing habits, attitudes about porn, perceptions of porn stars' orgasms and sexual enjoyment. Results generally supported predictions derived from evolutionary theory and suggest that some male porn viewers may form erroneous beliefs about female sexual pleasure.

A77**INFLUENCE OF ENVIRONMENTAL HARSHNESS AND UNPREDICTABILITY IN CHILDHOOD ON TIMING AND QUANTITY OF SEX: FINDINGS FROM A 35-YEAR LONGITUDINAL STUDY** Sooyeon Sung¹, Jeffrey Simpson¹, Vladas

Griskevicius¹, Sally Kuo¹, Andrew Collins¹; ¹University of Minnesota – Using the Minnesota Longitudinal Study of Risk and Adaptation, we tested the unique effects of the environmental dimensions in childhood on sexual behavior. For females, the mean level of stress (harshness) predicted age at first sex, whereas variability in stress (unpredictability) predicted number of sexual partners.

A78**SOCIAL EXCLUSION AND DISEASE THREAT: SOCIAL REJECTION DOWN-REGULATES BEHAVIORAL IMMUNE SYSTEM RESPONSES** Donald

Sacco¹, Steven Young², Kurt Hugenberg¹; ¹Miami University, ²Fairleigh Dickinson University – We hypothesized that the experience of social exclusion would temporarily reduce disease-avoidance responses to facilitate reaffiliation. In Study 1, socially excluded participants indicated lower concerns with contracting communicable diseases than included and control participants. In Study 2, excluded participants displayed a smaller preference for symmetric faces than included participants.

A79**DOMINANCE AND DEFERENCE: INHIBITION OF SEXUALLY ATTRACTIVE BEHAVIOR IN A COMPETITIVE MATING CONTEXT** Daniel Gambacorta¹,

Timothy Ketelaar¹; ¹New Mexico State University – 51 male participants were videotaped during a dating game scenario in which they were led to believe that they were competing against either a dominant (strong) male or a nondominant (scrawny) male. Participants competing against a dominant male exhibited less attractive behavior than participants competing against a nondominant male.

A80**A LIFE HISTORY APPROACH TO THREAT-BASED CHANGES IN PERSONALITY** John Myers¹, Vladas Griskevicius¹, Jeffrey Simpson¹;

¹University of Minnesota – This study examined whether environmental threats influence personality in ways that can be predicted by LHT. Fast and slow Ps were primed with either mortality threat or placed in a control group. Ps then completed the Big Five Inventory, the DV. Significant condition x life history strategy interactions were detected.

A81**BIGGER MAY BE BETTER: FEMALE ATTRACTION TO MALE MUSCLE MASS ACROSS THE MENSTRUAL CYCLE** Ashlee C. Hurst¹, Robert D. Mather²;

¹Texas Tech University, ²University of Central Oklahoma – Female attraction to male muscle was investigated throughout the menstrual cycle. Participants rated male bodies with low, medium, high, and extremely high muscle. No significant interaction between ovulation and muscle appeared. A significant main effect for muscle appeared. Extreme, high, and medium muscle were each rated higher than low muscle.

A82**MONEY AND THE MONTHLY OVULATORY CYCLE: HIDDEN HORMONAL INFLUENCES ON WOMEN'S FINANCIAL DECISIONS** Stephanie M.

Cantu¹, Kristina M. Durante², Vladas Griskevicius¹, Jeffrey A. Simpson¹; ¹University of Minnesota, ²University of Texas - San Antonio – Each month millions of women experience a biological ovulatory cycle that regulates fertility. We report three studies testing how women's financial decisions change depending on when each month such decisions are made. Findings show that ovulation led women to become more financially competitive.

A83**HOW NATURE SALIENCE AFFECTS OUR LOCAL ENVIRONMENTAL SATISFACTION: A TEST OF THE BIOPHILIA HYPOTHESIS** Raelene, L.

Dopko¹, John, M. Zelenski¹; ¹Carleton University – Based on the evolutionary biophilia hypothesis we predicted that nature photographs would elicit higher satisfaction with actual environmental surroundings, compared to built-environment photographs. Study one supported this, and Study two found that the photos' pleasantness and perceived quality of life in the areas (not familiarity) mediated this effect.

Groups/Intragroup Processes

A84**LENIENCY FOR OUTGROUP OFFENDERS - A STRATEGIC REACTION TO PRESERVE THE IMAGE OF THE INGROUP?** Judith Braun¹, Mario

Gollwitzer¹; ¹Philipps-University Marburg – We test the assumption that leniency for outgroup offenders is a strategic reaction to preserve the image of the ingroup. Two experiments showed a leniency effect for outgroup offenders. This effect was reversed when participants had established moral credentials.

A85

THE EFFECT OF GROUP IDENTITY ON TASK AND CONTEXTUAL PERFORMANCE Kanako Ishizaki¹, Mitsuru Kurokawa², Toshikazu Yoshida¹; ¹Nagoya University, ²Toyama University – This study examined the effects of group identity, motivation, and teamwork climate on task and contextual performance, along with the relationship between these performances. Structural equation model indicated that group identity factors of “membership” and “group pride” affect performance differently, and that the promotion of contextual performance enhances task performance.

A86

FUKINSHIN AS SCAPEGOAT PHENOMENON Koshi Murakami¹, Ako Agata², Zentarou Uemura³, Naoki Kugihara²; ¹Kobe Yamate University, ²Osaka University, ³Fukuoka University of Education – The term “Fukinshin” has been used with increasing frequency since the earthquake in eastern Japan. This study examined the growing number of references to identified “Fukinshin” in personal blogs as a scapegoat phenomenon. The results of analysis showed that 10.2% of the blogs placed blame for the behavior of others.

A87

PAPER SIZE EFFECTS ON BRAINWRITING PERFORMANCE Olga Goldenberg¹, Jennifer Wiley¹; ¹University of Illinois at Chicago – This research examined whether the quantity and quality of performance on a brainwriting task (Paulus & Yang, 2000) differs as a function of paper size used to record generated ideas.

A88

THE EFFECTS OF THE PRESENCE OF THE UNDECIDED ON INFORMATION-SHARING IN GROUPS Ming-Hong Tsai¹, Margaret Shih¹; ¹UCLA – Study 1 found that the presence of undecided members in a group led to higher expectations of intra-group information-sharing only when the undecided individuals were ambivalent rather than ignorant. Study 2 found that the presence of ambivalent-undecided group members increased one’s information-sharing behavior by reducing self-focused distrust.

A89

COGNITIVE AND AFFECTIVE DYNAMICS IN INTERPERSONAL CONFLICT: COMPUTER SIMULATION AND EMPIRICAL TEST OF A FORMAL MODEL Jay Michaels¹, Robin Vallacher¹, Larry Liebovitch²; ¹Florida Atlantic University, ²Queens College, City University of New York – We investigated how attitudes and emotions change in an interaction transitioning from cooperation to conflict or vice-versa. Participants exhibited the greatest change in interactions shifting from cooperation to competition, verifying key predictions of a non-linear mathematical model. These results provide new insights into the time evolution of human conflict.

A90

Poster withdrawn.

A91

UNIQUE EXPERTISE IN GROUPS: EFFECTS ON PARTICIPATION AND THE BENEFITS OF LEADERSHIP Eric E. Jones¹, Janice R. Kelly²; ¹Southern Illinois University Carbondale, ²Purdue University – Information exclusion may impact group interactions when out-of-the-loop members attempt re-inclusion. Compared to members with shared expertise, members with unique expertise reported thwarted needs, but experienced greater need fulfillment when perceived as a group leader. Possessing unique expertise also impacted information sharing and agreement, but not question asking.

A92

COPING WITH EXCLUSION: THE IMPACT OF COPING STRATEGIES ON OUTCOMES FOR TARGETS OF EXCLUSION Joan Poulsen¹; ¹Indiana University - Purdue University at Columbus – Social exclusion was studied using a stress-coping approach. Targets were excluded using one of three laboratory methods; then coping strategies, self-esteem, belonging,

and emotions were measured. Some coping strategies reduced the negative impact of exclusion (active coping, positive reframing); but others (self-blame) strengthened the effects of exclusion on targets.

A93

THE ROLE OF CONVERSATIONAL FLOW IN SOCIAL BONDING AND SOCIAL VALIDATION PROCESSES. Namkje Koudenburg¹, Tom Postmes¹, Ernestine H. Gordijn¹; ¹University of Groningen – Extending the literature on interactional synchrony, we show that conversational coordination in the form of smooth turn-taking increases a sense of entitativity and belonging. We suggest and demonstrate that in conversations, the smooth alternation of speaking turns can strengthen the self, strengthen social bonds and increase group unity.

A94

STARS, STRIPES, AND THE SYMBOLIC DIVIDE: REGIONAL DIFFERENCES IN RESPONSES TO NATIONAL SYMBOLS David A. Butz¹, Jonathan W. Kunstman²; ¹Morehead State University, ²University of California, Santa Barbara – Drawing on a national survey of more than 1,800 respondents, we demonstrate that Southerners evaluate the American flag more favorably than Northerners. In examining specific associations with the flag, we demonstrate that Southerners associate the flag with egalitarianism to a greater extent and aggression to a lesser extent than Northerners.

A95

CULTURAL LAG AS A THEORY OF TECHNOLOGICAL IMPACT Samantha Cacace¹, Travis Knight¹, Scott Pion¹; ¹North Carolina Central University – Cultural Lag theory can be used to explain why some people are hesitant to adopt technologies that could help them. Secondary data analysis reveals that there are differences in Internet use, reasons for access, and interest in access by group.

A96

IMMIGRANT ETHNIC MINORITIES OF THE NEAR-EAST: PROCESS OF IDENTITY CONSTRUCTION IN SITUATION OF DOUBLE MINORITY Bachar Malki¹; ¹Universite Libre de Bruxelles – We are interested in the process of identity construction of Syriac immigrants. Syriac people are Christian minorities of the Near-East, descendants of antique Assyrian and Aramaic peoples. In recent decades they have been facing internal conflicts as far as their ethnonym was concerned: are they Syriac/Aramaic, Syriac/Assyrian or Arab?

A97

EMOTION REGULATION FOLLOWING GROUP PROVOCATIONS: REFLECTION ON VALUES IS RELATED TO REVENGE FOR THOSE WHO GLORIFY THEIR NATION IDENTITY Rachel Steele¹, Brian Lickel¹; ¹University of Massachusetts Amherst – An experiment examined emotion regulation (Manipulation: Rumination, Reflection, Control), personal values, and national identification in responses to threat of terror attack. A significant three-way interaction occurred, such that support for revenge was particularly high amongst those low in valuing personal transcendence and high in ingroup glorification in the reflection condition.

A98

FEELING SCANDALIZED? PARTISANSHIP INFLUENCES THE CORRESPONDENCE BETWEEN JUDGMENTS OF IMMORALITY AND SCANDALOUSNESS Elicia C. Lair¹, Linda M. Isbell¹; ¹University of Massachusetts, Amherst – This study sought to understand the difference between immorality and scandalousness. Participants read about a politician’s career which described a scandal involving bribes for blocking partisan congruent or incongruent legislation. Comparisons between morality and scandalousness revealed an interaction between the politician’s and participants’ party identification, and partisan behavior congruence.

A99

“HIS” AND “HERS” INTERGROUP BEHAVIOR? THE INFLUENCE OF GENDER DIFFERENCES IN RELATIONAL AND COLLECTIVE INTERDEPENDENCE ON TRUST ACROSS GROUP BOUNDARIES Meghan Bean¹, Jennifer Richeson²; ¹University of Arizona, ²Northwestern University – Men’s and women’s trust behavior toward in- and outgroup members was examined. Women exhibited similar levels of trust in in- and outgroup members, whereas men exhibited greater trust in ingroup members than outgroup members. We argue that gender differences in interdependent self-construal contribute to this gender difference in intergroup behavior.

A100

WITH A LITTLE HELP FROM MY FRIENDS: IMPACT OF INGROUP OTHER ON COLLECTIVE EFFICACY AND BEHAVIOR FOLLOWING A DISCRIMINATION EVENT Tracey Cronin¹, Kim Matheson¹, Nyla Branscombe², Dan Miller³, Hymie Anisman¹; ¹Carleton University, ²University of Kansas, ³Indiana University-Purdue University – An experiment tested the effects of validation and emotional support from an ingroup other regarding gender based discrimination on perceptions of shared experience and pervasiveness of discrimination. The experiment was a 2 (support versus unsupport) X 2 (anger versus sympathy) factorial design with an all female community sample (N=150).

A101

DO SELF-ESTEEM, LOCUS OF CONTROL AND CULTURAL CONTEXT MODERATE THE RELATIONSHIP BETWEEN UNCONTROLLABLE DEATH SALIENCE AND WORLDVIEW DEFENSE? Zenobia Talati¹, Immo Fritsche², Hongfei Du³, Eva Jonas⁴, Emanuelle Castano⁵, Vance Locke¹; ¹The University of Western Australia, ²University of Jena, Germany, ³University of Hong Kong, Hong Kong, ⁴University of Salzburg, Austria, ⁵New School University, USA – Reminders of uncontrollable death have been shown to increase worldview defence compared to reminders of controllable death. We investigated the role of cultural context, self-esteem and locus of control as possible moderators. This effect held in China, Australia, and America. While self-esteem did not moderate the effect, locus of control did.

A102

HIERARCHY MAINTENANCE AND THE REJECTION OF HIGHLY IDENTIFIED WHITES Lucia Elizabeth Guillory¹, Brian Lowery¹; ¹Stanford – Four studies demonstrate that concern about the stability of the social hierarchy motivates White’s to reject their highly identified in-group members. When anonymous individuals and famous political leaders are described as highly identified, threatened or chronically concerned Whites (high social dominance orientation) are less approval and politically supportive of them.

A103

DO COMPETENT MEMBERS DEROGATE OUTGROUP MEMBERS? EFFECTS OF POSITIVE OR NEGATIVE IDENTITIES ON OUTGROUP DEROGATION. Hitomi Sugiura¹, Kiriko Sakata²; ¹Hiroshima University, ²Hiroshima University – The purpose of this study is to examine whether competent members of the ingroup will show outgroup derogation when they can’t change groups. In this study, we examined this issue with an experiment manipulating the participant’s competency. This finding highlights the importance of valence of ingroup identity on outgroup derogation.

A104

WHO IS LOOKING? GROUP MEMBERSHIP MODERATES GAZE CUEING. Anthony Nelson¹, Reginald Adams¹; ¹Pennsylvania State University – The effects of group membership on gaze cueing were examined. Undergraduates viewed faces of individuals believed to attend the same-school or a rival-school looking at target letters. Reaction times show that same-school faces were more effective at cueing gaze. This suggests gaze cueing is moderated by social group relevance.

A105

CHALLENGING DIVERSITY EXPERIENCES MODERATE THE IMPACT OF LEADER PROTOTYPICALITY ON LEADERSHIP PREFERENCE Carola Leicht¹, Georgina Randsley de Moura¹, Richard Crisp¹; ¹University of Kent, Canterbury – Two studies showed that priming participants with a counterstereotypic category combination undermines the importance of ingroup prototypicality in regard to general evaluations, voting and behavioral intentions of election candidates. After forming an impression of a person belonging to a counterstereotypic category combination, the bias for a prototypical election candidate diminished.

A106

THE CONTRASTING EFFECTS OF SELF AND GROUP AFFIRMATION ON INGROUP BIASES Gaven Ehrlich¹; ¹Syracuse University – The current research examines the effects of both self-affirmation and group-affirmation tasks on peoples’ tendencies to exhibit in-group biases. It was found that while performing a self-affirmation task seemed to reduce participants’ tendencies to exhibit group-serving judgments and unfavorable out-group attitudes, performing a group-affirmation task seemed to exacerbate these biases.

A107

VICARIOUS SHAME AND SYMPATHY FOR INTRAGROUP VERSUS INTERGROUP OFFENSE Mayuko Onuki¹, Norman Miller²; ¹University of Southern California, ²University of Southern California – Vicarious shame and sympathy were examined as emotional reactions to intragroup versus intergroup offense. In addition to the black sheep effect, ingroup offenders were found to be more ashamed of than outgroup offenders and victims of the offender’s ingroup to be more sympathized with than those of the offender’s outgroup.

A108

DOES RUMINATION INFLUENCE RECOVERY FROM OSTRACISM? Eric Donald Wesselmann¹, Dongning Ren¹, Emily Swim¹, Kipling Williams¹; ¹Purdue University – Ostracism—being ignored and excluded—is a common and painful event that threatens individuals’ fundamental needs. Cognitive appraisals are an important part of recovery from ostracism. We hypothesized and found that rumination hindered individuals’ ability to recover from ostracism. We discuss implications of this research for chronically ostracized individuals.

A109

EXPLICIT VERSUS IMPLICIT MEASURES OF DOMINANCE: PREDICTIVE UTILITY OF SELF-REPORTED DOMINANCE VERSUS TESTOSTERONE DEPENDS ON SOCIAL CONTEXT Scott Liening¹, Robert Josephs¹; ¹University of Texas at Austin – In two studies, explicit (i.e., self-reported) dominance predicted status-seeking behaviors before interacting with a partner, but not after. Implicit dominance (i.e., testosterone) predicted status-seeking after the interaction, but not before. This suggests that the utility of implicit and explicit measures is dependent on social context.

A110

GROUP MEMBERSHIPS PREDICT MORAL FOUNDATIONS Saera Khan¹, Michael N. Stagnaro¹; ¹University of San Francisco – Group memberships were predicted to influence moral judgments. Indians and U.S. Americans completed a survey in which country, gender, and ethnic identity were examined. Controlling for religiosity, analyses yielded cultural differences for all foundations. Interaction effects revealed gender differences among Indians, implying morality is built through contextually meaningful groups.

A111

THE EFFECTS OF GROUP ACHIEVEMENT FEEDBACK ON INDIVIDUAL MEMBER'S PERFORMANCE Ako Agata¹, Naoki Kugihara¹; ¹Osaka University – Previous studies (e.g. Kerr, 1983) suggested that group success might lead to motivation loss. In our experiment, participants were given a feedback of the group achievement. The results showed that participants exerted more effort when they received a failure pseudo-feedback than when they received a success pseudo-feedback.

A112

COLLECTIVE VALUE AND EXPECTANCY: THE INFLUENCE OF GROUP-BASED PERCEPTION OF PERSONAL GOALS ON BEHAVIOR AND AFFECT Regine Debrosse¹, Donald Taylor¹, Stephanie Laflamme¹, Elizabeth Cullen¹; ¹McGill University –

In order to examine group-based influences on goal pursuit, we introduce collective value (i.e. how desirable a goal is for in-group members) and collective expectancy (i.e. how likely are in-group members to reach a goal). In two experiments, collective/personal discrepancies in value and expectancy were associated with lower positive affect.

A113

CAN THE EXPERIENCE OF AFFILIATION ALTER THE INFLUENCE OF SOCIAL GROUPS? Benjamin Giguere¹, Glen Allen¹, Donald M. Taylor¹; ¹McGill University – Individuals expect to experience affiliation if they conform to a group. But when individuals experience affiliation, does the group lose its influence over them or is it enhanced? We examined the effect of experiencing affiliation on a group's influence over attitudinal change and behavior, and observed that affiliation enhanced both.

A114

HOW RELATIONAL MODELS AND MORAL INTUITIONS CORRESPOND TO MODES OF NATIONAL IDENTIFICATION. David Kidd¹, Emanuele Castano¹; ¹The New School for Social Research – Attachment and glorification (Roccas, Klar, & Liviatan, 2006) may reflect moral intuitions and ways of relating to the nation. A new measure based on relational models theory (Fiske, 2004) assessed different relationships with the nation. Relational models and moral intuitions (Haidt & Graham, 2007) predicted attachment, glorification, and conservatism.

A115

THE EFFECT OF GROUP DEVELOPMENT STAGE AND NEWCOMER'S CHARACTERISTICS ON OLD-TIMERS' PERCEPTIONS Young-Mi Kwon¹, Craig Parks¹; ¹Washington State University – The study investigated the effects of group development stage and newcomer's characteristics on old-timers' perceptions. At different group development stages, the groups got information about a newcomer's characteristics. The results implied the newcomer's potential is important during the performing stage while a rule-breaker is most problematic in the norming stage.

A116

SHARING IDEOLOGY, DEVELOPING SOCIAL CAPITAL, SHAPING CONSUMERISM: A CLOSE LOOK AT SOCIAL INFLUENCE PROCESSES IN ONLINE DISCUSSION GROUPS Louise Pendry¹, Jessica Salvatore², Emily Wilkin¹, Susie Argent-Belcher¹; ¹University of Exeter, ²Amherst College – This research explores the relationship between group identification and group norm following in online settings. Discussion forum members answered questions about forum use, identification with forum group and normative behavior. Higher levels of social identification predicted enthusiasm about/adherence to group norms. Implications for social capital and influence theories are discussed.

Intergroup Relations

A117

TEMPORAL ORIENTATION AS A DETERMINANT OF THE RELATIONSHIP BETWEEN GROUP-BASED EMOTIONS AND INTERGROUP AGGRESSION Marija Spanovic¹, Brian Lickel², Thomas Denson³; ¹University of Southern California, ²University of Massachusetts Amherst, ³University of New South Wales – In two studies Americans responded to terrorist threats. Future threats induced more fear compared to past threats and elicited more fear than anger. Anger predicted support for military action in the past threat condition, whereas fear had a positive relationship with military action in the future threat condition.

A118

IT'S ONLY WRONG WHEN THEY'RE ABOUT TO DO IT: EVIDENCE OF GROUP-LEVEL MORAL DISENGAGEMENT Lydia Eckstein Jackson¹, C. Daniel Batson¹, Lowell A. Gaertner¹; ¹University of Tennessee – This experiment tested the crucial tenet of moral disengagement theory (Bandura, 1999) that self-exonerative reasoning happens before immoral behavior. Results indicate that an airstrike with collateral damage by the ingroup was seen as more moral and justified than the identical action by the outgroup and that self-exonerative reasoning occurred anticipatorily.

A119

EXAMINING RESPONSES TOWARD THEOLOGICAL AFFILIATION AND DISAFFILIATION FOR BELIEVERS IN GOD AND NON-BELIEVERS IN GOD. Melissa Barden¹, Jared Kenworthy²; ¹Walsh University, ²University of Texas at Arlington – The study was aimed at examining responses toward theological affiliation and disaffiliation. We compared the reactions toward each of four possible classifications of the target group member by manipulating the target's past and present theological belief status: ingroup member, joiner, defector, or outgroup member. Moderators and mediators were also explored.

A120

FOSTERING RECONCILIATION IN POST-CONFLICT CONTEXTS: THE ROLE OF PERCEIVED SERBIAN NATIONAL SUPERIORITY IN THE BALKAN NATIONS J. Patrick Boyle¹, Emanuele Castano¹, Anna DiLellio², Nebojsa Petrovic³, Iris Zezelj³, Sabina Cehajic⁴, Bernhard Leidner⁵; ¹The New School for Social Research, ²The New School Graduate Program in International Affairs, ³University of Belgrade, ⁴Sarajevo School of Science and Technology, ⁵University of Massachusetts, Amherst – This study investigates the effect of divergent narratives minimizing or maximizing responsibility for international conflict as moderated by perceived national superiority of the perpetrator in order to facilitate psychological re-integration into international communities. The current research utilizes the real-world context of past events and current relations in the Balkan nations.

A121

NATIONAL IDENTITY AND GROUP NARCISSISM AS PREDICTORS OF INTERGROUP ATTITUDES TOWARD UNDOCUMENTED LATINO IMMIGRANTS IN THE UNITED STATES Patricia A. Lyons¹, Jared B. Kenworthy¹; ¹University of Texas Arlington – This study examined psychological factors predicting attitudes toward undocumented Latino immigrants in the United States. Specifically, group narcissism, measuring entitlement and superiority at the group level, was found to be a significant moderator in the relationship between national group identity as an American and attitudes toward this group of immigrants.

- A122**
GROUP MEMBERS' WILLINGNESS TO APOLOGIZE AND COMPENSATE FOR WRONGDOING: THE SOURCE OF INFORMATION ABOUT THE INJUSTICE MATTERS Leonard S. Newman¹, Lauren S. Miller¹, Mark A. Ferguson², Michaele Webb¹, Arjun Mishra¹; ¹Syracuse University, ²University of Wisconsin-Stevens Point – American students read descriptions of the Japanese-American internment. Some believed it came from a hostile country; others believed the source was a friendly country. A third group believed Americans wrote it. Participants in the hostile country condition downplayed the internment's severity/injustice, and were less in favor of apology and compensation.
- A123**
COLORBLINDNESS IDEOLOGY OF PAST INJUSTICE ASSOCIATED WITH LOWER LEVELS OF COLLECTIVE GUILT Chrystal Gray¹, Danielle Naghi², Ruth Dittmann³, Valerie Purdie-Vaughns⁴; ¹Columbia University – We propose that White Americans use colorblindness to disengage from past injustice. In a recent study, we asked White Americans to write about "the implications of slavery for intergroup relations today", the majority wrote colorblind essays. We discuss the implications of a colorblind ideology for intergroup dialogues about past injustice.
- A124**
CROSSING COLOR LINES FOR YOUR LOVE OF ME: INTERRACIAL DATERS' HIGH LEVELS OF PERCEIVED POSITIVE REGARD FROM ROMANTIC PARTNERS Karen Wu¹, Chuansheng Chen¹, Ellen Greenberger¹; ¹UC Irvine – Do people exchange social costs of being in interracial relationships with positive relationship dynamics? Undergraduates estimated their romantic partners' ratings of them on self-attributes. Interracial daters reported higher perceived partner-ratings than intraracial daters across most attribute types. Seemingly, individuals counterbalance social pressures against interracial relationships with positive regard from partners.
- A125**
BUILDING, BETRAYING, AND BUFFERING INTERRACIAL TRUST BETWEEN FRIENDS AND STRANGERS Hilary Bergsieker¹, J. Nicole Shelton¹; ¹Princeton University – Blacks' trust in Whites appears fragile, but closeness buffers it against betrayals. Blacks trusted White (vs. Black) friends less, a difference mediated by closeness. Blacks imagining a White (vs. Black) friend's betrayal reported lower trust; closeness moderated this effect. Closeness-inducing tasks prior to a PDG defection eliminated the trust gap.
- A126**
THE PARADOX OF EXTENDED CONTACT WITH AN INTERETHNIC ROMANTIC RELATIONSHIP: BENEFICIAL INTERGROUP CONSEQUENCES DESPITE NEGATIVE INTERPERSONAL PERCEPTIONS Jennifer Paterson¹, Rhiannon Turner¹, Mark Conner¹; ¹University of Leeds – Extended contact with an interethnic romantic relationship was investigated. Results show that the interethnic relationships were perceived to encounter greater levels of disapproval and were perceived to be of lower quality than same-ethnicity relationships. Despite these negative appraisals, having contact with an interethnic relationship promoted positive intergroup attitudes.
- A127**
BIG FIVE PREDICTORS OF REPORTED CLOSENESS TO OUTGROUPS FOLLOWING INTERGROUP CONTACT Lynzey Baker¹, Keith Welker¹, Danya Alawie¹, Kevin Kuehn¹, Deborah Valentino¹, Richard Slatcher¹, Arthur Aron²; ¹Wayne State University, ²Stony Brook University – This experiment investigated how Big 5 traits moderate the effect of cross-race contact on outgroup closeness in dyads. Actor Agreeableness predicted racial outgroup closeness in cross-race, but not same-race dyads. Other Big 5 traits predicted closeness with various minorities. Implications for trait agreeableness, closeness, and intergroup contact effects are discussed.
- A128**
EMOTION IN INTERGROUP APOLOGIES AND FORGIVENESS: THE MODERATING ROLE OF PERCEIVED PERPETRATOR MORALITY Alexander M. Schoemann¹, Nyla R. Branscombe¹; ¹University of Kansas – Two studies investigated how expressions of self-focused (e.g., guilt) and other-focused (sympathy) emotions in an intergroup apology influenced forgiveness of the perpetrator group. The perceived morality of the perpetrators was an important moderator of the relationship between the emotion expressed in an apology and forgiveness.
- A129**
GUILT UP, DOWN, AND AROUND: USING BODY POSTURE TO MITIGATE BACKLASH FROM REMINDERS OF INGROUP WRONGDOING Katie N. Rotella¹, Jennifer A. Richeson¹; ¹Northwestern University – Reminders of ingroup misdeeds often provoke defensive backlash. We investigated whether holding prototypical guilt or pride postures while reading about ambiguously guilty behavior at individual (S1) and group (S2) levels could subtly induce guilt and circumvent such reactions. Results indicated that guilt postures increased guilt, perceived injustice, and reparative intentions.
- A131**
IS IT DISCRIMINATION? EXPLORING HOW GENDER AND STATUS LEGITIMIZING IDEOLOGIES AFFECT PERCEPTIONS OF INDIVIDUAL AND INSTITUTIONAL DISCRIMINATION CLAIMS Stefanie Simon¹, Laurie O'Brien¹, Melanie Soilleux¹; ¹Tulane University – In a study examining perceptions of discrimination claimants, individuals perceived a female target more negatively when she claimed institutional, versus individual, discrimination; this was particularly true for male participants. However, those who view status differences in society as illegitimate did not differentiate between the two types of discrimination claims.
- A132**
"OH, ARE YOU SURE?": USING A FOCUS GROUP TO VALIDATE EMPIRICAL RESEARCH ON SEXUAL HARASSMENT Kala J. Melchiori¹, Robyn K. Mallett¹; ¹Loyola University Chicago – Women assume they would assertively confront sexual harassment, but rarely do so. This discrepancy may exist if research scenarios do not resonate with women's actual concerns. A focus group shows that information about women's primary concerns when experiencing sexual harassment (e.g., personal safety) were absent from previous research scenarios.
- A133**
IMPACT OF EXTENDED CONTACT ON CHINESE ATTITUDE TOWARD JAPAN BEFORE AND AFTER THE EARTHQUAKE 2011 Nobuko Asai¹, Ken-ichi Ohbuchi¹; ¹Tohoku University – The present study investigated the impact of extended contact on Chinese attitude toward Japanese. The result showed that extended contacts with Japanese improved survey respondents' attitude toward Japan. However, the strength of this extended contact effect did not differ between before and after the earthquake.
- A134**
WHEN POSITIVE EXPECTATIONS ARE NOT MET: HOW POWER DYNAMICS AFFECT DISADVANTAGED GROUP MEMBERS' REACTIONS FOLLOWING DIFFERENT FORMS OF INTERGROUP CONTACT Diala Hawi¹, Tamar Saguy², John F. Dovidio², Linda R. Tropp¹; ¹University of Massachusetts, Amherst, ²Yale University – In an experiment, high and low power groups discussed either intergroup commonalities, differences, or both topics. Although low-power members expected fairness after discussing commonalities, high-power groups distributed resources similarly across conditions. Furthermore, low-power groups receiving fewer resources retaliated more aggressively after discussing either commonalities or differences than after discussing both.

A135

SYSTEM FAILURE: REBOOTING THE SYSTEM IN THE NAME OF EQUALITY Jennifer Zimmerman¹, Christine Reyna¹; ¹DePaul University – We explored how system ideals and outcomes differentially predict system justification. Goal ideals were endorsed more than goal achievements; however, this discrepancy was larger for low status groups. Perceiving this discrepancy predicted more dissatisfaction and more support for hierarchy-attenuating policies. Finally, motivations for endorsing goal ideals depended on people's status.

A136

EFFECT OF SIMILARITY/DISSIMILARITY EXPRESSION AND GUILT EXPRESSION FROM A HISTORICAL PERPETRATOR GROUP ON GUILT ASSIGNMENT BY A VICTIM GROUP Nobuhiko Goto¹, Minoru Karasawa¹; ¹Nagoya University – This study revealed that Japanese guilt assignment on Americans concerning atomic bombing was higher when Americans expressed that they were similar (vs. dissimilar) with those who had been involved with the atomic bombing, regardless of the presence of guilt expression. We discuss reasons why people assign guilt on out-group members.

A137

THE EFFECT OF BELIEF OF OTHERS' INTERGROUP NEGATIVE EMOTION ON PREJUDICE Kunihiro Yokota¹, Li Yang²; ¹Hiroshima Shudo University, ²Hokkaido University – The purpose of this study is to investigate the effect of belief of others' intergroup negative emotion of the attitude toward outgroups. The results of questionnaire study revealed that participants believed that others elicited more negative emotion than themselves, and belief of others' emotion correlated with negative attitude toward outgroups.

A138

THE PERCEIVED LACK OF KNOWLEDGE OF OUTGROUPS INCREASES STRESS EXPECTANCY FOR INTERGROUP INTERACTIONS Adem Aydogan¹, Karen Gonsalkorale¹; ¹University of Sydney – This study investigated intergroup stress expectancy of dominant-group members. Results revealed that dominant-group members' perceived lack of knowledge of an outgroup increased their stress expectancy for an upcoming interaction with an individual from that outgroup. This provides evidence for the Stress and Coping Framework for intergroup interactions.

A139

EMOTIONAL AND INTERPERSONAL RESPONSES TO INGROUP MEMBERS' STEREOTYPE CONFIRMING BEHAVIOR IN INTERRACIAL INTERACTIONS Valerie Jones Taylor¹, J. Nicole Shelton²; ¹Spelman College, ²Princeton University – This research highlights the divergent emotional and interpersonal responses to stereotype-confirming ingroup members in interracial versus intraracial interactions. We found that after witnessing a racial ingroup member commit stereotype-confirming acts, Blacks expressed greater embarrassment, felt they would be viewed stereotypically, and avoided future interactions with a white (vs. black) partner.

A140

ENGAGING (IN) EQUALITY: GROUP POSITION, ACTIVE AWARENESS OF INEQUALITY, AND SOCIAL CHANGE Justine Calcagno¹, Demis E. Glasford²; ¹City University New York, ²City University of New York – Two studies investigated the relation between group position and active engagement with inequality discourse. For both studies, inequality discourse preference was greater among disadvantaged than advantaged, explained by anger (study-1) and change motivation (study-2), and moderated by group identification (study-2). Inequality engagement explained the relation between group and social-change support.

A141

AT THE HEART OF STATUS-RELATED SOCIAL INTERACTIONS: IMPLICIT ASSOCIATIONS BETWEEN TRUST AND SOCIAL STATUS Carlos Velasco¹, Angela Pizarro¹, Cristina Velasco¹, Alejandro Salgado-Montejo¹, Luisa Fernanda Ramirez²; ¹Pontificia Universidad Javeriana, ²Universidad del Rosario – Trust affects social interactions and is involved in social perception. We examined the implicit and explicit associations between trust and social status. Results showed a stronger association between trust and high status compared to low status suggesting a status-related bias towards the out-group.

A142

DOES IN-GROUP COOPERATION GENERATE OUT-GROUP THREAT? Sho Tsuboi^{1,2}, Motoki Watabe³; ¹Kyoto University, ²Research Fellow of the Japan Society for the Promotion of Science, ³Institute of Advanced Study, Waseda University – We hypothesized that the members of highly cooperative groups would become more sensitive to out-group threats since they are likely to have more resources and to be attractive targets for out-groups. We found that the members of cooperative groups felt stronger out-group threats than less cooperative groups did.

A143

THE INFLUENCE OF THE OUT-GROUP THREAT AND IN-GROUP IDENTIFICATION ON INTERGROUP BEHAVIOR: THE MECHANISM OF ATTRIBUTION OF FAILURE TO OUT-GROUP Takehiko Ito¹, Kaori Karasawa¹; ¹The University of Tokyo – This study aims to construct a psychological model to explain the influence of out-group threat and in-group identification on intergroup behavioral intentions from the viewpoint of attribution of individual failure to out-group with a questionnaire survey of Japanese university students about a hypothetical job hunting scenario.

A144

MOBILIZING SDO DURING TIMES OF WAR: THE ROLE OF SOCIAL DOMINANCE ORIENTATION IN CONFLICT ESCALATION. Katherine Wilson¹, Robbie Sutton¹; ¹University of Kent – The present experiments show that SDO is seen as advantageous to groups at war. When the stakes of a conflict are salient (e.g., given sunk costs), SDO is increasingly endorsed, and increasingly predictive of support for war.

A145

NOT IN MY BACKYARD! AUTHORITARIANISM, SOCIAL DOMINANCE ORIENTATION, AND SUPPORT FOR STRICT IMMIGRATION POLICIES AT HOME AND ABROAD Maureen A. Craig¹, Jennifer A. Richeson¹; ¹Northwestern University – Across three experiments, United States citizens either read about a controversial immigration policy affecting their own country (US) or a foreign country (Israel or Singapore). Results revealed that RWA positively predicted policy support only if the policy affected domestic immigration. Conversely, SDO predicted policy support, irrespective of its national context.

A146

THE SOCIAL CONTEXT OF TRAUMATIC EVENTS: A DYADIC STRESS MODEL OF PARENTS AND CHILDREN EXPOSED TO NATURAL DISASTERS Vanessa Juth¹, Conor Seyle², Edwin Tan¹, Siswa Widyatmoko³, Suman Lam¹, Roxane Cohen Silver¹; ¹University of California Irvine, ²Psychology Beyond Borders, Austin, Texas, ³Sanata Dharma University, Yogyakarta, Indonesia – Children and parents who experience traumatic events are at risk for psychological impairment. Because these individuals have an interdependent relationship, their psychological health may be related to and influenced by one another. We examine a dyadic stress model among 428 families exposed to repeated natural disasters in Indonesia.

- A147**
INTEGRATING SOCIAL CATEGORIZATION AND INTERGROUP CONTACT APPROACHES TO PREJUDICE: A MULTI-AGENT MODEL. Yufang Sun¹, Eliot Smith²; ¹Harvard University, ²Indiana University Bloomington – The present study integrated social categorization and intergroup contact approaches to prejudice by investigating their combined effects on prejudice change over time. Multi-agent modeling was used to manipulate sources of bias and the stereotype contents, with output variable being prejudice change over time. Emerging patterns and implications are discussed.
- A148**
EFFECTIVENESS OF STEREOTYPE EXTINCTION TRAINING ON SPONTANEOUS DISCRIMINATORY BEHAVIOR Katherine Spencer¹, Selma Sehic¹, Sang Hee Park², Jack Glaser¹; ¹University of California - Berkeley, ²Chungbuk National University, South Korea – A study to assess the effectiveness of stereotype extinction training on spontaneous discriminatory behavior found that European American participants given training designed to extinguish the stereotype that African Americans are violent exhibited significantly less shooter bias. This may be moderated by implicit motivation to control prejudice and a race-crime stereotype.
- A149**
COLLECTIVE ACTION EVOKES APATHY AND RESISTANCE FROM OUTSIDE AND WITHIN THE DISADVANTAGED GROUP Winnifred Louis¹, Joanne Smith², Kathleen Vohs³, Jessica Beaton¹, Jack Leggett¹; ¹University of Queensland, ²Exeter University, ³University of Minnesota – This poster (succinctly) reviews relevant theory and summarises 9 empirical studies examining outcomes of collective action. Null and backlash effects prevail. Even among highly identified disadvantaged group members, resistance dominates over mobilisation.
- A150**
EFFECTS OF NATIONAL IDENTITY AND FISCAL CONSERVATISM ON JUSTICE DEMANDS AND ACTION INTENTION IN THE CONTEXT OF CORPORATE TRANSGRESSIONS Peter Kardos¹, Bernhard Leidner², Emanuele Castano¹, Laszlo Zsolnai³; ¹New School for Social Research, New York, ²University of Massachusetts Amherst, ³Business Ethics Center, Corvinus University Budapest – Business corporations' national identity affects people's justice demands, an effect moderated by fiscal conservatism, but not political affiliation or national identification. Only high fiscal conservatives reported significantly less justice demands and action intentions – the latter mediated by justice demands – when reading about an American rather than a Chinese company's transgression.
- A151**
THE EFFECTS OF COMMUNICATION COMPETENCY AND SOCIAL DISTANCE IN VIRTUAL TEAMS Joshua Lewandowski¹; ¹Claremont Graduate University – The current study examines the impact of computer-mediated communication (CMC) competencies and social distance on perceptions of virtual team member performance using Trope and Liberman's (2010) construal level theory. The study employs a randomized 2x2 design manipulating CMC competencies and social distance on performance.
- A152**
WE ARE THE WORLD - SO WHAT DO WE DO? DETERMINANTS OF BEHAVIORAL RESPONSES AGAINST GLOBAL INEQUALITY Gerhard Reese¹, Anne Berthold¹, Melanie C Steffens¹; ¹Friedrich Schiller University Jena – The current research analyses intergroup processes contributing to the perpetuation of global inequality. Two studies show that among people from developed countries, prototypicality for the world community relates to less positive behavior towards developing countries, mediated via perceived legitimacy of inequality. Thus, psychological processes seem vital to understand global inequality.
- A153**
GROUP IDENTITY AND COLLECTIVE ACTION: THE MODERATING ROLES OF TEMPORAL PERSPECTIVE AND STABILITY OF DISCRIMINATION Becky L. Choma¹, Mindi D. Foster², Michael A. Busser³; ¹University of Plymouth, ²Wilfrid Laurier University, ³Brock University – Among women told that sexism was stable from past to present, or that sexism was improving from present to future, group ID predicted greater collective action. Among women told sexism improved from past to present or that sexism was stable from present to future, group ID predicted less collective action.
- A154**
ANTI-EGALITARIANS FOR AFFIRMATIVE ACTION? WHEN SOCIAL DOMINANCE ORIENTATION LEADS TO AFFIRMATIVE ACTION POLICY SUPPORT Angel Hu¹, Geoffrey C. Ho¹, Miguel M. Unzueta¹; ¹University of California, Los Angeles – Three studies validates our hypothesis that anti-egalitarian individuals support affirmative action policies when the strength of such policies are high. Furthermore, support for strong policies among anti-egalitarians occurs because such policies potentially enhance racial hierarchies in organizations. Theoretical, political, and organizational implications are discussed.
- A155**
WE APOLOGIZED, NOW WHAT? IMPROVING IMAGE AND SHIFTING OBLIGATION SEPARATELY PREDICT INGROUP MEMBERS' REACTIONS AFTER COLLECTIVE APOLOGY Erica Zaiser¹, Roger Giner-Sorolla²; ¹University of Kent – Most research on intergroup apologies has focused on victims. This research looks at members of the group apologizing. The ability to improve image and shift obligation to victims independently predict satisfaction with apologies. Obligation shifting, but not image improvement, predicts increased negative feelings and reduced support for further restorative acts.
- A156**
ACCEPTANCE OF INJUSTICE AMONG AFRICAN AMERICANS AS A FUNCTION OF IDEOLOGY AND SOCIAL COMPARISON PROCESSES Krystal Perkins¹; ¹University of West Georgia – How low-status groups manage and respond to devaluation is an enduring and fundamental question for the social psychology of intergroup relations. This poster presents findings addressing the question: under what conditions do low-status groups accept and justify inequality? Implications for intergroup relations, social justice, and teaching will be discussed.
- A157**
POSITION TOWARDS THE STATUS QUO: EXPLAINING DIFFERENCES IN INTERGROUP PERCEPTIONS Emma Aurora Back¹; ¹Stockholm University – The default ideological position is status quo maintaining. Challengers of the status quo display more intergroup biases than defenders. This effect was stable regardless of perceived numerical status and ideological affiliation. Being in the challenging position per se seems to elicit biases, possibly because an increased risk of being criticized.
- A158**
THE EFFECTS OF LEARNING GOALS EARLY VERSUS LATE IN INTERGROUP INTERACTION Stacey J. Sasaki¹, Jacquie D. Vorauer¹; ¹University of Manitoba – This study demonstrated that trying to learn about an outgroup interaction partner during an exchange protects higher-prejudice individuals against exhibiting increasingly negative behavior over time. Participants in a control condition exhibited more negative behavior as the exchange progressed, whereas participants asked to learn about their partner showed the opposite pattern.

A159

THE EFFECT OF IDENTITY DISCLOSURE ON PARTNER CONFIDENCE IN INTERGROUP INTERACTIONS Benjamin Everly¹, Margaret Shih¹, Geoff Ho¹; ¹UCLA – Recent research shows partner performance increases when one's gay identity is disclosed (Everly, Shih, & Ho, 2011). This study explores the effect of gay identity disclosure on partner confidence in an anticipated interaction. Results show that participants with a gay partner were more confident in their ability to interact successfully.

A160

THE INFLUENCE OF CONFIRMING AND DISCONFIRMING INGROUP METAPERCEPTIONS ON INDIVIDUALS' PSYCHOLOGICAL WELL-BEING AND INGROUP ATTITUDES Gretchen Sechrist¹, Jessica Almonte²; ¹Mansfield University, ²Yale University School of Nursing – This study demonstrated that receiving information that an outgroup perceived as holding favorable attitudes toward American students actually had unfavorable attitudes produced more negative psychological well-being and ingroup attitudes, whereas information that an outgroup thought to be unfavorable actually had favorable attitudes produced more positive psychological well-being and ingroup attitudes.

A161

THE EFFECT OF RESOURCE SCARCITY ON RACE PERCEPTION Amy R. Krosch¹, Tom R. Tyler¹, David M. Amodio¹; ¹New York University – We tested the hypothesis that Whites discriminate against racial minorities during conditions of economic scarcity by making their ingroup more exclusive. Indeed, White subjects were more likely to categorize racially-ambiguous faces as Black when primed with scarcity words, compared with neutral or negative primes, especially when responding reflexively, without deliberation.

A162

HYPODESCENT PATTERNS IN RACIAL CATEGORIZATION: PURELY COGNITIVE OR SOCIAL-CONTEXT DEPENDENT? Destiny Peery¹, Galen V. Bodenhausen¹; ¹Northwestern University – Two studies with Black participants examined racial categorizations of racially ambiguous targets, investigating whether categorizations are affected by making a biracial identity salient. Results show racial categorizations by Black participants fell in line with the principle of hypodescent, raising questions about cognitive accounts based on early exposure to the ingroup.

A163

RACE AND SPATIAL LOCATION MEMORY Nate Way¹, David Hamilton¹; ¹UCSB – We examined an aspect of person memory that has not been adequately studied: spatial location memory. Participants viewed a series of ingroup (White) and outgroup (Black) faces. Memory for those faces was later tested. The location of ingroup faces was more accurately recalled than the location of outgroup faces.

A164

TO TRUST OR BE TRUSTED? THE EFFECT OF TRUST EXPECTATIONS ON INTRARACIAL AND INTERRACIAL COORDINATION Lindy Gullett¹, Tessa V. West¹; ¹New York University – This study manipulated pre-interaction expectations that one will trust or be trusted by a same-race or cross-race partner. Relative to control, both trust conditions enhanced performance. However, only those expecting to be trusted by their partner experienced better dyadic rapport and affect (e.g., less irritation) than those in control.

A165

THE INFLUENCE OF DISCUSSING INTERGROUP COMMONALITIES AND DIFFERENCES IN POWER DISCREPANT GROUPS Tessa West¹, Chadly Stern¹; ¹New York University – What happens when power discrepant groups discuss their intergroup commonalities and power differences? Participants in High Power and No Power groups interacted, predicted out-group allocations, and allocated an assigned resource. High Power

groups consistently discriminated in their allocation, but No Power groups expected this discrimination when power differences were recognized.

A166

WHICH CHILD IS NAUGHTY OR NICE? VISUAL ATTENTION DURING PERSON PERCEPTION Amanda Sharples¹, Amanda Williams¹, Corey Lipman¹, Jennifer R. Steele¹; ¹York University – White adults were presented with matched pairs of cross-race child targets. When passively viewing faces, or deciding which target was described by a positive trait, equal attention was allocated to Black and White children; however, when assigning negative traits, greater attention was given to White faces, specifically eyes, suggesting individuation.

A167

IS THE CROSS-RACE DEFICIT IN FACE RECOGNITION REALLY A SAME-RACE ENHANCEMENT? Ilya Altshteyn¹, Leda Cosmides¹; ¹University of California, Santa Barbara – The difference in recognition memory for cross-race compared to own-race faces is widely considered a deficit in recognizing cross-race faces. Our results show that propensity to categorize by race predicts recognition scores for white but not for black faces, suggesting the cross-race recognition bias is driven by own-race enhancement.

A168

COLLECTIVE RELIGIOUS RITUAL AND PAROCHIAL ALTRUISM Hammad Sheikh¹, Jeremy Ginges¹; ¹New School for Social Research – We demonstrate experimentally that collective religious ritual facilitates parochial altruism; prosocial behavior bounded by group membership. Priming a crowd in a religious context reversed the classic bystander effect, but prosocial behavior was preferentially directed towards parochial targets. This effect can have its darker side, encouraging violent sacrifice in intergroup conflict.

A169

EMOTION AND EFFICACY AS PREDICTORS OF SOLIDARITY-BASED COLLECTIVE ACTION Rim Saab¹, Nicole Tausch², Russell Spears¹; ¹Cardiff University, ²University of St Andrews – In three studies, we found that solidarity-based collective action tendencies are positively predicted by anger and empathy, but not sympathy. Further, the perceived efficacy of collective action at consolidating the identity of a social movement predicted collective action tendencies over and above its efficacy at changing the social order.

A170

WHAT'S IN A SMILE: DIVERGENT RESPIRATORY SINUS ARRHYTHMIA EFFECTS WITH INGROUP AND OUTGROUP SMILING Katherine Reilly¹, Katrina Koslov¹, Elizabeth Page-Gould², Wendy Berry Mendes¹; ¹University of California, San Francisco, ²University of Toronto, Scarborough – White participants interacted with a Black (cross-race) or White (same-race) fellow participant. In the cross-race condition, the more White participants' respiratory sinus arrhythmia (RSA) decreased the more they smiled at their Black partners. In the same-race condition, the more participants' RSA increased the more they smiled at their White partners.

A171

GSC Student Poster Award Finalist - Presenting on board A19.

A172

WHY FLAGS & LOGOS MATTER: GROUP SYMBOLS INCREASE PERCEIVED ENTITATIVITY Shannon Callahan¹, Alison Ledgerwood¹; ¹University of California, Davis – One functional consequence of group symbols may be that they increase perceived entitativity. Three studies supported this hypothesis: groups with symbols (e.g., a logo) were seen as more entitative than those without. This suggests that group symbols can influence group perception and lead groups to seem more real and unified.

Norms and Social Influence

A173

THE EFFECT OF FAVORS AND FEELINGS OF APOLOGY ON INCONSIDERATE BEHAVIOR Satoko Yuo^{1,2}, Toshikazu Yoshida¹; ¹Nagoya University, ²The Japan Society for the Promotion of Science – This study examined whether and how favors deter inconsiderate behavior. The results showed that favors reduced noisy inconsiderate behavior only when the participants were told that the noise they created was distracting and then felt apologetic. The findings suggest that favors affect negative and positive behavior differently.

A174

THE IDENTIFICATION OF EFFECTIVE AND INEFFECTIVE REACTIONS TO OTHERS' NORM TRANSGRESSIONS AND THE INFLUENCE OF COGNITIVE LOAD. Fonseca Anabel¹, Brauer Markus², Nugier Armelle³, Moïse Alexandrina⁴; ¹Blaise Pascal University, ²Blaise Pascal University, ³Blaise Pascal University, ⁴Blaise Pascal University – Effective communication requires cognitive resources. When individuals are under cognitive load they are more likely to use ineffective forms and less likely to use effective forms of social control as a reaction to norm transgressions of others.

A175

THE EFFECTS OF OMEGA STRATEGIES IN PROMOTING PROPER TIRE MAINTENANCE Jessica Nolan¹, Karen Hudzinski¹, Kendra Robinson¹, Jillian Hession¹, Samantha Tobia¹, Gillian Naro¹; ¹University of Scranton – The present study compared Alpha and Omega persuasion strategies for promoting proper tire maintenance. Participants were 240 individuals returning to their vehicles. Results showed that when resistance to the request was first acknowledged, participants were most likely to comply and to later accept a free tire gauge from the experimenter.

A176

ENERGY CONSERVATION AND PUBLIC BATHROOMS: THE POWER OF SOCIAL INFLUENCE Alexander Maki¹, Patrick C. Dwyer², Alexander J. Rothman³; ¹University of Minnesota – We tested whether the light status (on or off) when a person enters a public bathroom affects whether they turn the lights off when exiting. Results indicate that when participants entered a bathroom where the lights were off, they were more likely to turn off the lights when exiting.

A177

EVERYBODY'S DOING "IT": SEX DIFFERENCES IN NORMATIVE BELIEFS ABOUT USING CONDOMS Kristina Hood¹, Natalie Shook²; ¹Virginia Commonwealth University, ²West Virginia University – We investigated sex differences in normative beliefs about using condoms. Women believed that other people were having sex more often, had more sexual partners, and that important others would disapprove of them not using condoms more than men. These beliefs differentially predicted men's and women's condom use behaviors and intentions

A178

AN INTERACTION OF SOCIAL NORMS IN CHANGING BEHAVIOR Robert Low¹, Jeffrey Fisher¹; ¹University of Connecticut – Three studies examine an interaction between injunctive and descriptive norm manipulations in the context of promoting hand hygiene (1), energy conservation (2), and charitable donations (3). Preliminary results suggest that, while each norm manipulation is effective individually, the combination leads to decreased compliance. Implications for practice and theory are discussed.

A179

UNDERESTIMATING HEALTH AND OVERESTIMATING RISK: EXAMINING NORMATIVE PERCEPTIONS AND THEIR RELATION TO SEXUAL BEHAVIORS Dana Litt¹, Melissa Lewis¹; ¹University of Washington – The present study aimed to document sexual normative misperceptions and investigate associations between these estimates and individual behavior. Results indicated that individuals underestimate sexual protective behaviors of same-sex peers and overestimate risky sexual behavior of same-sex peers. All norms were positively associated with behavior, with the exception of condom use.

A180

COMPARING DESCRIPTIVE AND INJUNCTIVE NORMS FOR DRINKING USING COMPARABLE MEASURES Dawn Foster¹, Clayton Neighbors¹, Brenda Lazowitz¹, Melissa Lewis²; ¹University of Houston, ²University of Washington – Injunctive norms have been assessed using Likert scales whereas descriptive norms use behavioral estimates. We evaluated a novel operationalization of injunctive norms with anchors comparable to descriptive norms measures. Regression analyses show that injunctive norms were positively associated with drinking whereas traditionally assessed injunctive norms were negatively or not associated.

A181

NEGATIVE VS POSITIVE DESCRIPTIVE SOCIAL NORMS AND ENVIRONMENTALLY RELEVANT BEHAVIOR Susanne Haberstroh¹, Lena Wiesberg¹; ¹University of Osnabrueck – In two studies, we measured the impact of descriptive norms on environmentally relevant behavior. We compared positive descriptive norms (i.e. many people behave eco-friendly) and negative descriptive norms (i.e. many people behave harmfully to the environment) to a baseline and to an isolated injunctive norm (i.e. what most people approve).

A182

HOW CAN I PAY THIS BILL? TAX REFUNDS AND THE ROLE OF NORMATIVE CUES IN COMPLIANCE WITH MEDICAL BILL PAYMENT Matthew Cybulsky¹, Rosanna Guadagno¹, Jonathon Halbesleben¹; ¹The University of Alabama – Patient-consumers were sent billing correspondence (i.e., an invoice or a letter); both included normative cues suggesting the use of Federal tax refunds to make payment on medical bills. Subjects receiving letters including the normative cues were significantly more likely to pay within two weeks compared to no normative cue controls.

A183

INFORMATIVE VALUES OF INJUNCTIVE AND DESCRIPTIVE NORMS ON NORMATIVE BEHAVIORS Fumio Murakami¹; ¹Nara University – The effects of perceived injunctive and descriptive norms on the frequency of normative behaviors were investigated. The results of the questionnaire survey indicated that, on legislated behaviors, the effects of descriptive norms were greater than those of injunctive norms, and vice versa on socially desirable behaviors.

A184

QUALITY OF CONSENSUS IS IMPORTANT IN LEARNING AND SOCIAL INFLUENCE P. Adrian Frazier¹, Dominic J. Packer¹; ¹Lehigh University – We investigated how people evaluate the utility of consensus information. Participants presented with a 'competent consensus' conformed more on a mental rotation task; they were less accurate when the group was wrong and also failed to improve performance over time, suggesting that conformity with consensus prevented learning of the task.

A185

EMBODYING "DRUNK WITH POWER": DO PEOPLE WHO EXPERIENCE POWER FAIL A FIELD SOBRIETY TEST? Evan Polman¹, Sean R. Martin²; ¹New York University, ²Cornell University – We test whether experiencing power causes people to behave intoxicated—a result of embodying the metaphor, “drunk with power.” We found that experiencing power is

related to committing more errors on the field sobriety test used to detect intoxication among drunk drivers. Additionally, we found embodiment is moderated by affective habituation.

A186**WHEN WHAT IS SCARCE IS BAD: THE EFFECTS OF ELABORATION**

Naomi K. Grant¹, Leandre R. Fabrigar², Adelle R. Forzley³; ¹Mount Royal University, ²Queen's University, ³University of Calgary – Scarcity is an effective compliance tactic, but could decrease compliance if scarcity indicates low perceived value. Our research goal was to show that scarcity could act as a biasing factor under high elaboration. Results demonstrate that scarcity can decrease intentions to comply by biasing participants' thoughts in a negative direction.

A187**WHEN THE SOURCE BECOMES THE MESSAGE: THE EFFECT OF SOURCE BIAS ON MESSAGE CONSTRUCTION AND ATTITUDE POLARIZATION**

Timothy Hayes¹, Wendy Wood¹; ¹University of Southern California – Polarized public opinions might emerge as people interpret communications from outgroups as biased. In this experiment, participants construed the same message as being sexist, partisan, or racist, depending on the bias of the source. If people cannot separate messages from their sources, then almost any message could contribute to polarization.

A188**ATTITUDE AMBIVALENCE, EXTREMITY, AND VALENCE AND SUSCEPTIBILITY TO SOCIAL INFLUENCE**

William Cockrell¹, H. Colleen Sinclair¹, Benjamin Walker¹, Jesi Johnson¹; ¹Mississippi State University – We examined the amount of conformity and attitude change experienced by individuals partaking in a gay rights discussion with group opposing the participant's position. Participants originally neutral about gay rights displayed the highest conformity rates, but those anti-conformed 13-51% more than those pro and showed significantly more attitude change.

A189**EXPECTATIONS OF DRINKING IN COLLEGE STUDENTS: THEIR RELATIONSHIP TO ROOMMATE DRINKING PATTERNS**

Frederick D. Clavel¹, Patrick E. Shrout¹, Niall Bolger²; ¹New York University, ²Columbia University – The social and behavioral factors that influence expectations of alcohol use were examined among college roommate dyads. We assessed drinking patterns and drinking expectations for both members of each dyad. Among all students surveyed, students with roommates who were moderate drinkers had the fewest negative expectations.

A190**ENERGIZING AND DE-MOTIVATING EFFECTS OF NORM CONFLICT**

Rachel McDonald¹, Kelly Fielding¹, Winnifred Louis¹; ¹University of Queensland – Behaviors that occur in different contexts may be impacted on by the norms of multiple ingroups, and the extent to which they conflict. Experimental and correlational studies demonstrate the divergent effects of norm conflict on behavioral decision-making via changing efficacy perceptions.

A191**GENDER NORMS, INEQUALITY AND POWER: PREDICTING CONDOM USE IN TANZANIAN RELATIONSHIPS**

Jennifer Harman¹, Michelle Kaufman², Deo Ng'wanansabi², Benjamin Kamala², Robert Karam², Anna McCartney-Melstad²; ¹Colorado State University, ²Johns Hopkins Bloomberg School of Public Health – This project examines the impact of norms on power and condom use in Tanzania. The endorsement of egalitarian beliefs moderated the impact of traditional norms on power for Tanzanian women. Power also predicted greater use of condoms for both men and women, but marriage type (monogamous vs. polygamous) also mattered.

A192**BEHAVIORAL MIMICRY: A META-ANALYTIC REVIEW**

Martin Bourgeois¹, Liane Gillis¹, Kristin Sommer²; ¹Florida Gulf Coast University, ²Baruch College and The Graduate Center, City University of New York – We conducted a meta-analysis of all obtainable studies (n = 33) in which behavioral mimicry was manipulated. Overall, mimicking another person had a medium-sized effect (d = .47) on outcome measures, most of which were related to prosocial thoughts, feelings, or behaviors. We also tested for moderators of the effects.

A193**IGNORING NORMS WITH A LITTLE HELP FROM MY FRIENDS: SOCIAL SUPPORT REDUCES NORMATIVE INFLUENCE ON DRINKING BEHAVIOR**

Megan A. O'Grady¹, Jerry Cullum¹, Patricia Sandoval², Stephen Armeli³, Howard Tennen¹; ¹University Of Connecticut Health Center, ²Brown University, ³Fairleigh Dickinson University – People are more likely to attend to norms when affiliation goals are unfulfilled by their social networks members. We examined whether perceived social support (PSS) moderated the relationship between norms and drinking. When PSS was low, drinking was strongly influenced by norms; no relationship was found when PSS was high.

A194**ARE REALITY TELEVISION SHOWS ASSOCIATED WITH NARCISSISM, ENVY, AND CONSUMERISM?**

Kris Munakash¹, Kimberly Knight¹, Carlos G. Flores¹, Joseph Salib¹, Kelly Campbell¹; ¹California State University at San Bernardino – We examined the effects of reality television viewing on envy and consumerism. Findings indicated that watching reality television was positively and significantly associated with envy and consumerism, but narcissism mediated the effects on envy. Qualitative analyses helped identify the types of reality programs that may predict envy and consumerism.

A195**(DE)CONSTRUCTING GENDER IDENTITIES: SYSTEM JUSTIFICATION AND TRADITIONAL GENDER ROLE DESCRIPTIONS**

Natasza Marrouch¹, John T. Jost¹; ¹NYU – We hypothesized that increasing system justification motivation would increase one's adherence to traditional gender roles. Consistent with this hypothesis, women assigned to a system dependency (vs. control) condition described themselves in more feminine terms; under the same circumstances, men exhibited a non-significant trend in the direction of increased masculinity.

A196**WELL I'LL BE DAMNED: PROFANITY, SOCIAL NORMS, AND THE CIALDINI EFFECT IN ONLINE CHATS**

Nicole L. Muscanell¹, Seth A. Gitter², Shannon Q. Murphy¹, Rosanna E. Guadagno¹; ¹University of Alabama, ²Auburn University – The current study examined how exposure to profane language changes adherence to social norms within online chat groups. Results showed that individuals who participated in chat discussions in which a participant used profanity were more likely to demonstrate norm violation as compared to groups who were not exposed to profanity.

A197**NA-NA-NA BOO-BOO, I'M BETTER THAN YOU: PLURALISTIC IGNORANCE IN PERCEPTIONS OF SEX AND BODY IMAGE**

Sara Strever¹, Michelle Henny², Sabrina Rol², Helen C. Harton²; ¹Augustana College, ²University of Northern Iowa – In a study of pluralistic ignorance, students reported their opinions of behaviors and perceptions of the average student and three friends. Students reported more positive attitudes toward their body image and more conservative attitudes about sex than they perceived others to have, but there were no differences on behaviors.

A198

BUT I'M ALREADY IN, AREN'T I? THE REVERSE FOOT-IN-THE-DOOR AND ONLINE GROUP ACCEPTANCE John N. Harris¹, Lindsay Rice¹, Rosanna E. Guadagno¹; ¹The University of Alabama – We examined whether the timing of group acceptance affected compliance with the foot-in-the-door (FITD). Consistent with the reverse FITD effect, participants were less compliant with the target request if they were accepted into the group after the initial request. These results have implications for online group membership and social influence.

A199

DON'T THINK ABOUT IT: COGNITIVE PROCESSING INCREASES SUSCEPTIBILITY TO THE DOOR-IN-THE-FACE COMPLIANCE TACTIC Matthew P. Kassner¹, William G. Graziano¹; ¹Purdue University – Multiple studies test Cialdini's (2009) claim that cognitive processing shields against traditional compliance tactics. Study 1 provides evidence that trait tendency to process (need for cognition) is associated with increased susceptibility to the door-in-the-face compliance tactic. Study 2 replicates this finding with manipulated ability to process (cognitive load).

A200

KEEPING UP WITH THE JONES, OR HOW YOUR NEIGHBOR'S KID MAKES YOU FEEL BETTER ABOUT YOUR OWN Jessica Minney¹, John Lochman¹, Rosanna Guadagno¹, David Pollio¹; ¹University of Alabama – This study demonstrates the importance of context, rather than individual differences, in adult caregiver's level of strain related to their children's behavior. These results are explained as a function of the contrast effect such that caregivers in high crime contexts report less strain.

A201

THE EXTENT OF INDIVIDUALS' ENGAGEMENT IN INTERPERSONAL "RISKY" BEHAVIOR Alexandrina Moiscu¹, Markus Brauer¹; ¹Clemson University Blaise Pascal – Research focus was to identify the premises of people's overt opposition to uncivil and immoral behaviors in public settings. Reaction should be either a hostile behavior or a prosocial behavior. The results indicate that overt opposition is a prosocial reaction. Same people react to uncivil and to immoral behaviors.

A202

SELF-EFFICACY, PERCEIVED NORMS, INTENTIONS, AND DRINKING AMONG ABSTAINERS AND LIGHT DRINKERS Clayton Neighbors¹, Audrey Nguyen¹, Lindsey Rodriguez¹; ¹University of Houston – This research evaluated associations among drinking refusal self-efficacy (social, emotional, and opportunistic), perceived descriptive norms, intentions to drink, and drinking among non-drinking and light drinking college students. Perceived norms were more weakly associated with drinking intentions, drinks per month, and drinking-related problems among those with higher social self-efficacy.

A203

"DO IT LIKE NO ONE IS WATCHING": THE EFFECT OF (NO) AUDIENCE ON RELIGIOUS ATTITUDES TOWARD SEX Christopher Burris¹, Tabitha Viscontas¹; ¹St. Jerome's University – Among sexually restrictive religious individuals, condemnation of sex motivated by lust or love intensified following "God is watching" or "People are watching" subliminal primes and weakened when "no one is watching." Religion-based motivation to condemn sex thus appears linked to desire to seek approval and/or avoid punishment from internalized audiences.

A204

BREATHING FRIENDLY MAY NOT MEAN FRIENDLY BEHAVIOR: HOW CHEWING GUM MAY BLOCK THE POSITIVE CONSEQUENCES OF NONCONSCIOUS BEHAVIORAL FACIAL MIMICRY K. Rachelle Smith¹, Darcy A. Reich¹; ¹Texas Tech University – Nonconscious mimicry is associated with positive interpersonal outcomes, so unobtrusively blocking people from engaging in mimicry should attenuate those outcomes. Par-

ticipants who chewed gum while watching a video of a smiling female subsequently liked her less than participants who did not chew gum. Implications for affiliation and methodology are discussed.

A205

GSC Student Poster Award Finalist - Presenting on board A4.

A206

MORAL PROGRESS, MORAL OBJECTIVITY AND ETHICAL EXPLANATIONS Kevin Uttich¹, George Tsai¹, Tania Lombrozo¹; ¹University of California - Berkeley – Do people accept "ethical explanations," citing ethical norms (not merely beliefs about ethical norms) to account for social-historical change? We present evidence that people do accept and provide ethical explanations, and that variation in these explanations is predicted by individuals' commitment to moral objectivism and moral progress.

A207

TEXTING IN THE COLLEGE CLASSROOM: AN INVESTIGATION OF REASONS WHY AND THE INTERACTIVE EFFECTS OF PERCEIVED NORMS Joseph Bayer¹, Scott W. Campbell¹, Roger D. Klein²; ¹University of Michigan, ²University of Pittsburgh – This study examined some key reasons why a sample of college students text in class, and the interactive role that perceived norms play in curbing this behavior in relation to attachment, boredom, and heavy overall usage.

A208

GSC Student Poster Award Finalist - Presenting on board A35.

A209

BUCKING THE "FAT TALK" NORM: SELF-ACCEPTING BODY TALK LEADS TO POSITIVE SOCIAL IMPRESSIONS Courtney A. Rocheleau¹, Denise Martz¹, Lisa Curtin¹, Doris Bazzini¹; ¹Appalachian State University – Conversational self-derogation of the body may be motivated by impression management goals. In a vignette study, a target was judged as more socially warm, more confident, and less socially undesirable ($ps < .001$) when she engaged in self-accepting than self-derogating body talk, challenging assumptions regarding costs of self-accepting body talk.

A210

THE RELATIONSHIP BETWEEN THE BIG 5, CONNECTEDNESS, AND ACCEPTABILITY OF SOCIAL NETWORKING BETWEEN FACULTY AND STUDENTS Kristine Bauknight¹, Tammy Lowery Zacchilli²; ¹Saint Leo University – Students may experience positive as well as negative aspects of social networking. The current study sought to examine the relationship between personality, connectedness, and acceptability of social networking between faculty and students. Greater connectedness between faculty and instructors and extraversion were related to greater acceptability of social networking.

A211

EFFECTS OF MOVIE SMOKING PORTRAYALS BY BLACK AND NON-BLACK CHARACTERS ON BLACK AND NON-BLACK US ADOLESCENTS Sonya Dal Cin¹, Mike Stoolmiller², James D. Sargent³; ¹University of Michigan, ²University of Oregon, ³Dartmouth Medical School – We examine differences in Black and non-Black youth's exposures to Black and non-Black character smoking in movies and their prospective relation with smoking initiation. We also test whether prior evidence that Black audiences are less impacted by media portrayals is supported in these data.

A212

CONFORMITY IN THE CONTEXT OF COMPLEX MORAL ISSUES: EFFECT ON EMOTIONS AND ALTRUISTIC BEHAVIOR Olga Stavrova¹, Thomas Schlösser¹, Detlef Fetchenhauer¹; ¹University of Cologne – Does minority opinion status increase helping? Experimental evidence suggests that holding a minority opinion that challenges traditional moral principles (supporting euthanasia) leads to less positive emotions and more help-

ing behavior. In contrast, holding a minority opinion that complies with traditional moral values (rejecting euthanasia) increases positive emotions and undermines helping.

A213

CAUGHT RED-MINDED: THE IRONIC EFFECT OF INCRIMINATING EVIDENCE Bethany Burum¹, Daniel Gilbert²; ¹Harvard University – People notoriously deny culpability in the face of evidence, but do they sometimes deny because of it? Participants reported less arousal to a voyeuristic video when they believed we had monitored their arousal, demonstrating an ironic tendency to deny an undesirable response more when evidence could contradict them.

A214

POWER AND LEGITIMACY: THE MODERATING EFFECT OF LEGITIMACY ON CONFORMITY Nicholas Hays¹, Noah Goldstein¹; ¹UCLA – Although previous research indicates that the powerful attend less to situational cues and social norms than the powerless, we hypothesize that the legitimacy of the power relationship should reverse this effect. We find support for this hypothesis in two experiments using different manipulations and conformity measures.

A215

WHAT'S LUCK GOT TO DO WITH IT? SOCIAL COMPARISON MAY ACCOUNT FOR SUPERSTITION'S EFFECT ON PERFORMANCE Neil S. Lutsky¹; ¹Carleton College – In a publication eliciting widespread attention Damisch, Stoberock, and Mussweiler (2010) reported that the superstitious belief in good luck benefited motor and cognitive performance. A replication disentangling social comparison and superstitious content in one manipulation, however, suggests it was the former rather than the latter that influenced golf putting success.

A216

POWER INCREASES PRESSURE TO DEMONSTRATE FAIRNESS Albert Han¹, Nathanael Fast¹; ¹University of Southern California – Two studies show that power heightens pressure to demonstrate fairness (Studies 1 and 2). Moreover, power holders experience greater anxiety when faced with situations that make it difficult to appear fair (i.e., public requests to help an in-group member, Study 2). Implications for research on power and fairness are discussed.

A217

ROOM FOR DISAGREEMENT: THE VARYING EFFECT OF CONFORMITY ON MORAL JUDGMENT Donal Cahill¹, Geert-Jan Will², Gordon Kraft-Todd¹, Davis Bennett³, Julie Rhee¹, Adam Mandeville⁴; ¹Harvard University, ²Leiden University, ³University of New Mexico, ⁴Vassar – We tested the effect of conformity on three types of moral judgment tasks, finding an effect where the confederates' disagreement was surprising, and when the decision was difficult. However, we found no effect when neither of these factors was present. This represents a heretofore unexplored area of conformity judgment tasks.

A218

THE EFFECTS OF THE NORM OF NON-INVOLVEMENT ON INTERPERSONAL RELATIONSHIPS Emi Miura¹, Fujio Yoshida¹; ¹University of Tsukuba – We studied the norm of non-involvement which is product of urbanization leads to social isolation. As a result, the norm of non-involvement had a positive correlation with isolation.

A219

COULD COGNITIVE DISSONANCE EXPLAIN HOW PUBLICLY CONFORMING TO SOCIAL NORMS LEADS TO ATTITUDE CHANGE? Benjamin H. Walker¹, H. Colleen Sinclair¹, William Cokerrell¹; ¹Mississippi State University – We examined cognitive dissonance in a social influence framework by measuring the amount of attitude change experienced by participants who publicly conformed in a group discussion about gay

rights. Participants who showed more public conformity to the group showed more subsequent attitude change in private, particularly when anti-gay rights.

A220

WHO HAPPILY ENGAGES IN ACADEMIC BEHAVIOR? TESTING THE TRIPARTITE INTEGRATION MODEL OF SOCIAL INFLUENCE AMONG MINORITY AND MAJORITY STUDENTS Mica Estrada¹, Randie Chance²; ¹California State University, San Marcos, ²Southern Illinois University, Carbondale – Previous research on the Tripartite Integration Model of Social Influence showed that efficacy, identity and values predict minority student engagement in future academic behavior. Current results show that for both majority and minority students, integration into the academic community significantly relates to engagement in current and long-term normative behaviors.

Applied Social Psychology

A221

THE IMPORTANCE OF BEING GREEN: GREEN BEHAVIORS' IMPACT ON POLITICAL ATTITUDES SURROUNDING CLIMATE CHANGE Katherine Lacasse¹; ¹Clark University – Two studies investigated how performing green behaviors influences political opinions regarding climate change. Both revealed that performing many green behaviors increases one's political support for addressing climate change. Analyses indicated this effect is mediated through self-perception, with increased green behaviors allowing individuals to view themselves as climate-concerned people.

A222

PREDICTING THE TIME-COURSE OF ATTENTION TO HEALTH INFORMATION FOR HIGH-RISK AUDIENCES Allison Earl¹, Dolores Albarracín¹; ¹University of Illinois at Urbana-Champaign – High-risk audiences often do not attend to critical health information. Two studies examined the time-course of attention (early versus late disengagement) using a modified flanker task with either simultaneous or sequential presentation of stigmatized or control health information. Results indicate high-risk participants initially attend to stigmatizing health information before disengaging.

A223

THE EFFECTS OF PSYCHOEDUCATION ON MULTIPLE BODY IMAGE CONSTRUCTS IN ETHNICALLY-DIVERSE FEMALE UNDERGRADUATES Lora L. Jacobi¹, Kori Lynn Jackson¹; ¹Stephen F. Austin State University – Racially-diverse female participants (113) viewed either a control video or an eating disorder video and then completed body-image measures. Video condition did not affect body image; race differences were revealed. Black and Hispanic participants had greater body esteem, more positive evaluations of appearance, health, weight, and body satisfaction than Whites.

A224

WINDOWS OF OPPORTUNITY FOR ALTERING HABITS Kerry Zweig¹, Jennifer S. Labrecque¹, Wendy Wood¹; ¹USC – For behavior change, is there a window of opportunity in new environments when nutritional interventions are most effective? People given calorie information at a new food-court restaurant made healthier food choices than controls, whereas this pattern did not emerge later when patrons had established eating habits.

A225

COMMITMENT TO THE ENVIRONMENT: THE ROLE OF THE INVESTMENT MODEL AND SUBJECTIVE NORMS Anthony E. Coy¹, Benjamin Le², Jody Davis¹; ¹Virginia Commonwealth University, ²Haverford College – What influences commitment to the natural environment? This study of 200 participants examined the influence of subjective norms on commitment and

willingness to sacrifice for the environment. A path analysis indicated that the effect of subjective norms (satisfaction, and investments) on willingness to sacrifice was mediated by commitment.

A226**PERCEIVED SENSE OF COMMUNITY ON CAMPUS IS RELATED TO DROPOUT PRONENESS, BUT ONLY IN FEMALE UNIVERSITY STUDENTS**

Amanda E. R. Robinson¹, Kenneth E. Hart¹, Phillip Ianni¹, Tyler Carey¹; ¹University of Windsor – It was predicted that the strength of a student's sense of belonging to their campus community would be related to dropout proneness. Respondents consisted of 283 university students. Regression analyses revealed that a stronger bond to the campus community is related to lower dropout proneness, but only in female students.

A227**KEEP TO THE CODE: AN INVESTMENT MODEL ANALYSIS OF COMMITMENT TO THE HONOR CODE**

Emily Dix¹, Lydia Emery¹, Benjamin Le¹; ¹Haverford College – We applied Rusbult's (1980) Investment Model to examine commitment to the honor code at a liberal arts college. As hypothesized, satisfaction, alternatives, investments, and subjective norms predicted commitment to the honor code, and investments were consistently associated with the outcome behaviors of sacrifice, involvement, and upholding the honor code.

A228**FOR ALLAH AND COUNTRY: THE IMPACT OF DUAL SYSTEMS ON WOMEN'S RIGHTS IN TURKEY**

Erin P. Hennes¹, Nevin Solak², Gizem Sürenkök³, John T. Jost¹; ¹New York University, ²Middle East Technical University, ³Cornell University – We demonstrate that both secularism and Islam function as systems to influence attitudes towards the headscarf ban in Turkey. Secular and Muslim System Justification were positively correlated, and those high or low on both expressed attitudinal ambivalence. Headscarf attitudes reflect multiple conflicting system justification motivations, rather than a single ideology.

A229**DOES PARENTALISTIC LEADERSHIP ENHANCE EMPOWERMENT?: THE MODERATING ROLES OF JOB ENRICHMENT AND AUTONOMOUS-RELATED SELF**

Petek Demirer¹, Zeynep Aycan¹; ¹Koc University – Whether parentalistic leadership (Aycan, 2006) empowers the employee is controversial since parent-like leader can be perceived as supportive but authoritarian at the same time. We hypothesize that the relationship between parentalistic leader and empowerment is strongest when the task entails low enrichment, and the person is low on autonomy but high on relatedness dimensions (Kag(?tç?bas,?,1996).

A230**THINKING VERSUS FEELING: DIFFERENTIATING BETWEEN COGNITIVE AND AFFECTIVE COMPONENTS OF PERCEIVED CANCER RISK.**

Eva Janssen¹, Liesbeth van Osch¹, Lillian Lechner², Math Candel¹, Hein de Vries¹; ¹Maastricht University, ²Open University of the Netherlands – Four surveys on cancer-related behaviors demonstrated the validity of a measurement instrument differentiating rational and intuitive likelihood beliefs and indicate that health behavior is mainly guided by affective likelihood. As the use of this dimension of perceived likelihood is still uncommon, we advocate their use in future research.

A231**DO I BELONG? GENDER-BASED REJECTION-SENSITIVITY AND THE ACADEMIC UNCERTAINTY OF WOMEN IN STEM**

Sheana Jannone¹, Bonita London¹, Devika Bhushan², Geraldine Downey³; ¹Stony Brook University, ²Harvard University, ³Columbia University – We examine whether Gender Rejection Sensitivity (Gender-RS) predicts academic uncertainty among women in STEM fields. In an experimental study, high Gender-

RS women underestimated their math performance. In a longitudinal study, high Gender-RS women had less stable perceptions of STEM identity over time than women with lower levels of Gender-RS.

A232**BEER & SEX ON THE BEACH: GENDER DIFFERENCES IN PREFERENCES FOR, AND EFFECTIVENESS OF, PROTECTIVE BEHAVIORAL STRATEGIES**

Christine Frank¹, Jennifer Thake¹, Christopher Davis¹; ¹Carleton University – A survey of college students (N = 209) indicates that strategies to reduce drinking-related harms are effective for women but not men. Study 2 (N = 399) indicates why: women engage in the behaviors for protective reasons; men do not. It appears intent is an important aspect of strategy use.

A233**CONTEMPORARY RESTRICTIONS ON PREGNANT WOMEN: PREVENTIVE MEDICINE OR PROSCRIPTIVE GENDER TYPING?**

Amy Murphy¹, Robbie Sutton¹, Karen Douglas¹, Leigh McLellan¹; ¹University of Kent – The current series of studies investigated the role of benevolent and hostile sexist ideologies in perceptions of pregnant women and strives to decipher the motivations underlying the contemporary treatment of pregnant women in developed nations.

A234**PARENTAL EDUCATION DISPARITIES AND THEIR EFFECTS ON CHILDREN: A NEW LOOK AT EQUITY THEORY**

Megan Forbes¹, Thomas Willis²; ¹University of Hawaii at Manoa, University of Hawaii Cancer Center, ²University of Hawaii at Manoa, University of Hawaii Cancer Center – Although equity within marital relationships has been investigated, the effects of parental education disparities on offspring have not been extensively studied. The present study addresses this gap in literature by examining effects of parental education disparities on self-esteem, perceived control, and academic competence; separately for male and female offspring.

A235**GIFTED HIGH SCHOOL STUDENTS' PERCEPTIONS OF ACADEMIC TASKS AS HELPING THEM "FIT IN" AND "STAND OUT" AT SCHOOL**

DeLeon Gray¹; ¹The Ohio State University – The importance students place on specific academic tasks was hypothesized to be explained by perceptions of whether engaging in each task helps satisfy assimilation and differentiation needs. Results suggest students are more likely to engage in academic tasks that allow them to relate to their peers in an optimal way.

A236**TEACHING THE RESEARCH PROCESS THROUGH A PLURALISTIC IGNORANCE PROJECT**

Stephanie V. Wormington¹, Christopher M. Casey², Kathryn C. Oleson²; ¹Duke University, ²Reed College – This poster describes a mid-level research project utilizing an established pluralistic ignorance paradigm. Data, collected from a pilot and follow-up study, suggest the project fosters essential research skills, and increases comfort and confidence with the research process. Students responded positively to the project and support its future use in class.

A237**INFLUENCE OF IDENTIFICATION-, AFFECT-, AND COGNITION-BASED TRUST ON KNOWLEDGE WORKERS' DISCRETIONARY BEHAVIOR IN TEAMS**

Daniel McAllister¹, Gregory Bigley², Sankalp Chaturvedi³; ¹National University of Singapore, ²University of Washington, ³Imperial College – We develop and test a model focused on the effects of three forms of trust—identification-, affect- and cognition-based—on knowledge workers' behavior. Findings from two field studies—longitudinal within-persons (n=949) and cross-sectional between-persons (n=621)—show that each trust form explains unique variance in interpersonal reliance and helping within teams.

A238

THE RISE OF BLACK POLITICAL ROLE MODELS: THE SOCIAL PSYCHOLOGY OF SYMBOLIC FIRSTS Brian K. Colar¹, Valerie Purdie-Vaughns¹; ¹Columbia University – This research examines the symbolic influence of President Obama on minority voters'. Symbolic firsts are transformative public pioneers and symbols of special achievement widely expected to inspire others (Purdie-Vaughns & Eibach, 2011). Through this inspiration minority voters extend their identity to encompass this figure, ultimately having positive and negative consequences.

A239

VIDEO LECTURE FORMAT, STUDENT TECHNOLOGICAL EFFICACY, AND SOCIAL PRESENCE IN ONLINE COURSES Alendra Lyons¹, Stephen Reysen¹, Lindsey Pierce¹; ¹Texas A&M University-Commerce – We examined the effect of adding non-verbal cues to online lectures on students' perceived learning and perception of the course. A mediated moderation analysis showed that the relationship between interaction (technological efficacy and additional cues) and perceived learning was mediated by perceived usefulness of videos and social presence.

A240

POWER AND CONTEXT MODERATE THE POSITIVE EFFECTS OF VERBAL MIMICRY Beth Richardson¹, Paul J. Taylor¹, Alex Gillespie²; ¹Lancaster University, ²London School of Economics – We examined the relationship between verbal mimicry and interaction outcome across context (cooperative vs. competitive task) and power dynamic (symmetric vs. asymmetric roles). Consistent with previous research, mimicry in symmetric-cooperative and asymmetric-competitive interactions was associated with positive outcomes. However, mimicry in the asymmetric-cooperative and symmetric-competitive interactions was detrimental to outcome.

A241

I THINK I CAN, I THINK I CAN'T: SELF EFFICACY AT WORK Blythe Duell¹, Kathryn Plunkett¹; ¹Southeastern Oklahoma State University – Two hundred sixty-six librarians responded to a survey regarding occupational self efficacy, job satisfaction, and job performance. Results indicate the importance of self-efficacy in all areas of job performance and satisfaction. The discussion focuses on the implications for increasing efficacy in the work environment.

A242

GAIN-FRAMING...IT DOES A BODY GOOD: EFFECTS OF FRAMED MESSAGES ON CALCIUM CONSUMPTION Melissa A. Shepherd¹, Mary A. Gerend¹; ¹Florida State University – We investigated effects of framed messages (gain vs. loss) and motivational orientation (approach vs. avoidance) on college women's calcium consumption. As predicted, exposure to a gain-framed message (vs. loss-framed) resulted in higher calcium consumption one month later. This gain-frame advantage, however, was only evident among participants high in approach motivation.

A243

PROMOTERS VERSUS VICTIMS OF OBJECTIFICATION: WHEN AND WHY FEMALES DEHUMANIZE SEXUALLY OBJECTIFIED FEMALES Elisa Puvia¹, Jeroen Vaes¹; ¹University of Padova – In two studies we demonstrate that women dehumanize sexually objectified female targets because they perceive them as promoters of a culture that objectifies their bodies. Only when objectified targets are perceived as victims, they are included in the overall gender category and implicitly associated with human related words.

A244

TOLERANT OF TOYOTA OR FAVORABLE TOWARDS FORD? LIBERALS AND CONSERVATIVES DISPLAY AVERSIVE BIASES TOWARDS DOMESTIC AND FOREIGN AUTOMOBILES Todd Lucas¹, Cort Rudolph²; ¹Wayne State University, ²Florida International University – We examined whether individual political orientation moderated aversive bias towards foreign and domestically produced automobiles. Consistent with aversive racism theory, biased evaluations of automobiles occurred only when favoritism could be attributed to high product quality. However, liberals and conservatives were differentially biased towards high quality domestic and foreign automobiles.

A245

INFLUENCES OF STRESSORS AND JOB BURNOUT ON TENDENCY OF DAILY FAILURES AMONG NURSES IN JAPAN Tomoichiro Matsumoto¹; ¹Osaka University – The purpose of this research is to examine the effects of stressors and job burnout on tendencies of daily failures among nurses in Japan. Seventy-seven nurses filled out the questionnaire. The results indicated that "emotional exhaustion" positively influences "lapses (failures of memory)" and "depersonalization" positively affects "slips (failures of attention)."

A246

ASSESSING THE FIT OF INTERPERSONAL COMMUNICATION CODING SYSTEMS AT END-OF-LIFE Maija Reblin¹, McKenzie Carlisle¹, John Sheehan¹, Lee Ellington¹; ¹University of Utah – Specific Goals Assess coding systems for end-of-life communication. Methods Home-care visits were audio-recorded by hospice nurses. Coding systems were applied to audio or transcribed files. Results Pros/cons discussed for each system-themes, affect, and practicality of coding. Conclusion Quantitative coding systems are valuable to describe large datasets. Implications are discussed.

A247

USING IMPLICIT METHODOLOGY TO MEASURE BRAND DISTINCTIVENESS: IMPLICATIONS FOR BRAND STRENGTH AND BRAND CHOICE Mike Friedman¹; ¹UCL - Mons – Three studies use an implicit methodology, which measures brand recognition accuracy, to understand brand strength and brand choice. Results show that the methodology identifies strong vs. weak brands, that recent experience with a brand increases its associative strength, and that both the implicit measure and brand attitude explain brand choice.

A248

EXPERIMENTAL SHORTCUTS AND THE MEASURE OF JUROR SENSITIVITY TO EYEWITNESS EVIDENCE J. Marie Hicks¹, Steven E. Clark¹; ¹University of California, Riverside – Many have argued that jurors are insensitive to variables that affect the accuracy of eyewitness identification. A meta-analysis of experimental mock-juror studies shows considerable variability in the results, and that jurors' sensitivity to relevant variables is higher (inflated?) in studies that employed methodological shortcuts that simplified the mock-juror's task.

A249

AN ONLINE GROWTH MINDSET INTERVENTION AFFECTS GPA AND CLASSROOM CONDUCT Carissa Romero¹, Dave Paunesku¹, Carol Dweck¹; ¹Stanford University – The current study tested the effects of an online computer program, Brainology, that teaches students that intelligence is malleable. Relative to a control group, Latino students and initially low-performing students in the Brainology group earned higher GPAs following the intervention, and students with initial low-conduct earned higher conduct scores.

A250

FIT BETWEEN VALUES AND TYPE OF CHANGE PREDICTS ORGANIZATIONAL IDENTIFICATION DURING CHANGE. Noga Sverdlik¹, Shaul Oreg²; ¹Open University of Israel and Interdisciplinary Center (IDC) Herzliya, ²University of Haifa – In a field and laboratory study, we find that organizational identification can be explained by the fit between type of change (voluntary versus imposed) and change recipients' values. Conservation values are positively, and openness negatively, associated with identification when change is imposed, and vice versa when it is voluntary.

A251

STAYING ON TRACK: GRADES, PSYCHOLOGICAL DISENGAGEMENT AND MOTIVATION AMONG FEMALE STUDENTS ON (NON-)TRADITIONAL CAREER PATHS Joelle Laplante¹, Francine Tougas², Natalie Rinfret², Ann M. Beaton³, Christiane Ngo Manguelle²; ¹McGill University, ²École nationale d'administration publique, ³Université de Moncton – This study evaluated grades, psychological disengagement mechanisms and motivation among female high-school students (N = 236). Results of multiple-group path analysis confirm the importance of taking into account grades in specific subjects, one's career path (traditional or non-traditional) and different types of motivation (autonomous/non-autonomous) to assess the psychological disengagement process.

A252

WHO OWNS WHAT? PEOPLE'S JUDGMENTS ABOUT CLASSIC PROPERTY LAW CASES Peter DeScioli¹, Rachel Karpoff¹; ¹Brandeis University – Property law cases provide a valuable window into people's ownership intuitions. Here we report studies investigating people's judgments about classic property law cases dealing with lost objects. The findings support novel hypotheses about the intuitive logic of ownership which could reconcile discrepancies between participants' judgments and the law.

A253

THREATENING YOUR AUTHORITY BY THREATENING TOO MUCH: THE SELF PRESENTER'S PARADOX IN ADVERTISING PENALTIES Anna Linda Hagen¹, Stephen Michael Garcia², Kimberlee Weaver³; ¹Philipps-Universität Marburg (Germany), ²University of Michigan, ³Virginia Tech – Presenters tend not to anticipate the common weighted averaging of their evaluators and add mildly-favorable information to their disadvantage – called Self-Presenter's-Paradox (Weaver & Garcia, 2005). However, we discovered differential patterns for positive versus negative "advertising": Only when seeking to elicit negative evaluations ("advertising" penalties for misdeeds) the effect emerged.

A254

AN EXAMINATION OF PSYCHOSOCIAL BELIEFS AS PREDICTORS OF INTENTIONS TO USE SUNSCREEN AS A FUNCTION OF SEASON Abby B. Harvey¹, Andrew Karpinski¹; ¹Temple University – We evaluated differences in which psychosocial beliefs predict intentions to use sunscreen as a function of season. Drawbacks to using sunscreen, photoaging knowledge, and perceived sunscreen effectiveness significantly predicted sunscreen intentions during the spring/summer and fall/winter. Skin cancer knowledge and appearance-related concerns predicted sunscreen intentions during the spring/summer only.

A255

WRAP IT UP: A COMPARISON OF THE HEALTH BELIEF MODEL AND THE THEORY OF PLANNED BEHAVIOR Erika Montanaro^{1,2}, Angela Bryan^{1,2}; ¹University of New Mexico, ²University of Colorado-Boulder – This study experimentally manipulated constructs of the HBM and TPB in order to increase condom use behavior. Proposed mediators were influenced. This study supports the assertion that theory-based interventions are more effective at changing hypothesized mediators of behavior; however, it was not successful at eliciting behavior change.

A256

LIBERAL AND CONSERVATIVE DIFFERENCES IN THE PRIORITIZATION OF COMMUNITY VS. INDIVIDUAL CONCERNS Rebecca Frazier¹, Brian Nosek¹, Jonathan Haidt¹; ¹The University of Virginia – In two studies, participants were forced to choose between prioritizing the needs of the community and the needs of the individual across a variety of groups. Conservatives prioritized the community when needs and service were emphasized; Liberals prioritized the community when concerns and importance were emphasized.

A257

DRINKER + ME: VALIDATING ALCOHOL-RELATED IATS IN A US SAMPLE Kristen Lindgren¹, Erin Westgate¹, Clayton Neighbors², Bethany Teachman³, Reinout Wiers⁴, Anthony G. Greenwald¹; ¹University of Washington, ²University of Houston, ³University of Virginia, ⁴University of Amsterdam – Six alcohol-related Implicit Association Tests (IATs), explicit counterparts to those IATs, and measures of alcohol problems were completed by 300 undergraduates. Implicit drinking identity, implicit enhancement motives, and implicit approach were the most consistent predictors of alcohol-related outcomes. IAT scores predicted unique variance even after accounting for their explicit counterparts.

A258

AFFIRMATIVE ACTION POLICY LABELS IMPACT PERCEPTIONS OF POLICIES BUT NOT APPLICANTS Madeleine A. Fugere¹, Jonathan Iuzzini², Christie Cathey³; ¹Eastern CT State University, ²Hobart and William Smith Colleges, ³Ozarks Technical Community College – Three studies explored the impact of the "affirmative action" and "diversity" policy labels on perceptions of policies and applicants. Through open-ended responses and bipolar scales, the results revealed that although diversity policies were rated more favorably than affirmative action policies, applicants admitted under both policies were viewed equally.

A259

INDIVIDUAL DIFFERENCES IN IMPLICIT THEORIES OF WORK: PROFESSIONAL DESTINY BELIEFS EXACERBATE THE CONSEQUENCES OF JOB FIT Kelsey Greenfield¹, Emma Berry¹, Jeff Pollack¹, Jeni Burnette¹; ¹University of Richmond – Using an implicit theories perspective, we investigated how destiny beliefs (whether or not careers are "meant to be") interact with job fit to predict pay and life satisfaction. Results show better job fit predicts higher pay and life satisfaction, especially in individuals with strong destiny beliefs. Workplace adaptations are discussed.

A260

DECEPTION, MIMICRY AND COGNITIVE LOAD: THE INFLUENCE OF COGNITIVE LOAD ON BEHAVIORAL COORDINATION Sophie Van Der Zee¹, Paul Taylor¹, Coral Dando¹, Ruth Miles¹, John Dixon², Tarek Menacere¹; ¹Lancaster University, ²Open University, UK – We examined the extent to which telling easy, difficult and very difficult lies (i.e., a manipulation of cognitive load) affected the non-verbal mimicry between interviewer and interviewee. Using behaviour tracking technology to measure mimicry, we found a significant linear decrease in mimicry with increasing lie difficulty.

A261

DYSPHORIA AND IDENTIFYING BLUFFING IN TEXAS HOLD 'EM Kevin Rounding¹, Jill A. Jacobson¹; ¹Queen's University – Dysphoric individuals frequently engage in gambling behavior to improve their mood. They also exhibit greater accuracy at deception, which may benefit them in games like poker. Contrary to expectations, dysphoria was not related to identification of bluffing in professional poker games but was related to greater liking of bluffers.

A262**THE FLUENCY EFFECT OF HUMAN NAMES** Kim Jumi¹, Incheol Choi¹;

¹Seoul National University – This study was intended to figure out whether the effect of processing fluency applies to interpersonal perception or not. In studies 1 and 2, there is a tendency that subjects assume that person having fluently processed name has a warm occupation and, indeed, prefer them.

A263**GOOD VS. EVIL: A STUDY OF AVATAR SELECTION AND ALIGNMENT**

Patrick Ewell¹, Matt Jones¹, Rosanna E. Guadagno¹, Robert Andrew Dunn²;

¹University of Alabama, ²East Tennessee State University – Self-presentation online is a well-documented phenomenon, but is one's online representation related to their beliefs? Our data indicate that people self-represent their own morality (assessed by the Moral Disengagement Scale) when creating an avatar and selecting whether to play a good or evil character in a role-playing video game.

A264**THE ROLE OF ATTACHMENT STYLE IN THE JOB LOSS EXPERIENCE**

Robyn Maitoza¹, Tony Papa¹; ¹University of Nevada, Reno – The

present study adds to a new stream of research by investigating the utility of adult attachment style as a predictor of adjustment and coping strategies following a non-normative life event, job loss. Results support the link between attachment style and proactive job search coping behaviors.

A265**“DOCTORSHIP” STYLES: APPLYING LEADERSHIP THEORIES TO THE**

DOCTOR-PATIENT RELATIONSHIP Ho Huynh¹, Kate Sweeny¹; ¹University of

California, Riverside – Research suggests that doctors must play a role in motivating their patients towards adherence to treatment recommendations. We examined how leadership theories can inform the doctor-patient relationship. Our findings suggest that patients can distinguish variations in motivational “doctorship” styles, and these styles differentially predict important patient outcomes.

A266**BARRIERS TO ACCESSING HIV-PREVENTION: HIGHER ALCOHOL USE AND MORE SEX PARTNERS PREDICT DECREASED EXPOSURE TO HIV-PREVENTION COUNSELING**

Kristina Wilson¹, Dolores Albarracín¹;

¹University of Illinois – This study examined whether number of sex partners and alcohol consumption predict acceptance of an invitation to take part in HIV-prevention counseling. Findings indicated that individuals whose behaviors place them at greater risk for HIV-infection were less likely to accept an offer to receive HIV-prevention counseling.

A267**A STAGES OF CHANGE APPROACH TO TRAVEL-RELATED WALKING BEHAVIOR**

Cynthia D. Mohr¹, Staci Wendt¹, Jana Richert¹, Jennifer Dill¹;

¹Portland State University – In a random community sample we examined travel-related walking behavior as a function of stages of change, which incorporates Janis and Mann's (1977) decision-making model. Results revealed significant differences in pro versus con attitudes by stage, as well as evidence of qualitative differences between individuals in different stages.

A268**TURNING FAD INTO FICTION: THE INFLUENCE OF TWO APPEARANCE-BASED INTERVENTIONS ON TANNING ATTITUDES AND BEHAVIORS**

Michelle Vogel¹, Heike I. M. Mahler^{1,2}; ¹California State University San Marcos,

²University of California San Diego – Skin cancer is the most prevalent form of cancer diagnosed in the US, with melanoma skin cancer up 50% among young Caucasian females. The present study examined the effectiveness of two appearance-based interventions in their ability to motivate sun protection behaviors 5-weeks post-intervention via a surprise follow up.

A269**PREDICTORS OF HPV VACCINATION AMONG A COMMUNITY SAMPLE OF**

WHITE AND LATINO MEN AND WOMEN. Lauren Christman¹, Kylie M.

Davidson¹, Melissa Deer¹, Kyle Kjome¹, Rachel A. Reimer¹; ¹Des Moines

University – The purpose of the current study was to examine the effects of social and behavioral factors on HPV vaccination among Whites and Latinos. Participants (n=458) completed a cross-sectional survey including measures of HPV vaccination, knowledge, and interest in future vaccination.

A270**DEDICATED VS. COERCED: WHY DIFFERENTIATING BETWEEN AN INTERNAL AND EXTERNAL MOTIVATION TO PROTECT THE ENVIRONMENT MATTERS**

Joanna Goplen¹, Ashby Plant¹; ¹Florida State University – We

developed a scale to assess internal and external motivations to protect the environment. Internal motivation predicted willingness to engage in various proenvironmental behaviors; external motivation, only easy and public proenvironmental behaviors. These distinct motivations also predict people's emotional responses to environmental transgressions, suggesting important implications for future behavior.

A271**EXPLAINING AWAY ENVIRONMENTAL TRANSGRESSIONS: THE EFFECT OF EXCUSES, JUSTIFICATIONS, AND EXCEPTIONS ON SELF-RATINGS OF ENVIRONMENTAL IMPACT**

Kaitlin Toner¹, Mark R. Leary¹; ¹Duke

University – To examine the effects of explaining one's environmental

misdeeds on beliefs about their environmental impact, participants generated excuses, justifications, or exceptions for environment-damaging behaviors then judged the severity of their environmental impact. Using exceptions—claiming that the behaviors were atypical of them—led to less negative judgments of the behaviors.

A272**EXAMINING THE MULTIPLE AUDIENCE PROBLEM AT WORK: A SELF-PRESENTATIONAL APPROACH TO LEADERSHIP**

Austin Lee Nichols¹;

¹Euromed Management – The current research considers leadership

within the context of the multiple audience problem to examine the effect of impression management on leader trust. Results suggest the more consistent impressions MBA students conveyed across audiences, the more trust others put in them. Findings demonstrate the importance of leadership impression management training.

A273**EFFECTS OF COMPETENCE TYPES ON WORK MOTIVATION**

Zentaro

UEMURA¹; ¹Fukuoka University of Education – This study examines the

effects of “Assumed-Competence based on undervaluing others (AC)”

and Self-esteem on work motivation. A questionnaire survey demon-

strated that the Assumed type (high AC and low Self-esteem levels), had

lower commitment to work and workplace than had the Omnipotent

type (high AC and Self-esteem levels).

A274**STRESS, PERFORMANCE, AND DRUGS IN BASEBALL: A TEST OF THE DRIVE THEORY**

Michael Harris¹, Nadav Goldschmied¹; ¹University of San

Diego – Major League Baseball players who were about to reach a crucial

career milestone showed a deterioration in performance before, in compar-

ison to after reaching the milestone; however, this pattern didn't hold

for players suspected of the performance-enhancing-drugs use, suggest-

ing that the drugs potentially blocked the effect of stress on performance.

A275**DEALING WITH CROSS-DOMAIN LEARNING SITUATION IN MULTICULTURAL CONTEXTS: THE ROLE OF SOCIAL COGNITIVE FLEXIBILITY**

Aneta Mechi¹; ¹University of Geneva – The main objective of

current research is to investigate teachers' approach to cross-domain

learning situations (CDLS) (concerning pupils' performance and behav-

ior) in light of impression formation and hypothesis testing approach. Quantitative data were collected from survey studies, carried out among teachers of secondary school.

A276

TOUGH CHOICES IN THE DESERT: THE PSYCHOLOGY UNDERLYING RESIDENTIAL WATER USE Anna Berlin¹, Edward Sadalla¹, Susan Ledlow¹, Rebecca Neel¹, Samantha L. Neufeld¹, Yexin Jessica Li¹; ¹Arizona State University – What is the psychology underlying water usage? In which household domains are people most likely to conserve? The current study forced some participants to make tough choices about water usage, and let others use water liberally. Results identify residential water uses that may be successful candidates for behavior change campaigns.

A277

A WARM PLACE: PHYSICAL WARMTH PROMOTES THE PERCEIVED SOCIAL WARMTH OF ORGANIZATIONS Geoffrey Ho¹, Margaret Shih¹; ¹UCLA – In two studies, we find that physical warmth affects how socially warm individuals perceive organizations to be, which in turn has important consequences for both organization insiders and outsiders. These results suggest that cognition regarding organizations is embodied and has important organizational consequences.

A278

SIMILARITY IN CONTEXT: CATEGORIZATION AFFECTS EVALUATION OF PRODUCT IMITATIONS Femke van Horen¹, Rik Pieters²; ¹University of Cologne, ²Tilburg University – Contrary to the common belief, three studies demonstrate that imitation in the same product category results in contrast, increasing dissimilarity between imitator and imitated brand. Imitation in a different, yet related product category, or in a goal-derived ad hoc category, results in assimilation, increasing similarity.

A279

RIGHTS OR PRIVILEGES: THE EFFECTS OF SOCIOECONOMIC STATUS ON ENTITLEMENT Pia Dietze¹, Paul K. Piff¹, Daniel M. Stancato¹, Dacher Keltner¹; ¹UC Berkeley – Two studies investigated whether high SES individuals report more feelings of entitlement compared to lower SES individuals. The first study showed a positive correlation between SES and feelings of entitlement. In Study 2, individuals primed with upper-SES expressed stronger feelings of entitlement, and decreased modesty, relative to lower-SES primed participants.

A280

NEIGHBORHOOD SUPPORT AS A MODERATOR OF THE RELATIONSHIP BETWEEN WORKPLACE DISCRIMINATION AND HEALTH SYMPTOMS AMONG RACIOETHNIC MINORITIES Benjamin Liberman¹, Matt Goren²; ¹Columbia University, ²University of California, Berkeley – This study examined the moderating effects of neighborhood support on the negative relationship between workplace discrimination and health symptoms among racioethnic minorities. Data revealed a neighborhood support by workplace discrimination interaction on various health symptoms, suggesting that neighborhood support buffers the negative effects of workplace discrimination on health symptoms.

A281

STIGMA CONCERNS ABOUT HOMELESSNESS AND RACE AS PREDICTORS OF SERVICE USE Carolyn Weisz¹, Renee Houston¹; ¹University of Puget Sound – This research examined whether stigma concerns related to homelessness and to race/ethnicity predicted attitudes about using services among White and nonWhite homeless men (N = 65). For White participants, homeless stigma concerns predicted lower service use. For nonWhite participants, both types of stigma concerns predicted lower service use.

A282

CHANGING (S)EXPECTATIONS: THE INFLUENCE OF TEACHERS' LANGUAGE USE ON PUPILS' GENDERED REPRESENTATIONS OF OCCUPATIONS, VOCATIONAL ASPIRATIONS, AND SELF-EFFICACY. Dries Verweken¹, Bettina Hannover¹; ¹Freie Universität Berlin – Three experiments suggest that in grammatical or natural gender languages, pair form job descriptions (male and female engineers), compared to job descriptions using the masculine as generic (engineers), increase the mental accessibility of female job holders and occupation-related self-efficacy in children and strengthen girls' interest in traditional male occupations.

A283

IMMIGRANT DEFENDANTS AND JUROR BIAS: CAN AVERSIVE RACISM EXPLAIN PREJUDICE AGAINST LATINO DEFENDANTS? Russ Espinoza¹; ¹California State University, Fullerton – This study assigned venire persons to one of eight conditions in a 2 (Immigrant status: legal or illegal) X 2 race (Latino or White) X 2 SES (high or low) between-groups design. Results showed significantly more juror bias against the low SES, Latino illegal immigrant compared with all other conditions.

A284

NEGATIVE STEREOTYPES OF ELDERLY DRIVERS IMPACT OLDER ADULT DRIVING PERFORMANCE Ann E. Lambert¹, Christina Fitzpatrick¹, Jason M. Watson¹, Janelle K. Seegmiller¹, Jeanine K. Stefanucci¹, Nathan Medeiros-Ward¹, David L. Strayer¹; ¹University of Utah – Two experiments explored stereotypes of elderly drivers. Experiment 1 documented negative associations between aging and driving quality. Experiment 2 tested for stereotype threat (ST) effects in older adults. ST increased the likelihood of collision and, under ST, participants lower in attentional control produced longer brake reaction times and following distances.

A285

EFFECTS OF RACE AND GENDER ON SHORT LISTING AND HIRING DECISIONS: A TEST OF SHIFTING STANDARDS Kathleen Fuegen¹, Monica Biernat²; ¹Northern Kentucky University, ²University of Kansas – We tested predictions derived from the shifting standards model that lower minimum standards would make it easier for women and Blacks to make a short list, though higher confirmatory standards would make it harder for women and Blacks to be hired. Results offer mixed support for the hypothesis.

A286

PERSONALITY TRAITS AS PREDICTORS OF ENGAGEMENT AND EMBEDDEDNESS IN THE WORKPLACE Kate Bryan¹, Matt Newman¹; ¹Arizona State University – This survey of 665 seasonal employees in the agricultural industry explored the roles of personality traits, personal satisfaction, and motivation in predicting engagement (job enjoyment) versus embeddedness (job attachment). Results suggest that embeddedness, but not engagement, is significantly impacted by personality traits that are outside the control of an employer.

A287

PHYSICAL ACTIVITY AND MENTAL AND PHYSICAL HEALTH Deana Julka¹, Andrew Lafrenz¹, Jacquie VanHooissen¹, Andrew Downs¹; ¹University of Portland – Activity decreases negative physical and mental health outcomes, yet many students do not receive adequate physical activity. 59 subjects completed sub VO2 Max, psychological and physical questionnaires, and wore an accelerometer, enabling objective measurement of activity (rather than self-report). Results indicate a gap between perception of activity and actual activity.

A288**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.

A289**UNEMPLOYMENT AND LIFE SATISFACTION: MODERATING EFFECTS OF PERCEIVED EMPLOYABILITY AND SOCIAL SUPPORT** Nevin Solak¹, Nebi Sümer¹, Mehmet Harma¹;

¹Middle East Technical University – Moderating roles of perceived employability and perceived social support between employment status (employed vs. unemployed) and life satisfaction were investigated using 679 currently employed and 251 unemployed participants. Regression analyses revealed that perceived employability and social support buffer the harmful effects of unemployment on life satisfaction.

A290**FEELING OF CERTAINTY ENHANCES CONGRUENCY BETWEEN PERSONAL VALUES AND BEHAVIORS** Helene Font¹, Markus Brauer²;

¹LAPSCO - Clermont University, ²LAPSCO - CNRS - Clermont University – We hypothesized a link between certainty and the congruency between personal values and behaviors. Our experimental design made values of reciprocity salient (negative and positive), and we measured behaviors in an interaction with a confederate. Results showed that interactions were more congruent with personal values when participants felt certainty.

Other**A291****"I WENT TO A FIGHT THE OTHER NIGHT AND A HOCKEY GAME BROKE OUT": IS HOCKEY FIGHTING CALCULATED OR IMPULSIVE?** Samantha

Espindola¹, Nadav Goldschmied²;

¹University of San Diego – An archival study revealed that NHL players fought less as the game progressed during the 2010-11 season. Also, over time, players were more violent during preseason than in the regular and post-season. The evidence indicates that aggression is calculated rather than impulsive as it is influenced by the stakes associated.

A292**VIEWING RELATIONAL AGGRESSION DECREASES FEELINGS OF CLOSENESS TO REAL VICTIMS OF RELATIONAL AGGRESSION** Phyllis A.

Anastasio¹, Jennifer Urquhart¹;

¹Saint Joseph's University – Galvanic skin responses of 64 women were measured while they viewed relationally-aggressive or non-aggressive videos, then heard two confederates speak negatively of the experimenter. Although all participants experienced increased GSR during the interchange, increased GSR predicted decreased feelings of closeness to the experimenter only among those who viewed relational aggression.

A293**HEART ATTACK SALIENCE AND WORD FREQUENCY EFFECTS WITH THE DEATH THOUGHT ACCESSIBILITY WORD FRAGMENT COMPLETION TASK** Simon Dunne¹, Pamela Gallagher¹, Anne Matthews¹;

¹Dublin City University – This study investigated how participants' Death Thought Accessibility (DTA), measured by a Word Fragment Completion Task (WFCT), might elevate following a novel Heart Attack Salience (HAS) measure. Results revealed no significant differences between HAS and control participants on DTA but strong evidence of word frequency effects in the WFCT.

A294**PROCESSING FLUENCY DECREASES LANGUAGE STYLE MATCHING IN READING AND WRITING** Molly E. Ireland¹, James W. Pennebaker¹;

¹University of Texas at Austin – Past research suggests that processing fluency is positively and bidirectionally associated with language coordination. Contrary to this prediction, people matched the language style of a low-fluency excerpt to a greater degree than they did a high-fluency excerpt. Results suggest that engagement rather than liking underlies language style matching.

A295**REAPPRAISAL PREDICTS DECREASED MESSAGE ACCEPTANCE DURING FEAR APPEALS** Jeffrey Miller¹, Zlatan Krizan¹;

¹Iowa State University – Female participants reported their level of caffeine use (i.e., vulnerability), viewed a message linking caffeine and ovarian cancer (i.e., a fear appeal), and then reported their acceptance of various message components. Vulnerable participants more likely to regulate emotion using reappraisal were more critical of the message, i.e., more defensive.

A296**SEXUAL ATTITUDES AND PREDICTORS OF STD TESTING BEHAVIOR AMONG SEXUALLY ACTIVE UNIVERSITY STUDENTS** Lindsay R. Kraynak¹,

Lauren S. Miller¹;

¹Syracuse University – Participants completed an on-line survey regarding sexual history, attitudes toward sex, beliefs about STDs, and personal STD testing history. We examined correlations among sexual attitudes, including the instrumentality of sex and beliefs about responsible birth control use. Logistic regression revealed gender, STD-related stigma beliefs, and communion predicted STD testing history.

A297**AFFECTIVE PRIMING WITH HIGH AROUSING PARAFOVEAL PRIMES** David R. Herring¹, Stephen L. Crites¹, Katherine R. White¹, Linsa N. Jabeen¹,

Jorge I. Zamora¹, Ana R. Rodríguez¹, Jatonne Y. Trianna¹, Alejandra Burciaga¹, Stephanie M. Reyes¹;

¹University of Texas at El Paso – The present experiments extended affective priming studies by conceptualizing prime strength as arousal and tested the assumption that affective priming occurs for strong primes using parafoveal presentation. Affective priming occurred for high but not low arousing primes ($ps < .005$) in keeping with an attentional bias of affective arousal.

A298**POWER MOTIVATES SOCIAL CONNECTION FOLLOWING SOCIAL EXCLUSION** Jayanth Narayanan¹, Kenneth Tai¹, Zoe Kinias²;

¹National University of Singapore, ²INSEAD – We examine how power influences individuals' motivation to connect with others following social exclusion. Across two studies, we find that following social exclusion, high-power individuals display a greater desire to connect with others than do low-power individuals. We discuss implications and directions for future research.

A299**SEXUAL ORIENTATION MAY ORIENT HETEROSEXUALS TOWARD GENITAL ANATOMY (AND NOT GENDER IDENTITY) FOR SHORT-TERM SEXUAL ATTRACTION** Stephanie Reyes Fisher¹, Chuck Tate¹, Leigh K. Smith¹, Jay N.

Ledbetter¹;

¹San Francisco State University – To better determine the locus of sexual attraction, heterosexual and homosexual participants rated their sexual interest in four types of targets who varied in their gender identities and genital anatomies. Results showed heterosexual participants' (but not homosexual participants') sexual interest ratings depended on genital anatomy—controlling for homophobia and transphobia.

- A300**
SPIRITUAL-BUT-NOT-RELIGIOUS: A DIFFERENCE IN HOLISTIC VS. ANTHROPOMORPHIC CONCEPTS OF GOD Kathryn Johnson¹, Adam Cohen¹; ¹Arizona State University – Psychologists have debated how religion differs from spirituality. We found that Religious participants were significantly more likely to hold an anthropomorphic God-concept; whereas those who were Spiritual-But-Not-Religious held a pantheistic worldview, a nebulous God-concept, and were significantly more lonely. Implications for religious coping, moral judgment, and social identity are discussed.
- A301**
LETTING GO: EFFECTS OF PHYSICAL RELEASE ON FORGIVENESS Kay Schwader¹, Hyunjin Song¹, John Bargh¹; ¹Yale University – This research demonstrated that a physical experience of ‘letting go’ increased forgiveness. Participants who released a balloon after recalling another’s transgression against them forgave wrongdoers more than those holding on to a balloon. Our findings suggest the possibility that subjective experience of forgiveness may be grounded in physical release experiences.
- A302**
TRUE STORY! PERCEIVED TRUTH IMPACTS ENJOYMENT OF NON-FICTION (BUT NOT FICTION) Jonathan Leavitt¹, Nicholas Christenfeld¹; ¹UCSD – Five experiments systematically varied whether subjects thought narratives presented to them were true. Anecdotes were preferred when true, while actually fictional stories were liked equally regardless. Readers appeared able to differentiate stories that were actually true, preferring them when presented as such, but were unable to report on this distinction.
- A303**
DYSPHORIC AND NONDYSPHORIC INDIVIDUALS MOOD RESPONSE TO IMMORTALITY SALIENCE Madelin Donovan¹, Kevin Rounding¹, Jill A. Jacobson¹; ¹Queen's University – Participants rated their moods before and after being exposed to a television, mortality, literal immortality, or symbolic immortality salience manipulation. Greater dysphoria was associated with worsening mood except for participants who responded favorably to the symbolic immortality prime. Those participants exhibited no mood change regardless of their level of dysphoria.
- A304**
APOLOGY AND SELF-FORGIVENESS: DIFFERENTIAL RELATIONSHIPS BETWEEN AFFECT AND SELF-FORGIVENESS UNDER APOLOGY AND NO-APOLOGY CONDITIONS Thomas Carpenter¹, Robert Carlisle¹, Jo-Ann Tsang¹; ¹Baylor University – Printable abstract: Self-forgiveness is important for psychological well-being, yet this research is nascent. Participants reported offenses for which they had and had not apologized. Apologized offenses received significantly more self-forgiveness than non-apologized offenses. Guilt (but not shame) uniquely predicted self-forgiveness for unapologized offenses; the pattern reversed for apologized offenses.
- A305**
FEELING DISTANT: VISUAL PERCEPTION OF SPATIAL DISTANCE MODULATES EMOTIONAL REACTIVITY Meghan McLean¹, Christine E. Hart², Sarah E. Hailey³; ¹Connecticut College, ²University of Florida, ³Yale University – Two studies investigated whether seeing a spatially close or distant object modulated emotions. Results show that participants who saw an object as further away (a) reported lower negative affect in response to a moral dilemma, and (b) reported changes in arousal and a reduction in awareness of internal bodily states.
- A306**
NATURAL PEDAGOGY AMONG ADULTS: THE EFFECT OF EYE GAZE ON TRANSMITTING GENERIC KNOWLEDGE Amane Kawano¹, Masanori Takezawa¹; ¹Sophia University – Natural Pedagogy (Csibra & Gergely, 2009) is human-specific communication transmitting generic knowledge whose existence among children is experimentally well-established (Gergely, Kirary & Eged, 2007). Our vignette and behavioral experiments showed that adults also use the same type of communication and acquire generic knowledge following perceived ostensive signal.
- A307**
BOOSTING BEAUTY IN AN ECONOMIC DECLINE: MATING, SPENDING, AND THE LIPSTICK EFFECT Christopher Rodeheffer¹, Sarah E. Hill¹, Vidas Griskevicius², Kristina Durante², Andrew White³; ¹Texas Christian University, ²University of Minnesota, ³Arizona State University – We experimentally examine how cues to economic uncertainty influence desire to purchase products that can and cannot increase attractiveness to mates. Findings show that recession cues decreased desire for most products (e.g., electronics, household items), but increased women’s desire for products that increase attractiveness to mates.
- A308**
A ‘MAP’ OF GENDER DIFFERENCES IN SELF-PRESENTATION: DO MEN AND WOMEN EXPERIENCE DIFFERENT MULTIPLE AUDIENCE PROBLEMS? Corey L. Cook¹, Catherine A. Cottrell¹, Austin Lee Nichols², David A. R. Richards³; ¹University of Florida, ²Euromed Management, ³UNCF – Two experiments tested whether men and women experience different multiple audience problems based on romantic attraction and dominance-related goals. We found that simultaneously pursuing an attraction goal and a dominance goal increased distress for women, whereas simultaneously pursuing an attraction goal and a deference goal increased distress for men.
- A309**
EFFECTS OF IDEAL MODEL EXPOSURE ON COLLEGE STUDENTS’ DESIRE TO ENGAGE IN APPEARANCE MANAGEMENT BEHAVIORS Brian Patterson¹, Kinga Gibes¹, Christy Meyers¹, Syed Majeed¹; ¹Benedictine University – The relationship between body image dissatisfaction and everyday appearance management behaviors was examined. Participants exposed to models with ideal body shape showed a desire to engage in appearance management behaviors more than control participants. The effect was stronger for women than for men.
- A310**
THE EFFECTS OF BIRTH ORDER ON SOCIAL GROUP FORMATION Jose Yong¹, Isaac Chin¹, Ben Ng¹; ¹Singapore Management University – The current study investigated birth order effects at a group level as opposed to the conventional dyadic analysis. Participants indicated the birth orders of all members in their social clique. Chi-square tests revealed a homophilous effect of friendship among youngest and middle children but not eldest and only children.
- A311**
IMMUNIZING AGAINST PREJUDICE: THE EFFECTS OF DISEASE PROTECTION ON OUTGROUP ATTITUDES Julie Yun-Ju Huang¹, Alexandra Sedlovskaya², Joshua Ackerman³, John Bargh⁴; ¹University of Toronto, ²Harvard University, ³M.I.T., ⁴Yale University – We examine how experiences with disease protection (getting vaccinations, washing hands) affect prejudice. Four studies suggest that (1) when threatened with disease, vaccinated people exhibit less prejudice than unvaccinated people; and (2) perceptions of protection attenuate the relationship between disease concerns and prejudice (which has been observed in previous studies).

A312

SOCIAL DOMINANCE ORIENTATION PREDICTS DIFFERENTIAL REACTIONS TO LEGACY VS. AFFIRMATIVE ACTION ADMISSIONS PREFERENCES Angélica S. Gutiérrez¹, Miguel M. Unzueta¹; ¹UCLA – This paper examines the effect of Social Dominance Orientation (Sidanius & Pratto, 1999) on reactions to non-merit based policies. Results suggest that the desire to protect the status hierarchy explains differential support of legacy admissions policies, independent of the effect of these policies on ingroup interests (Schmitt, Branscombe, & Kappen, 2003).

A313

ASSESSING COMPLEXITY OF GOD REPRESENTATIONS: SALIENCE AND AFFECT IN CHRISTIANS' TIMED JUDGMENTS FOR GOD THE FATHER, JESUS, AND HOLY SPIRIT Carissa A. Sharp¹, Nicholas J. S. Gibson¹; ¹University of Cambridge – Christian participants made timed yes/no trait-word descriptiveness judgments for God the Father, Jesus, the Holy Spirit, and self. The trait words included positively and negatively valent adjectives, and supernatural adjectives (e.g., omnipresent). The findings show differences in description and reaction times for the targets, indicating variation within peoples' God representations.

A314

DECEPTION DETECTION IN A NATURALISTIC INTERACTION Nicole M. Lawless¹, Sara D. Hodges¹; ¹University of Oregon – We examined the influence of target and perceiver effects on the ability to detect deception in an unscripted mock interview. Our findings indicate that qualities related to social engagement, such as job candidates' self-monitoring and interviewers' social desirability response bias, influence both perceptions of honesty and accuracy of detecting deception.

Traits**A315**

DRINKING MOTIVES MEDIATE THE RELATIONSHIP BETWEEN ALEXITHYMIA AND ALCOHOL CONSUMPTION IN SOCIAL (NON PROBLEM) ALCOHOL USERS. Gillian Bruce¹, Cindy Curren¹, Lynn Williams¹; ¹University of the West of Scotland – The prevalence of Alexithymia (a personality construct in which difficulties identifying and describing emotions are present) is between 45-67%. Using standard questionnaires, we investigated relationships between, Alexithymia, alcohol use and drinking motives. Formal mediation analyses revealed the relationship between Alexithymia and alcohol use was mediated by drinking motives.

A316

AUTOMATIC PROCESSES IN JUDGMENTS OF JUSTICE RELATED TO DEMOCRATIC AND NONDEMOCRATIC GROUPS Andrea Pereira¹, Jacques A. Berent¹, Juan Manuel Falomir Pichastor¹; ¹University of Geneva – Past research showed that democratic groups are less punished than nondemocratic ones for the same wrongdoing. The present research offers an explanation of this effect in terms of the automaticity of the process through which the value attributed to democracy infuses social judgments.

A317

IMPACT OF COLLECTIVE APOLOGIES ON COLLECTIVE PUNISHMENT: THE MODERATING ROLE OF THE GROUP'S RESPONSIBILITY. Jacques Berent¹, Juan Manuel Falomir-Pichastor¹, Johan Jaquet¹, Andrea Pereira¹; ¹University of Geneva – In two experiments, we tested the moderating role of collective responsibility on the effectiveness of collective apologies following an offense. As predicted, collective apologies reduced the desire to punish a group after an offense, but only when the group was not held responsible for what happened.

A319

STARTERS AND CLOSERS: THE EFFECT OF ARTICLE PLACEMENT ON CITATION FREQUENCY IN SOCIAL/PERSONALITY PSYCHOLOGY JOURNALS Jennifer Cooper¹, Russell J. Webster¹, Donald A. Saucier¹; ¹Kansas State University – We found that journal articles appearing earlier or later in their respective volumes (from 1995-2001 for two established social/personality journals: *Journal of Personality and Social Psychology* and *Personality and Social Psychology Bulletin*) are more frequently cited. Our discussion focuses on possible underlying causes and implications of these findings.

A320

THE COSTS OF WORKING TOGETHER: COORDINATION CONCERNS INFLUENCE JUDGMENTS OF DISTANCE Benjamin R. Meagher¹, Kerry L. Marsh¹; ¹University of Connecticut – Whether perceptions of space are influenced by social interaction was tested by having participants judge distance to a location, carrying a heavy object either alone or with a confederate. Surprisingly, though carrying jointly requires less physical effort, on certain carrying tasks distances were judged to be farther when expecting help.

A321

EYE ON THE PRIZE: SUBJECTIVE REWARD PREDICTS INITIAL DOMINANCE IN BINOCULAR RIVALRY Yael Granot¹, Emily Balcetis¹, David Dunning²; ¹New York University, ²Cornell University – We test influences of subjective value on visual perception during binocular rivalry. Images associated with reward are more likely to achieve initial perceptual dominance than images associated with cost, but only when reward benefits the self. We suggest a mechanism of facilitation as well as discuss implications for downstream consequences.

A322

MORALITY BY NUMBERS Dorian Bloom¹; ¹Ohio University – This study examined the malleability of core values. Specifically, whether providing information about the majority view on questions of moral action will alter opinion. Results demonstrate that learning the majority has an opposing viewpoint will necessitate more change in opinion and in perception of one's options.

A323

WHEN TIME FLIES: THE INFLUENCE OF CONSTRUAL LEVEL AND LEVEL OF SITUATIONAL CHANGES ON THE PERCEPTION OF TIME Jochim Hansen¹, Yaacov Trope²; ¹University of Heidelberg, ²New York University – Findings of two experiments indicate that time perception depends on the fit between level of construal of a situation (abstract vs. concrete) and the level on which changes happen (global vs. local): Global changes mainly affected time estimation for abstract construals whereas local changes affected time estimation for concrete construals.

A324

TRAIT MINDFULNESS AND DEPRESSIVE SYMPTOMS: MEDIATING EFFECTS OF EMOTION-FOCUSED COPING Kelly-Lyn Christie¹, Valerie Repta¹, Hymie Anisman¹, Kimberly Matheson¹; ¹Carleton University – Although mindfulness is associated with well-being, it is uncertain whether mindfulness predicts well-being by influencing use of specific coping strategies. In this study, mindfulness inversely predicted emotion-focused coping, and emotion-focused coping mediated the relationship between mindfulness and depressive symptoms. Trait mindfulness might decrease depressive symptoms by suppressing emotional coping responses.

A325

GSC Student Poster Award Finalist - Presenting on board A3.

A326

MENTAL RIGIDITY: IS IT ASSOCIATED WITH POLITICAL CONSERVATISM OR IDEOLOGICAL EXTREMISM? Erin Solomon¹, Laura Van Berkel²; ¹Saint Louis University, ²University of Kansas – The current research tested whether “mental rigidity” is associated with political conservatism or with ideological extremism, a notion debated by researchers (see Greenberg & Jonas, 2003; Jost et al., 2003). Results from two studies suggest that conservatism, but not ideological extremity, is predictive of rigidity.

A327

AN EXPERIMENT EXAMINING THE EFFECT OF POWER MOTIVE ON NEGOTIATION Dong-Won Choi¹; ¹California State University East Bay – Power motive was predicted to increase concern for self-gain, but decrease cooperation and joint gain in negotiations. Results partially supported the predictions: power motive participants aspired to gain more, suggested trade-offs less, and informed about their priorities less than the control participants; there was no difference in joint gain.

A328

FIRST SEE, THEN NOD! THE ROLE OF TEMPORAL CONTIGUITY IN EMBODIED EVALUATIVE CONDITIONING OF SOCIAL ATTITUDES Annemarie M. Wennekers¹, Rob W. Holland¹, Daniel H. J. Wigboldus¹, Ad Van Knippenberg¹; ¹Behavioral Science Institute, Radboud University Nijmegen – We studied the conditions under which evaluative conditioning with head movements can alter social attitudes. The results showed that coupling of head nodding with outgroup names reduced negative implicit associations with this outgroup only when the movement followed the target name, but not when the movement preceded the name.

A329

HUNGER AND BELONGING: EXPERIMENTAL EVIDENCE OF BI-DIRECTIONAL SPREADING ACTIVATION BETWEEN NEEDS WHEN ONE NEED IS THREATENED Natsumi Sawada¹, John E. Lydon¹, Maya Rossignac-Milon¹; ¹McGill University, Montréal, Québec – Evolutionary and developmental theory suggest belonging and physiological needs are interrelated; belonging is essential for physiological need satisfaction. This suggests threats to one need may activate cognitions related to the other. Two experiments supported this hypothesis. Among securely attached participants hunger activated belonging-threat cognitions. Conversely, belonging threat activated hunger cognitions.

A330

GSC POSTER - GREAT EXPECTATIONS: EXAMINING GRADUATE STUDENTS' CVS FOR RESEARCH AND TEACHING QUALIFICATIONS Graduate Student Committee¹, Megan K. Johnson², Lillia Cherkasskiy³; ¹SPSP, ²Baylor University, ³Yale University – Forty randomly selected advanced social/personality psychology graduate students' CVs were collected to examine a variety of research and teaching demographics, including number of journal articles (Mdn=3.0), teaching assistantships (Mdn=3.0), and courses taught as primary instructor (Mdn= 1.0). Other data are reported to provide an overview of the “average” graduate student.

Poster Session B

Friday, January 27, 8:00 – 9:30 am, Sails Pavilion

Motivation/Goals

- B1**
AN EXAMINATION OF HOW GOAL SANCTIFICATION RELATES TO GOAL ACHIEVEMENT AND THE ROLE OF MEANING AS A MEDIATOR Amber Blews¹; ¹Fuller Graduate School of Psychology – Goal setting is a unique aspect of human meaning making (Emmons, 1999). Goal sanctification is the understanding of goals as imbued with sacred qualities, increasing their meaning. This study investigated the relation between goal sanctification and goal achievement. It also examined the role of meaning as a mediator.
- B2**
ARE THE JAPANESE METAPHORS “ONE’S HEAD IS HARD” AND “ONE’S HEAD IS SOFT” EMBODIED? Kunio Ishii¹, Makoto Numazaki¹; ¹Tokyo Metropolitan University – We investigated that Japanese metaphors “one’s head is hard” and “one’s head is soft” are embodied. Japanese participants were instructed to wear either helmets or hoods, and then rated themselves. The result showed that participants in the helmet condition rated their “hardheadedness” higher and their flexibility lower.
- B3**
LOVE ISN’T BLIND, IT’S MOTIVATED! ON THE ROLE OF ACCURACY AND DIRECTIONAL MOTIVATION IN INTERPERSONAL JUDGMENT BIASES. Jocelyn Belanger¹, He Wang¹, Amy Lu¹, David Jeffrey¹, Arie Kruglanski¹; ¹University of Maryland – Recent evidence suggests that the magnitude of judgment biases is a function of one’s activated goal and available cognitive resources to overcome the reality constraints of a given situation (Chen, 2009). The present research shows that judgment biases in early romantic relationships predict individuals’ attraction toward new potential romantic partners.
- B4**
GOAL PROJECTION: THE REAL WORLD! Janet N. Ahn¹, Gabriele Oettingen¹, Peter M. Gollwitzer¹, Patrick E. Shrout¹; ¹New York University – Goal projection is the nonconscious assumption that another shares one’s goals. Goal projection was examined at Penn Station. It was observed those committed to their goal were more likely to project it. Perceived similarity of the target person moderated projective effects. Results imply that goal projection is a ubiquitous phenomenon.
- B5**
BALANCE THEORY AND BACK-STAGE IMPRESSION MANAGEMENT ON THE BEHALF OF OTHERS Jason Weaver¹, Clelia Anna Mannino¹, Marti Hope Gonzales¹; ¹University of Minnesota – We examined the motivations and actions of people who were preparing to introduce two close others who had yet to meet. When participants felt equally close to both targets, they were more likely to endorse Heiderian balance principles. Participants who were motivated by balance concerns used specific impression management strategies.
- B6**
CONSIDERING HOW, INSTEAD OF WHY: THE EFFECT OF CONSTRUAL LEVEL ON COMMITMENT TO PERSONAL STRIVINGS Lindsay C. Morton¹, Jennifer Cole¹, Mark Muraven¹; ¹University at Albany, SUNY – After listing six personal strivings, participants (N = 73) engaged in either an abstract or a concrete construal manipulation. Afterwards, concrete construal participants reported higher commitment to their personal strivings compared to abstract construal participants, suggesting that construal level impacts the urgency and willingness with which individuals work toward their goals.
- B7**
EXTENDING THE HIERARCHICAL MODEL OF MOTIVATION: CONSCIENTIOUSNESS PREDICTS APPROACH, BUT NOT AVOIDANCE ACHIEVEMENT GOALS Katherine S. Corker¹, M. Brent Donnellan¹; ¹Michigan State University – We evaluated whether Conscientiousness can be incorporated into Elliot’s (2006) hierarchical model of motivation. Conscientiousness, achievement goals, and academic performance were assessed longitudinally. Conscientiousness predicted approach but not avoidance goals, and goals partially mediated the Conscientiousness/grades association. The results deepen knowledge on relations between temperamentally-based traits and social-cognitive goals.
- B8**
INTEGRATIVE SUCCEEDERS SEEK PRODUCTIVITY, FEEL LUCKY, AND ARE GRATEFUL; CONVENTIONAL SUCCEEDERS SEEK WEALTH, FEEL SUPERIOR, AND ARE ENTITLED Donnan Canavan¹, Elizabeth Rapport¹, Robin Watts¹; ¹Boston College – Canavan’s (2007) Integrative Success (IS) is defined by intrinsic motivation; desire to contribute and to have good collegial relationships. Conventional Success (CS) is indicated by desire for personal status and financial success. Using questionnaire measures, this study found IS is correlated with a productivity orientation and gratitude for good endowment
- B9**
A FUNCTIONAL ROLE OF FACEBOOK: PSYCHOLOGICAL AND SOCIAL NEEDS Jason D. Ferrell^{1,2}, Brittany M. Riffin², Ashley Montgomery², Alicia Limke²; ¹University of Texas at Austin, ²University of Central Oklahoma – The purpose of this project was to determine motivations to use Facebook. For Study 1, 87 participants’ data provide evidence that psychological and social needs predict concrete, observable Facebook behaviors. For Study 2, 14 participants’ data provide evidence that socially excluded individuals login to Facebook faster than non-socially-excluded individuals.
- B10**
TOWARD MORE AUTHENTIC SELF-REPORTS: A SELF-DETERMINATION THEORY APPROACH Helen Lee Lin¹; ¹University of Houston – Because participants may bias their responses in self-report studies, I tested a method of promoting more authentic responses using self-determination theory. Participants (N=83) received autonomous, controlled, or neutral primes before completing a survey. Autonomy-primed participants reported higher levels of authenticity and anti-fat attitudes compared to participants in the other conditions.
- B11**
THE EFFECTS OF COACHING STYLES ON ATHLETE SELF-EFFICACY, INTRINSIC MOTIVATION AND MOTIVATIONAL CLIMATES Nicholas McNamara¹, James Lambdon², Peary Brug¹, Thomas Dacre¹, Nicholas Cooper^{1,3}; ¹St. Mary – The playing field is an excellent venue to investigate the psychological causes and effects that contribute to successful performance. The current study looked at the effects of coaching styles (democratic/autocratic) on performance and success with regard to athlete’s self-efficacy, intrinsic motivation and motivational climates.

- B12**
STRESS, COLDS, AND MOTIVATION: INTRINSIC MOTIVATION BUFFERS THE EFFECT OF PERCEIVED STRESS ON COLD SYMPTOMS E. Gaelle Hortop¹, Carsten Wrosch¹, Marylène Gagné¹, Tal Aviram¹; ¹Concordia University – A twelve-month longitudinal study of 108 young adults responding to self-report measures showed that increases in perceived stress over 6 months were associated with a higher likelihood of developing cold symptoms after one year. However, intrinsic motivation buffered this adverse effect of perceived stress on participants' cold symptoms.
- B13**
PROMOTING EXERCISE BY REFRAMING ITS RELATIONSHIP TO COMPETING GOALS Daniel S. Baillis¹, Jennifer M. McArthur¹; ¹University of Manitoba – This study examined the potential to promote exercise by reframing its relationship to competing goals, such as spending time with romantic partners. Undergraduates with both goals evaluated reframing or control health-promotion brochures. The reframing brochure, relative to controls, significantly reduced goal conflict and increased physical activity over the following week.
- B14**
THE ROLE OF SUCCESS INDICATORS DURING PRO-SOCIAL AND SELF-ORIENTED MOTIVATION Jordan Livingston¹, Adam C. Savine¹, Todd S. Braver¹; ¹Washington University in St. Louis – We examined whether self-oriented and pro-social motivation differentially influenced goal pursuit. Individuals in the self-oriented condition performed worse when the partner did better and better when the partner did worse. The converse held in the other-oriented condition, suggesting a dissociation regarding the role of feedback during pro-social and self-oriented motivation.
- B15**
BEHAVIORAL PRIMING EFFECTS ARE MODERATED BY MATCHING MOTIVATIONAL ORIENTATIONS: VALUES, GOAL-PRIMING, AND COOPERATIVE BEHAVIOR Mike Prentice¹, Kennon Sheldon¹; ¹University of Missouri - Columbia – We examine the interaction between dispositions and behavioral primes in a resource dilemma. Participants' motivational orientations were measured. In the laboratory, participants completed goal primes and a resource dilemma game that rewarded cooperative fishing. Results support a matching hypothesis for primeability: high intrinsics primed with affiliation were most successful.
- B16**
THE EFFECTS OF CONSTRUAL LEVEL AND PERCEIVED CONTROLLABILITY ON THE NECESSITY JUDGMENTS OF A NEGATIVE EXPERIENCE. Ema Kuwayama¹, Osamu Higuchi¹, Koji Murata¹; ¹Hitotsubashi University – When do people feel the necessity of their own negative experience? This study examined the hypothesis that abstract construal would heighten the necessity of a negative experience only when people believe that they could not have controlled the outcome.
- B17**
GOAL FUSION: WHEN THE GOAL BECOMES YOU. Jessica Curtis¹, Edward Burkley¹, Darshon Anderson¹; ¹Oklahoma State University – The purpose of the following research was to examine the relationship of those who have included a goal in their self-identity (fusion) to indicators of emotions, cognitions, and behavior. Results revealed that greater fusion predicted behavioral response, cognitions, and negative emotions in response to failure.
- B18**
SELF-AFFIRMATION AND MOTIVATION: EVIDENCE THAT AFFIRMING VALUES REDUCES APPROACH-MOTIVATED RESPONDING TO POSITIVE AFFECTIVE STIMULI Adrienne Crowell¹, Brandon J. Schmeichel¹; ¹Texas A&M University – This research tested whether self-affirmation reduces approach motivation. Participants described why (self-affirmation) or how (no affirmation) they pursue their top-ranked value and rated their emotional reactions to positive/neutral pictures. Results revealed that self-affirmed participants rated positive pictures as less arousing than non-affirmed participants. This suggests that self-affirmation reduces approach motivation.
- B19**
SELF-MONITORING MODERATES PRIMING OF SOCIALLY DESIRABLE GOALS Miles Condon¹, Kenneth G. DeMarree¹; ¹Texas Tech – We tested whether goal primes with a socially prescriptive component cause more prime-to-behavior effects for high self-monitors, who are sensitive to social context. Consistent with this prediction, high self-monitors primed with a creativity goal exhibited more creativity and motivation to be creative than low self-monitors.
- B20**
RELAXING STANDARDS IN THE MIDDLE OF GOAL PURSUIT Maferima Toure-Tillery¹, Ayelet Fishbach¹; ¹The University of Chicago Booth School of Business – We demonstrate that people are more likely to relax their ethical, performance and religious standards in the middle of pursuing a goal than at the beginning and at the end, because actions at the beginning/end (vs. middle) are seen as more diagnostic of the pursuer's personal standards, traits and abilities.
- B21**
DIVIDING THE SOCIAL WORLD INTO 'US' AND 'THEM': THE RELATION OF AUTOMATIC COGNITION TO THREAT PERCEPTION AND AGGRESSION Holley S. Hodgins¹; ¹Skidmore College – A new lexical decision task measured the automatic cognitive association of 'us' with positive and 'them' with negative. Three studies demonstrate that the us-them divide is measurable and predicts threat perception and aggression. Results suggest that the automatic us-them divide partly explains threat perception and aggression.
- B22**
SKIRTS & SLACKS, HEELS & FLATS: HOW EXPOSURE TO IMAGES OF WOMEN'S CLOTHING AFFECTS WOMEN'S FUTURE GOALS Kristen Elmore¹, Daphna Oyserman¹, Allison Gollub¹; ¹University of Michigan – Individuals prefer behaviors that feel congruent with their social identities. An experiment using images portraying either professional or social pursuits as gender-congruent found that women seeing professional images listed more education-related expected and feared possible selves. Findings suggest that contextual cues can shift what goals and behaviors feel gender identity-congruent.
- B23**
WHY PEOPLE USE SOCIAL MEDIA: HOW ONLINE SOCIAL IDENTITY AND MOTIVATIONS INFLUENCE THE EXPERIENCE OF BEING CONNECTED Donna Hoffman¹, Thomas Novak¹; ¹University of California, Riverside – People use social media to pursue both social and content goals. We propose that different goals lead to different levels of relatedness, further moderated by motivational orientation and the importance of one's social graphs to self-concept. A large sample study evaluated in a multilevel modeling framework supported our key hypotheses.
- B24**
THE EFFECTS OF RANDOM MISFORTUNES ON SELF-DEVALUATION AND SELF-HANDICAPPING Mitchell J. Callan¹, Aaron C. Kay², Rael J. Dawtry¹; ¹University of Essex, ²Duke University – In Study 1, participants who experienced a bad (vs. good) break devalued their self-worth. In Studies 2a and 2b, participants who experienced or recalled bad (vs. good) breaks self-handicapped more and felt more deserving of failing an IQ test only when they learned mitigating circumstances adversely affect IQ test performance.

B25

(NOT) COUNTING THE COSTS: THE PERCEIVED RATIONALITY OF COSTLY EATING BEHAVIORS Kristen Klein¹, Arie Kruglanski¹; ¹University of Maryland, College Park – We proposed two conditions under which costly means for goal pursuit may be considered rational. To test this hypothesis, we manipulated the magnitude of a weight loss goal and measured participants' perceptions of costly eating disordered behaviors. Results supported our proposed conditions for perceiving costly means as rational.

B26

IT'S IN THE WAY THAT YOU USE IT: COUNTERFACTUAL THINKING PROMOTES BOTH TASK ENGAGEMENT AND DISENGAGEMENT Sean McCrea¹, Maurissa Tyser¹, Emilia Tessa²; ¹University of Wyoming, ²University of Konstanz – We present two studies showing that counterfactuals increase persistence and performance when they concern controllable aspects of a task and suggest prior performance was inadequate. When counterfactual thoughts suggest prior performance was satisfactory or outside of one's control, they may have no effect or even decrease persistence.

B27

Poster withdrawn.

B28

THE RELATIONSHIP BETWEEN REGULATORY FOCUS AND SENSITIVITY OF TIME PERCEPTION Hiroki Takehashi¹, Keiji Takasawa¹, Chika Harada¹, Yousuke Hattori¹; ¹Nagoya university – This study examined whether the sensitivity of time perception toward future event was influenced by regulatory focus. Results indicated that promotion focus decreased the sensitivity when future event was distal, but not proximal. Prevention focus did not influence it. Discussion considered the role for regulatory focus in future planning.

B29

AUTONOMOUS MOTIVATION MODERATES EFFECTS OF SOCIAL COMPARISON ON GOAL PROGRESS. Sook Ning Chua¹, Amy Gorin², Theodore Powers³, Richard Koestner¹; ¹McGill University, ²University of Connecticut, ³University of Massachusetts-Dartmouth – We examined whether autonomous vs. controlled motivation moderated the extent to which a person's goal progress is affected by social comparison in an 18-month weight-loss study. Those who were controlled in motivation made less progress when they engaged in upward comparisons whereas autonomously motivated individuals were unaffected by social comparisons.

B30

THE COLOR RED REDUCES FOOD AND DRINK INTAKE Oliver Genschow¹, Leonie Reutner¹, Michaela Wänke²; ¹University of Basel, ²University of Mannheim – Arguing that the color red functions as a stop cue, we showed that individuals drink less from a red labeled cup than from a blue labeled cup (Study 1), and ate less snack food from a red plate than from a blue or white plate (Study 2).

B31

INTEREST AND PERFORMANCE WHEN LEARNING ONLINE: PROVIDING UTILITY VALUE INFORMATION CAN BE IMPORTANT FOR BOTH NOVICE AND EXPERIENCED STUDENTS Tamra Fraughton¹, Carol Sansone¹, Jonathan Butner¹, Joseph Zachary¹; ¹University of Utah – Adding utility-value to an online HTML lesson increased interest and performance outcomes via higher levels of engagement. Prior HTML experience had an indirect negative effect on outcomes because it was related to decreased engagement overall. This negative effect was offset when utility value was added, because it increased engagement.

B32

CONSTRUAL LEVELS AND MORALLY CONSISTENT BEHAVIOR Jessica Carnevale¹, Karen MacGregor¹, Kentaro Fujita¹; ¹The Ohio State University – It is hypothesized that people have intuitive theories that greater abstraction promotes moral behavior. Participants read about a protagonist who behaved morally/immorally and reported his anticipated level of abstraction. Those told that the protagonist acted morally reported higher levels of abstraction than those told that the protagonist acted immorally.

B33

ASSESSING THE INTERFERING EFFECT OF PERFORMANCE-APPROACH GOALS: WHEN FOCUSING ON OUTCOME DISTRACTS FROM TASK-RELATED PROCESSES Marie Crouzevialle¹, Fabrizio Butera²; ¹University of Lausanne – We present evidence that performance-approach goal induction can harm cognitive performance, by focusing individuals on abstract, performance-related thoughts, to the detriment of concrete, task-related processes. When given the opportunity to plan concrete strategies to succeed, participants do not experience the distractive impact of performance-approach goals.

B34

WHY THE UNCONSCIOUS MAKES MORE MONEY - DISRUPTIVE AND FACILITATIVE EFFECTS OF CONSCIOUS AND UNCONSCIOUS REWARDS ON PERFORMANCE Claire Zedelius¹, Harm Veling¹, Henk Aarts¹; ¹Utrecht University – Whereas previous research has shown that consciously and unconsciously perceived rewards similarly improve performance, the present studies reveal differences between conscious and unconscious rewards. Specifically, we show that conscious rewards can cause distraction and interfere with performance. However, conscious reward processing helps to allocate resources strategically when facing unattainable rewards.

B35

SELF-CONCORDANCE, INTENTIONAL MINDSETS AND WELL-BEING: A CROSS CULTURAL STUDY Sara de Rivas¹, Raquel Rodríguez-Carvajal¹, Dirk van Dierendonck², Bernardo Moreno-Jiménez¹; ¹Universidad Autonoma de Madrid, ²Erasmus Universiteit Rotterdam – Present research has studied the relationship between self-concordance and well-being through the intentional-mindset need-for-emotional-control and the construct of sense-of-coherence in the Netherlands and Spain. Results showed the need for emotional control combined with sense of coherence as an influential factor in the relation between self-concordance and well-being in the Netherlands.

B36

ENGAGEMENT WHEN LEARNING ONLINE: INFORMATION ABOUT UTILITY VALUE CAN AID STUDENTS WITH LEARNING GOALS Robert Kent¹, Tamra Fraughton¹, Sungchoon Sinclair¹, Carol Sansone¹; ¹University of Utah – Research suggests adding utility information to an online HTML lesson increases engagement, leading to greater interest and mastery. The current study suggests utility-value information benefits students with learning goals. In absence of utility-value information, students with stated learning goals engaged less than those without such goals.

B37

PUNISHING THE OTHER TO CLEANSE THE SELF: EVIDENCE FOR A MORAL CLEANSING ACCOUNT OF SCAPEGOATING Zachary Rothschild¹, Mark Landau¹, Lucas Keefer¹, Daniel Sullivan¹; ¹University of Kansas – We hypothesized that individuals are motivated to project their immorality onto others who are punished to wash away feelings of guilt. Study 1 showed that this effect was eliminated by physical cleansing, while Study 2 showed that the punishment of another transgressor successfully alleviated guilt-induced feelings of physical contamination.

- B38**
GOAL IMPACT: A DOMAIN GENERAL DECISION PREDICTION TOOL Jennifer Talevich¹, Stephen J. Read¹, David A. Walsh¹; ¹University of Southern California – We provide a general measure that can be used in any domain of real-life human decision-making. We examine the judged impact of a decision on important life goals (Goal Impact) for health, voluntary job turnover, and close relationship decisions and account for up to 40% of the variance.
- B39**
LACKING CONTROL INCREASES BELIEF IN PRECOGNITION, AND BELIEF IN PRECOGNITION INCREASES PERCEIVED CONTROL Katharine Greenaway¹, Winnifred Louis¹, Matthew Hornsey¹; ¹The University of Queensland – We found that people who feel low in control are more likely to believe in psychic abilities than people who feel high in control. Although seemingly irrational, belief in precognition serves a functional purpose of helping us to feel in control in uncontrollable situations.
- B40**
WORK, LOVE, AND MOBILITY MINDSET: HOW IMAGINING A FUTURE OF FREQUENT RESIDENTIAL MOVES IMPACTS PERCEPTIONS OF CAREER AND RELATIONSHIP GOALS Casey Eggleston¹, Shigehiro Oishi²; ¹UVA, ²University of Virginia – To examine the effect of thinking about residential mobility on goals, we asked participants to imagine either moving frequently or living in one place for 10 years. Participants who envisioned moving frequently expressed more anxiety about relationships, suggesting that residential mobility impacts social outcomes in part by altering interpersonal perceptions.
- B41**
CONCERN FOR OTHERS AND CONCERN FOR THE SELF MEDIATE THE RELATIONSHIP BETWEEN INTENT AND RECIPROCAL ACTION Christy Zhou¹, Kimberly A. Wade-Benzoni¹; ¹Duke University – In a laboratory study, we show that a reciprocal action is modeled after the intent of the trigger action, regardless of the actual outcome of the action. We find that this relationship is mediated by both a concern for the self and a concern for others.
- B42**
NEURAL UNDERPINNINGS OF IMPLICIT VERSUS EXPLICIT MOTIVES USING THE EXAMPLE OF ACHIEVEMENT Markus Quirin¹, Alexander Loktyushin², Ekkehard Küstermann³, Daniel Strüber⁴, Julius Kuhl¹; ¹University of Osnabrueck, ²Max-Planck Institute for Biological Cybernetics Tübingen, ³University of Bremen, ⁴University of Oldenburg – Implicit motives involve pictorial and emotional goal representations and mediate spontaneous, effortless behavior, whereas explicit motives involve propositional goal representations and mediate deliberate, effortful behavior. Our fMRI study on achievement motives supports this model and suggests that explicit motives require cognitive self-control to overcome potential lacks of intrinsic motivation.
- B43**
SOCIAL NETWORKS, SOCIAL SUPPORT, AND GOAL PURSUIT: TESTING DYNAMIC NETWORK THEORY James Westaby¹; ¹Columbia University, Teachers College – This study tested dynamic network theory's proposition that behavior can be directly and indirectly explained by a finite set of social network roles, such as goal striver and system supporter roles. Results provided support for the theory over and above that explained by social network and social support conceptualizations alone.
- B44**
INDIVIDUALS WITH HIGH AVOIDANCE MOTIVATION ARE FATIGUED WITH NETWORK HETEROGENEITY, BUT THOSE WITH HIGH APPROACH MOTIVATION ARE SATISFIED Toshihiko Soma¹; ¹Hiroshima University – What changes in personal networks do the network holders prefer? I conducted a panel survey of 109 students 2 months after they entered. Results showed that the homogeneity/heterogeneity of one's personal network moderated the association between social motivation (approach/avoidance) and the perceived quality of the network.
- B45**
BELONGING, GOAL ORIENTATION, AND RETAINING MINORITY SCIENTISTS Anna Woodcock¹, Paul Hernandez², Mica Estrada³, Maria Aguilair³, Priscilla Fernandez³, P. Wesley Schultz³; ¹Purdue University, ²University of Connecticut, ³California State University, San Marcos – Using two years of data, we compare the outcomes of minority science students enrolled in two large intervention programs with a matched control group. Program students report greater intention to pursue a science research career $t(101)=4.74, p < .001$, and greater feelings of belonging in the scientific community $t(103)=3.40, p < .001$.
- B46**
WHY (AND HOW) PEOPLE AIR THEIR DIRTY LAUNDRY: THE EFFECT OF GOALS ON DISCLOSURE LETTERS Abigail Riemer¹, Ericka Grawey², Kaitlin Spanjar¹, Rachel Kallen³, Stephenie Chaudoir Ph.D.¹; ¹Bradley University, ²Banard College, Columbia University, ³University of Cincinnati – We examined the effect of approach vs. avoidance disclosure goals on the breadth, depth, and duration of mock disclosure letters. Participants with approach goals wrote letters with more depth than participants with avoidance goals when describing a negative personal secret, but there were no differences in breadth or duration.
- B47**
ATTRIBUTIONAL STYLE, SELF-WORTH, ACADEMIC SATISFACTION, AND SOCIAL SUPPORT AS PREDICTORS OF GENERAL SELF-EFFICACY IN CAMPUS AND ONLINE STUDENTS Tammy Lowery Zacchilli¹, Stephen Madonna¹, Kritti Batra¹; ¹Saint Leo University – The current study examined predictors of self-efficacy for online and campus students. Online students showed greater self-efficacy and self-worth than campus students. Self-worth was the only significant predictor of efficacy for both types of students. Online students and campus students did not differ in GPA, academic satisfaction, or attributional style.
- B48**
OPENING MINDS BY SUPPORTING NEEDS: SUPPORTING INTRINSIC MOTIVATION FACILITATES MINDFUL AWARENESS AMONG STUDENTS AND ENHANCES TEST PERFORMANCE Ruth Yeh¹, Stephen Trapp, MEd², Robert J. Goodman, MA², Jody Davis, PhD²; ¹University of Illinois at Urbana-Champaign, ²Virginia Commonwealth University – The present research explored whether perceived support for autonomy and competence would facilitate state mindfulness among students. Results showed a direct positive effect of support for intrinsic motivation on exam scores and this support fostered higher states of mindfulness before the exam, which alleviated test anxiety and increased test performance.
- B49**
NARRATIVES OF RECOVERY, GAIN, AND GROWTH IN RELATION TO WELL-BEING Jack J. Bauer¹, Laura E. Graham¹; ¹University of Dayton – Three goal types were identified in narratives of personal growth projects. Recovery goals predicted lower well-being. Gain goals predicted higher well-being, but not when considering either goal progress or attainment expectation. Eudaimonic-growth goals predicted higher well-being, especially when attainment was expected (progress played no role).

B50

MOVING ON AFTER A BLOCK IN THE ROAD: WELL-BEING AS A RESOURCE FOR THE CAPACITY TO REENGAGE IN NEW GOALS Tal Aviram¹, Claudia M. Haase², Carsten Wrosch¹, Rainer K. Silbereisen³, Jutta Heckhausen⁴; ¹Concordia University, ²University of California, Berkeley, USA, ³University of Jena, Germany, ⁴University of California, Irvine, USA – This paper showed that well-being, but not ill-being, was able to predict goal reengagement capacities in new goals when previous goals have become unattainable. Furthermore, Study 2 showed that increases in self-concordance of goals mediated most of these longitudinal effects. This effect was not found for goal disengagement capacities.

B51

THE DIFFERENTIAL ROLE OF HARMONIOUS AND OBSESSIVE PASSION AND PATHOLOGICAL ENGAGEMENT IN THE QUALITY OF MOTIVATIONAL INVOLVEMENT TOWARD VIDEO GAMES Jeremie Verner-Filion¹, Marc-Andre Lafreniere¹, Robert J. Vallerand¹; ¹Universite du Quebec a Montreal – The present study aimed to differentiate the quality of motivation prompted by HP, OP, and pathological engagement (PE). Results revealed that HP, OP, and PE were associated with more autonomous motivation, that OP and PE were positively related to controlled motivation, and that PE was positively associated with amotivation.

B52

PARENTAL CONDITIONAL REGARD, RELATIVE EXTRINSIC VALUE ORIENTATION, AND SUBJECTIVE WELL-BEING: TESTING A MEDIATIONAL MODEL BASED ON SELF-DETERMINATION THEORY Kaitlyn Werner¹, Christopher P. Niemiec¹; ¹University of Rochester – Based on self-determination theory and using a bootstrap approach, we found that a relative extrinsic value orientation partially mediated the relation of both parental conditional positive regard (95% BCa CI: -.0988, -.0166) and parental conditional negative regard (95% BCa CI: -.0962, -.0154) to subjective well-being in an undergraduate sample.

B53

SELF-DETERMINATION: A BUFFER AGAINST SUICIDAL IDEATION Julien S. Bureau¹, Geneviève A. Mageau¹, Robert J. Vallerand²; ¹Université de Montréal, ²Université du Québec à Montréal – This study examines self-determination as a protective factor against the impact of negative life events on suicidal ideation. It was postulated that non self-determined individuals became more hopeless and had more suicidal ideation following negative life events than highly self-determined individuals. Results with high school students supported the hypotheses.

B54

PSYCHOLOGICAL CONNECTEDNESS GUIDES PREFERENCES Henry Montgomery¹, Per Hedberg², William Montgomery¹; ¹Stockholm University, ²Stockholm School of Economics – People want to be themselves (e.g., unhappy philosopher rather than happy pig, after John Stuart Mill). Psychological connectedness to one's future self (in terms of values, beliefs, and goals) is found to critically influence preferences for hypothetical future events in participants' lives.

B55

USING A MOTIVATIONAL FRAMEWORK TO UNDERSTAND ENGAGEMENT Katie Manley¹, Becca Franks², E. Tory Higgins²; ¹Rutgers Business School, ²Columbia University – Our goal is to understand how effectiveness (Higgins, in press) relates to engagement. Our results suggest that effectiveness is associated with frequency of engaging experiences and the language used to describe those experiences. The effectiveness framework may provide insight into the frequency and types of experiences we find engaging.

B56

GOAL CONFLICT AND CHANGES IN PSYCHOLOGICAL DISTRESS Michael Boudreaux¹, Daniel Ozer¹; ¹University of California, Riverside – This study evaluates the goals young adults report as conflicting and whether conflict predicts change in psychological distress. Participants' academic goals conflicted with affect control (e.g., reduce stress), social (e.g., go to a concert), and health/fitness goals (e.g., exercise at the gym). Conflict predicted increases in depression, anxiety, and somatization.

Self/Identity

B57

IS THE SELF A STATE? STATE-DEPENDENT MEMORY WITH ACTIVE SELF-ASPECTS. Amy M. Garczynski¹, Christina M. Brown¹; ¹Saint Louis University – Research on the self has identified that people have multiple self-aspects that can vary in accessibility. We tested whether these self-aspects operate as internal states. Supporting our prediction, we found that state-dependent memory occurred for participants' active self-aspects.

GSC Student Poster Award Finalist - Also presenting on board A27.

B58

WHY PLAY DUMB OR ACT MEAN? USING COMPENSATION BETWEEN WARMTH AND COMPETENCE TO MANAGE IMPRESSIONS Deborah Holoien¹, Susan Fiske¹; ¹Princeton University – Do self-presenters understand that playing dumb can enhance perceived warmth and that acting mean can enhance perceived competence? Three studies demonstrate compensation between warmth and competence in impression management: people downplay their competence when they want to appear warm and downplay their warmth when they want to appear competent.

B59

SELF-AFFIRMATION IMPROVES PERFORMANCE ON A VERBAL CREATIVITY TASK Janine Dutcher¹, J. David Creswell², Peter R. Harris³, William M. P. Klein⁴; ¹University of California, Los Angeles, ²Carnegie Mellon University, ³University of Sheffield, ⁴National Cancer Institute – We tested whether self-affirmation improves creativity in college students using the Remote Associates Task in an evaluative context. Results demonstrated that self-affirmation improves creativity performance, particularly for those high in perceived stress, suggesting a potential mechanism for improving performance through self-affirmation.

B60

THE EFFECTS OF PRIMING WOMEN'S REPRODUCTIVE FUNCTIONING ON SELF-OBJECTIFICATION Kasey Lynn Morris¹, Jamie L. Goldenberg¹, Nathan A. Heflick¹; ¹University of South Florida – Integrating terror management and objectification theory, the study found that under mortality salience, women scored higher on a measure of self-objectification after viewing a photograph of a pregnant woman compared to the same woman prior to pregnancy. These findings provide a direct link between mortality concerns, female creatureliness, and self-objectification.

B61

PERCEPTIONS OF PRIVACY AND POWER ON FACEBOOK Rachel Verni¹; ¹The Graduate Center of the City University of New York – The popularity of Facebook triggers questions around identity construction and social connectivity. Employing an online focus group and interviews, this research fills in existing gaps regarding online privacy and illuminates the complex phenomena occurring online, ultimately unearthing nuanced conceptions of privacy and power that invite novel interpretations of virtual engagement.

B62

THE CONSEQUENCES OF SOCIAL COMPARISON ON IDENTITY DEVELOPMENT Renee Clarke¹, Jamie Barden¹; ¹Howard University – This research explores the impact of social comparison (Festinger, 1954) on cognitive construals (Higgins, 1987; Lee et al., 2000) and short-term racial and academic identity seeking behaviors. ANOVA analyses revealed support for the impact of social comparison on racial identity developing behaviors.

B63

ADOLESCENT RELIGIOUSNESS AND RISK BEHAVIOR Wendi Miller¹, James Shepperd¹; ¹University of Florida – We tested a theoretical model that proposes upstream and downstream features of religiousness that are responsible for lower rates of risk behavior among religious adolescents. Ninth-graders (N=1428) completed an online questionnaire that measured religiousness, upstream and downstream features of religiousness, and risk behavior. Analyses generally supported the model.

B64

BEWARE OF COMPARING: PEOPLE DISLIKE SELF-SUPERIORITY CLAIMS BECAUSE THESE SUGGEST UNFAVORABLE VIEWS OF OTHERS. Vera Hoorens¹, Carolien Van Damme¹, Liesbeth Segers¹; ¹Katholieke Universiteit Leuven – The hubris hypothesis states that people dislike explicit self-superiority claims because these imply an unfavorable view of others and not because they imply an overly favorable self-view. Supporting this hypothesis, self-other comparisons stressing the inferiority of others provoke even stronger disapproval than self-superiority claims stressing the superiority of the self.

B65

STABILIZATION OF THE SELF-CONCEPT AND ACCEPTANCE OF DIFFERENCE IN AN UNDERGRADUATE POPULATION Scott Beymer¹, Wendi Gardner², Erica Slotter³; ¹University at Buffalo, ²Northwestern University, ³Villanova University – This study investigated the impact of stabilizing the self-concept on openness to similar and dissimilar others by having participants rate profiles. Those without stabilized self-concepts were more likely to befriend similar others; those with stabilized self-concepts were not. Correlations between similarity and befriending were stronger for those with destabilized self-concepts.

B66

DYNAMICS OF IDENTITY: EXAMINING RACIAL IDENTITY AT THE LEVEL OF THE SITUATION Felecia Webb¹, Kahlil Ford², Tiffany Yip³, Hoa Nguyen¹, Robert Sellers¹; ¹University of Michigan, ²New York University, ³Fordham University – This study examines whether racial identity interacts with characteristics of the situation to predict racial salience and mood outcomes. Results provide evidence of stable and dynamic aspects of racial identity and a richer representation of how African Americans' beliefs regarding the significance and meaning of race impact their everyday lives.

B67

DIALECTICAL THINKING, TRUE SELF KNOWLEDGE, AND MEANING IN LIFE Kelly Hirsch¹, Rebecca Schlegel¹; ¹Texas A&M University – True self knowledge is associated with positive outcomes; however, its universal importance is unclear. Two correlational studies were conducted to examine the relationship between dialectical thinking and perceived value of true self-knowledge. Results showed that dialectical thinkers believe that true self knowledge is important, but possess less of this knowledge.

B68

AGE INCREASES MORAL IDENTITY INTEGRATION AND DIFFERENTIALLY PREDICTS THE INFLUENCE OF POSITIVE AND POOR ROLE MODELS Jonathan Graves¹, Brenda McDaniel¹, Alex Elliott², Jaime Arreola¹, Tammy Sonnentag¹; ¹Kansas State University, ²Pittsburg State University – Bandura's Social Learning/Social Cognition Theory and Kelly's Personal Constructs Theory (1955) were utilized to test Damon's Theory of Moral Integration (1984). Two studies supported Damon's conceptualization that moral integration develops across time. Findings further revealed the differential impact of positive and poor role models.

B69

DOMAIN-SPECIFIC IDENTITY THREATS: EXAMINING ENVIRONMENTAL IDENTITY Kathryn Van Tyne¹, Kimberly Rios Morrison¹; ¹University of Chicago – How do individuals respond to threats to their environmental identity? Two studies examine how environmental identity affects behavioral intentions and actual participation in environmental behaviors when this identity is threatened. The results suggest that experiencing identity threat motivates identity congruent behaviors among those with strong environmental identities.

B70

ACTIVATING THE INTEGRATED-SELF OR THE SYMBOLIC-SELF AS A FUNCTION OF DEATH AWARENESS. Laura Blackie¹, Philip J. Cozzolino¹; ¹University of Essex – Four studies demonstrate that processing death via a specific and individuated manipulation (death reflection) led to differences in participant's motivation, values, and prosocial intentions, compared to processing death via an abstract manipulation (mortality salience). Additionally, the observed differences were not simply due to methodological differences between the two mortality manipulations.

B71

VALUES AFFIRMATION BOOSTS SELF-ESTEEM BY INCREASING COMPASSIONATE GOALS Courtney K. Shade¹, Jennifer Crocker¹; ¹Ohio State University – An experiment found that values affirmation lead to an increase in self esteem and compassionate goals. Meditation analyses revealed that compassionate goals completely account for the effect of values affirmation on self-esteem, suggesting that compassionate goals are a potential mechanism for other effects of values affirmation.

B72

THE MODERATING ROLE OF AUTONOMOUS BELIEF ON DEROGATION OF THOSE WITH OPPOSING VIEWS Jacqueline M. Anson¹, Edward L. Deci¹; ¹University of Rochester – Self-determination theory posits that behavior is more effectively regulated by autonomous rather than controlled motivation. This study provides evidence that embracing one's own personal views for autonomous, rather than controlled reasons moderates levels of defensiveness toward and derogation of those who challenge one's views.

B73

EXCESSIVE IMAGE CONCERN AND WILLINGNESS TO INCUR PERSONAL COSTS IN THE PERCEPTIONS OF VANITY Richard H. Smith¹, J. Matthew Webster¹, D. Ryan Schurtz², Samantha Robichaud¹, Charles Hoogland¹, Rosanna K. Smith¹; ¹University of Kentucky, ²Stevenson University – Vanity has been traditionally defined as excessive concern over appearance or achievements, but it may have other distinctive features, such as a willingness to incur personal costs due to this concern. Based on participants' reactions to vignettes, both factors increased perceptions of vanity and differentiated vanity from general self-presentational motives.

B74

UNCERTAINTY AND THE DESIRABLE AND UNDESIRABLE SELF Jean Guerretaz¹, Robert M. Arkin¹; ¹The Ohio State University – The difficulty of elaborating extensively on important self-attributes may create feelings of uncertainty about the self. When the uncertainty is associated with

one's desirable self-images, the person suffers a loss in self-esteem. However, when the uncertainty can be associated with one's undesirable self-images, the person experiences a gain in self-esteem.

B75

COMMUNAL NARCISSISM Jochen E. Gebauer¹, Constantine Sedikides², Bas Verplanken³, Gregory R. Maio⁴; ¹Humboldt-Universität zu Berlin, ²University of Southampton, ³University of Bath, ⁴Cardiff University – A two-dimensional model of subclinical narcissism distinguishes between agentic narcissists (individuals satisfying self-needs of grandiosity, esteem, entitlement, and power in agentic domains), and communal narcissists (individuals satisfying these self-needs in communal domains). Four studies supported the model.

B76

WHEN WORLDS COLLIDE: SWITCHING BETWEEN TWO DISTINCT IDENTITIES INCURS SELF-REGULATORY RESOURCE COSTS Priya

Kamat¹, Wendi L. Gardner¹; ¹Northwestern University – In two experiments, participants who switched between two distinct identities performed worse on subsequent tasks that required self-regulatory resources, compared to participants who activated a single identity. Degree of identity development moderated the effect: switching only hindered performance when the identities were both fully formed.

B77

MODES OF SELF-DIRECTED ATTENTION: DYNAMIC MODEL OF SELF-CONCEPT FORMATION AND EXPRESSION Urszula

Strawinska^{1,3,4}, Andrzej Nowak^{2,4}; ¹Queens College, CUNY, ²Warsaw University, Poland, ³Warsaw School of Social Sciences and Humanities, ⁴Florida Atlantic University – 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 they are like despite the abundance and constant influx of self-relevant, often contradictory, information.

B78

SELF-CONCEPT ORGANIZATION IN RESPONSE TO THREAT AND SELF-AFFIRMATION Christopher Grundy¹, Carolin Showers¹; ¹University of

Oklahoma – This study examined evaluative self-organization in response to self-threat and self-affirmation. Following a mortality salience or self-affirmation manipulation, participants completed a self-descriptive card sorting task (measure of self-concept organization; Showers, 2000). As predicted, exposure to threat increased compartmentalization of the self relative to self-affirmation.

B79

SUPERMAN, MOTHER TERESA & MOM: WHAT PSYCHOSOCIAL FUNCTIONS ARE PROVIDED BY OUR HEROES? Elaine L. Kinsella¹,

Timothy D. Ritchie¹, Eric R. Igou¹; ¹University of Limerick – A series of studies systematically investigated lay conceptions of the psychosocial functions that heroes provide (instill hope, increase morality salience). Distinct functions provided by heroes, role models and leaders will be discussed. These findings provide an empirical base for future experimental research examining the influence of heroes on psychological well-being.

B80

A DEFENSIVE RESPONSE TO NEGATIVE SELF-BELIEFS PREDICTS UNETHICAL BEHAVIOR Jenna Thomas¹, Carolin Showers¹; ¹University of

Oklahoma – Explores the relationship between defensiveness and ethical behavior. Participants completed a self-descriptive card sorting task and von Hippel et al.'s (2005) mental math task. Results showed that defensiveness, defined by a compartmentalized self-concept, was associated with more instances of cheating on the math task if cheating could be rationalized.

B81

DOES SELF-COMPLEXITY PREDICT DISHONEST BEHAVIOR VIA COGNITIVE DISSONANCE? William H. Heath¹, Karen Z. Naufel¹; ¹Georgia

Southern University – The present study investigated self-complexity's role in predicting dishonest behavior. Participants completed a completed a cognitive dissonance-rousing task where they must choose between providing honest answers or maximizing profit. Results indicated that high self-complexity predicted greater dishonest behavior, but a disruption of cognitive dissonance could not account for this relationship.

B82

INTER-IDENTITY CONFLICT IN DECISION-MAKING Mark Kurai¹, Cynthia

Pickett¹; ¹University of California, Davis – Inter-identity decisional conflict occurs when decisions have conflicting implications for a person's social identities. In this study, participants' identities were made salient prior to making an important decision and conflict was assessed. Inter-identity conflict was associated with greater decisional regret and dissatisfaction and this relationship was mediated by decision difficulty.

B83

TOO MUCH OF A GOOD THING: HOW PLETHORA OF CHOICES DISRUPTS FEELING OF SELF-AGENCY. Masanori Oikawa¹, Haruka Oikawa¹;

¹Doshisha University – The present study examined a perceptual fluency account of self-agency experience. That is, fluency of a mental operation is an important source of self-agency experience, and thus having too many choices disrupts the sense of free choice. Consistent with our hypothesis, people reported less agency as number of options increased.

B84

THE MOTIVATED SELF: SELF-AFFIRMATION AND THE BETTER-THAN-AVERAGE EFFECT Corey L Guenther¹, Elizabeth A Timberlake¹; ¹Creighton

University – Two studies investigate the extent to which self-enhancement influences comparative bias by exploring whether self-affirmation attenuates above-average effects. Consistent with a motivational account, the magnitude of these effects was reduced among affirmed participants, who evidenced a reduction in the positivity of self-ratings. Implications and avenues for future research are discussed.

B85

WHAT YOU THINK YOU KNOW ABOUT YOURSELF: PERCEIVED TRUE SELF-KNOWLEDGE AND ITS IMPLICATIONS FOR DECISION SATISFACTION Christina M. Smith¹, Rebecca J. Schlegel¹, Joshua A. Hicks¹; ¹Texas A&M –

Two studies were conducted to test the role of perceived true self-knowledge in decision satisfaction. In both studies, true self-knowledge (but not actual or ideal self-knowledge) predicted greater satisfaction with recent life decisions. These results suggest the importance of feeling like you know who you are in making important decisions.

B86

PARTY IDENTITY: ASYMMETRIC PERCEPTION, MOTIVATION, AND FUSION Alexander Theodoridis¹; ¹University of California, Berkeley – An

experimental manipulation is used to assess group-based bias and motivation by partisans when processing information related to allegations of campaign wrongdoing. A new measure of party identity and an "individuation" manipulation explore the relationship between such asymmetries and the association between the personal and collective self-concepts.

B87

PROJECTING THE SELF INTO THE FUTURE: THE EFFECT OF SELF-CONSTRUAL VALENCE ON TEMPORAL CHANGES IN PREDICTION Elena

Stephan¹, Constantine Sedikides², Daniel Heller³; ¹Bar-Ilan University, Israel, ²University of Southampton, United Kingdom, ³Tel Aviv University, Israel – We examined how self-construal valence influences temporal changes in prediction about the future self (in terms of positivity, abstractness, meaningfulness and confidence). Based on Construal Level Theory, we

hypothesized and found that valence associated with higher-level self-construal (demonstrated to be predominantly positive) exerts greater influence on temporally distant predictions.

B88

TWO MINDS IN ONE SOUL: THE INTERACTION EFFECT OF IDENTITY INTEGRATION AND IDENTITY PRIMES ON FEMALE BUSINESSPERSON'S NEGOTIATION Chi-Ying Cheng¹; ¹Singapore Management University – Drawing on identity integration research and psychological reactance theory, it has been postulated that female businesspersons' negotiation performance are moderated by their degree of Female-Business Identity Integration (F-BII). This study investigated and found interactive effect of F-BII and identity prime (female prime vs. business prime) on female businesspersons' negotiation performance.

B89

CROSSING THE DIGITAL DIVIDE: INTERNET IDENTITY NEGOTIATION FOR ADOLESCENT QUEER WOMEN OF COLOR Jennifer Rubin¹; ¹San Francisco State University – This study explores Internet negotiation of sexual orientation and race for queer women of color ages 16-19. Findings reveal that online content is essential in shaping social identity. However, participation is dependent upon openness with sexual orientation, adult surveillance, and overlap between offline and online interactions through social networking sites.

B90

NEUROTICISM AND SELF-DISCREPANCY: EXAMINING STRUCTURAL AND SUBJECTIVE ASPECTS OF THE RELATIONSHIP Jody Sell¹, Leandre Fabrigar¹, Louise Wasylkiw², Elizabeth Deciano¹; ¹Queen's University, ²Mount Allison University – The relationships between neuroticism and both magnitude and frequency of monitoring of self-discrepancies were examined. Using both correlational and experimental approaches, results suggested that increased neuroticism was associated with greater subjective perceptions of self-discrepancies, and more self-reported thinking about these discrepancies.

B91

A TIME TO BE YOURSELF: AUTHENTICITY, PERCEPTIONS OF LIMITED TIME, AND WELL-BEING William E. Davis¹, Joshua A. Hicks¹, Rebecca J. Schlegel¹; ¹Texas A&M University – Three studies examined the relationship between authenticity, time perspective, and well-being. Experimental, longitudinal, and cross-sectional evidence was found in adult and college samples for the importance of authenticity when time is limited. When time was perceived as limited, inauthentic individuals reported decreased hope, self-esteem, and increased depression.

B92

SELF-COMPASSION AND WELL-BEING IN THE ELDERLY Ashley Allen¹, Mark Leary²; ¹University of North Florida, ²Duke University – Self-compassion predicts well-being and protects against unpleasant emotional and cognitive reactions to negative life events. Two studies examined self-compassion's impact on thoughts and behaviors in participants over the age of 65. Results showed that self-compassionate participants generated more self-compassionate thoughts, reported higher well-being, and engaged in more health promotion activities.

B93

PARENTAL AUTONOMY SUPPORT AND IMPLICIT-EXPLICIT IDENTITY DISCREPANCY Cody DeHaan¹, Edward Deci¹, Richard Ryan¹; ¹University of Rochester – This study assessed the impact of parental autonomy support on discrepancy between implicit and explicit religious, sexual and career identities. High parental autonomy support related to greater discrepancy for religion (but not the others), opposite of expectations from previous work. Possible implications for dynamic self-identities are explored.

B94

"THIN SLICE NARRATIVE" PREDICTS SUBJECTIVE WELL-BEING LONGITUDINALLY: THE POTENCY OF BEING ABLE TO REDEEM ONE'S LOWEST POINT Keith Cox¹, Kathrin Hanek², Dan P. Mcadams¹; ¹Northwestern University, ²University of Michigan – The low point in the life story of participants was examined for redemption, movement from negative to positive. A substantive linkage between subjective well-being and redemption was found, both cross-sectionally and longitudinally (three months and one year later) in multiple samples. The linkage remained after accounting for relevant personality traits.

B95

THE MENTAL-HEALTH PROMOTING EFFECT OF SELF-ENHANCEMENT: A LONGITUDINAL ANALYSIS AMONG MULTIPLE SCLEROSIS PATIENTS Erin M. O'Mara¹, Lowell Gaertner²; ¹University of Dayton, ²University of Tennessee – We prospectively examined the association between self-enhancement and psychological well-being among Multiple Sclerosis patients (N = 44, age 19-75 years, Mean = 45 years). Participants completed measures of self-enhancement and psychological well-being four times across 90 days. Although unassociated cross-sectionally, self-enhancement increased subsequent psychological well-being (controlling prior well-being).

B96

COPING WITH UNEMPLOYMENT STRESSORS: QUIET EGO CHARACTERISTICS AND POST-TRAUMATIC GROWTH Heidi Arlene Wayment¹, Ann H. Huffman¹, Steven Funk¹, Michael Brower¹, Aikee Mayon¹, Christine Villasenor¹; ¹Northern Arizona University – In a sample of 262 economically distressed adults from a large Southwestern city, we found that for the unemployed only, quiet ego characteristics were associated with post-traumatic growth and positive job seeking behavior, compared to under-employed or employed participants. Discussion focuses on the importance of self-views on coping with stress.

B97

EXPLORING NOSTALGIA'S GROWTH FUNCTION: EVIDENCE THAT NOSTALGIA INCREASES THE PAST SELF'S PERCEIVED AUTHENTICITY Mark Landau¹, Matt Baldwin¹; ¹University of Kansas – On the basis of broaden-and-build theory, we explored nostalgia's growth-promoting psychological function. We found that writing about a personally significant song (versus a non-significant song) from the past bolstered participants' perceptions that their past self was authentic; furthermore, this effect was mediated by growth-oriented positive emotions, but not non-growth-oriented emotions.

B98

DIMINISHING THE PERCEIVED IMPORTANCE OF THE SELF: AN ALTERNATIVE ROUTE TO SELF-PROTECTION Nobuko Mizoguchi¹, Keith D. Markman²; ¹Ohio University – It is proposed that diminishing the perceived self-importance buffers responses to negative events. To the extent the self is perceived to be important, negative events should be more threatening. In two studies, perceived self-importance was manipulated and stress responses were assessed. As predicted, diminishing the perceived self-importance ameliorated stress responses.

B99

DISCRETIONARY SPENDING UNDER FINANCIAL CONSTRAINTS - THE ROLE OF SELF-CONCEPT CLARITY AND PERCEIVED STRESS Gulen Sarial-Abi¹, Zeynep Gürhan-Canli², Tarcan Kumkale³, Yeosun Yoon⁴; ¹Koc University, ²Koc University, ³Koc University, ⁴KAIST Graduate School of Management – Elaboration on potential outcomes (EPO) and long duration of financial constraints increase stress perceived by high self-concept clarity (SCC) individuals. High SCC individuals spend less under financial constraints because they adopt active coping strategies under stress. Low SCC individuals adopt passive coping strategies and have higher discretionary spending tendency.

Self-Regulation

B100

DON'T GET CAUGHT UP IN OTHER PEOPLE'S ANGER: THE IMPACT OF VICARIOUS EMOTION ON SELF-CONTROL A. Hahm¹, W. C. Pedersen¹, T. F. Denson², C. Caldera¹, S. Fuentes¹, W. Herrera¹, J. Lopez¹, J. Nieva¹, M. Romero¹, C. Shibata¹, T. Stribling¹, E. Vaughn¹; ¹California State University, Long Beach, ²University of New South Wales – The experience of vicarious emotion on subsequent self-control resources was investigated. Participants watched a clip depicting either anger restraint or expression and took the perspective of the character in the clip or not. Vicarious emotion decreased self-control resources only when aggression was restrained. This effect was mediated by negative affect.

B101

PUTTING DEPLETION TO REST: EXPECTATIONS (BUT NOT DURATION) PREDICT THE EFFECTIVENESS OF A SHORT BREAK Patrick Egan¹, Edward Hirt¹; ¹Indiana University – The present study provided a short break to depleted participants, which varied in both duration and framing. Regardless of its absolute duration, a break elicited self-regulatory recovery (relative to controls) when it was believed to provide sufficient time for recovery. This effect was mediated by decreased perceptions of mental depletion.

B102

PAST BEHAVIOR AS FRIEND OR FOE? HARNESSING EXISTING HABITS IN ADOPTING NEW BEHAVIORS Jennifer S. Labrecque¹, David T. Neal¹, Wendy Wood¹, Nick Harrington²; ¹University of Southern California, ²Procter & Gamble – Little is known about how people adopt new behaviors when they have habits for alternative behaviors. We show that tying intentions to existing habits is successful, so that the habitual act cues the new behavior. The study also suggests ways people develop implicit and explicit attitudes through product use.

B103

CONCEPTUALIZATION AND MEASUREMENT OF INDIVIDUAL DIFFERENCES IN SELF-CONTROL Rick H. Hoyle¹, Erin K. Davison¹; ¹Duke University – We propose a new model and report findings from psychometric evaluation of a measure of individual differences in self-control. Findings from extensive analyses of candidate items and the final measure are presented. The measure is reliable and valid, and allows for measurement of distinct forms of self-control: inhibition and initiation.

B104

THE STATE SELF-CONTROL CAPACITY SCALE: RELIABILITY, VALIDITY, AND CORRELATIONS WITH PHYSICAL AND PSYCHOLOGICAL STRESS Natalie Ciarocco¹, Jean M. Twenge², Mark Muraven³, Dianne M. Tice⁴; ¹Monmouth University, ²San Diego State University, ³State University of New York at Albany, ⁴Florida State University – Thus far, self-regulation research has relied heavily on behavioral measures of self-control. The State Self-Control Capacity Scale (SSCCS) demonstrated predictive validity, high internal reliability, a unifactorial factor structure, and correlated significantly with everyday incidents of physical and psychological stress. The SSCCS provides a quick and effective measure of self-regulation capacity.

B105

HOW BIG IS YOUR EGO?: DEVELOPMENT AND VALIDATION OF AN EGO DEPLETION INVENTORY Stephen Miller¹, Yuliyana Beleva¹, Lori Garner¹, Andria Zaver¹, Luke Meyer¹; ¹Claremont Graduate University – The purpose of this study was to create and validate an inventory of one's current level of ego depletion. Preliminary analysis of the 23 item inventory suggests ego depletion can be measured via self-report and correlates strongly and in the intended direction with several other previously validated psychometric scales.

B106

THE PARADOXICAL EFFECT OF BEING A GOOD RELATIONAL PARTNER: HOW USING SELF-CONTROL TO DEROGATE ATTRACTIVE ALTERNATIVES LEADS TO LESS ACCOMMODATION Matthew Findley¹, Mauricio Carvalho¹, Christopher Bartak¹; ¹University of Oklahoma – The present research examined how derogation may deplete self-control resources and leave individuals less able to engage in other pro-relationship behaviors like accommodation. Participants were randomly assigned to either derogate or not derogate. Results demonstrated that individuals who were low in relational commitment and derogated were less likely to accommodate.

B107

REGULATORY FOCUSES AND DAILY CONVERSATION Makiko

Yamagami¹; ¹Ochanomizu University – This study examined the effects of regulatory focuses on daily conversation. Promotion focused person tended to experience the daily conversation in the promotion focused way, compared to the prevention focused person, and prevention focused person tended to experience the daily conversation in the prevention focused way, compared to the other.

B108

EMOTION REGULATION CHOICE Jordan Tharp¹, James J. Gross¹, Gal Sheppes²; ¹Stanford University, ²Tel Aviv University – Although we have learned a lot about the consequences of employing different emotion regulation strategies, it remains unclear why people regulate their feelings so differently in different situations. This poster highlights some of the key factors that determine how individuals would choose to regulate their emotions in particular situations.

B109

IF THEN PLANS THROUGH EMOTIONAL REGULATION: A SELF-REGULATION TOOL FOR INCREASING PERFORMANCE ON MULTI-TASK SETTINGS Raquel Rodriguez-Carvajal¹, Peter Gollwitzer², Sara de Rivas-Hermosilla¹, Marta Herrero¹; ¹Autonoma University of Madrid, ²New York University – This study examined possible added value of considering if-then plans through emotion regulation strategies to increase performance on multiple-task settings with conflicting goals. Through experimental design, the results revealed that under the implementation intention conditions participants showed higher levels of success expectations and performance over reappraisal, suppression, and control conditions.

B110

ASSUMPTIONS ABOUT "INTENTIONS OF WORDS AND ACTIONS BY OTHERS" AND SUPPRESSION OF EMOTIONAL EXPRESSIONS Hiroya Yuki¹; ¹Toyo University – Effects of assumptions about the "intention of words and actions of others" on the subjective evaluation and well-being, when restraining from emotional expression were investigated. Results indicated that assumptions about the intention of others' behaviors mediated the desire for expression, and affected satisfaction and well-being after restraining from expressing emotions.

B111

DO POSITIVE MOODS FACILITATE COGNITIVE CONTROL? GENERALIZING THE RESTORATIVE EFFECT OF PLEASANT MOODS TO COGNITIVE OUTCOMES Logan J. Nealis^{1,2}, John M. Zelenski²; ¹Dalhousie University, ²Carleton University – Pleasant moods are thought to restore self-regulatory resources. This study investigated whether the effect generalizes to cognitive control outcomes. Participants (n = 110) were depleted and randomly assigned to one of four specific mood conditions. All moods improved later cognitive performance (Stroop), but pleasant moods showed no unique effect.

B112

WHEN DO MEN SEXUALLY OBJECTIFY?: SELF-REGULATION DEFICITS AND THE SEXUAL OBJECTIFICATION OF WOMEN. Chris Bartak¹, Mauricio Carvalho¹, Matthew Findley¹; ¹University of Oklahoma – These studies explore how self-regulatory failures influence sexual objectification. Among men, the first study reveals a negative relationship between dispositional self-control and the tendency to sexually objectify women. A second study indicates that a depletion of self-regulatory resources increases male, but not female, endorsements of sexually-objectifying statements about actresses.

B113

DISTINGUISHING BETWEEN FORMS OF SELF-CONTROL Erin K. Davisson¹, Rick H. Hoyle¹, Kimberly N. Gajewski^{1,2}; ¹Duke University, ²Emory University – We examine a new model of self-control that distinguishes between two forms of self-control: inhibition and initiation. We present findings from a study in which participants described instances of self-control successes and failures. Our analyses reveal support for a distinction between two forms of self-control.

B114

THE EFFECTS OF DELAY-DISCOUNTING, SENSATION-SEEKING, AND PEER GROUP ON DRINKING IN ADOLESCENTS Yuki Shibata¹; ¹Osaka University of Commerce – This study examined the effects of delay-discounting, sensation-seeking, and peer group on drinking. The results with a sample of 120 undergraduate students (50 females) suggested that the relation between sensation-seeking and drinking was mediated by delay-discounting and peer group. Additionally, these relationships had gender difference.

B115

SELF-REGULATORY DEPLETION AND ATTENTION: WHEN IMPAIRMENT SHIFTS TO ENHANCEMENT Michael J. Cahill^{1,2}, Amanda C. Meyer^{1,2}, Thomas L. Scott¹, Stephanie Parker¹, Chris Newberry¹; ¹Saint Louis University, ²Washington University in St. Louis – Depleted and non-depleted individuals completed a semantic priming task as an index of attention. On some trials, both automatic and strategic processes were capable of directing attention appropriately. When these trials required quick orienting toward targets, depletion impaired performance. However, when targets were delayed, depletion benefited performance.

B116

LOSING CONTROL: SELF-CONTROL AS A PREDICTOR FOR TEXT MESSAGING RATE, URGENCY, AND USE AT INAPPROPRIATE TIMES Rosanne Roy¹, Teresa Madruga¹, Andrew G. Heise¹; ¹California State University, Stanislaus – We examined the relationship between texting behaviors and self-control. Results indicate participants low in self-control send and receive more texts, expect quicker responses to texts and check incoming texts more quickly. Additionally, participants low in self-control were more likely to text in inappropriate situations (e.g. during class, using the restroom).

B117

WHERE COULD WE STAND IF I HAD...? HOW POWER AFFECTS COUNTERFACTUAL THINKING AFTER FAILURE Annika Scholl¹, Kai Sassenberg¹; ¹Knowledge Media Research Center – Power facilitates goal-directed action without much deliberation on one's behavior. Findings from five studies demonstrated that when facing failure in goal attainment, the powerful deliberate more on alternatives to their past actions than the powerless and thereby better learn how to attain a goal in the future.

B118

REEFER MADNESS: EXPLORING THE CAUSAL RELATIONSHIP BETWEEN EXECUTIVE FUNCTIONING AND CANNABIS USE Erika A. Henry¹, Akira Miyake¹, Tiffany A. Ito¹; ¹University of Colorado – A longitudinal study investigated differences in executive functioning (EF) as a function of cannabis use over 12 months. While no mean differences in EF existed as a function of use at baseline, individuals with lower EF ability were more likely to initiate cannabis use by the second assessment.

B119

"I FEEL BLUE AND CAN'T GET GOING": DEPRESSION MODERATES THE INTENTION-ACTION LINK Linh Tchang¹, Sebastian C. Wagner^{1,2}, Gertraud Stadler¹, Lesley A. Hernandez¹, Lena Kraemer³; ¹Columbia University, ²University of Frankfurt, ³University of Freiburg – Do depressed individuals have lower intentions or trouble translating their intentions into action? 130 students reported depression and intention at baseline, and activity one week later. Depression moderated the intention-action link: Despite high intentions, depressed participants did not translate their intention into action and were less active than non-depressed participants.

B121

PROACTIVE VERSUS REACTIVE BARRIER PLANNING: INVESTIGATING THE UNDERLYING MECHANISM OF TWO DIFFERENT TYPES OF PLANNING FOR IMPLEMENTING BEHAVIOR CHANGE Sebastian C. Wagner^{1,2}, Lesley A. Hernandez¹, Gertraud Stadler¹, Caterina Gawrilow², Niall Bolger¹; ¹Columbia University, ²Goethe University, Germany – Mechanisms of planning to prevent (proactive) versus respond (reactive) to barriers for implementing behavior change were investigated. 130 students reported physical activity one week following a planning intervention. Proactive planners used more barrier plans and were more active than reactive planners. Proactive planning provides greater leeway to form barrier plans.

GSC Student Poster Award Finalist - Also presenting on board A26.

B122

COPING WITH THE CHANGES: THE ROLE OF DISPOSITIONAL AND SITUATIONAL REGULATORY FOCUS IN RESPONSES TO ORGANIZATIONAL CHANGE Jennifer R. Spoor¹, Emily Chang²; ¹La Trobe University, ²University of Queensland – We examined how dispositional prevention focus and situational regulatory focus affects reactions to a hypothetical organizational change. Results suggest that prevention-focused individuals may react negatively to change, particularly when the surrounding environment emphasizes promotion-focused values. Implications for improving the change readiness of prevention-focused individuals are discussed.

B123

THE PHYSIOLOGY OF WILLPOWER REVISITED: SIMPLY TASTING GLUCOSE CAN MOTIVATE EFFORTFUL SELF-CONTROL Chin Ming Hui¹, Daniel Molden¹; ¹Northwestern University – Two studies examined whether simply tasting glucose without actually ingesting it improves effortful self-control. Results showed that simply tasting sugar versus a sugar substitute (Equal) immediately replenishes self-control as measured by handgrip and Stroop tasks. The relationship between glucose and effortful self-control will be discussed in light of this finding.

B124

I KNOW I CANNOT RESIST THE TEMPTATION: EGO DEPLETION AS A CUE TO ACTIVATE COUNTERACTIVE SELF-CONTROL Lile Jia¹, Edward R. Hirt¹; ¹Indiana University Bloomington – We demonstrated that ego depletion can signal a threat to the effective pursuit of long-term goals and trigger counteractive self-control processes. To the extent that the long-term goal is accessible, depleted participants make evaluations and choices more consistent with pursuing the long term goal to combat depletion than non-depleted ones.

B125

THE EFFECTS OF REGULATORY FOCUS ON SELF-ENHANCEMENT BIAS: A SOCIAL RELATIONSHIP MODEL APPROACH Yi Cheng¹, Jen-Ho Chang¹, Jenny Su¹; ¹National Taiwan University – This study examined the relationship between regulatory focus and self-enhancement bias. The results showed that individuals with higher promotion focus have stronger self-enhancement bias on evaluating their ability, group work involvement and contribution, and positive independent traits than those who have higher prevention focus in team context.

B126

DEPLETED BUT DRIVEN: EGO DEPLETION HEIGHTENS MOTIVATION TO EXERT SELF-CONTROL So-Hyeon Shim¹, Loran Nordgren¹; ¹Northwestern University, Kellogg School of Management – Three studies examined how ego depletion affects motivation to exert self-control. The findings provide evidence that ego depletion heightens self-control motivation. Specifically, the impact of ego depletion on self-control motivation occurs only when an impending self-control dilemma is salient and when the subjective importance of the self-control goal is high.

B127

LEADERSHIP ROLE MODEL EFFECTIVENESS: AN IMPLICIT THEORIES PERSPECTIVE Crystal L. Hoyt¹, Jeni L. Burnette¹, Colin Sweeney¹, Ryan Erickson-Kulas¹; ¹University of Richmond – We manipulated leadership theories (incremental: 'leaders are made' and entity: 'leaders are born') before exposing participants to role models and having them undertake a leadership task. Incremental theorists reported greater confidence and less depressed affect than entity theorists; effects mediated by role model identification. Incremental theorists also outperformed entity theorists.

B128

BELIEFS ABOUT A TASK'S SELF-CONTROL DEMANDS CAN MODERATE EGO DEPLETION Nicholas Freeman¹, Crystal Rohwer¹, Jennifer Ferrell¹; ¹University of North Carolina, Pembroke – We examined whether beliefs about the demands of a task can outweigh the task's actual demands in determining whether ego depletion occurs. The findings supported this hypothesis. Participants who initially exerted self-control only exhibited impaired performance on a subsequent non self-control task if they were told the task required self-control.

B129

METAREGULATION: A NEW APPROACH TO UNDERSTANDING SELF-REGULATORY SUCCESS Brittany Eckard¹, Sarah Corregan¹, Krystina Dillard¹, P. Niels Christensen¹; ¹Radford University – Metaregulation is the use of strategies designed to circumvent reliance on self-regulatory resources. Current research found that metaregulation moderated the effect of risk factors for high BMI and low GPA in college students, beyond the effect of trait self-regulation. The research provides new understanding for success in achieving long-term goals.

B130

IMPLICIT COUNTERACTIVE SELF-CONTROL AND GOAL SHIELDING AMONG HIGH SELF-REGULATORS. Mai Kobayashi¹, Hideya Kitamura²; ¹Toyo university, ²Toyo university – This study investigated counteractive self-control and goal shielding among high self-regulators. It was found that high compared to low self-regulators in academic domains show an asymmetric activation patterns in service of goal achievement; activation of goals when primed with temptations, and inhibition of temptations when primed with goals.

B131

COUNTERACTIVE CONTROL: THE ROLE OF CUE SPECIFICITY IN DIETERS' FOOD SELECTION AND EATING BEHAVIOR Christine Nguyen¹, Janet Polivy¹, Peter Herman¹; ¹University of Toronto – We investigate how food cue specificity influences activation of counteractive control in restrained eaters' food selection and eating behavior. Participants were exposed to a

cookie, cake, or flower cue, then, selected a snack and tasted cookies. Results point to situations in which counteractive control occurs and when it does not.

B132

SUBLIMINAL PRIMING WITH GOAL PURSUIT FEEDBACK: AN FMRI ANALYSIS Allison Detloff¹, Rivera Christine¹, Rosen Dana¹, Smith Dave¹, Strauman Tim¹; ¹Duke University – Promotion and prevention goal pursuit systems are associated with prefrontal cortex (PFC) and precuneus activation. Success vs. failure experiences and age are hypothesized to modulate activation. Prevention mismatch goals elicited bilateral PFC activation. Adults vs. adolescents exhibited greater precuneus activation for all promotion goals, indicative of greater capacity for self-reflection.

B133

MENTAL CONTRASTING FACILITATES THE PROCESSING OF NEGATIVE FEEDBACK DURING GOAL PURSUIT David Melnikoff¹, Andreas Kappes¹, Gabriele Oettingen¹; ¹New York University – We hypothesized and observed that mental contrasting paired with high expectations enhanced processing of negative feedback which in turn predicted the formation of specific plans.

Emotion

B134

WHEN THE INNOCENT ARE BLAMED FOR UNINTENDED ADVANTAGE Omesh Johar¹, Zlatan Krizan¹; ¹Iowa state university – Situational unfairness can have unexpected and far-reaching consequences. In two online experiments, participants imagined a workplace situation in which their teammate benefited from unfairness perpetrated by the supervisor. Despite any own fault, the teammate became a target of hostility, resentment, and envy as a function of procedural and distributive unfairness.

B135

RELATIONSHIPS BETWEEN AGGRESSIVE ATTRIBUTIONAL STYLE, EMOTION REGULATION, AND AGGRESSIVE BEHAVIORS BY PSYCHIATRIC PATIENTS Sarah Holley¹, Robert Cramer², Dale McNiel³; ¹San Francisco State University, ²Sam Houston State University, ³University of California, San Francisco – An aggressive attributional style and deficits in emotion regulation have both been linked to aggressive behavior. The present study examined these factors in conjunction with one another. Results indicate that the association between aggressive attributional style and aggression is mediated by the ability to regulate emotional arousal.

B136

THE DIFFERENTIAL EFFECTS OF HUMILIATION AND SHAME ON EMPLOYEES' COUNTERPRODUCTIVE WORK BEHAVIOR Nazli Turan¹, Taya R. Cohen¹, Richard H. Smith²; ¹Carnegie Mellon University, ²University of Kentucky – Two studies compared the effects of humiliation and shame on counterproductive work behavior (CWB). A survey found that humiliation but not shame was associated with CWB. An experiment found that humiliating transgressors (rather than shaming them) increased minimization, deviance, and withdrawal, and decreased personal responsibility and repair behavior.

B137

THE COMPLEXITY OF FEELINGS OF REVENGE: WHO DARES TO ACT UPON IT? Elise Seip¹, Wilco W. van Dijk², Mark Rotteveel¹, Lotte van Dillen²; ¹University of Amsterdam, ²Leiden University – An investigation of feelings of revenge (n = 165) showed that respondents felt both the tendency to approach and avoid the offender. Avengers particularly had a high tendency to defend their honor and had a social environment that supported revenge. Further results hint at a sweet component of revenge.

B138

ADOLESCENCE' EMOTIONAL REACTIONS TO LEISURE ACTIVITIES AS A FUNCTION OF ACTIVITIES' DOMAIN AND THE UNDERLYING MOTIVATION FOR INVOLVEMENT Eyal Rechter^{1,2}, Noga Sverdlik^{3,4}, ¹Ono Academic College, ²The Hebrew University, ³The Open University of Israel, ⁴Interdisciplinary Center (IDC) – In our study we explain adolescence' emotional reaction to leisure activities by considering activities' domain (e.g., sports, social involvement, unmoral, artistic), the underlying motivation to participate in it (e.g., to care for others, to express autonomy, to have fun) and whether the adults oppose to the activity.

B139

THIS PARTY MAKES ME FEEL PROUD, WORRIED AND ANGRY, WHAT COUNTS MOST? EMOTIONAL UNDERPINNINGS OF PARTISANSHIP IN A MULTIPARTY SYSTEM 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.

B140

DEVELOPMENT OF THE UNIVERSITY OF WYOMING AFFECT CATEGORY SCALE (UWACS): A CONFIRMATORY FACTOR ANALYTIC AND DAILY DIARY STUDY Walter Scott¹, Benjamin Wilkowski¹; ¹University of Wyoming – A new affect measure (UWACS) is presented that assesses both appraisal and action tendency facets for three negative and one positive affective state(s). Confirmatory factor analyses confirmed the predicted multiple facet affect model. Further, a diary study showed discriminate validity for each of the individual facets for each emotion.

B141

DISPARITY IN PARENTS' VIEWS ON THE VALUE OF EMOTIONS AND CHILDREN'S LATER ADJUSTMENT Jordan Booker¹, Julie Dunsmore¹, Thomas Ollendick¹; ¹Virginia Polytechnic Institute and State University – Forty-nine mothers and fathers reported their baseline beliefs regarding children's emotions while children reported on their personal adjustment at two time points. Results showed that greater baseline disparities between parents' views on the values and dangers of emotions were associated with children reporting later difficulties in school and personal adjustment.

B142

EMOTIONAL RECIPROCATION AS A DETERRENT TO MATE ATTRACTION: AN APPLICATION OF BREHM'S EMOTIONAL INTENSITY THEORY Laurencio Tamayo¹, Stephen Reysen¹, Iva Katzarska-Miller²; ¹Texas A&M University-Commerce, ²Transylvania University – We examined the application of Jack Brehm's (1999) emotional intensity theory to mate attraction. Results show that attraction to a potential mate was a cubic function of the mate's degree of reciprocation of attraction.

B143

LET'S GO TO THE MOVIES: A COMPARISON OF TRAIT AND STATE HAPPINESS AS PREDICTORS OF AFFECTIVE CHOICE BEHAVIOR Elizabeth Grant¹, Steven Seidel¹; ¹Texas A&M University - Corpus Christi – We examined state and trait happiness as predictors of affective choice behavior. Participants completed measures of trait and state happiness and read descriptions of fictional movies that contained either positive, neutral, or negative emotional endings. Trait happiness was found to be a superior predictor of participants' movie viewing behavior.

B144

THE ROLE OF SPECIFIC EMOTIONS IN PRODUCT EVALUATION Naoil Sbai¹, Michel Dubois¹, Rémi Kouabenan¹; ¹laboratoire interuniversitaire de psychologie – This research investigates how two positive emotions - amusement and contentment influence product desirability. As expected, the specific influences of amusement and contentment on product desirability were mediated by the motivational goals associated with these emotions.

B145

A HUNDRED YEARS OF SOLITUDE: INTERPERSONAL EFFECTS OF PERCEIVED CLOSENESS AND EXPRESSIVE SUPPRESSION ON SPOUSAL EMOTIONAL RESPONSIVENESS Raluca Petrican³, Tammy English², James Gross², Cheryl Grady^{1,3}, Morris Moscovitch^{1,3}; ¹University of Toronto, ²Stanford University, ³Rotman Research Institute – Suppression predicts poorer interpersonal functioning. In long-term married couples, reduced intimacy predicted greater expressive suppression around the spouse (but not around others), with the latter mediating completely the association between intimacy and spousal emotional responsiveness to the suppressor. Theories of close relationship effects on self-regulation and affective processing are discussed.

B146

"WE'RE HAVING A GOOD (OR BAD) DAY": DIFFERENCES IN EMOTIONAL SYNCHRONY IN ROMANTIC COUPLES IN THE UNITED STATES AND INDIA Ashley Randall¹, Shannon Corkery¹, Deepti Duggi², Shanmukh Kamble², Emily Butler¹; ¹University of Arizona, ²Karnatak University, India – Is emotional synchrony found for different sources of emotions and across relationship types? Using daily diaries from U.S. and Indian couples, only American couples showed synchrony for relationship relevant emotions. Findings provide evidence for an interpersonal emotional system that may not be consistent across sources of emotions or relationship types.

B147

BEREAVED INDIVIDUALS' FEELINGS OF ANGER TOWARD DECEASED FAMILY MEMBERS: A MIXED METHODS APPROACH Briana Root¹, Julie Juola Exline¹, Maryjo Prince-Paul¹, Karen Peereboom¹; ¹Case Western Reserve University – This study examined the prevalence, intensity and correlates of anger toward deceased family members. The sample had 137 participants, 6-15 months post-loss. Sequential exploratory mixed methods were used. Anger toward deceased persons was common, but low intensity on average. Death-separation anger predicted distress. Anger issues are relevant for bereaved populations.

B148

EMOTIONAL RESPONSES TO AN ACUTE ELICITATION OF JEALOUSY IN DATING COUPLES Nicole E. Henniger¹, Christine R. Harris¹; ¹University of California, San Diego – We ethically induced jealousy in dating couples by making it appear as if one partner was flirting with another participant in an online chat. Participants who viewed a flirtatious versus mundane conversation reported significantly more jealousy and other negative emotions. Attachment style was not related to differences in responses.

B149

ARE RESPONSES TO FRIEND'S ANGER INFLUENCED BY DISPLAY RULES? Alison Wu¹, Jenesis Imai¹, Erica Sanders¹, Seung Hee Yoo¹; ¹San Francisco State University – The present study examined the influence of display rules on people's evaluations of their friends who expressed anger to them. Participants with the display rules to mask their anger reported more positive ratings of the friend if the friend was described as expressing their anger, rather than masking it.

B150

DOES THE DESIRE TO AVOID NEGATIVE FEELINGS SHAPE RESPONSES TO SUFFERING? A COMPARISON OF AMERICAN AND GERMAN CONTEXTS Birgit Koopmann-Holm¹, Jeanne L. Tsai¹; ¹Stanford University – American responses to suffering (e.g., sympathy cards) focus on the positive more and the negative less than do German responses to suffering. Our findings suggest that these cultural differences in responses to suffering are due to cultural differences in the degree to which people want to avoid negative affect.

B151

THE ROLE OF COMMUNICATION CONTEXT IN EMOTIONAL CONTAGION Dan Rempala¹; ¹University of Hawaii, ²Keimyung University – This study examined the link between communication context (i.e., high-context versus low-context cultures) and emotional contagion. Over three sessions, American and Korean participants watched videos of a woman telling happy and sad stories from her life. We found that conversational indirectness became a stronger predictor of emotional contagion over time.

B152

JUDGMENTS OF EMOTION FROM SPONTANEOUS FACIAL EXPRESSIONS: EVIDENCE FROM FIVE COUNTRIES Mary Kayyal¹, James Russell¹; ¹Boston College – Observers from Spain, China, Japan, South Korea, and India identified the emotion(s) in 18 spontaneous facial expressions -- each predicted to clearly express a single, universally recognized emotion (Ekman, 1980). Although the predicted label was endorsed at above-chance (1/12 = 8.3%) levels for most faces, stricter criteria revealed low endorsement.

B153

RIDING THE EMOTIONAL ROLLERCOASTER: THE ROLE OF CULTURE AND IDEAL AFFECT IN EMOTIONAL EXPERIENCE Louise Chim¹, Alice Moon², Jeanne L. Tsai¹, Yuen Wan Ho³, Helene Fung³; ¹Stanford University, ²UC Berkeley, ³Chinese University of Hong Kong – We examined whether people's ideal affect (the affective states that they value) influenced their anticipated and on-line responses to exciting and calming amusement rides in American and Chinese contexts. As predicted, ideal affect influenced anticipated more than on-line affect, and cultural differences were greater for anticipated than on-line affect.

B154

HAPPINESS BEFORE AND AFTER THE GREAT EAST JAPAN EARTHQUAKE: THE RESILIENCE OF YOUTH Yukiko Uchida¹, Yoshiaki Takahashi², Kentaro Kawahara²; ¹Kyoto University, ²Economic and Social Research Institute, Cabinet Office, Government of Japan – This paper presents the results of a longitudinal survey study (N=10744) that examines how the Great East Japan earthquake of March 2011 has affected the happiness of young people in Japan. People who were thinking about the earthquake when they completed the second survey became happier after the earthquake.

B155

A UNIVERSAL EMOTION: CONCEPTIONS OF NOSTALGIA ACROSS CULTURES Erica Hepper¹, Tim Wildschut¹, Constantine Sedikides¹; ¹University of Southampton – Nostalgia is thought to be a universal emotion that serves important functions, but how universal are people's views of nostalgia? A study of 1611 students in 17 countries worldwide showed that conceptions of prototypical features of nostalgia (e.g., positive emotions, longing, memory) are highly consistent across cultures.

B156

EMOTIONAL ACCULTURATION: UNI-OR BIDIMENSIONAL EMOTIONAL FIT? Jozefien De Leersnyder¹, Batja Mesquita¹, Heejung Kim²; ¹University of Leuven, ²University of California, Santa Barbara – Does immigrants' emotional acculturation come at the expense of the emotions of the culture of heritage? The results of several studies point to the bi-dimensionality of

emotional acculturation, and suggest that different social contexts (home, work) may prime the emotions of either the new culture or the culture of origin.

B157

THE FATHERS HAVE EATEN SOUR GRAPES, AND THE CHILDREN'S TEETH ARE SET ON EDGE: CONCEPTUALIZING GRIMA FROM A PROTOTYPE PERSPECTIVE Inge Schweiger Gallo¹, Miryam Rodríguez Monter¹, José Miguel Fernández-Dols²; ¹Universidad Complutense de Madrid, ²Universidad Autónoma de Madrid – The internal structure of the Spanish emotion concept grima, meaning having the teeth set on edge, was the focus of three studies. We systematically differentiated between grima and asco (i.e., disgust) by mapping their internal structures and showing that both emotion concepts are prototypically organized.

B158

SMILE, YOU'RE OVULATING! IS FEMALE HAPPINESS A CUE TO FERTILITY? Alec T. Beall¹, Jessica L. Tracy¹; ¹The University of British Columbia – We show that women's emotional state is influenced by their fertility. Women high at risk for conception reported greater state-level happiness than women at low-conception risk, controlling for trait-level happiness. Results suggest that men's previously documented attraction to happy women may be due to female happiness displays signaling fertility.

B159

HOW MANY FRIENDS DO YOU HAVE? SEX DIFFERENCES IN FACIAL EXPRESSION PROCESSING ARE RELATED TO NUMBER OF FRIENDS Patrick Coulombe¹, Jacob Miguel Vigil¹; ¹University of New Mexico – We examined whether males and females perceive blurred facial expressions differently, and whether these differences are moderated by differences in friendships. Females perceived more threatening and fewer dominant emotions in blurred faces than males. For males, but not for females, having more friends also meant perceiving more dominant emotions.

B160

GUILTY IS AS GUILTY DOES: EXPRESSION OF GUILT VARIES WITH RELATIONSHIP AND VIOLATION Samantha Neufeld¹, Michelle N. Shiota¹; ¹Arizona State University – Guilt facilitates reparation of damaged relationships, but the behavioral outcome may depend on features of the relationship and violation. In two studies examining guilt, participants prioritized honesty in close relationships and equity in non-close ones; however, the inclination to confess in close relationships dropped when the violation was intentional.

B161

THE CONTAMINATED SOUL: SHAME AS DISGUST WITH THE SELF John Terrizzi¹, Natalie Shook¹; ¹West Virginia University – We examined whether disgust and fear of contamination predict shame. In Study 1, shame was positively related to disgust sensitivity and fear of contamination, even after controlling for guilt. In Study 2, subliminally priming disgust increased shame but not guilt in individuals who were sensitive to disgust and contamination.

B162

SPONTANEOUS ACTIVATION OF EMOTION-GENDER ASSOCIATIONS Gijsbert Bijlstra¹, Rob Holland¹, Daniël Wigboldus¹; ¹Behavioural Science Institute, Radboud University Nijmegen – We tested the spontaneous activation of expression-gender associations. When asked to imagine an angry face, 79% of the participants visualized a male person, whereas for sad faces this was only 42%. In a second study, we replicated the spontaneous expression-gender associations in a surprise memory task.

B163

MEN AND WOMEN HOLD THE SAME GENDER-RELATED STEREOTYPICAL ATTRIBUTIONS OF DISGUST SENSITIVITY Alexander Skolnick¹, Katerine Bascom¹, David Wilson¹; ¹Saint Joseph's University – No study has conclusively shown gender-based stereotypes for disgust responsiveness. We assessed gender role expectations of disgust sensitivity and show that men and women are aware that men are both less disgust sensitive and less willing to show their disgust than women. Expectations may contribute to gender differences in disgust.

B164

READING BETWEEN THE LINES: SEX DIFFERENCES, METAPHORS, AND EMOTION Dawn Nielsen¹, Daniel Erosa¹, Kelly Grob¹, Kimberly Barchard¹; ¹University of Nevada, Las Vegas – The Metaphors Test is a new measure of emotion perception that uses non-emotion words. To assess discriminant validity, we examined sex differences. Women scored slightly higher than men ($d = .27$), as expected based upon previous research. These results provide additional support for the validity of this test.

B165

THE ROLE OF GENDER ON EXPRESSIONS OF ANGER Jueyin Pan¹, Erica Sanders¹, Frank Du¹, Aliza Shelan¹, Jessica Kolber¹, Seung Hee Yoo¹; ¹San Francisco State University – The present study examined whether the gender of an interactant influences people's expression of anger. Participants rated how much they would like to talk about an anger-provoking personal experience to another student. Male participants preferred to talk about their angry experience with a female student than with a male student.

B166

WHEN WHAT WE SEE AND HOW WE FEEL DETERMINE HOW WE THINK: EMBODIED AFFECTIVE RESPONSES AND COGNITIVE MALLEABILITY Linda M. Isbell¹, Elicia C. Lair¹; ¹University of Massachusetts, Amherst – Contrary to extensive research suggesting a dedicated link between specific affective experiences and specific processing styles, we tested the hypothesis that this relationship is highly malleable. Two studies demonstrate that happiness leads individuals to rely on currently dominant processing styles (local or global), whereas sadness reverses these tendencies.

B167

PRESIDENTIAL RALLY EFFECTS AND BIN LADEN'S DEATH: THE RELATIONSHIP BETWEEN NEGATIVE EMOTIONS AND PRESIDENTIAL SUPPORT Stephanie Peak¹, Fade Eadeh², Alan Lambert³, John Paul Schott⁴; ¹Washington University in St. Louis – We show that negative emotions, triggered by an article reminding participants of the death of Osama Bin Laden, correlate with increased support for civil liberty restriction and hawkish attitudes toward President Obama.

B168

PATHOGEN PRIMING, CONDOM USE INTENTIONS, AND THE MODERATING ROLE OF TRAIT WORRY AND ANXIETY Renee E Magnan¹, Joshua M Tybur^{1,2}, Angela D Bryan^{1,3}; ¹University of New Mexico, ²VU University Amsterdam, ³University of Colorado at Boulder – The current investigation sought to explore the role of individual differences, trait worry and trait anxiety, on the degree to which pathogen priming increased intentions to use condoms. Neither trait worry nor trait anxiety moderated the relationship between pathogen priming and intentions to engage in protected intercourse.

B169

POWER AND EMOTIONAL PROSODY RECOGNITION Silke Paulmann¹, Ayse Uskul¹, Sarah Harris¹, Lauren King¹; ¹University of Essex, Psychology Department – One experimental and one correlational study explored the relationship between power and accuracy in recognizing emotions from tone of voice. Findings show that power is associated with a reduced

tendency to recognize emotions in other people's voice and contribute to previous research demonstrating a power-induced impediment to experiencing empathy.

B170

TESTING THE ASSOCIATION BETWEEN EMOTION RECOGNITION AND EMOTIONAL EXPRESSION IN SPAIN Ana R. Delgado¹, Margarita G. Marquez¹; ¹Universidad de Salamanca – Emotion recognition and expression are key constructs in emotional intelligence models. The objective was to test their association by means of CFA. Some 130 participants answered an emotion recognition test and posed various emotional expressions. Mplus results showed good model fit and a significant correlation between latent variables [MICINN PSI2009-09490].

B171

EFFECTS OF SOCIAL ANXIETY AND VISUAL SPATIAL FREQUENCY COMPONENTS OF EMOTIONAL FACES ON MEMORY FOR FACE IDENTITIES Alison Montagrin^{1,2}, Claudia-Maude Mailloux Stohler¹, David Sander^{1,2}; ¹Laboratory for the Study of Emotion Elicitation and Expression (E3 Lab), Department of Psychology, University of Geneva, Switzerland, ²Swiss Center for Affective Sciences, University of Geneva, Switzerland – In a memory task for face identities, results revealed an interaction between participants' social anxiety and visual spatial frequencies of face identities that previously expressed fear. In addition, more socially anxious participants better remembered face identities that previously expressed anger. Results highlight that social anxiety modulates memory for face identities.

B172

THE INFLUENCE OF SEROTONIN TRANSPORTER GENE POLYMORPHISM (5HTTLPR) ON THE APPRAISAL OF STRESSFUL SITUATIONS Sharon Koh¹, Christie Napa Scollon¹, Derrick Wirtz²; ¹Singapore Management University, ²East Carolina University – Furthering research on the serotonin-transporter gene 5HTTLPR, we found that self-estimations about one's coping abilities with a stressful situation were lower for individuals with two copies of the short allele who had an adverse childhood, compared to those who did not. S/S individuals also made more threat and loss appraisals.

B173

IS THIS FOR REAL? FEELINGS OF PRESENCE INCREASE ANGER DURING A PROVOCATIVE DRIVING SIMULATION. Jesse Hancock¹; ¹University of New South Wales – During a driving simulation, participants were exposed to three provocative triggers while listening to either aggressive music and rain, or just the sound of rain (control). Although no effect was found for music, higher "presence" scores led to higher reported angry affect following the provocation.

B174

REDUCED RELIANCE ON IMPLICIT SOCIAL CUES, REDUCED EMOTIONAL REACTIVITY AND A HIGH RELIANCE ON REASONING Oriana Aragon¹, Clark Margaret¹; ¹Department of Psychology, Yale University – Interaction partners often express emotion that in turn elicits emotional reactions. Yet people differ considerably in their emotional reactivity to their partners' behaviors. We provide evidence that differences in perceiving partners' emotions result in differences in reactivity, and that these differences can be predicted by an individual's reliance on reasoning.

B175

THE COMMUNICATION OF 'PURE' ANGER REDUCES INTERGROUP CONFLICT BECAUSE IT INCREASES EMPATHY Bart de Vos¹, Martijn van Zomeren¹, Ernestine Gordijn¹, Tom Postmes¹; ¹University of Groningen – In intergroup conflicts, communication of "pure" group-based anger, compared to the communication of contempt, a mix of anger and contempt and the absence of emotion, leads to more constructive conflict behavior, because it signals the desire to maintain the intergroup relationship, thereby affording outgroup empathic concern for one's own group.

B176

PERCEPTIONS OF THE EMOTIONAL LEGITIMACY OF DIFFERENT SOCIAL GROUPS Alem Teclé¹, Carla España¹, Victoria C. Plaut¹, Kathryn Abrams¹; ¹University of California, Berkeley – We examined emotional legitimacy, or the extent to which someone finds another person's emotions to be reasonable and valid. Our research indicated that participants' ratings of emotional legitimacy of an individual's outrage varied depending on the individual's social group (e.g., illegal immigrant vs. citizen). Implications for intergroup relations are discussed.

B177

TRUTH AND BIAS IN DAILY-LIFE EMPATHIC ACCURACY: EVIDENCE FROM EXPERIENCE-SAMPLING Antje Raters¹, Michaela Riediger¹; ¹Max Planck Institute for Human Development – Recent work suggests that empathic accuracy may profit from people's egocentric bias (i.e., assuming that others' feelings are similar to one's own; West & Kenny, 2011). Results from an experience-sampling study with 100 heterosexual couples suggest that this effect varies with both the raters' individual characteristics and the situational context.

B178

THE CHOICES WE MAKE: AN EXAMINATION OF AGE DIFFERENCES IN SITUATION SELECTION Nikolaus Skogsberg¹, Daniel Rovenpor¹, Derek Isaacowitz¹; ¹Brandeis University – We examined age differences in the emotion regulation strategy of situation selection. Younger and older adult participants spent 15 minutes in an "affective environment," and freely interacted with a variety of stimuli that varied in emotional content. Older adults spent less time engaging with negative material than did younger adults.

B179

THE ROLE OF PARTICIPANT EFFORT IN A POSITIVE ACTIVITY INTERVENTION Kristin Layou¹, Sonja Lyubomirsky¹; ¹UC Riverside – We conducted a randomized controlled intervention in which participants performed positive versus neutral activities and reported their effort and well-being over a 6-week period. Greater effort was associated with bigger increases in well-being, especially when implementing positive activities.

Attitudes/Persuasion

B180

THE EFFECT OF HEDGES ON PERSUASION Joy E. Phillips¹, Michael A. Olson¹; ¹University of Tennessee – We investigated whether individuals were more persuaded by messages calling for extreme actions if they contained a "hedge" (i.e., a qualifying statement). When the message contained a hedge, individuals who pre-tested as firmly opposed to the actions were just as persuaded as individuals who were not initially opposed.

B181

WHY SARCASM WORKS: COMPARING SARCASTIC VERSUS DIRECT ANTI-DRUG MESSAGES Alexis Alabastro¹, Yuliyana Beleva¹, William D. Crano¹; ¹Claremont Graduate University – Comparing preferences for sarcastic versus direct anti-drug messages, a serious sarcastic PSA was perceived as more persuasive and evaluated more positively than a direct PSA. A funny sarcastic message was perceived as least persuasive and most negatively. Three primary factors are suggested to determine effectiveness of sarcastic versus direct messages.

B182

VALUE FROM CERTAINTY: THE EFFECTS OF ATTITUDE CERTAINTY ON WILLINGNESS TO PAY Brittany Shoots-Reinhard¹, Richard Petty¹, Pablo Briño²; ¹Ohio State University, ²Universidad Autónoma de Madrid – Participants' attitudes were more predictive of their willingness to pay when they were manipulated to be high in certainty. These results suggest that increasing certainty may be as important to increasing willingness to pay as attitudes are.

B183

JAPANESE FATALISM AND DISASTER PREPAREDNESS ACTIONS Junko Toyosawa¹; ¹Osaka Kyoiku University –

This study examined the relationships between Japanese fatalistic thought, risk perception, efficacy, and disaster preparedness actions. Forty-four Japanese undergraduates answered the questionnaire. The results showed that some participants had fatalistic thought, but it had no effect on efficacy, risk perception, and preparedness actions. Flexibility of fatalistic thought was discussed.

B184

USING THE QUESTION-BEHAVIOR EFFECT TO PROMOTE BEHAVIOR CHANGE: TWO EXPERIMENTAL STUDIES Mark Conner¹, Gaston Godin², Paul Norman³, Paschal Sheeran³; ¹University of Leeds, ²University of Laval, Canada, ³University of Sheffield, UK – Measuring intentions and other cognitions can significantly increase the likelihood of performance of the target behavior (the question-behavior effect). We report two experiments demonstrating this effect in relation to objectively assessed health screening attendance in a general public sample and objectively assessed influenza vaccination in a health professional sample.

B185

COGNITIVE-RESOURCE DEPLETION AND DISSONANCE-REDUCTION STRATEGIES Eric Stocks¹, Travis Evans¹, Luis Ocea², Sergio Salgado²; ¹UT-Tyler, ²Universidad Autonoma de Madrid – We hypothesize that dissonance-reduction strategies require cognitive resources. Dissonance was created by a hypocrisy manipulation. Participants were then randomly assigned to one of four conditions. The results suggest that dissonance-reduction strategies were considerably more effective in the control than in the cognitive-resource depletion conditions, among which no differences were found.

B186

THE MEDIA IS THE MESSAGE: ATTITUDES TOWARD PRESIDENT OBAMA ARE INFLUENCED IMPLICITLY BY NEWS MEDIA DEPICTIONS Richard V. Kendrick¹, Michael A. Olson¹; ¹University of Tennessee – We argue that news media websites have the potential to evaluatively condition attitudes toward the news figures they depict through an implicit misattribution mechanism. Exposure to images from news websites pretested as depicting Barack Obama more negatively resulted in more negative implicit attitudes among participants with weaker pre-existing political attitudes.

B187

DISSIMILARITY MINDSETS PROMOTE EXPECTATION-CONSISTENT PERCEPTIONS FOR RE-EXPERIENCED STIMULI Erin Yosai¹, Janine Jackson¹, Shane Close¹, I.M. Handley¹, Heather Rasinski², Stephanie Fowler², Andrew L. Geers²; ¹Montana State University, ²University of Toledo – Prior experiences with a stimulus often congruently influence subsequent perceptions of that stimulus, even despite new, intervening, stimulus information. The current experiment tested and supported the prediction that prompting a dissimilarity mindset in individuals will encourage them to consider alternatives, increasing the influence of new information (expectations) on perceptions.

- B188**
PEOPLE'S JUDGMENTS TOWARDS PREDICAMENT AND ACCOUNT-GIVING: EXPERIMENTAL EXAMINATION OF THE EFFECT OF PERCEIVED INFLUENCE Takaaki Hashimoto^{1,2}, Kaori Karasawa²; ¹Japan Society for the Promotion of Science, ²University of Tokyo – Prior to making judgments about an organization predicament, participants were led to either feel a high or a low sense of effectiveness towards the issue. Compared to the high-effectiveness participants, judgments of the low-effectiveness participants were more influenced by the account given by the transgressing party.
- B189**
THE EXCLUSION COEFFICIENT: THE INFLUENCE OF SOCIAL EXCLUSION ON SENSITIVITY TO THE PERSUASIVE POWER OF TECHNOLOGY. Peter Ruijten¹, Jaap Ham¹, Cees Midden¹; ¹Eindhoven University of Technology –
- When we lack social contact with others, we feel isolated and adapt our behavior (Baumeister & Leary, 1995). The current study shows that participants who were socially excluded were more sensitive to persuasion by a digital avatar to adapt their behavior compared with participants who were included.
- B190**
EXPANDING THE PRINCIPLE OF COMPATIBILITY TO RELATIONS BETWEEN ATTITUDE MANIPULATIONS AND MEASURES OF RELATED VARIABLES Hyecheon Hwang¹, David Trafimow¹; ¹New Mexico State University – The present study investigated whether the principle of compatibility can be expanded beyond variable measurements to capture effects of variable manipulations by comparing measures of attitudes and behavioral intentions following two different levels of intervention. The results showed that the principle of compatibility applies to relations between manipulations and measures.
- B191**
HOW POLITICAL IDEOLOGY AND POLICY IMPLICATIONS BIAS THE INTERPRETATION OF NUMERICAL SCIENTIFIC FINDINGS Troy Campbell¹, Aaron Kay¹; ¹Duke University – Scientific numerical findings are widespread and relevant to public policy. Further they are both scientifically specific and politically ambiguous, thus providing ideal grounds for researching how politicized policy implications bias interpretation of scientific data. We explore how belief in the same exact numerical finding is contingent on its politicized implications.
- B192**
WHEN PRIVATE ATTITUDES ARE NOT AS NEGATIVE AS PUBLIC ATTITUDES: INTEGRATING METHODOLOGIES TO ASSESS ATTITUDES TOWARDS ATHEISTS AND RELIGIOUS BELIEVERS Garrett Strosser¹; ¹Southern Utah University – Specific and global attitudes towards atheists and religious believers were assessed using a public versus private reporting manipulation. Attitudes towards atheists were overall negative, but specific attitudes towards atheists were less negative when reported in a private format. Furthermore, the specific attitude format best predicted level of religious involvement.
- B193**
ATTITUDES TOWARD THOSE WITH PROSTHETIC LIMBS Michael Schwartz¹, John Harden¹, Shaan Shahabuddin¹, Jeremy Heider¹; ¹Stephen F. Austin State University – The current research seeks to develop a questionnaire measuring current attitudes toward individuals with prosthetic limbs. Analyses revealed that the new measure is driven by three underlying psychological mechanisms (Avoidance, Cognition, and Apprehension), and that the measure is reliable ($r = .81$). Implications and suggestions for future research are discussed.
- B194**
THE DIFFERENTIAL IMPACT OF APPROACHING VERSUS BEING APPROACHED ON THE FORMATION OF SELF-TARGET ASSOCIATIONS Curtis Phillips¹, Kawakami Kerry¹; ¹York University – This research investigated whether approaching and being approached strengthen self-target associations in distinct ways because of the differential senses of power they impart. Participants ascribed their personal characteristics more strongly to targets after approaching whereas participants incorporated the target's characteristics more strongly into their self-concepts after being approached.
- B195**
DOES ANTI-ATHEIST PREJUDICE PROTECT PARENTAL RELATIONSHIPS? Michael Magee¹, Curtis Hardin²; ¹CUNY Graduate Center/Brooklyn College, ²Brooklyn College of CUNY – Automatic anti-atheist prejudice is regulated by religious beliefs shared in parental relationships. Interacting with an atheist reduced automatic anti-atheist prejudice among those reporting low parental attachment and increased automatic anti-atheist prejudice among those reporting high parental attachment. Additionally, complementary results were found after manipulating parental attachment with an essay task.
- B196**
WHO'S HOT AND WHO'S NOT: CONFORMITY IN ATTRACTIVENESS RATINGS. Adam Felton¹, Kate Sweeny¹, Danielle Luther¹; ¹University of California, Riverside – How do social pressures influence perceptions of physical attractiveness? Heterosexual males rated females' photographs in private and in a chat room in which confederates rated the photos positively or negatively. Confederate ratings affected participant ratings not only in public, but also in private when made after the chat room task.
- B197**
MORAL JUDGMENT OF HOMOSEXUAL BEHAVIOR: MATE AVAILABILITY ACCOUNTS FOR CULTURAL VARIATION Steven A. Lehr¹, Greg Willard¹, Peter B. Gray², Caitlin R. S. Merrill¹, Mahzarin R. Banaji¹; ¹Harvard University, ²University of Nevada, Las Vegas – Moral judgments of homosexuality vary across cultures and time. While these respond to persuasive forces (e.g. religion), we suggest that social resource constraints also play an important role. Examining 105 world cultures, we demonstrate that mate-availability – the access of males to females – predicts prevalence and acceptance of homosexuality. Possible mechanisms are suggested.
- B198**
INTOLERANCE OF INTOLERANCE: THE LIMITS OF LIBERAL WORLDVIEWS Nolan Rampy¹, Kenneth Vail², Jamie Arndt², Brian Pope³, Elizabeth Pinel¹; ¹University of Vermont, ²University of Missouri, ³Tusculum College – We tested the hypothesis that priming thoughts about death and tolerance would lead to a decrease in tolerance towards targets with intolerant worldviews. As predicted, participants who thought about death and being tolerant were significantly less tolerant of an ingroup member's intolerant attitudes.
- B199**
CHANGING AMERICAN TOLERANCE OF MIDDLE EASTERN IMMIGRANTS: THE NEGATIVE EFFECTS OF NATIONAL IDENTITY AND POLITICAL ORIENTATION Hannah Alarian¹, John Edwards¹; ¹Loyola University Chicago – This study examined the factors affecting American tolerance of Middle Eastern immigrants. Participants completed measures of national identity, perceived group permeability, acculturation strategy preference, political orientation, and tolerance. National identity and political orientation affected tolerance of Middle Eastern immigrants more than perceptions of group permeability, or preferred acculturation strategy.

B200

WHY WE LIKE WHAT WE LIKE: (AUTOMATIC) EVALUATIVE CONDITIONING AS A RELATIONAL/PROPOSITIONAL PROCESS Sean Hughes¹, Dermot Barnes-Holmes¹, Jan De Houwer²; ¹National University of Ireland Maynooth, ²Ghent University, Belgium – How stimuli come to acquire, maintain and change their emotional properties has long captured the attention of social psychologists. Across three separate studies automatic and self-reported preferences for social groups or consumer brands were found only to emerge via relational learning. Implications for theoretical accounts of evaluative conditioning are discussed.

B201

DOES CONCENTRATING ON STIMULI INCREASE THEIR LIKEABILITY AND ASSOCIATION WITH SELF? Teri A. Kirby¹, Anthony G. Greenwald¹; ¹University of Washington – Subjects held four consonants in working memory (focal set) for the purpose of responding by pressing a spacebar when each appeared. Control consonants were presented equally often. On both implicit and explicit measures, data showed that focal consonants were more likeable and more associated with self than were control consonants.

GSC Student Poster Award Finalist - Also presenting on board A17.

B202

THE EFFECT OF ADVERTISEMENT CHOICE ON ATTENTION Stephen C. Nettelhorst¹, Laura A. Brannon¹; ¹Kansas State University – This study assessed the effect of advertisement choice on individuals' attention towards the advertisement. Participants either self-selected the advertisement or not. Results showed that choice increased female participants' attention but not males'. Marketers should utilize this technique for female products or for shows with a large female audience.

B203

THE SOCIAL PSYCHOLOGICAL CONSEQUENCES OF LABELING HUMAN RIGHTS VIOLATIONS AS GENOCIDE Gregory D Boese¹, Katherine B Starzyk¹; ¹University of Manitoba – All participants read a passage about Indian Residential Schools and some were informed that what happened should be labeled genocide. Participants who read a general description of Indian Residential Schools responded negatively to the label genocide while participants who read a more detailed description responded positively.

B204

INTERPERSONAL INCONSISTENCY AND RELATING TO OTHERS: CONTROVERSY AND SOCIAL THREAT Joseph Simons¹, Melanie C. Green¹; ¹University of North Carolina at Chapel Hill – We hypothesize that controversial issues are socially threatening due to their association with ostracism. Across two studies, issues perceived to be socially disputed are associated with greater feelings of threat, relative to issues seen as uncontroversially good. This holds in both explicit self-report and implicit misattribution measures.

B205

MINORITY REPORT: COGNITIVE ELABORATION MODERATES MINORITY INFLUENCE IN GROUPS Jay K. Wood¹, Leandre R. Fabrigar², Jessica A. Maxwell², Laura D. Hewitt², Duane T. Wegener³; ¹Memorial University of Newfoundland, ²Queen's University, ³Ohio State University – This study examined the effects of cognitive elaboration on the relative influence of majority and minority factions in decision-making groups. Although an overall majority advantage effect was found, the minority was more influential on the final group decision than the majority when they engaged in greater elaboration than the majority.

B206

EMERGENT ATTITUDE STRUCTURES: HOW GROUPS GIVE ATTITUDES STRUCTURE AND COHERENCE Courtney K. Soderberg¹, Alison Ledgerwood¹; ¹University of California, Davis – We propose that when groups become salient, attitudes associated with those groups coalesce, creating coherent attitude structures. Priming participants with the elderly increased the coherence of group-typical attitudes, as evidenced by a significant increase in Cronbach's alpha. Implications for understanding ideology as a product of group salience are discussed.

B207

ON THE MULTI-DIMENSIONALITY OF THOUGHT STRENGTH Matthew Valente¹, Christopher Leone¹, Joshua Clarkson²; ¹University of North Florida, ²University of Florida – Considerable research demonstrates the persuasive importance of various indices of thought, yet much less research has considered the independence of these various indices of "thought strength." The present research offers evidence that these indices of thought strength are not only unrelated but more importantly uniquely predictive of self-persuasion.

B208

WHEN MY COUNTRY IS AT WAR: ISSUE IMPORTANCE AND INTERPERSONAL INFLUENCE LEAD IRAQ WAR ATTITUDES TO CLUSTER WITHIN SOCIAL NETWORKS Bradley M. Okdie¹, Jerry G. Cullum², Helen C. Harton³; ¹The Ohio State University at Newark, ²University of Connecticut, ³University of Northern Iowa – Two studies illustrate how intrapersonal attitude processes can catalyze interpersonal influence processes contributing to the development of shared attitudes. In Study 1 importance increased attitude clustering while Study 2 found support for a mediation model whereby importance increases information seeking, which increases discussion, which increases attitude clustering within social networks.

B209

THE EFFECTS OF MINORITY OPINION ON REGULATORY FOCUS Rebecca Kala Rosen¹, Kimberly Rios Morrison¹; ¹University of Chicago – Holding a minority opinion may affect attitude change following statements that have a prevention or promotion regulatory focus. Across two studies, participants who were told they held a minority opinion had greater attitude change after viewing prevention focused statements; this effect was magnified by level of involvement with the issue.

B210

THE FEELING OF RESTRICTION: EMBODIED REACTANCE, CLAUSTROPHOBIA, AND RESISTANCE TO ATTITUDE CHANGE Matthew Hunt¹, Corrie Rollison¹, Ravi Iyer², Peter Ditto¹; ¹University of California, Irvine, ²University of Southern California – This research follows from past research showing that physical restriction evoked "embodied reactance" that increased preferences for unrelated conceptual freedoms. A correlational study found a positive association between claustrophobic traits and trait psychological reactance, and an experimental study found that an authoritative message became less persuasive when movement was inhibited.

B211

SOURCE CHARACTERISTICS AND PERSUASION: THE ROLE OF SELF-MONITORING IN SELF-VALIDATION Abigail T. Evans¹, Jason K. Clark¹; ¹University of Iowa – Previous research has shown that both attractive and expert sources increase the confidence people have in message-related thoughts. The present research examined how these effects may depend on differences in self-monitoring. Findings suggest that attractive sources validate thoughts more for high self-monitors, whereas experts induce greater confidence among low self-monitors.

B212

THE MINDS IN STORIES: TRAIT MIND-READING MOTIVATION ENHANCES NARRATIVE TRANSPORTATION AND PERSUASION. Jordan Carpenter¹, Melanie Green¹; ¹UNC Chapel Hill – Mind-Reading Motivation (Carpenter, Green, & LaFlam, 2011), but not the perspective-taking subscale of the Interpersonal Reactivity Index, predicted transportation into a narrative, connection with the narrative's protagonist, and narrative persuasion. Individuals higher in Mind-Reading Motivation were more likely to adopt the perspective of the protagonist, leading to more story-consistent attitudes.

B213

ATTITUDES WITHOUT OBJECTS: EVIDENCE FOR A DISPOSITIONAL ATTITUDE, ITS MEASUREMENT, AND ITS CONSEQUENCES. Justin Hepler¹, Dolores Albarracín¹; ¹University of Illinois at Urbana-Champaign – The present work demonstrates the existence of a person-level tendency to hold positive vs. negative attitudes, termed a person's Dispositional Attitude (DA). Studies 1-2 use multi-trait multi-method techniques to validate the construct, and Study 3 examines behavioral consequences. DA has important implications for attitude theories and models of behavior prediction.

Intergroup Relations

B214

SOCIAL CONNECTION: A CATALYST FOR CULTURAL DIVERSITY OR FOR COLOR BLINDNESS? Daniel A. Nadelny¹, David Cwir¹, Steven J. Spencer¹; ¹University of Waterloo – This research tests two hypotheses: creating a sense of connectedness can improve intergroup relations, and this effect is moderated by the type of connection. Connection combined with considering how the self is like the other leads to positive outcomes, while considering how the other is like the self does not.

B215

AMERICAN HISTORY: HOW SLAVERY REMINDERS AND IDENTITY INTERACT TO AFFECT WHITE AMERICAN'S PERCEPTIONS OF WHITE PRIVILEGE Dustin E. Mars¹, Laurie T. O'Brien¹; ¹Tulane University – The current research examined how White identity centrality shapes White's reactions to American history. For White Americans who were low in White identity centrality, being reminded of slavery decreased perceptions of White privilege; however, White Americans who were high in White identity centrality were not affected by the manipulation.

B216

VICARIOUS POWER: RISK AND APPROACH ORIENTATION TRACK THE POWER POSITIONS OF SHARED GROUP MEMBERS. Jennifer Sheehy-Skeffington¹, James Sidanius¹; ¹Harvard University – Documentation of the vicarious experience of power and its effects on approach and risk orientation. Participants who watched or imagined a stranger being placed in a high/low power position responded as if they had experienced the power themselves - when the target was an ingroup member and the power legitimate.

B217

SOCIAL CLASS SALIENCE AND ENTITLEMENT TO JUDGE Courtney Beams¹, Susan T. Fiske¹; ¹Princeton – When social class was not salient, low-SES participants gave a flawed essay a more lenient grade, reported less entitlement, and used less agentic language. When class was salient, these patterns reversed. By default, high SES may make people feel entitled and judgmental, but this pattern reverses with social class salience.

B218

WILL YOU BE MY FRIEND? PREDICTIONS OF FRIENDSHIP OUTCOMES FROM THE SELF-EXPANSION PERSPECTIVE Shelly Zhou¹, Stephen Wright²; ¹State University of New York at Stony Brook, ²Simon Fraser University – This research examines close relationships longitudinally from the perspective of self-expansion theory. Participants completed a friendship-making activity as well as key measures at several time points. Those who rated their activity partner as good sources of self-expansion indicated more closeness and a higher frequency of interaction during the academic year.

B219

SELF DENIGRATION OR SOCIAL DISENGAGEMENT? RESPONSES TO HIGH-IDENTIFYING MEMBERS OF OTHER ETHNIC GROUPS Sarah Kerper¹, P. Niels Christensen²; ¹Radford University – The actor-partner interdependence model was used to examine ethnic identification and reactions to cross-group discussions. Stronger identification was associated with positive outcomes for one's self. However, partner effects revealed negative responses (lower self-esteem for minority members and lower social engagement for majority members) following interactions with highly-identified outgroup members.

B220

POSITIVE AND NEGATIVE CONSEQUENCES OF MISCATEGORIZING AND CORRECTLY CATEGORIZING NATIONAL ORIGIN GROUPS Natalia Flores¹, Yuen Huo¹; ¹UCLA – Two studies demonstrated that having one's national origin group (Mexican/Salvadorian) miscategorized by others can have negative effects on emotional well-being and interpersonal relationships. Conversely, having one's national origin group correctly categorized by others can have positive effects on emotional well-being and interpersonal interactions. Implications for intergroup relations are also discussed.

B221

WHY DO SOME MEMBERS OF DISADVANTAGED GROUPS FIGHT INEQUALITY WHILE OTHERS DO NOT? AN INTEGRATION OF JUSTICE AND IDENTITY CONCERNS Craig Blatz¹, Stephen Wright²; ¹Grant MacEwan University, ²Simon Fraser University – Considered concurrently, justice and identity concerns predict collective action tendencies in novel ways. Amongst women, we measured gender identification, just world concerns, and collective action tendencies. Results revealed predicted patterns for overall support. Interestingly, women high in identity and justice concerns indicated ambivalence towards collective action via diminished response consistency.

B222

WOMEN'S ESTIMATES OF MALE IDENTIFICATION INFLUENCE EXPECTATIONS OF BEHAVIOR, EMOTIONS, AND PERSONAL AND PROFESSIONAL DESIRABILITY Eliza Bivolaru¹, Zoe Kinias¹; ¹INSEAD – This study correlational supported the hypothesis that women think strongly identified men engage in hostile and benevolent sexist behaviors, elicit anger and comfort, and are attractive in personal but not professional contexts. Emotions mediated the effect of male identification and ambivalent sexism on the personal and professional desirability of men.

B223

COPING COLLECTIVELY: CLARIFYING THE RELATIONSHIP BETWEEN PERCEIVED ILLEGITIMACY OF DISCRIMINATION AND SELF-ESTEEM AMONG MEMBERS OF DISADVANTAGED SOCIAL GROUPS H. Robert Outten¹, Michael T. Schmitt¹; ¹Simon Fraser University – Blacks, homosexuals and deaf people were surveyed to examine the relationship between perceived illegitimacy of discrimination, coping options and self-esteem. Illegitimacy predicted collective action and ingroup social support, with both coping options mediating the relationship between illegitimacy and self-esteem. In sum, perceived illegitimacy promotes collective beliefs that can preserve well-being.

B224

THE PSYCHOLOGICAL COST OF INSTITUTIONAL RACISM TO MAJORITY GROUP MEMBERS Ashley Wynn¹, Kimberly Rios Morrison¹; ¹University of Chicago – This study examined how information about institutional racism affects Whites' esteem. We measured participants' self-esteem and collective self-esteem. Results showed that reading information about institutional racism subsequently effected Whites' esteem, which was moderated by racial identity centrality. Our findings suggest that institutional conceptions of racism may be threatening to Whites.

B225

CULTURE AND REPRESENTATIONS OF AMERICAN SOCIETY: PERCEIVED DIFFERENCES IN MENTAL MODELS OF SOCIETY CAN FUEL POLITICAL CONFLICT Kate Jassin¹, Jeremy Ginges¹; ¹The New School for Social Research – Cultural differences in mental models of nature can predict environmental decision-making and become a source of cultural conflict. We investigated whether the American "culture wars" reflect differences in mental models of society. Intriguingly, liberals and conservatives overestimated differences in their mental models. Implications for understanding cultural conflict are discussed.

B226

INTERGROUP AND INTRAGROUP MORALITY: DISSOCIATIONS BETWEEN MORAL BEHAVIOR AND JUDGMENT Patrick Forscher¹, Patricia Devine¹; ¹University of Wisconsin-Madison Department of Psychology – Contrary to many contemporary theories of morality that exclusively focus on moral judgment, (e.g., Haidt, 2001; Green et al., 2004), we hypothesized and found that moral judgment and action are related in intragroup, but not intergroup, situations. Our results suggest that different processes drive moral judgments and actions.

B227

EXPECTED TO DO GOOD: EXAMINING THE EXPECTATIONS FROM TOKEN LEADERS TO PROMOTE SOCIAL CHANGE Aviv Shany¹, Maayan Nawrocki¹, Tamar Saguy¹; ¹Interdisciplinary center (IDC), Herzliya – We examined whether leaders in token status elicit different expectation than their non-token counterparts. Token leaders were expected to promote social change more than non-token leaders, but only when judged by majority participants. Results point to a disadvantage for minority leaders, as they are expected to meet higher egalitarian standards.

B228

EFFECTS OF PARTNER'S GROUP MEMBERSHIP ON THE DYNAMICS OF TRUST IN A VOLUNTARY TRUST GAME Katarzyna Samson¹, Magdalena Roszczynska-Kurasinska¹, Marta Kacprzyk¹, Andrzej Nowak¹, Anna Banaszkiwicz¹; ¹University of Warsaw – We examined the effects of partner's group membership on the dynamics of trust in an iterated two-person voluntary trust game. When interacting with a member of a stereotyped out-group vs. an in-group member, the opening moves did not differ, but overall levels of trust were remarkably lower.

B229

HAVING AN OUTGROUP COLLEGE ROOMMATE AFFECTS FUTURE INTERRACIAL INTERACTIONS Sarah Gaither¹, Samuel Sommers¹; ¹Tufts University – White participants with same-race and other-race roommates were tracked for one year to measure the cognitive and behavioral effects of regular interracial exposure. Despite past research highlighting negative outcomes of having interracial roommates, results show that these relationships can help lessen interracial anxiety and increase positivity in future interracial settings.

GSC Student Poster Award Finalist - Also presenting on board A18.

B230

Poster withdrawn.

B231

SEE NO EVIL: LESS ACCEPTABLE NEGATIVE INTERGROUP ATTITUDES ARE LESS RECOGNIZED AS PREJUDICE Karen R Dickson¹, Paula M Brochu², Victoria M Esses¹; ¹University of Western Ontario, ²Yale University – This research examined responses to expressions of "acceptable" versus "unacceptable" prejudices. Participants rated individuals expressing negative attitudes toward acceptable targets of prejudice as more prejudiced, and reported greater discomfort and negative affect toward these raters. Results are interpreted in terms of normative influences on the recognition and justification of prejudice.

B232

CROSS-GROUP RECOGNITION BIAS GENERALIZES TO DIVERSE NON-FACE REPRESENTATIONS OF DIGITAL IDENTITY Devin Ray¹, Christina Matschke¹; ¹Knowledge Media Research Center, Tuebingen Germany – We investigated biased cross-group identity recognition with diverse non-face representations of digital identity. We observed recognition bias using non-face pictorial representations of identity and verbal written representations of identity from the Internet. These results generalize recognition bias to an important new domain and challenge existing process accounts of recognition bias.

B233

METASTEREOTYPES AND INTERGROUP RELATIONS: THE ROLE OF VALENCE Loris Vezzali¹, Dino Giovannini¹, Giulia Salzillo¹, Margherita Righi¹; ¹Department of Education and Human Sciences, University of Modena and Reggio Emilia – We tested whether positive metastereotypes have beneficial effects on intergroup relations. Results revealed that activating positive vs. negative metastereotypes when expecting to meet an out-group (but not an ingroup) member increased anticipated enjoyment of future contact; prejudice reduced anticipated enjoyment only when negative, but not positive metastereotypes were active.

B234

ADDRESSING THE "IRONY OF HARMONY": STRUCTURING CROSS-GROUP INTERACTIONS THAT ARE BOTH POSITIVE AND EMPOWERING Lisa Droogendyk¹, Stephen Wright¹; ¹Simon Fraser University – Positive cross-group contact can improve attitudes, but may reduce collective action orientation (CAO). We tested whether majority group members' emotional expressions regarding inequality would facilitate positive cross-group interactions, without undermining minority group members' CAO. Results showed that these expressions can be positively received by minority group members and impact CAO.

B235

THIS IS A WOMAN'S WORLD: NORMALIZING STEREOTYPICALLY FEMALE TRAITS REDUCES VIOLENCE, MORTALITY, AND INEQUALITY Andrew Stewart¹, Eileen Pitpitan¹, Felicia Pratto¹; ¹University of Connecticut – Normalizing stereotypically female traits may attenuate harmful effects on people living in masculine and competitive contexts (e.g., violence). An experimental study with small groups shows that when stereotypically female (vs. male) traits are normalized, resource inequality, violence, and mortality were reduced. Discussion focuses on social change and gender equality.

B236

SUBJECTIVE IN-GROUP IDENTIFICATION MODERATES THE EFFECT OF A GROUP-AFFIRMATION ON PREJUDICE Adrian J. Villicana¹, Luis M. Rivera², Nilanjana Dasgupta³, Donna M. Garcia¹; ¹California State University, San Bernardino, ²Rutgers, the State University of New Jersey, Newark, ³University of Massachusetts, Amherst – This experiment examined if individual differences in subjective in-group identification moderate the effect of a group-affirmation on prejudice. Results demonstrate that, relative to baseline, strongly (but not weakly) ethnic-identified White heterosexual individuals expressed less anti-gay prejudice after an ethnic-based group-affirmation, but self-affirmed individuals in general showed no change in prejudice.

- B237**
REDUCING IMPLICIT BIAS THROUGH SECURE ATTACHMENT Muniba Saleem¹, Craig Anderson¹; ¹Iowa State University – The goal of the present study was to test the effects of insecure, neutral, and secure attachment primes on implicit outgroup bias. Results found that participants in the secure attachment prime condition yielded significantly lower implicit outgroup bias, relative to participants in the neutral and insecure prime conditions.
- B238**
WHY BOTHER CONFRONTING? THE ROLE OF IMPLICIT THEORIES IN TARGETS' BELIEFS ABOUT THE EFFICACY OF CONFRONTING. Aneeta Rattan¹, Carol Dweck¹; ¹Stanford University – We hypothesized that those believing others can change (incremental theorists) are more likely to view confronting as efficacious than those believing others are fixed (entity theorists). Across 3 studies, only incremental (versus entity) theorists viewed their (actual/anticipated) confronting behavior as efficacious in creating change in those who express bias.
- B239**
DISTINGUISHING THE CONTRIBUTIONS OF COMPETITIVE INTERGROUP PERCEPTIONS AND MOTIVATIONS TO INTERGROUP HOSTILITY Matthew Maxwell-Smith¹, Megan Mattos¹; ¹University of Western Ontario – Drawing on the Competitive Elements Model, we hypothesized that competitive intergroup motivations (CIM) are more likely to result in hostile intergroup attitudes and behaviour than competitive intergroup perceptions (CIP). This was supported in two studies that presented participants with a potential competition between their ingroup and a relevant outgroup.
- B240**
“TO HAVE AND HAVE NOT”: WHITE PRIVILEGE AND BLACK DISADVANTAGE AND ITS IMPLICATIONS FOR IDENTITY OF WHITE AMERICANS Ludwin Molina¹, Katherine Aucott¹; ¹University of Kansas – The present study examines how white privilege (and/or black disadvantage) affects identity and identity-relevant factors. White participants were primed with white privilege and/or black disadvantage or a race-neutral control condition. Findings showed that participants primed with white privilege and black disadvantage had significantly lower racial identification than other participants.
- B241**
THE MORAL MOTIVATIONS OF PARTISAN HOSTILITY Matthew Motyl¹, Jon Haidt¹; ¹University of Virginia – While most people prefer civil politics, recent research on moral convictions suggests that people may be willing to sacrifice civility when advocating for morally-mandated policies. In this research, fairness-related moral intuitions predicted liberals' partisan hostility whereas ingroup-related moral intuitions predicted conservatives' partisan hostility.
- B242**
PRESENTING WARMTH TO MAKE COUNTER-STEREOTYPING A MORE EFFECTIVE BIAS-REDUCTION STRATEGY FOR WOMEN Jeff Stone¹, Elizabeth Focella¹; ¹University of Arizona – Two experiments examined if counter-stereotypic women can reduce bias by presenting traits that convey warmth. In both studies, men disliked a counter-stereotypic woman unless she also presented herself as kind and caring. The data suggest that combining warmth and counter stereotypic traits can be an effective bias-reduction strategy for women.
- B243**
RACE IN THE SPOTLIGHT: MINORITY STATUS, CONVERSATION TOPIC, AND PERCEPTIONS OF OTHERS' ATTENTION. Jennifer Randall Crosby¹, Kenneth Savitsky¹, Madeline King²; ¹Williams College, ²Goodman Research Group, Inc. – Minority participants listening to race-relevant opinions felt they were the targets of others' attention more than those listening to neutral opinions, and more than White participants in either condition, even though onlookers' gaze was standardized. We discuss results in terms of solo status, targeted social referencing, and the spotlight effect.
- B244**
GOT PAIN? RACIAL BIAS IN PERCEIVING OTHERS' PAIN Kelly Marie Hoffman¹, Sophie Trawalter¹, Adam Waytz²; ¹University of Virginia, ²Harvard University – The present work reveals a racial bias in perceptions of others' pain. White participants estimated the pain a Black or White target person would feel in various situations. Participants reported that Black targets would feel less pain than White targets. This work has implications for disparities in health and healthcare.
- B245**
DIVERSITY IS WHAT YOU WANT IT TO BE: HOW SOCIAL DOMINANCE MOTIVES AFFECT DIVERSITY CONSTRUALS Miguel Unzueta¹, Eric Knowles², Geoffrey Ho¹; ¹UCLA, ²UC-Irvine – We suggest that diversity is a malleable concept capable of being used to either attenuate or enhance racial inequality. The reported study suggests that people construe diversity in a manner consistent with their social dominance motives when exposed to ambiguous information concerning an organization's level of diversity.
- B246**
“DO THEY THINK WE ARE PART OF IT?” CONSIDERING THE OUTGROUP'S PERSPECTIVE ON THE SUPERORDINATE GROUP IMPACTS ON INTERGROUP RELATIONS. Maria von Oettingen¹, Amélie Mummendey¹, Melanie Steffens¹; ¹University of Jena – We propose that meta-perceptions of the superordinate group have differential meanings and implications for minorities versus majorities, thereby revealing sources of intergroup conflict. While minorities perceived more positive relations when believing the majority includes them into the superordinate group, majorities needed to believe that the minority acknowledges their ingroup's superiority.
- B247**
DIFFERENT EMOTIONAL PROCESSES OF COLLECTIVE VICTIMHOOD IN JAPAN-CHINA RELATIONS: INTERGROUP ANGER AND INTERGROUP FEAR Kengo Nawata¹, Hiroyuki Yamaguchi¹; ¹Kyushu University – This study examines emotional effects of collective victimhood in the context of Japan-China relations. Results indicate that collective victimhood inversely affects intergroup aggression through two emotional processes. Collective victimhood promoted both intergroup anger and intergroup fear; however, while intergroup anger promoted intergroup aggression, intergroup fear inhibited it.
- B248**
MANIPULATING ALLEGED SAME-SEX ATTRACTION: RECATEGORIZING SELF AS OUTGROUP MEMBER PROMOTES EMPATHY AND POSITIVE ATTITUDES TOWARD HOMOSEXUALS Cara MacInnis¹, Gordon Hodson¹; ¹Brock University – Using an experimental sexual attraction false-feedback paradigm, discoveries of personal homosexuality were explored. Although same- (vs. opposite-) sex attraction predicted more negative self attitudes, this process produced more positive attitudes toward homosexuals by increasing empathy. Sex and authoritarianism moderated the magnitude of multiple paths. Prejudice reduction implications are addressed.

B249

SHIFTING STANDARDS AND MORAL JUDGMENTS OF GAY MEN: MINIMUM VERSUS CONFIRMATORY STANDARDS Takuya Sawaoka¹, Anna-Kaisa Newheiser¹, John F Dovidio¹; ¹Yale University – Moral judgments are often biased against members of groups that are stereotyped as immoral (e.g., gay men). Building on the shifting standards model, we found that these biases could be reduced among people higher in Social Dominance Orientation by framing moral judgments in terms of minimum (rather than confirmatory) standards.

B250

RACIAL IDENTIFICATION AS A MODERATOR OF SHOOT/DON'T SHOOT DECISION TASKS Steven Diamond¹, Jared Kenworthy², Melisa Barden³; ¹University of Texas at Arlington, ²University of Texas at Arlington, ³Walsh University – Employing a video game simulation in which armed targets must be distinguished from unarmed targets, we investigated the effects of racial ingroup identification on documented “shooter” bias. Black targets were “shot” more frequently than were White targets, and racial ingroup identification was a significant predictor of this racial bias.

B251

FACTORS THAT INFLUENCE RESPONSES TO WITNESSING DISCRIMINATION Robyn Mallett¹, Hilary Slover¹; ¹Loyola University Chicago – Racial-minority and racial-majority group members reported more negative emotional reactions and less satisfaction and confidence with their behavioral responses to witnessing strangers, compared to friends or family members, discriminate against a racial-minority group member. Racial-minority group members were slightly more likely than racial-majority group members to report confronting the perpetrator.

B252

THE EFFECTS OF SOCIOCULTURAL IDEOLOGIES ON PREJUDICE TOWARD HISPANICS WITH DIFFERENT IMMIGRATION STATUS Alyssa Gaudet¹, Kumar Yogeewaran², Nilanjana Dasgupta³; ¹University of Massachusetts Amherst – Two experiments examined the effects of multiculturalism, colorblindness and assimilation on prejudice toward Hispanic-Americans and Hispanic immigrants with legal vs. illegal immigration status. Assimilationism increased prejudice toward illegal immigrants, but not legal immigrants or Hispanic-Americans. By contrast, multiculturalism and colorblindness decreased prejudice toward Hispanic-Americans, but not legal or illegal immigrants.

B253

COMPLEMENTARY WORLDVIEW AS A MOTIVATOR TO REDRESS INEQUALITY Tomoko Ikegami¹; ¹Osaka City University – This study examines the role of beliefs in a complementary world to redress social inequality. Individuals who strongly believe in a complementary world are sensitive to the disparity between the advantaged and disadvantaged and are consequently more likely to support hierarchy-attenuating policies.

B254

COMMUNICATING INGROUP CRITICISM: A STEP TOWARDS REDUCING MISUNDERSTANDINGS BETWEEN GROUPS Maayan Dvir¹, Tamar Saguy¹, Eran Halperin¹; ¹Interdisciplinary Center (IDC) Herzliya – We examined how individuals respond to outgroup members expressing criticism towards their own group. Two experiments demonstrated that Israelis exposed to a Palestinian criticizing his group perceived Palestinians as more variable and were more open to hear the Palestinian perspective of the conflict. Implications for reducing intergroup misunderstandings are discussed.

B255

HOW DO MINORITY AND MAJORITY GROUP MEMBERS' DIFFER IN THEIR RESPONSES TO RECALLING DISCRIMINATION? Norann Richard¹, Stephen C. Wright¹; ¹Simon Fraser University – Minorities and majorities recalled an ingroup member's discrimination experience as though recounting it to a co-ethnic friend. While ingroup identification was positively associated with well-being, highly-identified minorities showed higher well-being when describing the episode as discriminatory and expressing other-directed emotions, while these moderators resulted in lower well-being amongst highly-identified majorities.

B256

THE LANGUAGE OF SOCIAL MOVEMENTS AND GROUP IDENTITY: AFRICAN-AMERICANS' TOLERANCE TOWARDS "GAY RIGHTS" VERSUS "CIVIL RIGHTS" FOR GAYS. Or'Shaundra Benson¹; ¹DePaul University – The current research investigated tensions over the use of “civil rights” language comparisons with gay rights, and the resulting negative attitudes that African-Americans have towards gays and lesbians. Results concluded that the framing of the gay rights movement influenced African Americans' political tolerance towards the gay rights movement.

B257

MEN'S RESISTANCE TO CONFRONTATIONS ABOUT SEXISM: USING LINGUISTIC MARKERS TO EXAMINE CHANGES IN RESISTANCE Stephanie Luca¹, Mindi D. Foster¹; ¹Wilfrid Laurier University – To understand men's resistance behavior to confrontations of sexism, we examined their conversations with women about a sexist newspaper article. Linguistic markers suggested decreases in resistance, but that such decreases in resistance may be a function of self-presentation rather than a real change in attitude.

B258

AGEISM AT WORK: IMPACT OF A MULTI-AGE PERSPECTIVE AND OF INTERGENERATIONAL CONTACT Caroline Iweins de Wavrans¹, Donatienne Desmette¹, Vincent Yzerbyt¹, Florence Stinglhamber¹; ¹Université Catholique de Louvain – The present research investigates how intergenerational contact and an organizational multi-age perspective can reduce ageism and improve work attitudes through dual identity process. In two studies, SEM analyses show that dual identity mediates the link between context (intergenerational contact and a multi-age perspective) and attitudes (ageism and intentions to quit).

B259

WHEN DIVERSITY IS TOO MUCH: EFFECTS OF SUPERORDINATE GROUP INCLUSIVENESS Janine Dieckmann¹, Melanie C. Steffens¹, Amélie Mummendey¹; ¹Friedrich Schiller University Jena, Germany – Superordinate groups (SOG) are ingroups at a higher self-categorization level. In our research, we directly address intragroup processes within the SOG aiming to identify possible antecedents for minority devaluation. In three experiments, we show that whether high SOG inclusiveness leads to more minority subgroup devaluation and more majority subgroup identification.

B260

NOT ALL APOLOGIES ARE CREATED EQUAL: EVIDENCE THAT AFFIRMING GROUP IDENTITY CAN INCREASE INTERGROUP FORGIVENESS IN WOMEN Steven Arthur¹; ¹University of Kentucky – 113 female participants received one of three apology conditions (No Apology, Self-Focused Apology, Affirming Apology) following group-based discrimination. Results showed that females high in group identification expressed greater willingness to re-engage with offenders following an apology affirming group identity. Those with lower group identification were not affected by apology type.

B261

EUROPE'S REAL AND PRESENT THREAT: AN ANALYSIS OF MODELS OF DIVERSITY IN FLEMISH-BELGIUM Kaat Van Acker¹, Batja Mesquita¹, Norbert Vanbeselaere¹, Karen Phaet¹; ¹University of Leuven, Belgium – This research identifies collective understandings of diversity in Dutch-speaking Belgium. Across three studies, we established three models of diversity. The models focused respectively on immigrant culture as a threat to the majority culture, immigration as a threat to the national welfare system, and immigrants' (disrespected) rights to receive equal treatment.

B262

PREDICTORS OF INTER-MINORITY PREJUDICE AND IMPLICATIONS FOR ETHNIC COALITION BUILDING Manisha Gupta¹, Brian Lickel¹; ¹UMass Amherst – To date, there is little empirical research that has examined the bases of prejudice between ethnic minority groups in the U.S. This study investigates predictors of ethnic group identification and intergroup attitudes amongst Asian, Black, and Latino participants, as well as perceived membership in the "people of color" category.

B263

INTERGROUP DISTINCTIVENESS AND INTERGROUP DIFFERENTIATION: THE MODERATION OF REFLECTIVE AND REACTIVE DISTINCTIVENESS PROCESSES BY PRO- AND ANTI-DISCRIMINATION INGROUP NORMS Fabrice Gabarrot¹, Juan Manuel Falomir-Pichastor², Gabriel Mugny², Clémentine Bry³; ¹LAPSCO (UMR 6024) Université Blaise Pascal, ²FAPSE, Université de Genève, ³LIP, Université de Savoie – In this research, we investigate the relation between intergroup distinctiveness and differentiation (i.e., stereotyping and prejudice). We proposed and showed that high and low intergroup distinctiveness lead to qualitatively distinct forms of differentiation, moderated by both ingroup norms pertaining to intergroup relations and ingroup identification.

B264

INTERGROUP ANXIETY AS A LIMITATION OF IMAGINED CONTACT INTERVENTIONS Manana Jaworska¹, Paulina Górska¹, Micha? Bilewicz¹; ¹University of Warsaw – Two studies examined the moderating role of intergroup anxiety in the effectiveness of imagined intergroup contact. People high in anxiety became more prejudiced after imagining contact, while among low-anxiety participants such intervention reduced prejudice.

B265

THE EFFECTS OF OUTGROUP CONTACT AND SOCIAL IDENTITY ON NEGATIVE OUTGROUP ATTITUDES Asha Jassani¹, Patricia A. Lyons², Jared B. Kenworthy³; ¹Undergraduate Student, ²Doctoral Student, ³Assistant Professor (Tenured) – This research examined the moderating effect of outgroup contact on the relationship between ingroup identification and negative outgroup attitudes. For those with lower quality of contact with (Latino) outgroup members, identification significantly predicted negative outgroup attitudes. This relationship was non-significant for those with high quality of contact.

B266

THE POSITIVE EFFECT OF PRIMING INTERRACIAL INTERACTIONS ON YOUNG CHILDREN Arianne E. Eason¹, Sarah E. Hailey¹, Angela L. Senne², Kristina R. Olson¹; ¹Yale University, ²Washington University in St. Louis – This study investigates whether brief and unobtrusive exposure to images of positive interracial interactions leads to more positive behavior toward out-group members. White participants primed with White-Black interactions subsequently sat closer to a Black experimenter (who was blind to condition) compared to White participants primed with all-White and all-Black interactions.

B267

THAT'S SO GAY: THE RELATION BETWEEN ATTITUDES TOWARD HOMOSEXUALS AND THE USE OF THE EXPRESSION 'THAT'S SO GAY' Victoria M. Esses¹, Jeff Rotman¹; ¹University of Western Ontario – We explored whether attitudes toward homosexuals predict the use of the expression "that's so gay." Significant correlations were found between participants' implicit and explicit attitudes toward homosexuals and their frequency of use and feelings of appropriateness of this expression. Results are discussed in terms of language use and intergroup relations.

B268

THE MAKING OF AN AMERICAN PLURALISM: MULTIPLE ETHNIC DISTINCTIONS INCREASE NATIONAL INCLUSION Thierry Devos¹, David Hamilton², Hafsa Mohamed¹; ¹San Diego State University, ²University of California - Santa Barbara – The present research documents that increasing the number of distinct ethnic groups being simultaneously considered reduced the propensity to automatically associate the American identity more strongly with European Americans than with ethnic minority groups. Inducing a more complex, yet categorical, mindset fosters a pluralistic definition of the American identity.

B269

PUBLIC AND PRIVATE ACCULTURATION PREFERENCES, DISCRIMINATION, AND WELL-BEING AMONG MUSLIM MINORITY MEMBERS Linda Tip¹, Rupert Brown¹; ¹University of Sussex, United Kingdom – Investigates how public (outside home) and private (at home) acculturation preferences relate to well-being and intergroup emotions among Muslims in Britain. Public acculturation influenced well-being and intergroup relations more than private acculturation. Discrimination had an even stronger influence. Discrimination and intergroup emotions correlated with contact, but not with cultural maintenance.

Close Relationships/Belonging/Rejection**B270**

INVESTED OR INVASIVE: APPLYING THE INVESTMENT MODEL TO UNDERSTANDING OBSESSIVE RELATIONAL INTRUSION Katherine Collier¹, H. Colleen Sinclair¹; ¹Mississippi State University – Applying the Investment Model to the prediction of obsessive relational intrusion (ORI), we found that the more invested in a relationship people are, the more likely they are to engage in post-breakup ORI. Quality of alternatives had no effect on individuals engaging in ORI.

B271

THWARTED CONNECTION: CHRONIC AND DAILY FEELINGS OF SOCIAL DISCONNECTION INCREASE INTIMATE PARTNER VIOLENCE BY INCREASING HOSTILE PERCEPTIONS Richard Pond, Jr.¹, C. Nathan DeWall¹, James McNulty², Nathaniel Lambert³, Eli Finkel⁴, Frank Fincham⁵, Peggy Keller¹; ¹University of Kentucky, ²University of Tennessee at Knoxville, ³Brigham Young University, ⁴Northwestern University, ⁵Florida State University – Humans are motivated to maintain positive, lasting relationships. When this need is frustrated, people may retaliate with aggression. Across six studies, the current work examined how social disconnection increases intimate partner aggression. Specifically, feeling disconnected predicted increases in hostile perceptions toward one's romantic partner, which increased aggression towards that partner.

B272

PERCEIVED TYPICALITY OF PARTNER AGGRESSION Kaleigh Sands¹, Ximena Arriaga¹, Lisa Cravens-Brown²; ¹Purdue University, ²The Ohio State University – Two studies demonstrated that more exposure to aggression (and more recent exposure) coincides with viewing aggression as being relatively more pervasive. Contrary to motivated reasoning, aggression in a current relationship (versus a past relationship) was not associated with seeing aggression as more typical.

B273**TEACHING SEXUAL VS. NON-SEXUAL RELATIONSHIP COMMUNICATION: THE IMPACT OF CLASS EXAMPLES AND WRITING ACTIVITIES** Sarah

Butler¹; ¹DePaul University – This study experimentally examined the impact of teaching communication within sex education vs. general education contexts, and how assignments affect perceptions of the material. The combination of the example type and the writing activity has a unique impact on sexual communication but not non-sexual communication.

B274**DEHUMANIZATION IS MORE THAN JUST REJECTION: A COMPARISON OF INDUCED ANIMALISTIC AND MECHANISTIC DEHUMANIZATION WITH REJECTION** Samantha Adams¹, Trevor Case²; ¹Macquarie University,

²Macquarie University – Participants recalled feeling like an animal, machine or rejected. Feelings of dehumanization, mood and belonging were measured. Overall rejection has different consequences to being dehumanized. Furthermore, feeling like an animal has a more negative impact on individuals than feeling like a machine.

B275**EFFECTS OF ONLINE SELF-DISCLOSURE ON INTIMACY AND SATISFACTION WITHIN ROMANTIC RELATIONSHIPS** Collin Baffa¹, Omri

Gillath², Melanie Canterbury³, Emily Berman⁴; ¹University of Kansas – The current studies examined the effect of social media self-disclosure on romantic intimacy and satisfaction. Online self-disclosure was found to be negatively associated with intimacy and satisfaction experienced by the discloser and his or her romantic partner's intimacy.

B276**I-SHARING PROMOTES EXPERIENCES OF SOCIAL CONNECTEDNESS**

Daan van Bel¹, Karin Smolders¹, Wijnand IJsselstein¹, Yvonne De Kort¹; ¹Eindhoven University of Technology – I-sharing is the belief that one shares an identical subjective experience with another person. Our experiment demonstrates that I-sharing promotes social connectedness experiences. Mediation analysis further shows that the Belief of sharing the same outlook subsequently translates into liking, suggesting that this belief drives the effect of I-sharing on liking.

B277**DIMENSIONS OF COUPLE MAINTENANCE BEHAVIORS** Kelly Campbell¹,

Konstantinos Kafetsios², Tiffany Ogden¹; ¹California State University, San Bernardino, ²University of Crete – Findings from two studies are reported. Study 1 (N = 1336) identified underlying factors for behavioral indicators of commitment, couple behaviors, and relational maintenance behaviors, and examined their association with relationship characteristics. Study 2 (N= 237) included a confirmatory model to illustrate how the factors fit within a single construct.

B278**RELATIONSHIP TROUBLE? CONSISTENCY VERSUS STRATEGIC THINKING IN RELATIONSHIPS.** Jessica Richardson¹, David Trafimow¹, Stephen Rice¹,

Holly Hackett¹; ¹New Mexico State University – The current study used Potential Performance Theory to examine observed agreement, consistency, and potential agreement among couples during relationship arguments. Results revealed that communication increased observed agreement among couples due to improved strategies for responding to items as opposed to decreased randomness in responding. Cheating items were an exception.

B279**FELT SECURITY: THE MEASUREMENT AND PREDICTIVE STRENGTH OF PERCEIVED RESPONSIVENESS** Dr. Jessica J. Cameron¹, Dr. John G.

Holmes²; ¹University of Manitoba, ²University of Waterloo – In Study 1, a new measure of felt security, based on interpersonal theories, was created and validated. Felt security was distinct from self-esteem and

attachment. In Study 2, felt security predicted relationship quality better than attachment anxiety and avoidance, suggesting that felt security is the essential criteria for regulating relationships.

B280**NEW PERSPECTIVE ON ADULT ATTACHMENT: IMPLICIT ASSESSMENT OF**

ADULT ATTACHMENT USING THE IAT Gizem Surenkok¹, Jessica B. Lerman², Caitlin E. Conroy¹, Patrick E. Shrout¹; ¹New York University, ²Cornell University – We report the development of two IATs specifically designed to assess implicit adult attachment patterns. IAT scores are shown to be reliable but weakly correlated with explicit attachment measures. Social desirability was correlated with explicit but not IAT measures. These new measures offer a new perspective on attachment cognitions.

B281**FRIENDSHIP CHEMISTRY: AN EXAMINATION OF UNDERLYING**

FACTORS Nicole Holderness¹, Kelly Campbell¹; ¹California State University, San Bernardino – An online survey completed by U.S. respondents revealed that the following 12 factors explained 63% of variance within the construct of friendship chemistry: trust, agreeability, sincerity, aspirations, mutual attraction, admiration, similarity, intellectual equivalency, ethnicity, friendliness, socioeconomic status, and self-awareness. Furthermore, the likelihood of experiencing friendship chemistry varied by personality type.

B282**ROMANTIC CHEMISTRY: AN EXAMINATION OF UNDERLYING FACTORS**

Chelsea Lamb¹, Kelly Campbell¹; ¹California State University, San Bernardino – An online survey completed by U.S. respondents revealed that 13 factors explained 68% of variance within the construct of romantic chemistry. The most influential factors were sexual attraction, trust, and similarity. Individuals who had personalities characterized by openness and conscientiousness were more likely to have experienced romantic chemistry.

B283**IF OTHERS ARE BUYING IT, I CAN BLEND IN: SOCIAL EXCLUSION INCREASES PERSUASION BY PRODUCT ADS COMMUNICATING SOCIAL**

PROOF Loes Janssen¹, Ilja van Beest², Nicole L. Mead³; ¹Tilburg University, ²Tilburg University, ³Tilburg University – Four experiments demonstrate how the ingrained need for affiliation influences susceptibility to persuasion. Social exclusion motivates performing actions to gain acceptance and increases persuasion by product advertisements using social proof persuasion tactics (e.g., “most selling”). Exclusion increases attraction to ads and products that signal an opportunity to reconnect with others.

B284**DEPENDS ON YOUR DEFINITION: ATTITUDE CHANGE AND DISSONANCE IN INFIDELITY** Jana Hackathorn¹; ¹Murray State University – The current

study examined the existence of cognitive dissonance processes in infidelity. Results indicated that individuals who wrote a pro-infidelity essay reported higher self-directed negative affect, more attitude change in favor of infidelity, and more liberal views of explicit infidelity behaviors than individuals who wrote pro-monogamy or radio essays.

B285**AUTOMATIC AND EXPLICIT RELATIONSHIP SATISFACTION** Matthew J.

Shaffer¹, James K. McNulty¹; ¹University of Tennessee – 135 newlywed couples completed an Evaluative Priming Task designed to measure their automatic attitude towards their relationship partner as well as self-report measures designed to assess their explicit attitude. Automatic attitudes towards one's partner at the beginning of marriage predicts change in relationship satisfaction over the first three years.

B286

“ARE YOU KIDDING ME?”: THE EFFECT OF RELATIONSHIP CLOSENESS ON PERCEPTIONS OF TEASING Glen Gorman¹, Christian Jordan¹, ¹Wilfrid Laurier University – Four studies examine the effects of felt closeness on perceptions of teasing. It was found that feeling close to another person improves perceptions of teasing, particularly for the target of the tease.

B287

SEXUAL COMPATIBILITY AS A PREDICTOR OF RELATIONSHIP SATISFACTION IN 23 COUNTRIES Erina Lee¹, Gian C. Gonzaga^{1,2}, Emily M. Maywood¹; ¹eHarmony Labs, ²University of California, Los Angeles – An online study was conducted with 16,393 heterosexual couples in 23 countries. Profile correlations were computed from questions of sexual attitudes and used as a measure of similarity. Similarity in sexual attitudes was positively associated with relationship satisfaction. Furthermore, this association was stronger in countries where ambiguity was well tolerated.

B288

DETERMINANTS OF SATISFACTION IN INTERCULTURAL ROMANTIC RELATIONSHIPS Achala Rodrigo¹, SiSi Tran¹; ¹University of Toronto Scarborough – The present research shows that attachment vulnerabilities can affect the level of perceived cultural compatibility and severity of negative emotional experiences following cultural conflict. This subsequently predicts the overall relationship satisfaction in intercultural romantic relationships. Fortunately, perceptions of partner openness is shown to moderate some negative effects of attachment insecurities.

B289

ANXIOUS ABOUT INTERCULTURAL ROMANCE? WHAT DOES TRUST HAVE TO DO WITH IT? Leyla Javam¹, Anika Rasheed², SiSi Tran³; ¹University of Toronto Scarborough – Using attachment theory as a guiding framework, the present research provides the first empirical investigation of how trust and perceptions of cultural compatibility partially mediate the link between attachment vulnerabilities and relationship satisfaction and also between attachment vulnerabilities and commitment among intercultural couples.

B290

THE MEDIATING EFFECTS OF INTERPERSONAL PROBLEMS ON RELATIONSHIP BETWEEN ADULT ATTACHMENT AND SUBJECTIVE WELL-BEING Jia He^{1,2}, Anbo Yang², Dong Xie³; ¹Dong Hua University, Shanghai, China, ²East China Normal University, Shanghai, China, ³University of Central Arkansas, Conway, AR, USA – We examined interpersonal problems as mediating variables between adult attachment and subjective well-being (SWB) among 265 Chinese participants. Path analyses indicated that some interpersonal problems mediate the association between attachment to parents and individual SWB. We discussed these effects in the context of traditional Chinese culture and China's One-Child policy.

B291

COMPANIONATE LOVE AND APPROPRIATE BEHAVIORS IN PLATONIC CROSS-SEX FRIENDSHIPS AMONG JAPANESE UNIVERSITY STUDENTS Masahiro Masuda¹; ¹Kochi University – The present study is designed to identify psychometric factors characterizing platonic cross-sex friendships by applying love and liking scales to cross-sex friendships, and behavioral factors constructing cross-sex friends' behavioral norm. This research explores whether cross-sex friends experience relational challenges that is said to be inherent in their relationships' unconventionality.

B292

ANGER AND SADNESS IN RESPONSE TO OSTRACISM Dorothee Dietrich¹; ¹Hamline University – We used the program "Linguistic Inquiry and Word Count" by Pennebaker, Francis and Booth (2001) to investigate the emotional consequences of ostracism. In the social exclusion condi-

tion, negative emotion content predominated over positive emotion content, with sadness prevailing over anger. In the social acceptance condition, positive emotion content predominated.

B293

WHO ELSE KNOWS? THE STRATEGIC SIGNIFICANCE OF SECRETS Jared Piazza¹, Peter DeScioli²; ¹University of Kent, ²Brandeis University – Previous research indicates that people value friends who show stronger loyalty to them than to other people. In three experiments, we find that people use their friends' secret-telling behavior to evaluate their loyalties. Secrets that violate prior loyalties have negative emotional and motivational consequences.

B294

TO LEAVE OR NOT TO LEAVE? THE INFLUENCE OF MATE VALUE ON REACTIONS TO INFIDELITY April Phillips¹; ¹Northeastern State University – The current study extends previous research by examining whether mate value influences decisions to end the relationship following infidelity. As predicted, higher mate value individuals responded to infidelity with anger and hostility and were more likely to end the relationship, whereas low mate value individuals responded with anxiety and insecurity.

B295

HOW THE THIRD-PARTY FORGIVENESS EFFECT SHAPES RELATIONSHIPS Chelsea A. Reid¹, Jody L. Davis¹, Jeffrey D. Green¹, Jeni L. Burnette²; ¹Virginia Commonwealth University, ²University of Richmond – Participants imagined (Study 1) or recalled (Study 2) times they forgave a dating partner's offense, but their friend did not. When this "third-party forgiveness effect" elicits rumination, individuals are likely to discuss the issue with the friend, become less satisfied with their partner, but become more committed to the friend.

B296

DAILY EMOTION SUPPRESSION AND OVEREXPRESSION IN ROMANTIC RELATIONSHIPS Courtney Gosnell¹, Shelly Gable¹; ¹University of California, Santa Barbara – We examined the effects of two emotion regulation strategies--suppression (showing less emotion than one feels) and overexpression (showing more emotion than one feels) in romantic couples' daily interactions. Displaying true emotions to a romantic partner seems optimal, whereas suppression and overexpression is associated with negative consequences for self and partner.

B297

FEELING WORTHY OF LOVE: IS UNCONDITIONAL REGARD REALLY NECESSARY? Camilla Stine Overup¹, Julie A. Brunson¹, Linda K. Acitelli¹, Mai-Ly Nguyen¹; ¹University of Houston – Students completed questions concerning feeling worthy of love. Results indicate that contingent love from family is a significant predictor of how often a person feels worthy of love. This relationship was partially mediated by having a confidant in the family. Conditional love may not be as harmful as initially anticipated.

B298

YOUR FACEBOOK IS MY HOMEPAGE: AN ANALYSIS OF FACEBOOK USE AND JEALOUSY WITHIN ROMANTIC RELATIONSHIPS Lindsay Rice¹, Nicole L. Muscanell¹, Rosanna E. Guadagno¹, Shannon Q. Murphy¹; ¹University of Alabama – The present study examines whether photos on Facebook can cause romantic jealousy. Results indicated that the amount of photos and photo privacy settings can cause jealousy. Women reported more jealousy than men and it seems that there is an importance for women to appear on their romantic partner's Facebook profile

B299

THE SEMANTICS OF CASUAL SEX: THE EMOTIONAL CONNOTATIONS OF “HOOKUPS” VERSUS “FRIENDS WITH BENEFITS” Anne Kochersberger¹, Harold Herzog²; ¹Western Carolina University – First, differences in connotations of “hookup” and “friends with benefits” were assessed. “FWBs” were rated as significantly warmer and as more monogamous, empowering, stable, and difficult than “hookups.” Using sentence completion, we also found different post-hookup emotion ascriptions; males were assigned mostly positive terms (77%), females mostly negative (85%).

Motivation/Goals

B300

GOAL MULTIPLICITY Darshon Anderson¹; ¹Oklahoma State University-Stillwater – The present research examines a new type of goal orientation that involves a preference for multiple-goal pursuit or single-goal pursuit. The development and validation of the Goal Multiplicity Scale are discussed as well as and how it relates to other self-regulatory processes such as self-control, self-esteem, and need for cognition.

Close Relationships/Belonging/Rejection

B301

DISCERNING ROMANTIC LOVE THROUGH PARALINGUISTIC CUES Sally Farley¹, Susan Hughes²; ¹University of Baltimore, ²Albright College –

Independent raters listening to content-filtered clips of individuals speaking to their romantic partners and friends rated callers' voices as sexier when speaking to their romantic partners, but perceived callers to be less animated, popular, likable, and confident when speaking to their romantic partners than their friends.

B302

STATUS, COMPATIBILITY, AND GENDER AS PREDICTORS OF DIFFERENCES IN PARTNER AND RIVAL DIRECTED JEALOUSY Robianna Hill¹, C. Michelle Clason¹, Courtney Howell¹, Caitlin A. J. Powell¹; ¹Georgia College and State University – This study examined differences in the jealousy participants felt towards their partners and towards their rivals. Males indicated higher partner jealousy, as did Females who had high-status rivals, people who reported high partner-rival compatibility, and people who reported low partner-self compatibility. High rival status led to more rival jealousy.

B303

BACK TO BASICS: THE UNDERLYING STATE (US) MODEL OF DYADIC RELATIONSHIPS Leigh K. Smith¹; ¹San Francisco State University – Using affect intensity, valence and sexual inclination as functionally independent parameters, the Underlying State model of relationships examines whether there are distinct psycho-physiological states (Block, 1995) consistently associated with different types of relationships (e.g., significant others, hook-ups, acquaintances) and the ways these “states” guide relationship classification, maintenance, satisfaction and dissolution.

B304

IS MY OWN MISTAKE, SO I FORGIVE YOU: THE EFFECT OF DEPENDENCY AND GUILT IN INTIMATE RELATIONSHIP CONFLICT Inmaculada Valor-Segura¹, Francisca Expósito¹, Moya Miguel¹, Esther Kluwer²; ¹University of Granada, ²Utrecht University – Two studies showed effect of dependency and guilt different conflict situations. Results demonstrated that in high conflictive situations, women with high dependency felt guiltier than women with low dependency. Results also showed that dependency and guilt were related with more forgiveness.

B305

I'M ALL EARS: LISTENING TO EMOTIONAL DISCLOSURE TO SATISFY BELONGING Joy Hackenbracht¹, Karen Gasper¹; ¹The Pennsylvania State University – We tested whether belonging motivates people to listen to emotional, but not descriptive, disclosure. We found that increasing belonging needs increased the extent to which participants wanted to listen to their friends talk about their emotions, but not their thoughts. This effect was neither due to mood nor self-esteem.

B306

REACTIONS TO REJECTION: A MULTIDIMENSIONAL PERSPECTIVE Yanhua Cheng¹, Daniel Grünh¹; ¹North Carolina State University – This study seeks to provide a multidimensional perspective on the reactions to rejection including facial and verbal expressiveness, changes in mood, and empathy. 64 participants were given positive (acceptance) or negative feedback (rejection) by a confederate during an online interview. Results support the numbness theory that rejection dampens people's emotions.

B307

DETECTING VOCAL VARIATIONS IN LAUGHTER AS A FUNCTION OF CONVERSATIONAL PARTNER Deirdre M. Truesdale¹, Victoria Stith¹, Sally Farley¹; ¹University of Baltimore – Independent raters listening to laughter segments of individuals conversing with romantic partners and friends were able to discern laughs between romantic partners and friends with greater than chance accuracy. Laughter between friends was also perceived to be more pleasant sounding than laughter between romantic partners.

B308

FOOD SHARING INCREASES TRUST Wilbert Law¹, Michael R. Maniaci¹, Harry T. Reis¹; ¹University of Rochester – The goal of this study is to examine the effect of food sharing on interpersonal relationships. An experimental study shows that sharing food from the same source (versus consuming food from separate sources) increases trust in friendships.

B309

“JUST BETWEEN YOU AND ME...” AN INVESTIGATION OF THE ROLE OF GOSSIP IN MATE POACHING Katelin Sutton¹, Megan Oaten², Trevor Case³; ¹Macquarie University, ²Macquarie University, ³Macquarie University – Participants were required to make cost-and-benefit decisions about their willingness to pass on gossip statements about a mate rival. Results indicated that there was a ‘benefit threshold’ whereby participants became willing to pass along gossip information, with women more willing to pass on statements at a lower threshold than men.

B310

I NEED (PREFER) A HERO: MATE PREFERENCES FOR COURAGE Garrick D. Garcia¹, Teresa M. Madruga¹, Victor X. Luevano¹; ¹CSU Stanislaus – We examined the relative value of bravery (altruistic courage) and thrill-seeking (non-altruistic courage) in a short-term or long-term mate using a budget allocation task. Results suggest that bravery is a luxury for men and women in short and long-term mates; thrill-seeking is a luxury only for men in long-term mates.

B311

THE IMPLICIT NEED TO BELONG: AUTOMATIC ASSOCIATIONS BETWEEN COSTS AND THE ABSENCE OF PEOPLE Christopher A. Chai¹, Benjamin M. Wilkowski², Sarah E. Crowe³; ¹University of Wyoming – Social relationships are thought to help reduce threats to individual human beings' survival. Based on this idea, we predicted that participants would automatically associate the absence of people with increased costs. The results of two studies (N=268) using both the traditional and single-category Implicit Association Tests supported this hypothesis.

- B312**
BISEXUAL DIFFERENCES IN JEALOUSY Krysta Kolbe¹, Cory Scherer¹;
¹Penn State Schuylkill – Participants answered a forced choice question asking which distressed them more, emotional or sexual aspects of a hypothesized infidelity. Bisexual women who were dating men, bisexual women who were dating women and bisexual men who were dating men found the emotional aspect of the infidelity most distressing.
- B313**
 Poster withdrawn.
- B314**
THE ROLE OF PET ATTACHMENT IN ROMANTIC RELATIONSHIPS Kristen Capuozzo¹, Robert Wickham¹, Linda Acitelli¹; ¹University of Houston – This research investigated how one's attachment to pets might affect relationship satisfaction and life satisfaction. Cohabiting couples who own pets completed measures of pet attachment, relationship satisfaction, and life satisfaction. The findings show that actual similarity with regard to pet attachment is a strong predictor of relationship satisfaction for women.
- B315**
CONTRASTING EFFECTS OF PARTNER-SPECIFIC VERSUS GENERALIZED IDEALIZATION ON RELATIONSHIP QUALITY Marie-Joelle Estrada¹, Mark R. Leary², Rose Yan³; ¹University of Rochester, ²Duke University, ³Harvard University – Partner-specific idealization (positive illusions) enhances relationships, but generalized idealization of romance (pre-existing illusions about love) may not. Couples reported on their relationship quality as well as generalized and partner-specific idealization. Partner-specific idealization predicted greater relationship satisfaction and importance, but generalized romantic idealization was negatively associated with relationship importance.
- B316**
A DYADIC PERSPECTIVE: BODY SATISFACTION AND COUPLE'S DAILY SEXUAL EXPERIENCE Ruixue Zhaoyang¹, Lynne Cooper¹; ¹University of Missouri-Columbia – The current study demonstrated that satisfaction with partner's body attractiveness was a stronger predictor of individual's own daily sexual experiences than satisfaction with one's own body. Moreover, although effects were generally similar for men and women, women's sexual outcomes were more strongly shaped by partner satisfaction with her body.
- B317**
INTEREST IN ALTERNATIVE ROMANTIC PARTNERS REDUCES MARITAL CLOSENESS OVER TIME Irene Tsapelas¹, Arthur Aron¹; ¹SUNY Stony Brook – Data from a longitudinal study of married couples (N= 152) (Rusbult et al., 2005) were analyzed. Wives reporting an interest in alternative partners, and wives suspecting husbands' interest in alternative partners, both significantly predicted a reduction in husbands' closeness (but not wife's closeness) 4 months later.
- B318**
OUR CHEATING HEARTS: SEX-BASED DIFFERENCES IN PERSONALITY TRAITS RELATED TO EXTRA-PAIR MATING Joseph E. Gonzales¹, Victor X. Luevano², Heather M. Adams²; ¹University of California, Davis, ²California State University, Stanislaus – In men, high short-term mating orientation and sexual desire in response to emotional bonding were associated with a greater likelihood of extra-pair mating. In women, low long-term mating orientation and an anxious attachment style were associated with a greater likelihood of extra-pair mating.
- B319**
IMPLICATIONS OF AFRICAN AMERICAN COUPLES' GENDERED FAMILY ROLES FOR CHANGES IN MARITAL LOVE ACROSS THE FIRST TWO DECADES OF MARRIAGE Christine E. Stanik¹, Susan M. McHale¹; ¹Penn State University – Analyses of longitudinal changes in 162 African American couples' ratings of marital love revealed that love peaked between years 8 and 12 of marriage and then declined. Egalitarian gender attitudes and household roles predicted husbands' love, but links between love and both work and parenting roles were more nuanced.
- B320**
"CREEPING" OR JUST INFORMATION SEEKING?: GENDER AND RESPONSES TO JEALOUSY TRIGGERS ON FACEBOOK Amy Muise¹, Emily Christofides², Serge Desmarais²; ¹University of Toronto, ²University of Guelph – In an experiment, we tested whether exposure to jealousy triggers leads to more information seeking on Facebook. Women spent the most time searching in the highest jealousy condition, whereas men spent the least time searching. The findings suggest gender differences in jealousy responses and a relational impact of Facebook use.
- B321**
"THEN FIX IT, DEAR HENRY": HOW PERCEPTIONS OF RELATIONSHIP FAIRNESS MEDIATE THE RELATIONSHIP BETWEEN MARITAL POWER AND MARITAL SATISFACTION Mattitiyahu Zimbler¹, Aline Sayer¹, Paula Pietromonaco¹, Sally Powers¹; ¹UMass Amherst – This study examined the effect of marital power on marital satisfaction and investigated whether this connection is mediated by perceptions of relationship fairness (PRF) and/or moderated by gender. For wives, power positively predicted marital satisfaction and was mediated by PRF; whereby less power ? lower PRF ? less marital satisfaction.
- B322**
ASSORTATIVE MATING, PERSONALITY SIMILARITY, AND RELATIONSHIP SATISFACTION IN COMMITTED GAY MALE AND LESBIAN RELATIONSHIPS Gian Gonzaga¹, Heather Setrakian¹, Erina Lee¹; ¹eHarmony Labs – This study investigated how personality similarity related to relationship satisfaction among committed gay and lesbian couples. Couples who were more similar in personality reported higher levels of relationship satisfaction after controlling for stereotype similarity and the main effects of personality. Implications for understanding the underpinnings of relationship commitment are discussed.
- B323**
TO WAIT OR NOT TO WAIT? RELATIONSHIP RECOVERY TIME AND STRATEGIC "REBOUNDING" Lauren David¹, Martha Simon¹, Fernando Romero¹, Traci Giuliano¹; ¹Southwestern University – Breakup dissolution distress can be managed by waiting to emotionally recover or by strategically engaging in a new relationship ("rebounding"). Our study evaluated participants' self-reported recovery time and engagement in rebound relationships. We found that men take less time to recover than do women, but that both engage in rebounding.
- B324**
EFFECTS OF SEX AND SEXUAL ORIENTATION ON DEFINITIONS OF INFIDELITY Brian Berchtold¹, Brad Sagarin¹; ¹Northern Illinois University – Across sex and sexual orientation, extra-dyadic physical activities, emotional relationships, and intimacy constituted primary factors in defining infidelity. Findings also suggest that the sex of the partner significantly impacts definitions of infidelity. Lesbians and gay men were more likely to recognize that definitions of infidelity vary from relationship to relationship.

B325**SOCIAL EXCLUSION AND PAIN SENSITIVITY: WHY EXCLUSION SOMETIMES HURTS AND SOMETIMES NUMBS**

Michael Bernstein¹, Heather Claypool²; ¹Penn State Abington, ²Miami University – Social rejection affects pain sensitivity, but new work reveals that the intensity of the social rejection experience is a moderator. In two studies, researchers found that high-intensity rejections led to physical pain numbing while low-intensity led to hypersensitivity. We discuss future work concerning intensity as a moderator of social-exclusion consequences.

B326**WHEN SOCIAL EXCLUSION IS REWARDED**

Maartje Elshout¹, Ilja van Beest¹, Rob Nelissen¹; ¹Tilburg University – Reactions to exclusion depend on switching possibility. If it is possible to switch groups, the excluded conform with (Experiment 1) and reward (Experiments 2 and 3) the excluders less than if this is not possible. Excluded participants who cannot switch behave just as positively toward their excluders as included participants.

B327**BELONGING TO A MAJORITY BUFFERS SOCIAL EXCLUSION**

Jennifer Eck¹, Christiane Schoel¹, Rainer Greifeneder¹; ¹University of Mannheim – The immediate negative consequences of social exclusion are strong and not easily avoided. The present study presents first evidence demonstrating that belonging to a majority compared to a minority group has a buffering effect against social exclusion's immediate negative impact on psychological needs.

B328**PREPARING FOR THE WORST: THE BENEFITS OF EXPECTING REJECTION**

Heather Pease¹, James Wirth¹, Eric Wesselmann², Michael Bernstein³, Kipling Williams²; ¹University of North Florida, ²Purdue University, ³Penn State Abington – Ostracism, (being ignored and excluded), and expectancy violations lead to negative affect. This study examined how recalling interactions where one's expectations of being included or excluded were either met or violated affected emotional reactions to the experience. Recall ostracism versus inclusion was less aversive when it was expected versus unexpected.

B329**CAUSAL UNCERTAINTY IN RELATIONSHIPS, RELATIONAL UNCERTAINTY, AND ROMANTIC JEALOUSY**

Eliane Boucher¹; ¹University of Texas of the Permian Basin – This study found that people with more causal uncertainty in relationships reported more doubts about their involvement as well as their partner's involvement in a current romantic relationship, and about the nature of the relationship itself. Furthermore, such uncertainty also was associated with more cognitive, behavioral, and emotional jealousy.

Poster Session C

Friday, January 27, 12:30 – 2:00 pm, Sails Pavilion

Attitudes/Persuasion

C1

WHEN AN IMPLICIT MEASURE LEADS TO EXPLICIT LIKING: CONDITIONING WITH THE AFFECT MISATTRIBUTION PROCEDURE

Rebecca Weil¹, Eva Walther¹; ¹University of Trier, Germany – Two studies tested whether and under what conditions affect misattribution does not only lead to a momentary influence of primes on target evaluations in the Affect Misattribution Procedure (AMP), but also to Evaluative Conditioning, measured in targets when they are presented without the primes after the AMP.

C2

IMPACT OF VISUAL IMAGERY ON THE EXTREMITY AND INTERNAL CONSISTENCY OF ATTITUDES

John D. Edwards¹, Patrick R. Harrison¹; ¹Loyola University Chicago – Properties of their visual images that people described of four categories of attitude objects (e.g., general types of people, specific US Presidents) were explored as correlates of the extremity and consistency among cognitive, affective, and behavioral components of attitudes. As expected, the relations varied both across and within object categories.

C4

DISCREPANT IMPLICIT AND EXPLICIT EVALUATIONS WEAKEN ATTITUDE CONFIDENCE BY INCREASING PERCEIVED AMBIVALENCE

Geoffrey Durso¹, Robert J. Rydell²; ¹Ohio State University, ²Indiana University – Across four studies, as the discrepancy between explicit and implicit attitude measures grew larger, people's perceived ambivalence increased. Ambivalence mediated the relationship between this discrepancy and reported attitude confidence. Whether people report relatively univalent or mixed feelings can explain how associative information impacts meta-cognitive attributes of an attitude object.

C5

IMPLICIT ILLUSORY CORRELATION: ILLUSORY CORRELATION CAN OCCUR THROUGH BOTH EXPLICIT AND IMPLICIT PROCESSES

Ken Kikuchi¹, Chikashi Michimata¹; ¹Sophia University – Illusory correlation means misperceived correlation between two variables. We examined the nature of illusory correlation using explicit and implicit measures. Participants accomplished explicit attitude questionnaire and implicit association test after reading descriptions about 96 people. The results suggest that illusory correlation can occur through both implicit and explicit processes.

C6

A META-ANALYTIC REVIEW OF THE EFFECTS OF FEAR ON PERSUASION AND BEHAVIORAL CHANGE.

Melanie Tannenbaum¹, Dolores Albarracín¹, Rick Zimmerman²; ¹University of Illinois at Urbana-Champaign, ²George Mason University – Previous research on the persuasive efficacy of fear appeals has led to generally inconclusive results. This meta-analytic review examines the effects of fear on persuasion and attitude/behavior change across 15 different domains, clarifying prior conflicting findings by extending existing research, updating the literature, and identifying key moderators.

C7

“THE MIND IS WILLING, BUT THE FLESH IS WEAK”: THE EFFECTS OF COMMON-SENSE DUALISM ON HEALTH BEHAVIOR

Matthias Forstmann¹, Pascal Burgmer¹, Thomas Mussweiler¹; ¹University of Cologne – In a series of 4 studies we established a bidirectional link between common-sense dualism – i.e., perceiving one's mind and body as two distinct entities – and health behavior. Using multiple priming procedures, we demonstrated that an increased belief in dualism subsequently decreased health-related attitudes and self-reported health behavior.

C8

RELATIONSHIP OF IMPLICIT AND EXPLICIT ATTITUDES ON SMOKING AND SMOKING BEHAVIOR.

Chihiro Kobayashi¹, Kei Hirai², Ayako Hazama²; ¹Kobe College, ²Osaka University – This study investigated data of 40 outpatients who visited hospital for the purpose of quitting smoking. The result showed that implicit attitudes toward smoking at the onset of practice predicted the smoking behavior of patients after three months.

C9

CANINE COMPANION OR MAN'S BEST FRIEND? HUMANIZING LANGUAGE PROMOTES ANIMAL WELFARE

Max E. Butterfield¹, Sarah E. Hill¹, Charles G. Lord¹; ¹Texas Christian University – Two studies examined the effect of language on attitudes toward dogs. Thinking about dogs in human terms increased willingness to adopt dogs from an animal shelter, incur risk for them, endorse vegan behavior, and support animal rights. The findings support the notion that humanizing language elicits humane treatment for pets.

C10

AN EGO-CENTRIC MODEL OF VICARIOUS FREE CHOICE

Kyle Keller¹, Joel Cooper¹; ¹Princeton University – The present research extends work on vicarious dissonance by disambiguating for whom an act must be discrepant in order to produce the effect. Employing a free choice paradigm, perceived decisional difficulty was orthogonally manipulated for both the (ostensible) actor and vicarious observer. Results supported an ego-centric model of vicarious dissonance.

C11

VALIDATING THE OPTIMAL SELF: ATTITUDE CONSENSUS AND UNIQUENESS AS FACILITATORS OF IDENTIFICATION MOTIVES

Joshua Clarkson¹, Zakary Tormala², Derek Rucker³; ¹University of Florida, ²Stanford University, ³Northwestern University – Does attitude consensus really promote attitude certainty? Two experiments demonstrate that individuals seeking assimilation with others value attitude similarity, whereas individuals seeking differentiation from others value attitude dissimilarity. Thus, social consensus has a malleable impact on attitude certainty depending on perceivers' self-identification motives.

C12

GOING WITH YOUR GUT: ATTITUDE ACCESSIBILITY FACILITATES THE REJECTION OF SUBOPTIMAL FOOD OPTIONS

Alison Young¹, Russell Fazio¹; ¹The Ohio State University – Participants rehearsed attitudes towards taste-related versus weight-related words, performed a control task for the other list, and decided whether they would eat a serving of various foods. Weight-condition participants were quicker to say 'no' to unhealthy but tasty foods, while those in the taste condition trended in the opposite direction.

C13

THE EFFECTIVENESS OF ANALOGIES AS A FACILITATOR OF NEW PRODUCT ACCEPTANCE: SELF-REGULATION FOCUS AS A MODERATOR Loredana Viola¹, Thomas Salzberger¹, Monika Koller¹; ¹WU Vienna – An experimental study (n=466) shows that the effectiveness of analogies as a facilitator of new product acceptance depends on the consumer's self-regulation focus. Emotional and functional analogies prove effective only for consumers who are promotion focused, while no such effect exists for prevention focused respondents.

C14

DICHOTOMIZED BELIEFS ABOUT GOOD AND EVIL: TOWARDS THE CREATION OF A NEW MEASURE Maggie Campbell¹, Johanna Vollhardt¹; ¹Clark University – A three-factor "Dichotomized beliefs about good and evil" measure was developed. The factors pertained to belief in absolute evil, belief in absolute good, and belief that everyone has the capability for both. Belief in absolute evil was the most important factor in predicting support for violence, above and beyond demographics.

C15

DOUBT YOUR EYESIGHT BEFORE CRITICIZING YOUR OPPONENTS: THE EFFECT OF VISUAL ILLUSION ON NAÏVE REALISM "I'M RIGHT AND OPPONENTS ARE BIASED" Ayumi Kanbara¹, Yumi Endo²; ¹Kansai University, ²Kansai University – Recent theoretical studies indicate that bias-perception toward opponents results from overconfidence about one's objectivity/naive realism. We hypothesized that naive realism, which influences one's social perception, is derived from confidence pertaining to physical perception. This empirically demonstrated that visual illusion, which causes suspicions about one's physical perception, reduces bias-perception toward opponents.

C16

HOW LAY THEORIES REGARDING CHANGE HELP RATIONALIZE POLITICIANS' PAST MISDEEDS. Cindy Ward¹, Scott Leith¹, Anne E. Wilson¹; ¹Wilfrid Laurier University – In a study conducted just prior to the 2011 Canadian national election we presented people with past misdeeds of the political candidates and found that people altered their lay/implicit theories of change in support of their desired candidate. Thus, lay theories may be used as a rationalization in important contexts.

C17

RECALIBRATING VALENCE BIASES TO PROMOTE CHANGES IN RISK TENDENCIES Evava Pietri¹, Russell Fazio¹; ¹Ohio State University – The causal relation between the valence weighting bias in attitude generalization and risk tendencies was explored. Some participants were retrained to weight positive and negative information equally. Relative to controls, retraining participants with an initial negative bias became more risky while those with an initial positive bias became less risky.

C19

DISTRACTION REDUCES THE EFFECT OF PERSUASIVE-ARGUMENT QUALITY ON ATTITUDES, UNLESS INDIVIDUALS THINK UNCONSCIOUSLY Ian Handley¹, Rachael Dunkel¹, Erin Yosai¹, Janine Jackson¹, Shane Close¹, Kristi Stefani¹, Brett Runnion¹, Matthew Widdekind¹; ¹Montana State University – The current experiment tested the prediction that the effect of a persuasive message on attitudes will be reduced when it is rendered difficult to consciously process, unless individuals are able to think unconsciously. Results indicate that individuals form message-based attitudes via unconscious thought under conditions that verifiably hinder conscious thinking.

C20

CONSIDER THE SOURCE: PERSUASION OF IMPLICIT EVALUATIONS IS MODERATED BY MANIPULATIONS OF SOURCE CREDIBILITY Colin Smith¹, Jan De Houwer¹, Brian Nosek²; ¹Ghent University, ²University of Virginia – Researchers commonly attempt to change evaluations using different methods based on whether the targeted evaluation is implicit or explicit. In the current work, we demonstrate that source credibility (a variable that moderates persuasion with regard to explicit evaluations) also moderates the effects of persuasive messages on implicit evaluations.

C21

LEGITIMACY FROM LONGEVITY: TIME IN EXISTENCE AUGMENTS THE CREDIBILITY OF SOCIAL BELIEFS John Blanchard¹, Scott Eidelman¹; ¹University of Arkansas – We propose a new approach to legitimacy via longevity by demonstrating that older means more credible. In Study 1, Scientology was perceived as more legitimate when displayed as older on a timeline. In Study 2, Christians judged the tenants of their faith as more true when its origins were older.

C22

THE EFFECTS OF PERCEIVED COMPETENCE AND INFORMATION COMPLEXITY ON ATTITUDE STRENGTH Stephanie E. Komoski¹, Joseph J. P. Simons¹, Melanie C. Green¹; ¹University of North Carolina at Chapel Hill – We investigated two influences on attitude strength in response to conflicting information. Participants were informed that they were more/less competent with conflicting information and that a fictional current issue was difficult/easy to understand. Results suggested a matching effect: if perceived competence matched information complexity, participants elaborated more.

C23

GREEN VS. ENVIRONMENTALIST: DO WE HAVE A PREFERENCE? Dave Kolar¹; ¹University of Mary Washington – The term "green" is often used to refer to pro-environmental attitudes. The present study examined if people have more positive attitudes for the term "green" than "environmental" when referring to issues related to the environment. Results indicated that younger people showed no preference, but older people preferred "green" over "environmental."

C24

THE EFFECTS OF ATTITUDINAL AMBIVALENCE ON BEHAVIORAL INTENTION FORMATION Taro Hirashima¹, Koji Tsuchiya², Tadahiro Motoyoshi³, Toshikazu Yoshida¹; ¹Nagoya University, ²Nanzan University, ³Kansai University – We examined the predictors of behavioral intention of people with high attitudinal ambivalence. Results indicated that attitude did not predict intention but subjective norm and perceived behavioral control did. Findings suggest that attitude is less likely to affect intention relative to other predictors among ambivalent people.

C25

THE EFFECTS OF INTROSPECTION ON ATTITUDE-BEHAVIOR CONSISTENCY UNDER LOW-DELIBERATION Catherine M. Calnan¹, Leandre R. Fabrigar¹, Duane T. Wegener², Tara K. MacDonald¹; ¹Queen's University, ²The Ohio State University – We examined whether consistency of attitude-relevant knowledge determines whether introspection harms or enhances attitude-behavior consistency and whether such effects can be explained by the effect of introspection on attitude accessibility. Results indicated that under conditions of low-deliberation, introspection had significant effects on attitude-behavior consistency and attitude accessibility.

C26

THE MODERATING EFFECT OF SCHIZOTYPY ON EXPERTISE EFFECTS IN PERSUASION Jeremy D. Gretton^{1,2}, Richard J. Beninger², Leandre R. Fabrigar²; ¹The Ohio State University, ²Queen's University – We examined the relationship between persuasion and schizotypy. Female undergraduates were shown celebrity-product pairings, and rated expertise and purchase incidence. High-expertise pairings were rated more positively. Furthermore, persons scoring higher on schizotypy demonstrated greater persuasion, potentially indicating a role for dopamine in this persuasion process.

C27

ATTRIBUTIONS OF RESPONSIBILITY FOR ACQUAINTANCE RAPE BASED UPON RACE AND RESPECTABILITY Erin Dupuis¹, Jason Clay¹; ¹Loyola University, New Orleans – This research examined attributions of responsibility to victims and perpetrators of acquaintance rape. Respectability significantly predicted victim responsibility (M_{good} = 20.91, M_{bad} = 24.11). However, when raped by a black perpetrator, black victims with low respectability were blamed more (M = 27.62) than white victims with low respectability (M = 21.67).

C28

VALUE STRENGTH MODERATES THE RELATION BETWEEN IMPLICIT AND EXPLICIT MEASURES OF PREJUDICE Kevin Blankenship¹, Renee Murray¹; ¹Iowa State University – The present work demonstrates that the strength of a value can influence the relation between explicit and implicit measures of prejudice. Specifically, for participants whose attitudes toward equality were “strong”, the relation between implicit and explicit prejudice towards Blacks was strong, relative to participants with “weak” attitudes toward equality.

C29

ASSESSING ATTITUDES AND BEHAVIORS TOWARD WOMEN SCIENTISTS AND ENGINEERS: THE PREDICTIVE UTILITY OF IMPLICIT ATTITUDE MEASURES Tamera R. Schneider¹, Rebecca R. Riffle¹; ¹Wright State University – Measuring explicit attitudes toward women in science, technology, engineering and mathematics (STEM) may induce socially desirable responding. We investigated the predictive utility of the IAT and the Personalized IAT. The IAT had strong, divergent relationships, but the PIAT was more aligned with explicit attitudes and behaviors.

C30

CORRELATES OF THE RACE IAT: A BIG DATA EXAMINATION OF THE INFAMOUS MEASURE Kathleen Schmidt¹; ¹University of Virginia – Four years of data collected from more than 1.5 million visitors to the Project Implicit demonstration website was analyzed to explore the relationships among implicit and explicit racial attitudes, demographics, and individual differences.

C31

IMPLICIT ? UNAWARE – PEOPLE ARE ABLE TO INTROSPECT THEIR IMPLICIT ATTITUDES TOWARDS SOCIAL GROUPS Adam Hahn¹, Charles Judd¹, Irene Blair¹, Holen Katz¹; ¹University of Colorado at Boulder – We show that people are able to predict their implicit attitude scores before completing a series of IATs, indicating an ability to introspect implicit attitudes. These predictions were distinct from self-reported explicit attitudes, which showed little relation with IAT scores.

C32

SPILLING INK: MOTIVATIONAL PROCESSES IN THE AFFECT MISATTRIBUTION PROCEDURE Thorsten M. Erle¹, Bertram Gawronski², Fritz Strack¹; ¹Julius-Maximilians-Universität Würzburg, ²University of Western Ontario – The role of egalitarian goals within prejudice-related Affect Misattribution Procedures (AMPs; Payne, et al., 2005) was tested. Response-positivity of neutral prime trials changed as a function of goal-

strength. This is explained by their higher goal-conduciveness relative to prejudice-related stimuli. Implications for implementing the AMP and its construct validity are presented.

C33

ELABORATING MESSAGES FROM BLACK SOURCES: THE ROLES OF INTERNAL AND EXTERNAL MOTIVATIONS TO RESPOND WITHOUT PREJUDICE Daniel Sude¹, Kimberly Rios Morrison¹; ¹University of Chicago – Using Chicago-area and national samples, we examined the effects of internal and external motivations to respond without prejudice (IMS and EMS) on Whites' decisions to elaborate a message attributed to a Black source. Low IMS, high EMS participants did not differentiate between strong and weak messages from a Black source.

C34

CONSTRUCTING A SCALE FOR MEASURING FORMER STUDENTS' ATTITUDES TOWARDS HIGH SCHOOL TEACHERS Melissa Oehlke¹, Tami Anderson², Jeremy D. Heider³; ¹Stephen F. Austin State University – To assess the attitudes of former high school students towards their high school teachers a series of twenty-one questions were asked. Of these twenty-one, fourteen were found to fall into three distinct categories which were labeled as admiration, avoidance, and retrospection.

Close Relationships/Belonging/Rejection

C35

PREDICTING COMMITMENT IN LESBIAN RELATIONSHIPS: WHICH INVESTMENTS MATTER? Justin J Lehmiller¹; ¹Harvard University – An elaborated version of the Investment Model Scale was administered to lesbian and heterosexual women. For heterosexuals, both tangible and intangible investments predicted romantic commitment. For lesbians, only intangible investments were significant. These measures also increased explained variance in commitment, thus enhancing our understanding of relationship processes in same-sex couples.

C36

BREAKING THE ICE: THE EFFECT OF PHYSICAL COLDNESS ON MIMICRY Clara Michelle Cheng¹, Jeannette Bergfeld²; ¹Carlow University, ²Alliant International University, San Francisco – This study examined the effect of experiencing physical coldness or warmth on mimicry. Results showed that, compared to those who held a hot pack, participants who held an ice pack for two minutes were more likely to mimic the coloring patterns of an example purportedly completed by another student.

C37

A ROSIER VIEW AND THICKER SKIN: HOW SOCIAL POWER SHAPES INTERPERSONAL EXPECTATIONS AND REACTIONS TO SOCIAL FEEDBACK Maya M. Kuehn¹, Serena Chen¹; ¹University of California, Berkeley – We examined how social power affects interpersonal life. Both correlational and experimental designs revealed that higher power was associated with greater perceptions of acceptance and less fear of unfavorable social evaluation. A third study demonstrated that high-power participants were less affected by mild negative social feedback than low-power participants.

C38

THE INFLUENCE OF EXTERNAL STRESS ON THE PROCESSING OF RELATIONSHIP INFORMATION IN EARLY MARRIAGE April A. Buck¹, Lisa A. Neff¹; ¹The University of Texas at Austin – Two studies examined the links between external stress and processing of relationship information during the early years of marriage. Daily diary and longitudinal results revealed that spouses under greater stress engaged in a less nuanced processing of relationship experiences, which is detrimental for marital well-being.

C39

BIRDS OF A MORAL FEATHER: THE ROLE OF MORALITY IN ROMANTIC ATTRACTION AND RELATIONSHIP SATISFACTION. Spassena Koleva¹; ¹University of California, Irvine – Moral virtues advertise mate value (Miller, 2007). In two studies (N = 3883), moral attributes were prioritized over non-moral ones, and Trustworthiness was prioritized over Warmth. Individuals also preferred mates with similar moral foundations. Romantic couples (N = 90) showed assortative mating for morality and moral similarity predicted women's satisfaction.

C40

DON'T GET YOUR HOPES UP: AVOIDANTLY ATTACHED INDIVIDUALS EXPECT LOWER RELATIONSHIP REWARD WHEN THERE IS POTENTIAL FOR CLOSENESS Stephanie S. Spielmann¹, Geoff MacDonald¹; ¹University of Toronto – Avoidantly attached individuals keep hopes for relationship reward low as a way to avoid approaching romantic partners. In two studies, avoidant individuals expected lower reward from relationships involving approach of closeness (current or future romantic partners). However, this pattern was not evident with ex-partners, who were not targets of approach.

C41

STAYING CONNECTED WHEN FALLING APART: THE PSYCHOLOGICAL CORRELATES OF SEX AND CONTACT WITH AN EX-PARTNER Ashley Mason¹, David Sbarra¹; ¹University of Arizona – This study investigated how contact (CWE) and sexual contact (SWE) with an ex-partner correlate with post-separation adjustment (SA). Correlations depended on partner-specific longing: Adults reporting CWE and less longing reported better SA. Adults reporting CWE and more longing reported poorer SA. Adults reporting SWE and more longing reported better SA.

C43

DOES LOVE MEAN NEVER HAVING TO SAY YOU'RE SORRY? THE INFLUENCE OF RELATIONSHIP SATISFACTION ON RESPONSES TO APOLOGIES Karina Schumann¹; ¹University of Waterloo – How does victims' relationship satisfaction predict their forgiveness following an apology? Couples first evaluated their relationship satisfaction and then reported any relationship conflicts in daily diaries. Apologies were associated with forgiveness only for highly satisfied victims. Moreover, relationship satisfaction predicted victims' ratings of apology sincerity, which in turn predicted forgiveness.

C44

CAN YOU CONNECT WITH ME NOW? HOW THE PHYSICAL PRESENCE OF DIGITAL COMMUNICATION DEVICES IMPACT RELATIONSHIP FORMATION Andrew Przybylski¹; ¹University of Rochester – Mobile phones are important to relationship formation and maintenance yet little is understood about how their presence shapes relationship quality. Evidence from two experiments indicated they can have a negative influence when they distract attention from the present or focus it on the demands of everyday life.

C45

DIMENSIONS OF THE PROTOTYPE OF HOOKING UP Sal Meyers¹; ¹Simpson College – The present research seeks to understand the meaning college students ascribe to "hooking up" by examining how central they rated 66 features to be to their understanding of hooking up. Participants' ratings of the centrality of the hooking-up features were factor analyzed.

C46

SMELLING VANILLA REDUCES FEELINGS OF CONNECTEDNESS Kenneth Tai¹, Jayanth Narayanan¹, Xiuping Li¹, Jared Nai¹, Hareesh Totlani²; ¹National University of Singapore, ²Firmenich & Co. – We examine how olfaction affects people's social attitudes and feelings of connectedness. We found that participants who were exposed to a vanilla scent felt more distant from others and were also less likely to conform than participants who were exposed to a lavender scent or no scent.

C47

RELIGIOSITY AND GENDER IDEOLOGY AS PREDICTORS OF RELATIONSHIP QUALITY: MEDIATING EFFECTS OF RELATIONSHIP COMMITMENT Karen Bittner¹, Fred Lorenz¹, Flora Surjadi¹; ¹Iowa State University – We proposed that relationship commitment mediates the association between religiosity and relationship quality as well as gender ideology and relationship quality. Structural equation modeling using self-report and observational data supported this prediction. The results were similar for men and women individually, as well as at the dyadic level.

C48

ATTACHMENT-BASED RECALL OF ACUTE PHYSICAL PAIN & SOCIAL SUPPORT Carol L. Wilson¹, Mollie A. Ruben², Samantha Bates¹, Ryan Richards¹, Bill Frackowiak¹, Kim Cook¹, Melanie Powell¹; ¹Penn State Erie, The Behrend College, ²Northeastern University – Fifty-one undergraduate women were exposed to acute physical pain in the presence of their romantic partners. Attachment insecurity predicted greater recalled subjective pain and greater pain intensity, whereas attachment security predicted greater recalled partner support and satisfaction with partner support, approximately 3 weeks following the pain experience.

C49

DOES PERSPECTIVE-TAKING ENHANCE OR REDUCE EGOCENTRIC BIAS? Tamara A. Sucharyna¹, Jacquie D. Vorauer¹; ¹University of Manitoba – To examine the ironic effects of perspective-taking on egocentric bias, ninety pairs of same-sex friends were randomly assigned to one of three perspective-taking conditions: Imagine-self, imagine-other, or control. Results indicated that individuals in the imagine-other condition showed greater transparency overestimation compared to those in the imagine-self or control conditions.

C50

THE INFLUENCE OF ATTACHMENT ON RELATIONSHIP CLOSENESS Caroline Groth¹, Jon Aho¹, Ashley Petersen¹, Paul Roback¹, Minda Orina¹; ¹St. Olaf College – Researchers studied adult attachment and changes in closeness in married couples. High anxiety levels and longer relationship lengths were associated with an increased odds of increasing in closeness during the discussion, after controlling for avoidance, problem severity, and topic.

C51

WHEN YOUR FAMILY SAYS "NO": A LOOK AT ATTACHMENT AND FAMILY DISAPPROVAL IN INTERCULTURAL RELATIONSHIPS Alyson Green¹, SiSi Tran¹; ¹University of Toronto Scarborough – The present study examines how family disapproval can exacerbate attachment vulnerabilities in intercultural relationships. Highly avoidant individuals and their partners experience less closeness towards each other when disapproval occurs. Interestingly, individuals low in avoidance show no differences in closeness, regardless of disapproval. Findings are discussed in terms of attachment theory.

C52**THE CONSEQUENCES OF SOCIAL REJECTION: LOOKING THROUGH THE**

ANOTHER'S EYE Minjung Cha¹; ¹Yonsei University – This study finds that when a person is socially rejected, it allows them to view the world in a third-person perspective. Social rejection influenced people to be more socially attentive in that leads to taking the third-person perspective more rather than the first-person perspective.

C53**COMMUNICATING SOCIAL REJECTION IN UNREQUITED LOVE**

Tammy J. Rowatt¹; ¹Baylor University – In a study of unrequited love experiences, 318 participants wrote autobiographical narratives about a “Would-Be Lover” or “Rejector” experience. Reasons for rejection were coded. Main reasons for rejection included low attractiveness, friendship preservation, dissimilarity, and general excuses. 77% of Rejectors reported a discrepancy between real vs. communicated reasons for rejection.

C54**THE IMPACT OF WORLDVIEW ORIENTATION AND EXISTENTIAL THREAT ON**

RELIGIOSITY Kristen M. Eyssell¹, Danny Kamps¹, Erin Coolahan¹, Elysia Amoroso¹, Angelica Amaya Boyd¹; ¹University of Baltimore – Worldview orientation (relation of self to group) was crossed with existential threat on internal and external religiosity. Under neutral conditions, worldview orientation does not affect religiosity scores. Under conditions of mortality or isolation, however, those who place the group before the self report higher internal and external religiosity.

C55**EXAMINING INTERPERSONAL REJECTION: DISTINCTIONS BETWEEN BEING SOCIALLY REJECTED VS. BEING ROMANTICALLY REJECTED**

Fionnuala A. Butler¹; ¹University of California, Davis – The current research examined the effects of rejection (vs. acceptance) and type (social vs. romantic) on both threatened needs and displays of creativity. Socially rejected individuals reported feeling significantly less belonging than did romantically rejected or accepted individuals. Additionally, socially rejected individuals exhibited greater creativity relative to romantically rejected individuals.

C56**RELATIONSHIP SATISFACTION IN INTIMATE RELATIONSHIPS IN THE FACE OF TRANSGRESSION: THE BUFFERING ROLE OF FORGIVENESS**

Ozgun Bas,turk¹, Ceren Tekin², Gozde I.kizer³; ¹Developmental Psychology, ²Social Psychology, ³Social/ Organizational Psychology – The study investigates the underlying mechanism of how hurtful events affect further relationship satisfaction in intimate relationships. The variables of interest are transgression severity, relationship satisfaction and forgiveness. The sample consists of 174 Turkish young adults. Results show that relationship satisfaction is explained most when TG was measured in abstract terms.

C57**DID HE MAKE YOU LAUGH? EXPERIMENTAL EVIDENCE THAT HUMOR USE AND INTERPERSONAL ATTRACTION ARE MUTUALLY TRANSFORMATIVE**

Stanislav Treger¹, Susan Sprecher², Glenn Reeder², Ralph Erber¹; ¹DePaul University, ²Illinois State University – The current study tested the hypothesis that humor and attraction are mutually transformative via a social interaction paradigm. People self-reported using more humor when interacting with attractive opposite-sex others and were more attracted to opposite-sex others when the others were perceived to use humor in their interaction.

GSC Student Poster Award Finalist - Also presenting on board A8.

C58**HOW DO I SEE YOU? PARTNER-ENHANCEMENT IN DATING COUPLES**

Marian Morry¹, Mie Kito²; ¹University of Manitoba, ²University of Winnipeg –

Individuals self-enhance relative to strangers or acquaintances. According to self-expansion theory, dating partners become associated with the self. Therefore, people can perceive the self positively by viewing their partner positively. Repeated-measures ANOVAs indicated partner-enhancement and idealization on moderate but not low relationship relevant traits among 58 heterosexual dating couples.

C59**MAKE 'EM LAUGH: HOW HUMOR STYLES AFFECT ROMANTIC INTEREST**

Theresa E. DiDonato¹, Mellisha C. Bedminster¹, Joanna J. Machel¹; ¹Loyola University Maryland – Using experimental methods, we examined how different humor styles affect romantic interest. We manipulated humor style in vignettes presented to 261 undergraduates. Results supported our expectations: positive humor generated more interest than negative, and accompanying inferences of competence and warmth predicted romantic interest, suggesting humor operates as a fitness indicator.

C60**BEAUTY AND BLEMISHES: VISUAL BIASES FOR FACIAL FLAWS WHEN VIEWING POTENTIAL ROMANTIC PARTNERS**

Kathleen Carswell¹, Eli Finkel¹; ¹Northwestern University – Two studies investigated lower-order perceptual biases for the facial flaws of physically attractive same- and opposite-sex potential interaction partners. Findings suggest individuals exhibit visual attentional adhesion to facial blemishes, but only toward opposite-sex targets. Furthermore, this attentional adhesion to blemishes appears to be especially pronounced among women.

C61**I LIKE IT WHEN YOU ACT LIKE A LEADER: A ROLE CONGRUITY ACCOUNT OF ROMANTIC DESIRE FOR POWERFUL OPPOSITE-SEX PARTNERS**

Brian Wilkey¹, Paul Eastwick¹, Eli Finkel², Nate Lambert³, Grainne Fitzsimons⁴, Preston Brown³, Frank Fincham³; ¹Texas A&M University, ²Northwestern University, ³Florida State University, ⁴Duke FUQUA School of Business –

Participants reported romantic desire for two opposite-sex interaction partners. We manipulated (a) which partner actually had power and (b) which partner participants believed had power. Desire was greatest when the actual manipulation of power matched participants' beliefs; this effect was mediated by the powerful partner's tendency to direct the conversation.

C62**NOT ALL REJECTIONS ARE CREATED EQUAL: EXAMINING THE THREATS OF REJECTION TYPES**

Lawrence Perko¹, H. Colleen Sinclair¹; ¹Mississippi State University – In this 2 (Internal vs. External attribution) x 2 (Stable vs. Unstable attribution) experiment, participants read a relationship termination vignettes manipulating the reason for being rejected. Measures of perceived threats to basic needs followed. Internal attribution rejections yielded the highest threats to self-esteem but somewhat lesser threats to control.

C63**HE IS INTO YOU: THE ROLE OF EYE GAZE IN CONVEYING ROMANTIC INTEREST**

Abigail Mitchell¹, James H. Wirth²; ¹Nebraska Wesleyan University, ²University of North Florida – What role does eye gaze play in initial romantic encounters? Direct, versus averted, eye gaze on a first date with a virtual partner resulted in higher amounts of romantic interest, relational evaluation, self-esteem, basic needs satisfaction, positive emotions, and more positive ratings of one's dating partner and one's self.

C64

CULTURE OF HONOR AND FEMALE ATTRACTION PREFERENCES: THE ROLE OF FACIAL FEATURES Kiersten Baughman¹, Ryan P. Brown¹; ¹University of Oklahoma – Past research has shown that women prefer masculine faces when seeking long-term dating partners. Cultures of honor exert specific mating forces on their inhabitants. This study shows that women overall prefer more masculine faces, but they admit that some undesirable qualities come along with high levels of testosterone.

C66

IF I'M A NINE THEN YOU'RE A NINE: INVESTIGATING IMPLICIT THEORIES OF MATCHING Chantele Joordens¹, Danu Stinson¹; ¹University of Victoria – Matching occurs when romantic partners 'trade' certain valued traits; through trading of the same characteristic (e.g., attractiveness for attractiveness) or trading of different characteristics (e.g., attractiveness for social status). As predicted, participants seem to hold implicit theories of matching; evident by ascribing increased social status when couples mismatched in attractiveness.

C67

SOCIAL EXCLUSION MAKES PEOPLE SKEPTICAL ABOUT SIGNS OF SOCIAL ACCEPTANCE Hiroaki Tanaka¹, Tomoko Ikegami¹; ¹Osaka City University – This study examines whether socially excluded people selectively remember signs of social acceptance from new individuals and are more motivated to associate with them. Our results show, however, that excluded participants become more hesitant to associate with them as they recall more of their accepting signs.

C68

DO CHEATERS CHEAT UP OR DOWN: PERCEPTIONS OF CUCKOLDS AND HOMEWRECKERS Beth Siegel¹, Abigail Harris², Hellen C. Harton³; ¹University of Northern Iowa – This study investigated perceptions of the "other person" and "cuckold" in a romantic infidelity, both of whom have been largely overlooked in previous research. The "other person" was judged to be less moral or kind than the cuckold, who was judged as more annoying and arrogant than the "other person".

C69

SELF-PROTECTIVE MEMORY OF INTERPERSONAL EVENTS Edward Lemay¹; ¹University of New Hampshire – This research examined self-protective biases in memory for a relationship partner's behaviors. Using both hypothetical behaviors (Study 1) and daily interactions involving romantic partners (Study 2), results suggest that people are especially unlikely to remember behaviors performed by valued partners indicating that partners do not value the relationship.

C70

APPEARANCE-BASED REJECTION SENSITIVITY: IMPLICATIONS FOR AFFECT, COGNITION, MOTIVATION, AND HEALTH Lora E. Park¹; ¹University at Buffalo, The State University of New York – Appearance-based Rejection Sensitivity (Appearance-RS) is the dispositional tendency to anxiously expect, readily perceive, and overreact to rejection based on one's physical attractiveness (Park, 2007). Results from survey, experimental, and daily diary studies demonstrate unique correlates and consequences of Appearance-RS, and ways to attenuate the negative effects of appearance-based threats.

C71

THE RELATION BETWEEN ADULT ATTACHMENT STYLE AND PARENTING STYLE Joshua Hart¹, Cassandra DeVito²; ¹Union College, ²University of Massachusetts, Amherst – We examined the relationship between adult attachment style and parenting style. Participants completed measures of attachment and parenting style. Attachment avoidance predicted low authoritative and high authoritarian parenting, while attachment anxiety predicted a more conflicted approach to parenting, including high democratic values, authoritarian hostility, and permissive lack of follow-through.

C72

ATTACHMENT AND THE USE OF HUMOR DURING CONFLICT NEGOTIATION IN DATING COUPLES Heike A. Winterheld¹, Jeffry A. Simpson², M. Minda Oriña³; ¹California State University, East Bay, ²University of Minnesota, Twin Cities Campus, ³St. Olaf College – We tested how partners with different attachment orientations express and react to humor during conflict negotiation. Avoidant individuals used less affiliative and more aggressive humor; anxious individuals used more self-defeating humor. Avoidant individuals were angrier when partners used aggressive humor. Anxious individuals responded favorably to affiliative but not self-defeating humor.

C73

GROWING SECURITY: ROMANTIC PARTNER'S SUPPORT OF PERSONAL GOALS DECREASES ATTACHMENT INSECURITY Laura VanderDrift¹, Ximena B. Arriaga¹, Madoka Kumashiro², Laura B. Luchies³, Eli J. Finkel⁴; ¹Purdue University, ²Goldsmiths, University of London, ³Redeemer University College, ⁴Northwestern University – A longitudinal study of 187 romantic couples demonstrated that individuals become more securely attached over time to the extent that their partner supports their goals and ideal selves. Attachment, thus, develops not only from a partner's behavior when coping with crises but also when pursuing situations that allow for growth.

C74

ME IN TV: REALITY TELEVISION, NARCISSISM AND INFIDELITY IN A NATIONAL SAMPLE Carlos Flores¹, Joseph Salib¹, Raul Salcedo¹, Kris Munakash¹, Kelly Campbell¹; ¹California State University, San Bernardino – This study explored the relationship between watching/wanting to be in reality television, narcissism, and infidelity. Using data collected online, we demonstrated that watching reality television did not predict narcissism; however, a willingness to participate in reality television did, which in turn predicted infidelity. Societal and relationship implications are discussed.

C75

HOW DISPOSITIONAL ATTACHMENT IMPACTS RELATIONSHIP SATISFACTION: THE ROLE OF FELT SECURITY IN DAILY INTERACTIONS WITH A ROMANTIC PARTNER Gentiana Sadikaj¹, D.S. Moskowitz², David Zuroff¹; ¹McGill University – Felt security in daily interactions was examined as a mediator of the effect of dispositional attachment on relationship satisfaction. Using event-contingent recording, couples reported their felt security during 20 days. Results indicated that attachment avoidance influences partners' felt security, which in turn influences mean levels of and change in satisfaction.

C76

JUSTICE SENSITIVITY AND FORGIVENESS IN CLOSE INTERPERSONAL RELATIONSHIPS: THE MEDIATING ROLE OF MISTRUSTFUL, LEGITIMIZING, AND PRO-RELATIONSHIP COGNITIONS Tanja M. Gerlach^{1,2}, Mathias Allemand³, Dmitrij Agroskin⁴, Jaap J. A. Denissen¹; ¹Humboldt-University Berlin, ²International Max Planck Research School LIFE, ³University of Zurich, ⁴University of Salzburg – Three studies explore the link between justice sensitivity from a victim's perspective (JS-victim) and forgiveness. JS-victim was negatively linked to forgiving dispositions in a community sample (N=450). Two experimental studies (N=246 and N=974) corroborated victim sensitive persons' unforgiveness to be largely mediated by specific post-transgression cognitions, irrespective of perpetrator remorse.

C77

WHY SEXT? AN EXPLORATORY STUDY EXAMINING PREDICTORS OF SEXTING BEHAVIORS AND FACTORS RELATED TO SEXTING MOTIVES AND INTENTIONS AnaMarie Guichard¹, Teresa Madruga¹, Garrick Garcia¹; ¹California State University, Stanislaus – Factors predicting sexting behaviors (the electronic sending/receiving of sexually suggestive text messages, pictures, or videos) were examined. Participants (N=204) completed an online study examining the relationship between personality measures and prior sexting behaviors, intent to engage in future sexting, and motives for sexting. Results suggest several predictors for sexting.

C78

A TIMELINE OF SEX: ATTACHMENT ANXIETY, REJECTION SALIENCE, AND CONDOM USE Leigh C. Turner¹, Tara K. MacDonald¹; ¹Queen's University – Rejection salience, attachment anxiety, and attachment avoidance interacted to predict women's placement of the label, 'have unprotected sex' on a relationship timeline. Rejected women high in anxiety and low in avoidance placed the label later on the timeline than those not rejected. No other participants showed differences by rejection condition.

C79

INITIAL COMMITMENT TO A NEW RELATIONSHIP FACILITATES GROWTH IN INDIVIDUAL HEALTH Michael K. Coolson¹, Madoka Kumashiro²; ¹Shippensburg University, ²Goldsmiths, University of London – We examined the association of initial relationship commitment with individual health and health growth trajectories. Growth curve analyses of a longitudinal study yielded a significant interaction of initial commitment with time: participants with stronger initial commitment experienced more beneficial growth in health compared to those low in commitment.

C80

THE EFFECTS OF RACIAL DISCRIMINATION ON THE HIV-RISK COGNITIONS OF AFRICAN-AMERICAN YOUNG ADULTS Laurel Peterson¹, Michelle Stock¹, Frederick Gibbons²; ¹The George Washington University, ²Dartmouth College – African-American young adults were excluded or included in an online game (Cyberball) by White peers. Excluded participants attributed their exclusion to racial discrimination and reported greater substance-use and risky sex willingness and lower HIV-risk perceptions. This experiment suggests that racial discrimination contributes to behavioral cognitions associated with HIV-risk.

C81

CHRONIC STRESSOR AND RELATIONSHIP FUNCTIONING: A DYADIC DIARY STUDY OF OLDER MARRIED COUPLES MANAGING TYPE II DIABETES Masumi Iida¹, Mary Ann Parris Stephens², Melissa F. Franks³, Karen S. Rook⁴; ¹Arizona State University, ²Kent State University, ³Purdue University, ⁴University of California, Irvine – This diary study (129 couples; 24 days) examined how patients' diabetic management is associated with interaction quality. For both patients and spouses, symptoms were associated with decreased enjoyment and increased tension. Anxiety was associated with an increase in spouses' tension. Illness duration moderated the association between symptoms and spouses' enjoyment.

C82

SEXUAL FREQUENCY MODERATES ANXIOUSLY ATTACHED WOMEN'S CORTISOL RESPONSES TO A PASSIONATE LOVE PRIME Brittany L. Wright¹, Timothy J. Loving¹; ¹The University of Texas at Austin – Anxious individuals often engage in sexual behaviors in an effort to keep partners from leaving. What happens when this mate-retention tactic is underutilized? We found that less sexually active, high anxiety women experienced significant cortisol increases when asked to reflect on the experience of falling in love with their partners.

C83

CONFLICT, SOCIAL SUPPORT, CAPITALIZATION AND RELATIONSHIP SATISFACTION: A DAILY EXPERIENCE STUDY Heather Setrakian¹, Gian Gonzaga¹; ¹eHarmony Labs – Three hundred engaged couples completed seven daily surveys assessing the occurrence, and partner response to, conflict, social support elicitation, and capitalization attempts. While partner responsiveness (PR) in all interactions predicted higher same and next day relationship satisfaction, only PR to capitalization predicted positive next day behavioral changes within the individual.

C84

FORGIVENESS AS A MEANING-MAKING MECHANISM: A LONGITUDINAL STUDY OF ROMANTIC PARTNERS Daryl R. Van Tongeren¹, Jeffrey D. Green¹; ¹Virginia Commonwealth University – Interpersonal offenses potentially threaten the meaning-providing function of relationships. However, forgiveness may provide meaning by restoring relationship quality. A six-month longitudinal study of romantic partners revealed that offering forgiveness increased one's meaning in life, and the effect was partially mediated by increased relationship satisfaction. Forgiveness operates as a meaning-making mechanism.

C85

POWER, PROSOCIAL ORIENTATION, AND PERSPECTIVE-TAKING IN CLOSE RELATIONSHIPS Amie Gordon¹, Serena Chen¹; ¹UC Berkeley – This research highlights the role of power in close relationships. Using diverse methods (i.e., daily experience, experimental, dyadic) we show that relational power enhances partner perspective taking, but only for those who prosocially oriented. Together, these studies highlight power's potential effect on relationship well-being, especially during times of conflict.

C86

HEART RATE AND HEART RATE VARIABILITY IN RESPONSE TO IMPOSED CLOSENESS TO ATTACHMENT NETWORKS Kathy Carnelley¹, Erica Hepper¹, Angela Rowe², Gizem Arikan¹, Richard Gramzow³; ¹University of Southampton, ²University of Bristol, ³Syracuse University – Avoidant individuals avoid focusing on attachment concerns to reduce stress. In Study 1 (N=58), avoidants showed higher heart-rate-variability and lower heart-rate during symbolic imposed-closeness to attachment-networks, suggesting avoidants disengaged and avoided stress. Study 2 (N=106) manipulated opportunity to disengage, to examine whether avoidants maintained these reactions when forced to focus.

C87

ENERGIZED BY LOVE: PHYSIOLOGICAL CONSEQUENCES OF PARTNER REFLECTION Sarah C. E. Stanton¹, Lorne Campbell¹; ¹University of Western Ontario – This study investigated the potential physiological and behavioral benefits associated with thinking about a romantic partner. Results revealed that partner reflection specifically yielded higher levels of blood glucose in both the short- and long-term, as well as trends for enhanced persistence and efficiency on a subsequent task.

C88

THE EXCLUDED EYE: OSTRACISM, RESOURCES AND THE PERCEPTION OF HUMAN MOVEMENT Jamie Gorman¹, Kent Harber¹, Maggie Shiffrar¹; ¹Rutgers University at Newark – According to the Resources and Perception Model (RPM), psychosocial resources enable more accurate perception of meaningful objects and events. Two studies, based on RPM, tested whether ostracism, which diminishes resources, would disrupt human motion perception. As predicted, ostracism disrupted motion perception but mainly among those lacking in psychosocial resources.

C89**HOW YOUR SPOUSE MAY SAVE YOU: SUPPORT MODERATES THE RELATION BETWEEN CHILDHOOD STRESSORS AND ADULT PHYSIOLOGICAL STRESS RESPONSES**

Dana Roth¹, Paula Pietromonaco¹, Sally Powers¹; ¹University of Massachusetts, Amherst – The present work explored the moderating role of spousal support in the relation between childhood stressors and cortisol responses to spousal conflict among newlywed couples. Results suggest that a supportive spouse may indeed reduce heightened physiological stress responses associated with a risky family background.

C90**TIMING OF PUBERTAL DEVELOPMENT PREDICTS DISTINCTIVE PATTERNS OF PHYSIOLOGICAL STRESS AMONG NEWLYWED COUPLES**

Lindsey A. Beck¹, Rebecca Lieberman², Paula R. Pietromonaco¹, Sally I. Powers¹; ¹University of Massachusetts, Amherst, ²Brown University – We investigated the relationship among pubertal timing, anxiety about interpersonal conflict, and physiological stress patterns (via salivary cortisol) in newlywed couples. Spouses who anticipated stressful conflict discussions showed distinctive physiological patterns based on pubertal timing. Earlier developing participants showed exaggerated physiological stress patterns and later developing participants showed flat patterns.

C91**CONNECT OR PROTECT: NEUROENDOCRINE AND SOCIAL RESPONSES TO INTERPERSONAL REJECTION**

Lisa M. Jaremka¹, Nancy Collins¹; ¹UC Santa Barbara – A paradox in the rejection literature is that rejection leads to aggressive and pro-social behavior. Prior research has assumed that these results are contradictory. This research demonstrates that rejection activates multiple motives that are not mutually exclusive – participants simultaneously derogated the perpetrator and sought out social connection following rejection.

C92**PARTNER EFFECTS OF RELATIONAL COMMUNICATION, RELATIONSHIP QUALITY, AND EMOTION REGULATION ON AUTONOMIC PHYSIOLOGY**

Rebecca Reed¹, Ashley Randall¹, Shannon Corkery¹, Valerie Young², Jessica Post¹, Emily Butler¹; ¹University of Arizona, ²Hanover College – Individuals' relationship quality and emotion regulation affect their partners' physiological health. Self-report and laboratory data results indicated that individuals' poor relational communication predicted increased physiological responses in partners, while positive relationship quality and suppression predicted reduced physiological responses. Findings suggest that interpersonal dynamics have implications for partners' physiological health.

C93**THE 5-HTTLPR POLYMORPHISM IN THE SEROTONIN TRANSPORTER GENE MODERATES THE ASSOCIATION BETWEEN STRESS AND DECLINES IN MARITAL SATISFACTION**

Claudia M. Haase¹, Laura R. Saslow², Lian Bloch¹, Sarina M. Rodrigues³, James J. Casey¹, Benjamin H. Seider¹, Giovanni Coppola⁴, Jessica Lane⁴, Robert W. Levenson¹; ¹University of California, Berkeley, ²University of California, San Francisco, ³Oregon State University, ⁴University of California, Los Angeles – Why do some individuals become dissatisfied with their marriages in the face of stress, whereas others take it in stride? Findings from a 13-year longitudinal study provide the first evidence that the 5-HTTLPR polymorphism in the serotonin transporter gene moderates the association between stress and declines in marital satisfaction.

C94**LESS LIKELY TO STRAY: SELF EXPANSION OPPORTUNITIES MODERATE THE EFFECT OF EGO DEPLETION ON SUSCEPTIBILITY TO INFIDELITY**

Brent A. Mattingly¹, Gary W. Lewandowski Jr.², Eddie M. Clark³, Kathryn Blankmeyer³; ¹Ashland University, ²Monmouth University, ³Saint Louis University – Participants either regulated or did not regulate their behavior, imagined someone who offered high vs. low self expansion opportunities, and indicated their willingness to engage in infidelity with the target. As predicted, ego depletion resulted in a decreased willingness to engage in infidelity with a low (vs. high) expansion target.

Emotion

C95**GUILT, PARENTHOOD, AND DONATIONS**

Janne van Doorn¹, Marcel Zeelenberg¹; ¹Tilburg University – In two studies it is shown that guilt only leads to higher donations to charity when one does not have children. For people who do have children, the focus on others that guilt generates is limited to their own family, at the disadvantage of charity.

C96**EMOTION AND SUBJECTIVE MEMORY CONFIDENCE: EXAMINING THE ROLE OF SPECIFIC EMOTIONS**

Robin Kaplan¹, Linda J. Levine¹; ¹University of California, Irvine – People show striking and often unwarranted confidence in their memories for emotional information. We found, however, that participants were more confident of memories for information conveying happiness and anger (associated with appraisals of certainty) than for information conveying fear (associated with appraisals of uncertainty), even after controlling for memory accuracy.

C97**HIGHER CARDIAC VAGAL CONTROL IS ASSOCIATED WITH BETTER PSYCHOLOGICAL HEALTH UNDER CONDITIONS OF GREATER SOCIAL SUPPORT: A PROSPECTIVE STUDY**

Brett Ford¹, Henrik Hopp¹, Amanda Shallcross¹, Allison Troy¹, Victoria Floerke¹, Frank Wilhelm², Iris Mauss¹; ¹University of Denver, ²University of Salzburg – One mechanism that may help explain who develops depressive symptoms is cardiac vagal control – a physiological index linked with more efficient responding to environmental social resources. In support of this, we found that higher vagal control does lead to better psychological health, but only when social resources are available.

C98**APPROACH-MOTIVATED SOCIAL BEHAVIOR: BAS RELATES TO APPROACH-MOTIVATED NEUROPHYSIOLOGICAL AND EMOTIONAL RESPONSES TO ANGER PICTURES**

Bryan Poole¹, Philip Gable¹; ¹University of Alabama – The present study tested whether the late positive potential (LPP) ERP component to anger pictures is related to trait (BAS) and state (left-frontal activation) measures of approach motivation. Results revealed that both trait and state measures of approach motivation related to LPP amplitudes to anger pictures.

C99**IDEOLOGICAL DIFFERENCES IN EMOTIONAL EXPERIENCE AND RECONSTRUCTIVE MEMORY CONCERNING THE EVENTS OF SEPTEMBER 11, 2001**

Sean Lane¹, Alison Ledgerwood², John Jost¹, Elizabeth Phelps¹; ¹New York University, ²University of California, Davis – Individuals reported the emotional responses to the 9/11 attacks at three time points. Concurrently, across all times people who identified as conservative reported more anger and liberals reported more sadness. Retrospectively, conservatives over-reported their feelings of anger and liberals over-reported their sadness, adjusting for actual felt anger and sadness, respectively.

C100

ENJOYING BAD NEWS AND SUFFERING GOOD NEWS: IN-GROUP IDENTIFICATION AND THE JOYS OF SCHADENFREUDE AND THE SORROWS OF GLÜCKSCHMERZ Charles Hoogland¹, D. Ryan Schurtz², David J. Y. Combs³, Caitlin A. J. Powell⁴, Richard H. Smith¹; ¹University of Kentucky, ²Stevenson University, ³United States Navy, ⁴Georgia College – Participants reacted to an article about a player on a rival team suffering a concussion and to a second article revealing a quick recovery. Low identified participants felt sympathy over the injury and happy about the recovery; highly identified participants felt schadenfreude over the injury and glückschmerz after the recovery.

C101

GRATIFICATIONS FOR ENQUIRING MINDS: TABLOID SCHADENFREUDE OR CHEERS FOR THE UNDERDOG Sung Hee Kim¹, Katie Boucher², Richard H. Smith³, Rosanna K. Smith⁴; ¹University of Kentucky, ²Indiana University, ³University of Kentucky, ⁴University of Kentucky – Stories from The National Enquirer were coded for status and likeability of the featured person, the valence of the story outcome, and the emotion likely to be produced in the reader. High status, disliked people usually suffered bad news; low status, liked people usually experienced good news.

C102

EXPLORING HOW VARIETIES OF ENVY, INFERIORITY, AND RESENTMENT ARE LINKED WITH SCHADENFREUDE Rosanna Smith¹, Stephen M. Thielke², Sung Hee Kim³, Richard H. Smith⁴; ¹University of Kentucky, ²University of Washington, ³University of Kentucky, ⁴University of Kentucky – Evidence that envy creates schadenfreude if the envied person suffers is inconclusive. Inferiority and resentment are sometimes better predictors. Based on autobiographical accounts of envy (benign or malicious), inferiority (chronic or non-chronic), or resentment (consensual or non-consensual injustice), schadenfreude was most strongly linked with malicious envy and consensual resentment.

C103

THE COGNITIVE CONSEQUENCES OF UPREGULATING POSITIVE AND NEGATIVE EMOTION Tanya Martini¹, Yingfang Zhu¹, Charles Davis¹; ¹Brock University – Memory for auditory and visual information presented during disgusting and amusing films was assessed in participants assigned to one of three emotion regulation conditions (suppression, exaggeration, control). Exaggeration participants exhibited greater memory impairment than participants in the control or suppression conditions, which did not differ from one another.

C104

THE BENEFITS OF SELF-DISTANCING IN PREPARATION FOR ANXIETY-PROVOKING INTERPERSONAL INTERACTIONS Emma Bruehlman-Senecal¹, Ozlem Ayduk¹, Ethan Kross²; ¹University of California, Berkeley, ²University of Michigan, Ann Arbor – Participants who thought through their emotions regarding an upcoming anxiety-provoking interaction from a self-distanced perspective were less self-focused during this interaction, and reported less anxiety, greater comfort and less distance from their interaction partner than those who self-immersed. This suggests that self-distancing in preparation for stressful interactions aids emotion regulation.

C105

SPONTANEOUS SELF-DISTANCING ATTENUATES EMOTIONAL REACTIVITY TO NEGATIVE AND POSITIVE EXPERIENCES Mary Y. Liu¹, Ethan Kross¹, Ozlem Ayduk²; ¹University of Michigan, Ann Arbor, ²University of California, Berkeley – Participants reflected over their most positive and negative experience at the end of each day for 7 consecutive days and rated levels of spontaneous self-distancing from and emotional reactivity to each experience. Findings suggest that spontaneous self-distancing attenuates emotional reactivity regardless of the valence of the experience participants reflect over.

C106

IT'S NOT EMOTION PER SE BUT RATHER WHAT YOU DO WITH IT: THE EFFECTS OF EMOTION-REGULATORY PROCESSES ON TASK PERFORMANCE Joshua S. Eng¹, Oliver P. John¹; ¹University of California, Berkeley – Two studies examine how emotion-regulatory processes influence task performance in the context of a common but strong emotion—test anxiety. Findings suggest it is not anxiety per se that influences performance but also how people regulate anxiety, highlighting the importance of examining regulation when studying emotions' effects on other psychological processes.

C107

IN THE BLINK OF AN EYE—USING BLINKS AS AN INDICATOR OF MORAL EMOTIONS. Andres Olide¹, Brian Simpson¹, Katherine Sorensen¹, Kemberlee Bonnet¹, David Matsumoto¹; ¹San Francisco State University – Because Darwin described shame as eliciting behaviors such as blushing and blinking—with blushing traditionally attributed to embarrassment—we tested whether shame or embarrassment were predictors of blinking behavior. Using a task meant to elicit shame we found that shame, not embarrassment, accounted for the blinking behavior.

C108

CAN COGNITIVE EMOTION REGULATION EFFICACY BE IMPROVED THROUGH TRAINING? BEHAVIORAL AND PSYCHOPHYSIOLOGICAL EVIDENCE FROM LONGITUDINAL REAPPRAISAL PRACTICE Bryan T. Denny¹, Kevin N. Ochsner¹; ¹Columbia University – A fundamental question involving reappraisal is whether one can improve through training. We investigated two forms of reappraisal (reinterpretation and distancing) and a no regulation group in a 4-session experiment. Distancing training led to greater drops in negative affect and perceived stress and was associated with increasing heart rate control.

C109

GUILT: IMPULSIVE SOCIAL MORALITY? Roger Giner-Sorolla¹, Jared Piazza², Neil McLatchie¹; ¹University of Kent at Canterbury, ²University of Pennsylvania – Is guilt for regulating individual or social choices? In Experiment 1, only when participants harmed another did guilt, vs. shame or regret, increase, regulating prosocial decisions. After two further experiments, showing that guilty feelings vs. thoughts led to less self-controlled decisions, Experiment 4 showed this impulsive behavior to be prosocial.

C110

EMOTION AND DYSREGULATED BEHAVIOR: IS THE INTERACTION BETWEEN HIGH NEGATIVE REACTIVITY AND LOW POSITIVE REACTIVITY ASSOCIATED WITH DYSREGULATED BEHAVIOR? Tchiki S. Davis¹, Iris B. Mauss¹; ¹University of Denver – What explains whether someone will engage in dysregulated behavior (e.g., alcohol use, stealing, or self-injury)? We hypothesized that individuals with increased negative emotional reactivity would exhibit dysregulated behavior (both cross-sectionally and prospectively), but only when they also exhibit low positive emotional reactivity. Regression analyses provided support for these hypotheses.

C111

COGNITIVE EMOTIONS AND REGULATORY BEHAVIOR Kathleen E. Darbor¹, Heather C. Lench¹; ¹Texas A&M University – The cognitive emotion of regret is particularly likely to influence subsequent regulatory behavior. Participants wrote autobiographical accounts to elicit regret or neutral emotion and their consumption of cheesecake was measured. Regret resulted in an improvement in regulatory behavior. The findings demonstrate the importance of current emotional experience for decision making.

C112

I FAILED, BUT AT LEAST I'M IMPROVING QUICKLY: THE ROLES OF CONTROL PROCESS AND OBJECTIVE SELF-AWARENESS THEORY IN PREDICTING EMOTIONS Ann Phillips¹; ¹Huntingdon College – Objective Self-Awareness Theory (Duval & Wicklund, 1972) and Self-Discrepancy Theory (Higgins, 1987) predict size of self-goal discrepancies determines intensity of emotions, but Control Process Theory (Carver & Scheier 1981, 1998) posits rate of progress in goal achievement predicts intensity of emotions. Two studies are presented that empirically addressed these theories.

C113

EFFECTS OF POWER PRIMING ON AFFECTIVE, PHYSIOLOGICAL, AND BEHAVIORAL RESPONSES TOWARDS SOCIAL STRESS Petra Schmid¹, Marianne Schmid Mast¹, Manuel Bachmann¹; ¹Work and Organizational Psychology – We tested whether power priming affects people's affective, physiological, and behavioral responses toward social stress. Confirming our predictions, power priming decreased anxiety feelings and physiological arousal during the Trier Social Stress Test. Moreover, power-primed participants showed less nonverbal signs of nervousness and performed better than controls.

C114

EFFECTIVE CONTROL OF AFFECT: A META-ANALYSIS OF EMOTION REGULATION STRATEGIES Thomas Webb¹, Paschal Sheeran¹, Eleanor Miles¹; ¹University of Sheffield – Meta-analysis tested the effectiveness of seven types of attentional deployment, three types of cognitive change, and three types of response modulation in regulating emotional outcomes. Findings across 268 comparisons revealed differences between strategies; attentional deployment and response modulation had smaller effects than cognitive change. There were also differences within strategies.

C115

THE CONTRIBUTION OF PARENTS' BELIEFS ABOUT CHILDREN'S EMOTIONS TO PARENTS' EMOTION-RELATED SOCIALIZATION BEHAVIORS Fantasy Lozada¹, Amy Halberstadt¹, Ashley Craig¹, Kevin Leary¹, Patsy Sibley¹; ¹North Carolina State University – Parents' self-reported beliefs about the value of children's emotions were predicted to related to parents' emotion socialization behaviors. Observations of 125 parent-child emotion discussions were coded for labeling, acknowledgment, encouragement, and shaping/teaching behaviors. Results indicated that parents' value beliefs of emotion predict their emotion socialization behaviors.

C116

DISCRETE EMOTION AND RISK: DISTINCT COMPONENTS OF ANGER DIFFERENTIALLY AFFECT RISK TAKING Jolie Baumann¹; ¹Northeastern University – The ability of a single discrete emotional state to have divergent effects on risk taking is explored. Anger is shown to increase or decrease risk taking relative to a control condition depending on the parameters of the risk-taking opportunity. The importance of studying emotional states as multifaceted phenomenon is discussed.

C117

MORALITY IN HIGH DEFINITION: EMOTION DIFFERENTIATION INCREASES THE RELIABILITY OF MORAL JUDGMENTS C. Daryl Cameron¹, B. Keith Payne¹, John Doris²; ¹University of North Carolina at Chapel Hill, ²Washington University in St. Louis – Research shows that changing people's emotions can change their moral judgments. We argue that these effects are moderated by how clearly people understand their emotions. Across three studies, we show that trait and state emotion differentiation reduce the influence of incidental disgust on moral judgments in an affective priming task.

C118

PREDICTING FUTURE EMOTIONS FROM DIFFERENT VIEWPOINTS: THE INFLUENCE OF IMAGERY PERSPECTIVE ON THE PREDICTED EMOTIONAL IMPACT OF COLLEGE SPORTS OUTCOMES Karen Hines¹, Lisa Libby¹; ¹The Ohio State University – Participants adopted an internal first-person or an external third-person viewpoint (manipulated) to visualize themselves watching a sports game. Then, they predicted how they would feel if their team won or lost. Using a third-person (versus first-person) perspective caused participants to predict a stronger emotional response to the game's outcome.

C119

THE UNBEARABLE HEAVINESS OF BEING, IMMORAL... Patricia Slawuta¹, Emanuele Castano¹; ¹New School for Social Research – This research shows that certain psychological states—here specifically regret/guilt (or having a “heavy heart”)—has distinctly physical manifestations through significantly higher estimates of weight of objects associated with this state. The four studies shed new light on the phenomena of embodiment and metaphor-based cognition.

C120

THE EFFECTS OF PRIMED AND DISPOSITIONAL ANGER AND FEAR ON STRATEGIES FOR COPING WITH A QUID-PRO-QUO WORKPLACE HARASSMENT SCENARIO Afroditi Pina¹, Tendayi Viki²; ¹University of Kent – We examined the effects of primed and dispositional anger and fear on coping strategies in response to a workplace sexual harassment scenario, and expected anger to lead to advocacy and negotiation and fear to lead to avoidance and social coping. Results from 105 female students partially confirm the expected relationships.

C121

SOCIAL EMOTIONS AND SELF-CONSTRUAL: HOW SOCIO-EMOTIONAL CONGRUITY MAKES INDULGING “FEEL RIGHT” Joshua Beck¹, Ann Schlosser¹; ¹University of Washington – In four experiments, participants feeling self- or other-oriented emotions indulged more when those emotions were congruent with their independent or interdependent self-construal, respectively, resulting from greater feelings of peacefulness. Socio-emotional congruity may therefore be important for understanding how emotions influence indulgent behavior.

C122

WHEN APPLIET IS LESS EFFECTIVE THAN APPLICATION: DIMINUTIVES IN DESCRIBING OBJECTS INFLUENCE PERCEPTUAL AND AFFECTIVE JUDGMENTS Michal Parzuchowski¹, Bogdan Wojciszke¹, Konrad Bocian¹; ¹Warsaw School of Social Sciences and Humanities – Diminutives serve two functions, to denote either an object's small size, or affection towards the object. While our affection towards an object would increase it's value and satisfaction from having it compact size could signal a lesser value and cause a decrease in satisfaction.

C123

THE EFFECTS OF EMOTIONAL CERTAINTY AND VALENCE ON SOCIAL RISK Emily Bonem¹, Phoebe Ellsworth², Richard Gonzalez³; ¹University of Michigan – The current study aims to extend research on the effects of emotional valence and certainty on risky decision-making to the domain of social risk. Results demonstrated that both valence and certainty may both influence decision thoughts but only valence may influence decision choice.

C124

“JUST” REVOLTED ON THE OUTSIDE: EXTRANEOUS DISGUST EXACERBATES EXPLICIT, BUT NOT INTUITIVE MORAL DISAPPROVAL Garrett Marks-Wilt¹; ¹University of Michigan, ²Siena Heights University – It has been suggested attributions of intentionality reflect an intuitive moral stance; however, commentators argue demonstrations to that

effect are due to an emotional bias. In contradiction to this explanation, students exposed to a disgust manipulation expressed harsher explicit moral disapproval, but did not attribute higher degrees of intentionality.

C125

RIGHT FRONTAL EEG ASYMMETRY PREDICTS EMPATHIC REACTIONS

Alexa Tullett¹, Eddie Harmon-Jones², Michael Inzlicht¹; ¹University of Toronto, ²Texas A&M – Although a rightward imbalance in frontal brain activity is often linked to negative outcomes, we found that it is a significant predictor of empathic reactions towards the suffering of others. In addition, right-frontal asymmetry was an indirect predictor of prosocial intentions – an effect that was mediated by empathic reactions.

C126

MAPPING THE MIND: A CONSTRUCTIONIST VIEW ON HOW MENTAL STATES EMERGE FROM THE BRAIN.

Suzanne Oosterwijk¹, Kristen A. Lindquist², Eric Anderson¹, Rebecca Dautoff³, Yoshiya Moriguchi⁴, Lisa Feldman Barrett¹; ¹Northeastern University, ²Harvard University, ³Martinos Center for Biomedical Imaging, ⁴National Institute of Mental Health, National Center of Neurology and Psychiatry – We examined the neural basis of different mental states. Participants were instructed to experience negative auditory scenarios in three ways; to focus on bodily sensations; to experience an emotion, or to think about the event in an objective way. Analyses demonstrated substantial neural overlap as well as differences between conditions.

C127

AFFECT PRIMARILY DRIVES LOOKING PATTERN DIFFERENCES TO EMOTION FACES

Jennifer Fugate^{1,2}, Maria Gendron^{1,2}, Katie Besette¹, Lisa Feldman Barrett^{2,3}; ¹Boston College, ²Northeastern University, ³Massachusetts General Hospital and Harvard Medical School – Participants showed different natural looking patterns (using conventional eyetracking measures and conditional probabilities of looking) among emotional faces that varied in affective information. Looking patterns among faces sharing arousal and valence information were not encoded discretely, with the exception of disgust faces.

C128

DOES THE SQUEAKY WHEEL GET THE GREASE? ONE'S EMOTIONAL BASELINE AFFECTS OTHERS' RESPONSES TO ONE'S EMOTIONAL EXPRESSIONS

Amanda L. Forest¹, David R. Kille¹, Joanne V. Wood¹, John G. Holmes¹; ¹University of Waterloo – Although expressing negative emotions may often elicit a supportive response, we examined the hypothesis that people who frequently express negativity may have their negative emotions underestimated and receive less supportive responses, relative to people who seldom express negativity. Results of correlational and experimental studies supported the hypothesis.

C129

INCREASING POSITIVE REACTIONS TOWARD PRE-LINGUAL HEARING IMPAIRED INDIVIDUALS: THE ROLE OF TWO COMPENSATORY STRATEGIES

Carmela Franzese¹, John F. Dovidio²; ¹University of Naples, ²Yale University – We investigated the role of two strategies (acknowledgment of a disability and increased positivity) that individuals with hearing deficits may adopt to minimize the negative effects of their impairment in social interactions. Acknowledgments of being “hearing impaired” produced favorable responses. The “increased positivity” was not effective for reducing stigma.

C130

“I’M DROWNING HERE!” METAPHOR COMPREHENSION AND PERSONALITY

Spencer Hensley¹, Elizabeth Craun¹, Kelly Grob¹, Kimberly Barchard¹; ¹University of Nevada, Las Vegas – 106 participants completed measures of personality and ability to recognize emotional connotations in metaphors. Openness and agreeableness moderately correlated with Metaphors Test scores, suggesting that people who want to communi-

cate with others are better at doing so. Implications for professionals (e.g., online counselors) who interpret emotionally laden writing are discussed.

C131

RECOVERY FROM DISTRESS AS A MEASURE OF EMOTION REGULATION

Hilal Sen¹, Deniz Usten¹, Berfe Gunduz¹, Zeynep Tunalioglu¹, Nazan Aksan²; ¹Koc University, ²The University of Iowa – The aim of the study was to investigate whether behavioral measures of anger and sadness recovery following the offset of the emotion eliciting tasks were an indicator of emotion regulation. The results were partially supportive of a coherent response profile consistent with either affective style or temperament.

C132

FEELING THE BLUES: THE RELATIONSHIP BETWEEN DYSPHORIA AND EMOTIONAL REACTIONS TO MUSIC

Jenna G. Chang¹, Bradley J. Stastny¹, Jeff T. Larsen¹; ¹Texas Tech University – How do sad moods affect people’s emotional reaction to music? We found that people with sad moods (i.e. dysphoria) experienced greater sadness during bittersweet and saddening songs than during happy songs. This suggests that sad moods influence not only how sad music sounds but how sad it makes people feel.

C133

EMOTIONAL LABOR AT WORK: THE ROLE OF TRAIT AFFECTIVITY AND EMOTION REGULATION STRATEGIES

Adam Bradshaw¹, Joseph M. Goodman¹, Grant C. Corser², W. Randy Evans³; ¹Illinois State University, ²Southern Utah University, ³University of Tennessee- Chattanooga – The current study seeks to address calls to investigate emotion regulation in field settings. To that end, we have provided a diverse cross-sectional design of professionals. Results found a positive correlation between TPA and Cognitive Reappraisal on Emotional Labor. An interaction was found for Expressive Suppression on the TPA-EL relationship.

C134

NATURALISTIC OBSERVATION OF EMOTIONAL EXPRESSION IN THE DAILY CONVERSATIONS OF COUPLES COPING WITH BREAST CANCER

Megan Robbins¹, Matthias Mehl¹, Ana Maria Lopez¹, Karen Weiths¹; ¹University of Arizona – We naturalistically observed daily conversations of couples coping with breast cancer, using the EAR, to investigate how emotional expression relates to adjustment. Emotional expression within conversations about topics other than cancer was strongly related to adjustment, supporting the notion that it is important to study mundane interactions in this context.

C135

DO YOU WANT TO “FEEL THE BURN”? IDEAL AFFECT INFLUENCES EXERCISE PERCEPTIONS, CHOICES, AND EXPERIENCES

Candice Lowdermilk¹, Louise Chim¹, Jeanne Tsai¹; ¹Stanford University – Few studies have examined individual differences in the experience of exercise. In this study we tested and found support for the role of ideal affect on the way individuals perceive, choose, and experience exercise. Results suggest individuals’ affective goals may be an efficacious target for exercise promotion efforts.

C136

BULLYING HISTORY AND DAILY EMOTIONAL EXPERIENCES

Matt Newman¹; ¹Arizona State University – Two studies explored associations between bullying history and emotional processing. In Study 1, bullying victims reported more negative emotion throughout a daily diary study. In Study 2, negative emotion expression and diminished perceived support mediated the link between bullying and stress, suggesting a mechanism for long-term impact of being bullied.

C137

NOT ALL POSITIVE EMOTIONS LOOK THE SAME: DIFFERENTIATING HOPE & CHALLENGE Leslie Kirby¹, Craig Smith¹, Rebecca Garden²; ¹Vanderbilt University, ²Jefferson Hospital, Philadelphia PA – We present the results of an on-line survey (N = 132) comparing the respective properties of hope versus challenge/determination. Several reliable differences, consistent with challenge/determination involving more self-agency than hope, emerged, thereby adding to the mounting evidence concerning considerable differentiation among positive emotional states.

C138

EMOTIONAL CLARITY AND PSYCHOLOGICAL ADJUSTMENT: A LONGITUDINAL STUDY WITH FIRST-YEAR COLLEGE STUDENTS. Ana Isabel Lage-Ferreira¹, Paulo Nuno Lopes², Luisa Lima¹; ¹ISCTE.IUL, ²Catolica Lisbon School of Business and Economics – Evidence from a longitudinal study suggests that emotional clarity facilitates adaptation to college life. Clarity was positively related to psychological adjustment and the use of functional emotion regulation and coping strategies. It moderated the relationship between prior negative affect and difficulties experienced in adapting to college life.

GSC Student Poster Award Finalist - Also presenting on board A31.

C139

WHOEVER DESIRES IS ALWAYS POOR: HIGHLY VALUING HAPPINESS PREDICTS DEPRESSION SYMPTOMS SIX MONTHS LATER Craig L Anderson¹, Iris Mauss¹; ¹UC Berkeley – Cross-sectional research suggests that highly valuing happiness may paradoxically undermine one's happiness and well-being. In support of the causal effect of valuing happiness in psychological health outcomes, the current investigation used a prospective design to demonstrate that individual differences in valuing happiness predicted depressive symptoms six months later.

C140

UNOBTRUSIVE POSITIVE FACIAL FEEDBACK REDUCES THE NEGATIVE IMPACT OF EXPERIMENTAL STRESS Joseph Cherry¹, Tara Kraft², Sarah Pressman³; ¹The University of Kansas – This study examined whether the production of positive facial expressions may reduce the negative effects of stress. Consistent with the facial feedback hypothesis, participants who were made to smile, but who were unaware of smiling, reported less decrease in positive affect during stress tasks than non-smiling participants.

C141

DOES SELF-COMPLEXITY BUFFER AGAINST INTERPERSONAL DISTRESS? Samantha Saks^{1,2}, Paul Duberstein^{1,2}, Michael Hoerger^{1,2}; ¹University of Rochester Medical Center, ²University of Rochester Healthcare Decision-making Group (UR-HDG) – We examined whether self-complexity was associated with reduced symptoms of depression, anxiety, and stress, and better coping in response to a stressful interpersonal event. Preliminary findings partially supported our hypothesis that self-complexity would buffer interpersonal distress, which has implications for how self- and social- cognition may influence functional well-being.

C142

DOES NOSTALGIA BUFFER OR ENHANCE THE IMPACT OF HOMESICKNESS? Cassandra Plante¹, Frederick M. E. Grouzet¹; ¹University of Victoria – In a daily diary study we investigated the relationship between nostalgia, homesickness and wellbeing in university students. We hypothesized that nostalgic episodes may act as a psychological buffer for students experiencing homesickness. Results partially confirmed our hypothesis. The positive relations between homesickness and nostalgia will be discussed.

Stereotyping/Prejudice

C143

IDENTITY THREAT IN PRACTICE: HOW GENDER STEREOTYPES RELATE TO FEMALE SURGEONS' WELL-BEING Arghavan Salles^{1,2}, Geoffrey L. Cohen¹, Claudia Mueller²; ¹Stanford University, ²Stanford University Medical Center – This study examined how the stereotype that men are better surgeons than women relates to female surgeons' well-being. For women, greater perception of this stereotype correlated with worse psychological outcomes whereas for men, psychological outcomes either remained the same or were improved with greater perception of the stereotype.

C144

CLARIFYING THE NATURE OF IMPLICIT ANTI-FAT BIAS TOWARD BLACK AND WHITE WOMEN Lisa Harrison¹; ¹California State University, Sacramento – Implicit anti-fat bias toward White and Black women was examined. There was more bias toward fat White women than thin White women. This effect was not significant for Black women. There was also greater bias toward fat White women than fat Black women. This suggests ethnicity significantly influences anti-fat bias.

C145

THE EFFECTS OF STEREOTYPE THREAT ON STATE LEVELS OF STIGMA CONSCIOUSNESS AND OVERALL PERFORMANCE ON A STEREOTYPE-RELEVANT TASK Gwenith Blount-Nuss¹, Amy Hackney¹; ¹Georgia Southern University – This study hypothesized that state stigma consciousness is one of many contributing factors to the expression of stereotype threat effects. While results failed to replicate past research or lend support to the primary hypothesis, a relationship between stigma consciousness and gender identity was found between different levels of threat.

C146

EXPLORING THE STEREOTYPE THAT MEN ARE FUNNIER: THEY TRY HARDER Laura Mickes¹, Julian Parris¹, Travis Carlisle¹, Vivian Hwe¹, Nicholas Christenfeld¹; ¹UC San Diego – Mickes et al. found that males produced more humorous material. We investigated whether a greater tendency to attempt humor might explain why males produce more humorous material. When humor was possible, but optional, males made more gestures at humor than females, and males rated this humor by males as funnier.

C147

THE ROLE OF RELATIVE STATUS, BENEVOLENT SEXISM ATTITUDES, AND GENDER IN JUDGMENTS OF SEXIST BEHAVIOR Rachel C. O'Connor¹, Isis H. Settles¹; ¹Michigan State University – In a scenario study examining evaluations of sexist behavior, three conditions were varied in the relative status of a male and female. We found significant interactions between status, benevolent sexism attitudes, and participant gender in perceptions of the benevolence of the male's behavior and the female's feeling about the behavior.

C148

NEGATIVE ENVIRONMENTAL CUES PREDICT WOMEN'S STEM IDENTITY, PERFORMANCE, AND COMMITMENT Bettina J. Casad¹, Marissa M. Salazar¹, Sara Chapman¹, Tanya A. Chavez¹, Erika L. Estrada¹, Rachele L. Webb¹, Abdiel J. Flores¹, Veronica A. Macina², Amy M. Arambulo³, Dana N. Peralta¹; ¹California State Polytechnic University, Pomona, ²Pepperdine University, ³California State University, Los Angeles – Threatening environments discourage women from pursuing STEM education and careers. A longitudinal study found that negative environmental cues predict less commitment to STEM six months later. Further, negative social climate predicts lower sense of belonging and less commitment to STEM.

- C149**
TREAD CAREFULLY: THE ROLE OF AMBIVALENT SEXISM IN JUDGMENTS OF VICTIMIZATION AND DANGER. Danielle Gaucher¹, Susan T. Fiske²; ¹University of Winnipeg, ²Princeton University – We investigate whether perceptions of victimization and danger are influenced by sexist ideology. Hostile sexists reported that women are more likely than men to be victimized when travelling and that travel is more dangerous for women (Studies 1-3). Warnings of victimization may serve as a form of social control.
- C150**
DIFFERENTIAL IMPLICIT ASSOCIATIONS BETWEEN MAJORITY AND MINORITY GROUPS AND CORRESPONDING STEREOTYPE CONTENT Ivo Gyurovski¹, Cheryl Dickter², Paul Kieffaber²; ¹University of Chicago, ²College of William and Mary – This research examined the strength of the implicit associations between Blacks and Whites with their corresponding stereotypes. Results indicated that participants more strongly associated majority stereotypes with the White category than they associated minority stereotypes with the Black category, suggesting that stereotypes for majority and minority groups are learned differently.
- C151**
NOT ALL KINDS OF AFFIRMATION HELP TO ALLEVIATE STEREOTYPE THREAT. THE EFFECT OF GROUP-AFFIRMATION ON ACADEMIC PERFORMANCE IN STEREOTYPE THREAT SITUATIONS. Dominika Mazur¹, Paul H. White¹, Tonee L. Peterson¹, Emma R. Griffith¹; ¹University of Utah – Our research shows that group-affirmation involving a stigmatized identity may intensify stereotype threat and be harmful for academic performance. In our study, women who were exposed to stereotype threat and subsequently affirmed as members of the stigmatized group underperformed on a math test compared to women who self-affirmed.
- C152**
ETHNIC PREJUDICE AND IMPLICIT ATTITUDES IN THE FAMILY: A STUDY WITH THE IMPLICIT ASSOCIATION TEST Sara Alfieri¹, Elena Marta¹, Clelia Anna Mannino²; ¹Catholic University of Sacred Heart, Milan, ²University of Minnesota, Minneapolis, USA – The Implicit Association Test and The Classical and Modern Racial prejudice were given to 40 family triads. The aim is to investigate the relationship between implicit/explicit ethnic prejudice in parents and in their sons. Interesting role-specific influences emerge (explicit mother?implicit sons $R^2=.23$, $\eta^2=.47$, $p<.01$; implicit father?explicit sons $R^2=.13$, $\eta^2=.37$, $p<.05$)
- C153**
UNCOVERING THE CONTEXTS OF CONFRONTATION: FAIRNESS PROMOTES THE CONFRONTATION OF SEXISM Heather M. Rasinski¹, Stephanie Fowler¹, Chelsea Wymer¹, Juliana Black¹, Jacquelyn Smoktonowicz¹, Andrew Geers¹; ¹University of Toledo – We hypothesized that individuals confront prejudice most when fairness is the established social norm. Female participants took part in a task with a bogus partner. Task roles perceived to be assigned with high or low levels of fairness. Individuals valuing equality confronted sexism most in the high fairness condition.
- C154**
RETROSPECTIVE VS. PROSPECTIVE TEMPORAL ORIENTATION: TEMPORAL FRAMING OF SOCIAL PROGRESS AFFECTS WOMEN'S MATH PERFORMANCE UNDER THREAT Emily Shaffer¹, Radmila Prisljin², David Marx²; ¹Tulane University, ²San Diego State University – This study examined the impact of temporal framing of women's progress in the fields of science, technology, engineering, and math (STEM) on math performance under stereotype threat conditions. Results showed that women performed equal to men when past achievements were highlighted, but underperformed when future challenges were emphasized.
- C155**
PREDICTORS OF CONGRUENT AND DISCORDANT PREJUDICE: A FUNCTIONAL APPROACH Michael Dudley¹; ¹Southern Illinois University Edwardsville – The present study investigated what factors are responsible for determining congruent and discordant prejudice towards multiple outgroups. Specifically, White heterosexuals were asked to indicate their feelings towards two outgroups: Blacks and gays. Analyses were then conducted to determine possible causes of liking or disliking toward each group.
- C156**
DEMOGRAPHIC VARIATIONS IN WEIGHT PREJUDICE: AGE, EDUCATION, AND BODY SIZE Sara Burke¹; ¹Yale – Despite decades of weight prejudice research, information about some demographic variations remains limited. In our sample, college-educated participants showed more weight prejudice than participants with less education. We also found a negative correlation between body size and anti-fat attitudes, suggesting that fat people exhibit less weight prejudice than thin people.
- C157**
STEREOTYPE THREAT IMPAIRS THE FEELING OF LEARNING William Hall¹, Toni Schmader¹; ¹University of British Columbia – The present study examined whether stereotype threat impairs the conscious awareness of learning. Women completed an implicit learning task under threat or control conditions. Although participants in both conditions showed equivalent levels of learning, those under threat were delayed in becoming confident that learning had taken place.
- C158**
ESSENTIALIST THINKING AND PREJUDICE: THE DIVERGING CASE OF RACE AND SEXUAL ORIENTATION? Adam W. Fingerhut¹, Kimberly B. Kahn²; ¹Loyola Marymount University, ²Portland State University – Links between essentialist thinking and prejudice are inconsistent; such beliefs have been associated with more racism but less homophobia. To understand this paradox, two studies examined links between prejudice and essentialist thinking at two levels: beliefs that genes cause group membership and beliefs that genes cause traits associated with membership.
- C159**
THE EFFECTS OF INDIVIDUAL DIFFERENCES IN WORKING MEMORY CAPACITY ON STEREOTYPE SUPPRESSION Ayano Yoshida¹; ¹Tohoku Fukushi University – We investigated how individual differences in working memory capacity (WMC) influence stereotype suppression. The results suggest that individuals with low WMC can reduce their stereotypical evaluations of others by attempting to be perspective-takers, while thought suppression can reduce the stereotypical evaluations made by individuals with high WMC.
- C160**
STIGMA CONSCIOUSNESS AND PREJUDICE AMBIGUITY: CAN IT BE ADAPTIVE TO PERCEIVE THE WORLD AS BIASED? Katie Wang¹, Katherine Stroebe², John F. Dovidio¹; ¹Yale University, ²University of Groningen – Women higher in stigma consciousness (i.e., the extent to which they expect to be stereotyped) more readily attributed failure to prejudice. Moreover, stigma consciousness predicted anger and collective action in response to ambiguous bias. Therefore, although high stigma consciousness often relates to negative outcomes, it can also have adaptive effects.
- C161**
MOTIVATION TO SUCCEED: BLACK MALES, INCARCERATION, AND STEREOTYPE THREAT Evelyn Carter¹, Mary Murphy¹; ¹University of Illinois at Chicago – Black males who had been incarcerated (or not) reported their expectations of being stereotyped by others in multiple social contexts, and their motivation to pursue employment and education. Con-

sistent with stereotype threat theory, incarceration significantly increased participants' expectations of being stereotyped, which in turn reduced participants' motivation to pursue education.

C162

ENVIRONMENTAL INEQUALITY: SOCIAL DOMINANCE ORIENTATION AND NATIONAL IDENTIFICATION Lisa Bitacola¹, Alina Sutter², Victoria M. Esses³, Lynne M. Jackson⁴, Leslie Janes⁵; ¹Simon Fraser University, ²University of Zurich, ³The University of Western Ontario, ⁴King's University College at the University of Western Ontario, ⁵Brescia University College at the University of Western Ontario – A study examining the role of prejudice in environmental decision making found that people higher in social dominance orientation were more likely to support a proposed oil extraction project. People higher in national identification supported the project more if it was to occur in Iran compared to all other countries.

C163

BRIGHT MINDS AND DARK ATTITUDES: LOWER COGNITIVE ABILITY PREDICTS GREATER PREJUDICE THROUGH RIGHT-WING IDEOLOGY AND INTERGROUP CONTACT Gordon Hodson¹, Michael A. Busseri¹; ¹Brock University – Cognitive abilities are theoretically and empirically underappreciated as predictors of prejudice. In two nationally representative UK datasets lower childhood cognitive ability predicted greater prejudice in adulthood, mediated through greater social conservatism. In a US dataset lower abstract reasoning predicted greater anti-homosexual prejudice, mediated through greater authoritarianism and lower intergroup contact.

C164

THE ROLE OF OPENNESS IN INTERRACIAL AND SAME-RACE INTERACTIONS Kathleen A. Klik¹, David A. Butz²; ¹Morehead State University – The current work explores the role of Openness to Experience in interracial and same-race interactions. High levels of Openness led to greater interest in interactions and less anger about interracial interactions in particular. Further, Openness was associated with less anxiety when participants had negative expectations about interracial interaction partners.

C165

THE EFFECTS OF RACE AND AFFECT ON PARTICIPANT RESPONSE TOWARDS SKETCHED INDIVIDUALS Jeffrey Whitaker¹, Colton Christian²; ¹Southern Oregon University, ²University of Oregon – Previous research has suggested that females view angry African Americans more harshly than males. Participants were provided a sketch, which depicted an individual who was either angry or neutral and either Caucasian or African American. Participants then gauged their response to the aforementioned sketches. Results and implications are discussed herein.

C166

DOWNSTREAM CONSEQUENCES OF SOCIAL TUNING: SHARING REALITY TO IMPROVE INTERGROUP INTERACTIONS Andreana C. Kenrick¹, Stacey Sinclair¹; ¹Princeton University – We extend social tuning effects by manipulating whether people believe they have achieved shared reality with an egalitarian experimenter and demonstrating downstream consequences in an interracial interaction. Participants who had their shared reality confirmed – versus disrupted – experienced less implicit prejudice and were liked better by a subsequent Black interaction partner.

C167

SEEING EYE TO EYE: THE EFFECT OF PHENOTYPIC FEATURES ON TRAIT JUDGMENTS Dina Karafantis¹; ¹New York Institute of Technology – Eyes are the central feature when processing faces. Do trait judgments based on pictures of racial/ethnically diverse eyes differ based on experimental induction? Results 1) experimental condition participants made greater positive trait judgments toward White males and Black females 2) colorblind condition participants made greater negative trait judgments toward Asians.

C168

THE EFFECTS OF RACIAL STEREOTYPE DISCONFIRMATION ON INTERGROUP ATTITUDES AND IMPLICIT THEORIES OF INTELLIGENCE Carla Espana¹, Rodolfo Mendoza-Denton¹; ¹UC Berkeley – Results indicated that participants who evaluated a strong résumé and later discovered the résumé author was Black, showed less prejudice, higher incremental theories of intelligence, and less outgroup stereotyping than participants who evaluated a weak résumé and later discovered the résumé author was Black. Implications for intergroup relations are discussed.

C169

HOW WORDS CAN MAKE A DIFFERENCE: REACTIONS TO CLAIMS OF RACIAL DISCRIMINATION Jennifer Schultz¹, Keith Maddox¹; ¹Tufts University – This experiment examined whether the claimant's race, quality of arguments, and perceivers' ideologies jointly shape perceivers' reactions to someone claiming discrimination. As predicted, Black (vs. White) claimants were evaluated more negatively when they used low quality arguments, and this effect was more pronounced for perceivers who endorsed a meritocracy ideology.

C170

USING THE POLICE OFFICER'S DILEMMA DEMONSTRATION TO RAISE PARTICIPANTS' CONSCIOUSNESS ABOUT IMPLICIT RACIAL BIAS Kathryn A. Morris¹, Robert J. Padgett¹, Leslie Ashburn-Nardo²; ¹Butler University, ²Indiana University-Purdue University Indianapolis – We investigated subjective reactions to a Police Officer's Dilemma demonstration. At posttest, Ps reported heightened (relative to pretest) awareness of their own (and others') implicit racial bias and mild negative self-directed affect. Affective reactions were related to consciousness-raising and may promote the self-regulation of prejudice (Monteith et al., 2002).

C171

DIAGNOSTICITY OF GENDER AND ETHNIC STEREOTYPE CONTENT Negin Ghavami¹, Anne Peplau¹, David Sears¹, Jana Zawatsky¹; ¹UCLA – Which attributes are “diagnostic” for ethnic and gender groups? Participants assessed stereotypes associated with men and women who are Asian, Black, Latino, Middle Eastern and White. Results revealed that visually prominent stereotypes were more diagnostic than non-visual ones. Additionally, gender of the respondent and the target both influenced attribute diagnosticity.

C172

PREJUDICE EXPRESSION AND CONFRONTATION: ARE ALL NEGATIVE ATTITUDES TOWARD SOCIAL GROUPS PERCEIVED AS PREJUDICE? Paula Brochu¹, Karen Dickson¹, Victoria Esses¹; ¹University of Western Ontario – This research examined whether the expression of negative attitudes toward different social groups has different consequences for person perception and prejudice confrontation. Results revealed significant differences in person perception and prejudice confrontation depending on the social group targeted by a prejudiced comment during an online chat with a confederate.

C173

THE IMPLICATIONS OF MATING MOTIVES FOR CONCERNS ABOUT BEING MISIDENTIFIED AS GAY OR LESBIAN AND THE AVOIDANCE OF SEXUAL MINORITIES Kate Zielaskowski¹, David Buck², E. Ashby Plant¹; ¹Florida State University, ²Center for Human Science – Because being misidentified as gay or lesbian can result in the loss of heterosexual mating opportunities, the activation of mating motives was predicted to increase heterosexuals' concerns about being misidentified as homosexual and the resulting avoidance of homosexuals among heterosexuals. Across two studies we provide both correlational and experimental support.

- C174**
HANGIN' WITH THE "OUT" CROWD: IMPLICIT RACIAL ATTITUDES AND INTERPERSONAL EVALUATION OF PEOPLE WITH CROSS-GROUP FRIENDS Drew Jacoby-Senghor¹, Stacey Sinclair¹; ¹Princeton University – To test how implicit racial attitudes affect interpersonal affiliative tendencies, participants rated photos of pairs of ostensible friends. Controlling for explicit prejudice, White participants with higher anti-Black prejudice indicated less affinity toward White targets with Black friends than those with White friends.
- C175**
GENDER MODERATES EFFECTS OF SELF-AFFIRMATION ON INTERRACIAL INTERACTIONS Negin R. Toosi¹, Laura G. Babbitt¹, Samuel R. Sommers¹, Nalini Ambady¹; ¹Tufts Psychology – Can self-affirmation reduce anxiety associated with interracial interactions? It may depend on gender. In two studies, a self-affirmation manipulation preceding hypothetical and actual interracial interactions decreased anxiety for men, but increased anxiety or had no effects on women. Results highlight the value of intersectional approaches to examining gender and race.
- C176**
IMPLICIT PREJUDICE AND NEGATIVE PRIMING: AUTOMATIC PROCESSING OF OWN-RACE AND OTHER-RACE FACES Dario Sacchi¹, Kurt Hugenberg², Jeffrey Sherman¹; ¹University of California, Davis, ²Miami University – Previous research indicates that our attitudes affect the processing of own-race and other-race faces. In two experiments, we investigated the automaticity of this effect while testing the moderating role of implicit prejudice. Our findings suggest that the effect of attitudes on facial processing can be unintentional, but is nonetheless resource-dependent.
- C177**
CONSEQUENCES OF SUPPRESSING ENVIIOUS STEREOTYPES UNDER THREAT FROM SUPPRESSED TARGET Yoshika Tado'oka¹, Koji Murata¹; ¹Hitotsubashi University – This research examined the effects of perceived threat on suppressing envious stereotypes. We indicated that on suppressing envious stereotypes (i.e. elite men are cold), participants who perceived a threat from the target showed the rebound effect because the counterstereotypes were difficult to generate as a replacement.
- C178**
THE STIGMA OF BEING POOR: EVIDENCE THAT RELATIVE LOW STATUS LEADS TO DISENGAGEMENT ON A COGNITIVE TASK Ryan Pickering¹, Shannon K. McCoy¹, Ellen E. Newell¹, Christina Belknap¹; ¹University of Maine – Discrimination and stereotype threat may lead students with low-income backgrounds to disengage from academics. Students with low-income backgrounds interacting with a rich partner disengaged more (i.e., were less likely to answer, were rated as appearing disengaged) during a cognitive task than those interacting with a similarly low-income partner.
- C179**
CAN A COLORBLIND-FRAMED IMPLEMENTATION INTENTION REDUCE STEREOTYPING AS WELL AS A COUNTER-STEREOTYPICAL IMPLEMENTATION INTENTION? Brandon Stewart¹; ¹University of Birmingham, UK – Multicultural approaches to intergroup relations have been shown to often increase stereotyping, but reduce implicit prejudice, while colorblind approaches have been shown to reduce stereotyping, but increase implicit prejudice (Richeson & Nussbaum, 2004). We observed that colorblind-framed implementation intentions reduced stereotyping as well as counter-stereotypical implementation intentions (multicultural framing).
- C180**
WHITE AND MINORITY PARTICIPANTS' REACTIONS TO CONFRONTATIONS OF RACISM: WHO DOES IT, WHO SEES IT, AND HOW IT'S DONE Leslie Ashburn-Nardo¹, Aaron Moss¹; ¹Indiana University - Purdue University Indianapolis – White and minority participants responded to confrontations of racism. Both groups liked confronters more when they were White and when they confronted in a less threatening way. Minorities perceived White confronters as significantly braver than Black confronters when the confrontation was highly threatening, suggesting Whites likely overestimate potential minority backlash.
- C181**
THEY SAID IT, NOT ME: WHITES USE OF RACIAL MINORITIES' NEGATIVE EVALUATIONS TO JUSTIFY BIAS Ines Jurcevic¹, Jenessa Shapiro¹, Miguel Unzueta¹, Sophie Trawalter²; ¹University of California, Los Angeles, ²University of Virginia – We examined White's use of a racial minority's negative impression of a minority job applicant as a license for prejudice expression. When Black (versus White) evaluators provided negative feedback regarding a Black applicant Whites felt more confident in the evaluator and perceived the applicant as less competent.
 GSC Student Poster Award Finalist - Also presenting on board A20.
- C182**
THE THREAT OF CONFRONTING: Pervasiveness of Prejudice Differentially Affects Support from Ingroup and Outgroup Members Kimberly Barsamian Kahn¹, Manuela Barreto², Cheryl Kaiser³, Marco Rego⁴; ¹Portland State University, ²University of Exeter, ³University of Washington, ⁴Lisbon University Institute – Three studies test whether the pervasiveness of prejudice influences group-based threats associated with confrontation of prejudice. Results indicated that ingroup members find confrontation beneficial when prejudice is pervasive, while outgroup members support confrontation when prejudice is rare. Results suggest that group-specific threats of confrontation be addressed to encourage social change.
- C183**
(IN)VISIBILITY OF BLACK WOMEN: DRAWING ATTENTION TO INDIVIDUALITY Amanda K. Sesko¹, Monica Biernat²; ¹University of Alaska Southeast, ²University of Kansas – Face recognition for BW was low (invisibility) when participants were exposed to: A photo array depicting equal numbers of WW/BW, high-trait overlap with WW/BM, or when primed to focus on similarities. Invisibility was reduced when photos highlighted the uniqueness of BW, low-trait overlap, or when primed with a difference focus.
- C184**
APPROACH OR AVOID: DIFFERENCES IN PUNISHMENT TYPES BY SUBORDINATE GROUP STATUS Melissa-Sue John¹, John Dovidio²; ¹Worcester Polytechnic Institute, ²Yale University – Two studies were conducted to examine the effect of being classified by immigration or racial status on type of punishment recommended. Targets who were citizens were recommended less severe and less ostracizing punishments than targets that were noncitizens. Latinos and Asians were recommended for deportation more than Blacks and Whites.
- C185**
SEEING THE GOOD AND THE BAD: LAY GENDER THEORIES AND THE EVALUATION OF STEREOTYPIC OTHERS Jill Coleman¹, Jamie Dusold¹, Bethany Apa¹, Monika Kordas¹, Jeff Pyritz¹, Ingrid Haugen¹, Christina Brown¹; ¹Roosevelt University – The present study examined how lay theories of gender influence evaluations of stereotypic others. Participants who were primed with a social theory of gender evaluated a woman who behaved stereotypically more positively than a woman who behaved in non-stereotypically. This difference was not observed when the biological theory was primed.

C186

GROUPS AS JUSTIFICATION FOR BLATANT RACE STEREOTYPING Erin Cooley¹, B. Keith Payne¹, Chester A. Insko¹; ¹University of North Carolina at Chapel Hill – On measures of implicit and explicit attitudes, subjects rated the aggressiveness and trustworthiness of Black and White groups and individuals. Even on an explicit measure, Black groups were especially vulnerable to stereotyping. Blacks viewed as a group rather than as individuals might provide a justification for explicit, blatant race stereotyping.

C187

EMBRACING DIVERSITY OR TOLERATING OTHERS: MESSAGE FRAMING, BEHAVIORAL WILLINGNESS, AND MOTIVATIONAL CONCERNS Deborah L. Hall¹, Joseph Frankl¹, Cherish K. Michael¹, Abby Sheahan¹, Rasmia M. Souman¹; ¹Arizona State University – We investigated the framing of anti-prejudice messages, willingness to help reduce prejudice, and motivations to control prejudiced responses. The impact of message frame on willingness to perform prejudice-reducing behaviors was moderated by the external motivation to control prejudice, revealing an ironic effect of messages that encourage people to embrace diversity.

C188

'BULLYING' VS. 'PREJUDICE': HOW FRAMING A PREJUDICE INCIDENT AFFECTS CONFRONTATION Sara Kern¹, Colleen Quilty¹, Brittany Sullivan¹, Nicki Bonk¹, Samantha Smith¹, Charlotte Quinn¹, Kenzie Meyer¹, Kathryn A. Morris¹; ¹Butler University – We investigated whether framing a prejudice incident as bullying (vs. prejudice) would result in greater confrontation. As predicted, when a prejudice incident was framed as bullying (vs. prejudice), Ps reported being less likely to ignore, and more likely to confront, the behavior. This pattern was stronger for sexism than racism.

C189

RACE, POLITICS, AND THE SOCK PUPPET: DO DEPICTIONS OF OBAMA AS APE-LIKE INFLUENCE HOW HE IS EVALUATED? Rebecca Hetey¹, Jennifer L. Eberhardt¹; ¹Stanford University – Is portraying President Obama as ape-like a harmless joke? In this blitz we present data demonstrating that exposure to such political ads is far from harmless. Rather, even controlling for prejudice and self-reported voting in the 2008 election, mere exposure decreases evaluations of Obama's job performance, trustworthiness, and leadership potential.

C190

ARE ATTITUDES TOWARD GAY MEN AFFECTED BY ENVIRONMENTAL CUES TO CONTAGION? Steve Newell¹, Catherine Cottrell¹; ¹University of Florida – From a threat-based approach to prejudice, gay men are associated with contagion threat and disgust. We investigated how contagion threats in the environment (e.g., ostensibly sick people) affected responses to gay men. Findings suggest environmental cues affect sensitivity to relevant threats, as well as associated affective responses to relevant out-groups.

C191

IT'S A GOOD TIME TO BE A BLACK PERSON! OR...THANK GOD FOR TERRORISM. Amanda Armour¹; ¹Yale University – We examined whether threat source (domestic vs. foreign) could have differential effects on stereotype endorsement, predicting that external system threat would increase prejudice toward disadvantaged (vs. advantaged) groups, but that internal threats would invoke group (vs. system) justification. As predicted, threat source yielded significant differences in stereotype endorsement of disadvantaged groups.

C192

EXPLICIT AND IMPLICIT MEASURES OF INTERPERSONAL TRUST Olimpia Mosteanu¹; ¹New School – Two studies reveal that survey-based trust questions function as stimulus cues automatically activating specific group stereotypes; however they document only explicit trust atti-

tudes. The third study uses the IAT to investigate comparatively implicit and explicit interpersonal trust attitudes. I discuss the differences between explicit and implicit trust attitudes and measures.

C193

IMAGINING INTERGROUP COOPERATION ENHANCES THE POSITIVE EFFECTS OF IMAGINED CONTACT ON INTERGROUP BIAS Dieta

Kuchenbrandt¹, Friederike Eyszel¹; ¹University of Bielefeld – The present study aimed at investigating the role of cooperation in imagined intergroup contact (IIC). Results of an experiment demonstrate that imagining cooperative intergroup contact led to significantly more empathy and trust toward the out-group and less prejudice and intergroup anxiety compared to standard scenarios used previous in IIC research.

C194

THEY ARE ALL ARMED AND DANGERS! BIASED LANGUAGE USE IN CRIME NEWS AND ITS DETRIMENTAL EFFECTS IN THE WEAPON PARADIGM Marcella Latrofa¹, Jeroen Vaes¹, Luciano Arcuri¹; ¹University of Padova-DPSS – Media exposure influences prejudice toward minorities and marks them with a crime stereotype. In two studies, we investigate whether media exposure directly affects the cognitive association of immigrants with weapons. Results show that this effect is driven by the use of linguistic biases in the depiction of immigrant perpetrators.

DESTIGMATIZATION BY ASSOCIATION: NEGATIVELY STEREOTYPED INDIVIDUALS MAY BENEFIT FROM POSITIVELY STEREOTYPED FRIENDS Meghan McDonald¹, Bradley M. Weisz¹, Kimberly Kaye¹, Loan Vu¹, David M. Marx¹; ¹San Diego State University – The current study sought to test a destigmatization by association effect. It was hypothesized that a Black male target would be perceived as higher on both warmth and competence when paired with positively stereotyped "friends" (Asian and White), relative to negatively stereotyped "friends" (Latino and Black). Results confirmed our hypothesis.

C195

MOSQUE AT GROUND ZERO: RACISM, 9/11 AND THE DISTORTION OF SPACE AND TIME. Scott Leith¹, Anne Wilson¹; ¹Wilfrid Laurier University – A decade after 9/11, Ground Zero remains a culturally sensitive space, and symbolic threats to its integrity (e.g., a Muslim community center nearby) have been resisted. Individuals higher in racism perceived Ground Zero to be subjectively larger in spatial area, and perceived 9/11 as subjectively closer in time.

C197

BECOMING BETTER OR WORSE?: THE IMPACT OF PERSONAL PREJUDICES ON INTERGROUP BIASES Francine Karmali¹, Kerry Kawakami¹; ¹York University – The present research examined the impact of perceptions of one's own bias on subsequent prejudice under controlled and automatic processing conditions. We expected participants who perceived themselves as failing to be egalitarian to be more successful at reducing bias under more controlled than automatic processing conditions. Results support our expectations.

C198

DEHUMANIZATION AND THE HUMAN-ANIMAL DIVIDE: A DEVELOPMENTAL PERSPECTIVE Kimberly Costello¹, Gordon Hodson²; ¹Brock University, ²Brock University – Across two studies we examine dehumanization in children. White children (ages 6-10) demonstrated evidence of dehumanization by attributing Black children fewer "uniquely human" traits and emotions. Furthermore, children's beliefs in the human-animal divide predicted heightened racial prejudice via increased dehumanization. Implications for interventions are considered.

C199

DEHUMANIZATION AND THE HUMAN-ANIMAL DIVIDE: A DEVELOPMENTAL PERSPECTIVE Kimberly Costello¹, Gordon Hodson²; ¹Brock University, ²Brock University – Across two studies we examine dehumanization in children. White children (ages 6-10) demonstrated evidence of dehumanization by attributing Black children fewer "uniquely human" traits and emotions. Furthermore, children's beliefs in the human-animal divide predicted heightened racial prejudice via increased dehumanization. Implications for interventions are considered.

C199

RELIEF AND REDEMPTION: UNDERGRADUATES' RESPONSES TO THE DEATH OF OSAMA BIN LADEN Tammy L. Sonnentag¹, Megan L. Strain¹, Donald A. Saucier¹; ¹Kansas State University – We examined affective, cognitive, and behavioral responses to hearing of Osama bin Laden's death in an undergraduate sample with strong military associations. Conservatives believed the U.S. was justified in killing Osama bin Laden, he deserved his fate, and celebrating his death was appropriate. Just-world and system justification theories are discussed.

C200

STEREOTYPE THREAT AND ITS SPILLOVER EFFECT ON INTERGROUP CONTACT Elif Gozde Ikizer¹, Zeynep Cemalcilar¹; ¹Koc University –

In this study, we have investigated the spillover effect of stereotype threat on intergroup contact. We hypothesized that female engineers exposed to stereotype threat evoking conditions would have negative contact with an outgroup member who has no direct link with the stereotype threat task.

C201

BLACK STEREOTYPES IN REALITY TELEVISION AND THE REINFORCEMENT OF PREJUDICED ATTITUDES Melissa Brown¹, Matt Goren², Victoria Plaut², Kecia Thomas¹; ¹University of Georgia, ²University of Berkeley – Two studies examined depictions of Black Americans in reality television and factors that influence perceptions of these depictions as realistic. Study 1 revealed stereotypical depictions. In Study 2, Whites, particularly those endorsing prejudice and with little interracial contact, rated these stereotypical depictions as more realistic than analogous depictions of Whites.

C202

REDUCING AUTOMATIC RACIAL STEREOTYPING: PERSISTENCE OF SITUATIONAL ATTRIBUTION TRAINING EFFECTS OVER TIME Amanda Culver¹, Tracie L. Stewart², Ioana M. Latu³, Ashley C. Myers¹, Seamus P. Walsh²; ¹Georgia State University, ²University of Mississippi, ³Université de Neuchâtel – In Situational Attribution Training (SAT), White participants extensively practice choosing situational over dispositional explanations for African American stereotype-consistent behaviors associated with Black men. SAT has been shown to reduce automatic racial stereotyping by undermining stereotype-perpetuating attributional processes. The present research found enduring SAT effects on automatic stereotyping 24 hours post-training.

C203

RACIAL BELIEFS AND THE STEREOTYPE CONTENT MODEL: PERCEIVED INTERGROUP COMPETITION AND STATUS PREDICT WHITE STEREOTYPES ABOUT AFRICAN-AMERICANS Jason A. Nier¹, Meghan C. McLean¹; ¹Connecticut College – The stereotype content model holds that stereotypes have their roots in intergroup competition and status. Using data from a nationally representative survey, we found that participants who perceived competition between Blacks and Whites, and those who perceived Blacks as lower in status, were more likely to endorse racial stereotypes.

C204

THE IMPACT OF POWER AND RELATIONSHIP ORIENTATION ON IMPLICIT PREJUDICE Georg Foerster¹; ¹University of Wuerzburg – The effect of power on implicit evaluations of social targets in an IAT is moderated by relationship orientation. People high in exchange relationship orientation show an increased pro in-group bias when primed with power.

C205

EXAMINING THE ROLE OF CATEGORIZATION IN CHILDREN'S IMPLICIT RACIAL BIAS Amanda Williams¹, Jennifer R. Steele¹, Stefania Durante¹; ¹York University – White 6-year-olds, 9-year-olds, and adults completed measures of implicit attitudes; one that required racial categorization (the IAT) and one that did not (the APT). When racial categorization was

not embedded in the task, only 6-year-olds demonstrated bias. All participants demonstrated a similar magnitude of pro-White bias on the IAT.

C206

IMPLICIT AGE ATTITUDES VARY ACROSS THE AGESPAN, BASED ON WHICH AGE-GROUPS ARE COMPARED Nicole M. Lindner¹, Brian A. Nosek¹; ¹University of Virginia – We examined how implicit age attitudes varied depending on which age-groups represented Younger People and Older People: children, young adults, middle-aged adults, or old adults. We evaluated whether implicit age-group preferences consistently favor younger and which age-group comparisons elicit the strongest preferences for the younger age-group.

C207

CHOOSING TREATMENT: THE INFLUENCE OF (DE)HUMANIZATION AND EMPATHY Andres G. Martinez¹, Fred Loya¹, Paul K. Piff¹, Stephen P. Hinshaw¹, Rodolfo Mendoza-Denton¹; ¹University of California, Berkeley – Individual differences in ascribing humanity to mental illness positively influence one's willingness to seek treatment. This effect was observed when treatment seeking was measured continuously and as a discrete choice. Further, empathic feelings mediated this relationship. Results suggest that (de)humanization extends beyond intergroup and interpersonal relations and impacts healthcare decision-making.

C208

COMBINING BIOMEDICAL ACCOUNTS OF MENTAL DISORDERS WITH TREATABILITY INFORMATION TO REDUCE MENTAL ILLNESS STIGMA Matthew Lebowitz¹, Woo-kyoung Ahn¹; ¹Yale University – While biological descriptions of mental disorders are increasingly prevalent, studies have failed to reduce mental illness stigma using such biomedical accounts. This is presumably because biological attributions lead to more pessimistic assumptions about prognosis. Indeed, we found that combining biological attributions with information emphasizing treatability can effectively reduce stigmatization.

Intergroup Relations

C209

THEY'RE NOT THERE: VIOLATION OF NORMS AND EMBARRASSMENT WITH A PRIMED AUDIENCE. Anja Eller¹, Miriam Koschate²; ¹University of St. Andrews / National University of Mexico, ²University of St Andrews – Embarrassment is a social emotion felt when we inadvertently violate social norms vis-à-vis an audience. We show that merely priming a specific audience leads to more embarrassment in unrelated scenarios in which audience-specific norms are violated. Which audience elicits more embarrassment seems to depend on relative status and normative content.

Stereotyping/Prejudice

C210

DISTINGUISHING FEAR FROM CONTEMPT IN PUBLIC STIGMA OF MENTAL ILLNESS: AN EXPANSION OF THE STEREOTYPE CONTENT MODEL Kimberly Kaye¹, Corinne Burgamy², Elizabeth Meagor³, Elizabeth MacKinnon⁴, Melody Sadler⁵; ¹San Diego State University – The Stereotype Content Model was applied to stigma of mental illness and expanded to include fear. Fear was characteristic of subgroups low on competence and warmth whereas contempt was reserved for subgroups low on warmth but somewhat competent. Pity was characteristic of subgroups high on warmth and low on competence.

Aggression/Anti-Social Behavior

C211

SEEING THE ROAD THROUGH ANGRY GLASSES: THE ROLE OF TRAIT DRIVING ANGER ON THE MISATTRIBUTION OF ANGER Sunde M Nesbit¹, Kevin L Blankenship², Renee A Murray²; ¹University of Northern Iowa, ²Iowa State University – We investigated the role of the misattribution of anger in a simulated driving context. Using the Affect Misattribution Procedure, two studies found that individuals high in self-reported driving anger were more likely to misattribute negative emotions stemming from driving stimuli to neutral stimuli than individuals low in driving anger.

C212

FOLLOW THE POWERFUL ONE: THE MODERATING ROLE OF POWER DISTANCE ORIENTATION IN MIMICKING POWER HOLDERS' BEHAVIORS Zhaleh Semnani-Azad¹, Lian Huiwen¹, Douglas Brown¹, Wendi Adair¹; ¹University of Waterloo – Research suggests high power distance (PD) subordinates mimic supervisors' abusive behaviors. We examined whether this mimicry is due to supervisor's power. Participants recalled interacting with high/equal-power individuals, and rated their identification. Results show, compared to low PD, high PD participants identified and recalled more behaviors of high-power partner (not equal-power).

C213

RELIABILITY, VALIDITY, AND PREDICTIVE UTILITY OF THE 25-ITEM CRIMINOGENIC COGNITIONS SCALE (CCS) Jeffrey Stuewig¹, June P. Tangney¹, Emi Furukawa², Sara Kopelovich¹, Patrick Meyer¹, Brandon Cosby³; ¹George Mason University, ²Okinawa Institute of Science and Technology, ³Opportunities, Alternatives & Resources of Fairfax County –

Results from college and jail samples support the reliability and validity of a new Criminogenic Cognitions Scale. The CCS was linked to contact with the criminal justice system, aggression, impulsivity, antisocial personality, risk for future violence, lack of empathy, clinicians' ratings of psychopathy, and subsequent official reports of inmate misconduct.

C214

POWER, DEFENSIVE DENIGRATION, AND THE ASSUAGING EFFECT OF GRATITUDE EXPRESSION Yeri Cho¹, Nathanael Fast¹; ¹University of Southern California – This research examines the interactive effects of power, competency threats, and gratitude expression on the ego defensive tendency to denigrate others. Two experiments show that powerholders' tendencies to denigrate their subordinates are ameliorated when subordinates express their gratitude for powerholders' efforts.

C215

SELECTIVE ATTENTION AMONGST THOSE HIGH IN DISPOSITIONAL REVENGE-PLANNING: VIGILANCE TOWARD MASKED ANGRY STIMULI IS NOT DEPENDENT UPON ATTENTIONAL FOCUS Sarah E. Crowe¹, Benjamin M. Wilkowski¹, Christopher A. Chai¹; ¹University of Wyoming – It has been suggested that individuals with a hostile interpersonal style are pre-emptively vigilant to angry facial expressions so that they can confront social challenges. Consistent with this, two studies indicated that participants high in revenge-planning were more vigilant to masked angry expressions in a subliminal Stroop task.

C216

EVALUATOR ADMIRING OTHERS' VIOLENT AGGRESSIONS: EFFECTS OF EVALUATORS' OWN GROUP CATEGORY AND THEIR EMOTION ON THEIR ESTIMATION OF OTHERS' AGGRESSIONS Tsukasa Teraguchi¹, Naoki Kugihara¹; ¹Osaka University – We conducted a 2 (aggressors; ingroup, outgroup) x 2 (participants' emotions; negative, neutral) x 2 (receptiveness of violence; high, low) experiment. The result showed that low-receptive participants evaluated ingroup aggressors negatively but outgroup ones positively when they had negative emotion.

C217

DOES TRAIT AGGRESSION MODERATE THE EFFECTS OF VIOLENT MEDIA ON AGGRESSIVE BEHAVIOR? A META-ANALYSIS Sara Prot¹, Craig A. Anderson¹; ¹Iowa State University – To clarify whether trait aggression moderates short-term violent video game effects on aggression, a meta-analysis was conducted involving over 1000 participants and 9 independent samples. Results show significant main effects of trait aggression, sex and video game violence, but no evidence that trait aggression moderates the video game effect.

C218

MALTREATMENT IN CHILDHOOD PREDICTS ANTISOCIAL PERSONALITY TRAITS Rachel Clark¹, Colin G DeYoung¹, Michael M Miller¹, Matt McGue¹; ¹University of Minnesota – Using data from the Minnesota Twin Study, this study examined the effects of childhood maltreatment on development of antisocial personality traits. Childhood maltreatment significantly predicted later antisocial behavior, an effect which was moderated by age at maltreatment, gender, and development of antisocial behavior in adolescence.

C219

UNDERSTANDING THE L.A. DRIVER: A STUDY OF THE ATTITUDES AND BEHAVIOR OF DRIVERS IN CALIFORNIA Mark P. Otten¹, Danielle Grimm²; ¹California State University, Northridge – A structural equation model (SEM) was constructed to explain the attitudes and behavior of drivers in California. 156 participants (48 from Los Angeles County) completed a series of questionnaires online. Findings suggest that L.A. drivers are more angry; females also report more anger than males, regardless of location.

C220

ARE THE WEALTHY MORE LIKELY TO LIE, CHEAT, AND STEAL? Daniel M. Stancato¹, Paul K. Piff¹, Pia Dietze¹, Dacher Keltner¹; ¹University of California, Berkeley – Two studies tested whether upper-class individuals behave more unethically than lower-class individuals. In Study 1, upper-class ranking individuals reported increased unethical behavior and took more candy from children. In Study 2, upper-class individuals were more likely to cheat in a game of chance, and this effect was mediated by greed.

C221

THE SOCIAL PSYCHOLOGY OF (BUG) KILLING: HOW SOCIAL VALIDATION AND INVALIDATION INFLUENCE THE DISTRESS OF KILLING David Webber¹, Jeff Schimel¹, Andy Martens², Joseph Hayes¹, Erik H. Faucher¹; ¹University of Alberta, ²University of Canterbury – Two studies utilized a bug-killing paradigm to examine if distress experienced after killing is reduced by perceptions of social validation and increased by perceptions of social invalidation. Results supported the predictions, though the effects depended on whether participants read information necessitating killing the bugs (Study 2) or not (Study 1).

C222

LIBYA IS A MORAL WAR FOR LIBERALS AND CONSERVATIVES, BUT NOT LIBERTARIANS Ravi Iyer¹, Jesse Graham¹, Matt Motyl², Suzanne Soule³; ¹University of Southern California, ²University of Virginia, ³Center for Civic Education – Many individuals are more supportive of Libyan intervention when framed in terms of what is morally right, consistent with the idea that violence and war is often morally motivated. Liberals and conservatives exhibited significantly greater support for Libyan intervention, framed in moral terms, while libertarians did not.

C223

AGGRESSION, PROVOCATION, AND MORALITY—ASSOCIATIONS, WITH A CATCH Eric E. Chen¹, Brian P. Gendron¹, Kimberly A. Goerlich¹, Nancy G. Guerra¹; ¹University of California, Riverside – What are the relationships between aggression, normative reactions to provocations, and moral values? Context-specific differences in willingness to react aggressively

were associated with differences in adolescent aggressive behavior. Moral Foundations Questionnaire responses, including respect for authority, though unusual, tentatively suggest an association between aggression and an oppositional moral identity.

C224

TRANSPORTATION INTO A VIDEO GAME WORLD INCREASES AGGRESSIVE COGNITIONS Paul Stermer¹, Melissa Burkley¹; ¹Oklahoma State University – Transportation is the state of being highly immersed within a media world. This research examined the effects of character choice and presence of blood on aggressive cognitions. It was found that freedom of choice increased aggressive cognitions when blood was present but not in any other condition.

C225

CHOOSE A JUICE! CHOICE OPTIONS, INTENTIONS AND PERCEIVED INTENTIONS IN A MODIFIED HOT-SAUCE PARADIGM Susanne Beier¹, Florian Kutzner¹, Mandy Hütter¹; ¹University of Heidelberg – Three studies with a modified hot-sauce paradigm extended by the inclusion of non-aggressive choice options provided evidence questioning the original paradigm's validity. Hot juice choices in the modified paradigm were predicted by harmful intentions. Subjects' intentions were perceived as more harmful with choice options supporting the choice-based paradigm's validity.

C226

COSTLY MORAL CONFLICTS IGNITE AGGRESSION: WHEN HEATED SITUATIONS GET EVEN HOTTER Justin T. Aoki¹, Dominic J. Packer¹; ¹Lehigh University – Our study examined how the relationship between moral conflict and aggression in an interpersonal context is affected by the possibility of retaliation. Results confirmed that moral conflicts fire up aggression. Interestingly, higher potential costs for aggressing appeared to breathe air into the fire, leading to heightened aggression for moral conflicts.

C228

VIOLENT VIDEO GAME CONTEXTUAL REALISM MODERATES THE CAUSAL EFFECT OF PLAYING VIOLENT VIDEO GAMES ON BEHAVIORAL AGGRESSION Christopher Groves¹, David Lishner¹, Aaron Arbogast¹; ¹University of Wisconsin Oshkosh – A focused meta-analysis of published, best practice experiments identified by Anderson et al. (2010) was used to examine whether the causal effect of playing violent video games on behavioral aggression is moderated by violent game contextual realism. Results suggest that the effect is stronger when contextual realism is low.

C229

DIFFERENCES IN THE CONSEQUENTIAL JUSTIFICATION OF RETRIBUTION AMONG POLITICAL CONSERVATIVES VERSUS LIBERALS Tyler G. Okimoto¹, George E. Newman², Jaime L. Napier²; ¹The University of Queensland, ²Yale University – In two moral dilemma studies, liberals were influenced by both target immorality and positive outcome likelihood. Conservatives were only influenced by immorality, except in absence of any possible benefits. Even an unlikely chance of benefit significantly increased conservatives' willingness to punish, suggesting retributive inhibition in absence of positive consequential justification.

C230

VIEWING THE WORLD THROUGH "BLOOD-RED TINTED GLASSES": THE HOSTILE EXPECTATION BIAS MEDIATES THE LINK BETWEEN VIOLENT VIDEO GAME AND AGGRESSION Laurent Begue¹, Youssef Hasan¹, Brad J Bushman^{2,3}; ¹University of Grenoble, France, ²The Ohio State University, ³VU University Amsterdam, the Netherlands – Participants (N=85) played a violent or non-violent video game for 20 minutes. The hostile expectations bias was measured using ambiguous story stem completions; aggression was measured using noise blasts given to an opponent. Violent video games increased the hostile expectations bias, which, in turn, related to more aggression.

C231

WORKPLACE BULLYING AND SOCIAL DYSFUNCTION: THE MODERATING ROLE OF PHYSIOLOGICAL ACTIVATION. Bernardo Moreno-Jimenez¹, Ynomig Moreno¹, Raquel Rodriguez-Carvajal¹, Alfredo Rodriguez-Muñoz², Isabel Carmona¹; ¹Autonoma University of Madrid, ²Complutense University of Madrid – The aim of the present study was to examine the moderating role of physiological activation, measured as systolic blood pressure, in the relationship between bullying and social dysfunction. Through a sample of 213 employees, results revealed that physiological activation strengthened the relationship between bullying and social dysfunction.

C232

WHY AM I LEFT OUT? INTERPRETATIONS OF EXCLUSION AFFECT ANTI-SOCIAL AND PRO-SOCIAL BEHAVIORS Amber DeBono¹, Loni Petricone², Andrew D'Agostino², Marija Kalas², Jackie Ansbro², Molly Orth², Debbera Baldwin², Sana Bhatti²; ¹Winston-Salem State University, ²University at Albany - SUNY – Perceptions of exclusion and resulting emotional states may impact behavioral reactions. Participants were either included or excluded, but some excluded participants were informed that the excluders did not respect or disliked them. The results suggest that exclusion perceptions and emotional states determine whether people react with pro-social or aggressive behavior.

GSC Student Poster Award Finalist - Also presenting on board A24.

C233

SOCIAL STATUS DIFFERENCES IN ATTRIBUTIONS OF HOSTILE INTENT, AGGRESSION AND PROSOCIAL MOTIVATIONS. James Davis¹; ¹DePaul University – Does social status influence both prosocial and aggressive behaviors? Results indicate that those with low status are more likely to aggress following an ambiguous provocation and at the same time are more compassionate than their high status counterparts. Threatened social worth is examined as a potential mechanism for these effects.

C234

FIERCE COMPASSION: A VASOPRESSIN RECEPTOR GENE INTERACTS WITH EMPATHY TO SHAPE PROSOCIAL AGGRESSION Michael Poulin¹, Anneke Meyer-Berg¹; ¹University at Buffalo – Long forms of a vasopressin receptor gene variant, AVPR1a rs3, predicted increased hot sauce administration to a target, but only when subjects (N = 162) were induced to have empathy towards a competitor described as high in financial need. Vasopressin may interact with empathy to shape prosocial aggression.

C235

FEELIN' GOOD ABOUT ME: PROPENSITY TO FIGHT AND SELF-ESTEEM AMONG VICTIMS OF AGGRESSION. Brian P. Gendron¹, Eric E. Chen¹, Kimberly A. Goerlich¹, Nancy G. Guerra¹; ¹University of California, Riverside – This study examined the relationships between victimization, self-esteem, and propensity for aggression among middle school students. Victims of aggression had a higher self-reported likelihood of using aggressive behavior – that is, a higher propensity for aggression, compared to non-victims. However, victims with low self-esteem had a lower propensity for aggression.

C236

VIOLENT VIDEO GAMES DYSREGULATE THE UNDER-REGULATED: COGNITIVE CONTROL AND AGGRESSION FOLLOWING VIDEO GAME PLAY Christopher Engelhardt¹, J. Scott Sauls¹, Bruce Bartholow¹; ¹University of Missouri – Participants were assigned to play a violent or nonviolent video game for 20 min prior to an aggression and cognitive control task. Game condition interacted with behavioral regulation (BR), wherein high BR problem participants were most aggressive and least able to implement cognitive control if they played a violent game.

C237**A BACKFIRE EFFECT IN MEDIA COVERAGE OF ARRESTING CRIMINALS: THE ROLE OF MUTABILITY AND COUNTERFACTUAL THINKING**Sangyeon Yoon¹, Di Zhang¹, Sunkyung Lee¹, Taekyun Hur¹; ¹Korea University –

The ironic possibility was tested that media coverage of arresting criminals could increase the audience's criminal intention, proposing the role of counterfactual thinking in the effect. Two studies found that when arresting criminals was depicted as accidental (vs. inevitable), criminal intention was higher and induced counterfactual thinking mediated the effect.

C238**NICE CARS, MEAN DRIVERS: A NATURALISTIC EXAMINATION OF SOCIOECONOMIC STATUS AND BEHAVIOR ON THE ROAD** MatthewLupoli¹, Paul K. Piff¹, Daniel M. Stancato¹, Dacher Keltner¹; ¹University of

California, Berkeley – Two naturalistic studies found that drivers of high-status vehicles behaved more unethically on the road than did drivers of low-status vehicles. Drivers of high-status vehicles were significantly more likely to cut off other cars in a busy intersection and fail to yield to pedestrians in a crosswalk.

C239**HOW YOUR PRIMARY NEEDS AFFECT AGGRESSION AFTER SOCIAL REJECTION? IT DEPENDS ON THE MAOA GENE VERSION YOU HAVE**David Gallardo-Pujol¹, Carlos Suso¹, Montsant Jornet-Gibert¹, AlbertoMaydeu-Olivares^{1,2}, Antonio Andrés-Pueyo¹; ¹Universitat de Barcelona,²ICREA, Institució Catalana de Recerca Avanzada – Ostracism effects have

been proposed to run through three stages in a characteristic temporal evolution, affecting four primary needs. We recently have shown that MAOA genotype moderates the impact of social exclusion and aggression in an experimental task, but the mechanisms are still unknown. Our aim was to further investigate the relationship between genetic and individual differences and the relationship between second and third stages of the ostracism response. We gathered a sample of 57 male college students to run an experimental aggression task after ostracizing them. We also MAOA genotyped them. Our results indicate that genotype rather than ostracism moderates the relationship between self-esteem and aggression. Interestingly, we also found that MAOA gene moderated the relationship between Control and aggression. This is the first evidence that a specific gene may influence the effects of ostracism on social complex behaviors.

C240**REVERSING THE RACIAL SHOOTER BIAS: DIFFERENTIAL EFFECTS OF ALCOHOL CONSUMPTION AND ALCOHOL CONTEXTS ON RACIAL BIAS IN SHOOTING DECISIONS**Timothy P Schofield¹, Thomas F Denson¹;¹University of New South Wales – Racial shooter bias, the tendency to shoot

at Middle-Eastern compared to Caucasian targets, was exacerbated after

consuming alcohol. In contrast, consuming a placebo reversed this

shooter bias. Similarly, exposure to alcohol compared to non-alcohol

primes also reversed this shooter bias. Counter intuitively, alcohol con-

texts reverse the racial shooter bias.

C241**RELIGIOUS ANTI-GAY PREJUDICE IS FOR REAL: PHYSICAL AGGRESSION MEASURED WITH THE HOT SAUCE ALLOCATION PARADIGM**

Joanna

Blogowska¹, Vassilis Saroglou¹; ¹Universite catholique de Louvain – Can reli-

giosity predict not only prejudice towards value-violating targets but

also physical aggression? In an experiment using the hot sauce allocation

paradigm, religiosity predicted aggression towards a gay target who

praised society's progress in gay civil rights. This behavior contrasted

with participants' low self-reported aggression as a function of religiosity.

Poster Session D

Friday, January 27, 6:15 – 7:45 pm, Sails Pavilion

Assessment

D1
THE EFFECTIVENESS OF VARYING RELATIONSHIP ASSESSMENTS' PREDICTABILITY OF RELATIONSHIP SATISFACTION IN EARLY MARRIAGE Jonathan Beber¹, Gian Gonzaga¹, Heather Setrakian¹; ¹eHarmony Labs – Seven of the most commonly used relationship assessments are compared by investigating their relationship with satisfaction measures in the first six months of marriage. Using a dyadic second-order latent growth model, the assessments predictions of levels and rates of change in satisfaction are compared, and underlying theories are discussed.

D2
DO PSYCHOLOGY MAJORS LEARN ANYTHING? EVIDENCE FROM AN ONGOING PROGRAM ASSESSMENT PROJECT Brad Pinter¹, Robert Matchock¹, Eric Charles¹, William Balch¹; ¹Penn State Altoona – Graduating majors in Psychology significantly outperformed freshman majors and high scoring Introductory Psychology students on ETS' Psychology Major Field Test and on a series of critical thinking essay assessments. Critically, these results are not confounded by sample differences in SAT-Verbal and SAT-Math scores, high school GPA, or college GPA.

D3
VALIDATION OF THE MORALIZATION OF SMOKING SCALE Marie Helweg-Larsen¹; ¹Dickinson College – Three studies showed reliability and validity of a new moralization of smoking scale. Exploratory and confirmatory factor analyses showed three interrelated factors: disgust, stigma, and harm to others. Reliability and validity were also established. Higher MSS scores were associated with greater risk perception and smoking cessation intentions.

D4
KNOWING MORE THAN ONE CAN TELL: META-PERCEPTIONS AS A POTENTIAL MEASURE OF PERSONALITY Erika Carlson¹, Simine Vazire¹, Thomas Oltmanns¹; ¹Washington University in St. Louis – There are several blind spots in self-perceptions. We explore whether meta-perceptions, or beliefs about how others see the self, provide incremental validity in predicting behavior and objective outcomes. Findings reveal that meta-perceptions do provide incremental validity over self-perceptions suggesting that people know more about their personality than self-perceptions alone convey.

Methods/Statistics

D5
THE ALCOHOL IDENTITY IMPLICIT ASSOCIATIONS TEST (AI-IAT) AND ITS CONVERGENCE WITH A FACEBOOK PHOTO MEASURE OF ALCOHOL IDENTITY Brittany Bannon¹, Heather Gray², Debi LaPlante², Nalini Ambady¹; ¹Tufts University, ²Cambridge Health Alliance: Harvard Medical School – We extended the validation of an implicit measure of alcohol identity, the Alcohol-Identity Implicit Associations Test (AI-IAT). College students granted researchers access to their Facebook profiles and completed the AI-IAT and risky drinking practice questionnaires. The baseline AI-IAT predicted the presence of alcohol in students' Facebook photographs 18 months later.

D6
ASSESSING THE ADEQUACY OF MANIPULATION CHECKS IN DECEPTION RESEARCH: REVISED FOLLOW-UP Travis Clark¹, Ginette Blackhart¹; ¹East Tennessee State University – This study examined how reward impacted the accuracy of post-experimental inquiries following deception. Participants, informed or naïve of the ostensible study purpose, either were or were not rewarded for correctly stating the study purpose. Reward increased disclosure of suspicion/awareness admission, but decreased admission of prior information.

D7
CARING ABOUT CARELESSNESS: MEASURING PARTICIPANT INATTENTION USING THE ATTENTIVE RESPONDING SCALE Michael R. Maniaci¹, Ronald D. Rogge¹; ¹University of Rochester – The current studies examined the prevalence and nature of inattentive responding among research participants. We developed and validated a measure, the Attentive Responding Scale (ARS), to identify excessively inattentive participants. Results indicate that inattentive responding is a common source of error variance that can be mitigated using the ARS.

GSC Student Poster Award Finalist - Also presenting on board A33.

D8
WHERE TO PLACE RESPONSE OPTIONS: RESPONDENT PREFERENCE RATINGS AND COMMENTS REGARDING FORMATTING OF COMMON FORCED-CHOICE RESPONSE OPTIONS IN ELECTRONIC QUESTIONNAIRES Patricia Wallis¹, Rachel T. Fouladi¹, Katie Birdsall¹; ¹Simon Fraser University – Using both forced-choice and open-ended items, participants' preference for three different electronic questionnaire formats when completing the CES-D was assessed. Results suggest a general preference for the one-item per screen format; however, respondents commented on a number of negative aspects of the one-item format to consider when designing electronic questionnaires.

D9
HAND MOTIONS REVEAL RESPONSE COMPETITION: A MULTILEVEL COMPARISON OF STROOP AND MOUSE-TRACKING CATEGORIZATION TASKS Joshua A. Tabak¹, Jonathan B. Freeman², Anthony G. Greenwald¹; ¹University of Washington, ²Tufts University – Do hand motion trajectories in categorization tasks reveal response competition? In two experiments, participants completed a Stroop task and a similar task using Mouse-tracker, software that continuously records computer mouse movements. Multilevel modeling revealed a reliable relationship between Stroop and Mousetracker performance, confirming that hand trajectories reveal response competition.

D10
NEW PERSPECTIVES ON THE ACTOR-PARTNER AND COMMON-FATE MODELS FOR DYADIC DATA ANALYSIS Robert Wickham¹, C. Raymond Knee¹; ¹University of Houston – The present work suggests that empirical considerations may play a role in the selection of a dyadic analysis model. Specifically, the degree of non-independence among both predictor and outcome variables determines the performance of the actor-partner vs. common fate models. Simulation study results and a worked example are provided.

D11
ADDRESSING THE CULTURAL EFFECT OF GEOGRAPHY THROUGH COLLECTIVE RESEARCH IN SOCIAL/PERSONALITY PSYCHOLOGY Jon E. Grahe¹; ¹Pacific Lutheran University – Geography and culture impact psychological experiences, but are often ignored when research is conducted at a single institution. The present study demonstrated the

impact of sample location on results from a collaboration of research methods classes at 13 institutions. Findings suggest increased collaboration could benefit students and social/personality research.

D12

THE WAY YOU MOVE, FEEL, THINK, AND SPEAK.... MOBILE ASSESSMENT OF EXPERIENCE, BEHAVIOR, AND PHYSIOLOGY IN NATURAL LIFE CONTEXTS Cornelia Wrzus¹, Gert G. Wagner^{1,2}, Michaela Riediger^{1,2}; ¹Max Planck Institute for Human Development, ²German Institute for Economic Research, Berlin, Germany – We present several findings how mobile technology offers exciting possibilities for social-psychological research by capturing experiences, behavior and cognitive capacity, along with the associated physiological processes, at the moment of their occurrence in people's natural life context.

D13

MAKING PERSONALITY POWERFUL Kimberly Barchard¹; ¹University of Nevada, Las Vegas – Personality tests are usually designed to ensure reliability. However, to compare groups, you should instead maximize power. Measure areas where groups differ, not areas where individuals differ. Also, avoid using tests that removed items to maximize reliability – they may have removed the items with the largest group differences.

D14

THE ROLES OF INFORMED CONSENT FORM PERSPECTIVE AND EXPERIMENTER ATTIRE IN PARTICIPANT PERCEPTIONS OF COERCION Jeremy D. Heider¹, Jessica L. Hartnett², John E. Edlund³, Emmanuel J. Perez¹, John W. Harden⁴; ¹Stephen F. Austin State University, ²Gannon University, ³Rochester Institute of Technology, ⁴Old Dominion University – We manipulated consent form perspective (1st, 2nd, 3rd person) and experimenter attire (informal, casual, formal) to determine their effects on participant perceptions of coercion. Only researcher attire affected perceptions. A casually dressed experimenter yielded greater perceptions of freedom than an informally dressed experimenter or a formally dressed experimenter.

D15

FULLY EXPERIMENTAL STRATEGIES TO PROCESS RESEARCH: ADVANTAGES, CHALLENGES AND SIMILARITIES. Johann Jacoby¹, Kai Sassenberg¹; ¹Institut für Wissensmedien / Knowledge Media Research Center – Fully experimental designs to test process hypotheses are discussed and analyzed. They are compared with each other and to traditional mediation analysis regarding sample size requirements, validity requirements and the opportunity to establish causal direction of the association between an intervening variable and the dependent variable.

D16

DUAL IDENTITY DISTRESS: A STEM SCALE VALIDATION MEASURING INTERSECTIONALITY ACROSS MULTIPLE DUAL IDENTITIES. Shaughan Keaton¹, Charisse Corsbie-Massay²; ¹Louisiana State University, ²University of Southern California – The Dual Identity Distress Scale assesses the dynamic experience of multiple identities simultaneously. Through measurement models, the scale is explored, tested, refined, and assessed across several situations. Analyses reveal that dual identity identification is distinct from identification with singular identities, and negative affect resulting from one's dual identity predicts self-esteem.

Individual Differences

D17

ANGELS AND DEMONS ARE AMONG US: ASSESSING PEOPLE'S BELIEFS IN PURE GOOD AND PURE EVIL Russell J. Webster¹, Donald A. Saucier¹; ¹Kansas State University – We developed and initially validated measures of belief in pure evil and belief in pure good. Most importantly, perceptions of absolute evil and absolute good valuably predicted intergroup phenomenon (e.g., support for criminal rehabilitation and for the death penalty) above and beyond other known attributional variables.

D18

PREDICTING RECALL ACCURACY OF A DISTAL TRAUMA USING THE LINGUISTIC INQUIRY WORD COUNT PROGRAM Barbara D. Petersen¹, Jon E. Grahe², Michelle L. Ceynar², Teru Toyokawa²; ¹Pacific University School of Professional Psychology, ²Pacific Lutheran University – The present study extends previous research on exposure to distal trauma by examining recall accuracy of the Virginia Tech massacre across time in a cross sectional study. Findings demonstrate how recall accuracy was related to cognitive and affective response as well as categories from the Linguistic Inquiry Word Count program.

D19

VALIDATION OF ACADEMIC ENTITLEMENT SCALES ACROSS INSTITUTIONS Seth Wagerman¹, Ryan Howell², Michael Cassens³, Joanne Frattaroli⁴; ¹California Lutheran University, ²San Francisco State University, ³Irvine Valley College, ⁴University of California, Irvine – Three separate Academic Entitlement (AE) scales were validated and consolidated into a single instrument ($r = 0.892$); demographic variables predicted AE across three institution types (Community College, UC, private school). Narcissism, Internal Locus of Control, and Perceived Power are also found to be correlated, as was monetary incentives from parents.

D20

IDENTIFICATION OF A NEW SOURCE OF BIAS IN PERSONALITY ASSESSMENT: INDIVIDUAL DIFFERENCES IN TRAIT DESIRABILITY Steven Ludeke¹, Yanna Weisberg², Colin DeYoung¹; ¹University of Minnesota, ²Linfield College – Individual differences in beliefs about trait desirability produce distinct sources of personality misrepresentation when compared to peer and partner report. These effects are robust to statistical control for conventional "lie scale" performance, and have a stronger and more widespread impact than such scales.

D21

INDIVIDUAL DIFFERENCES IN SOCIAL-ADJUSTIVE STRUCTURAL BASES OF ATTITUDES Ya Hui Michelle See¹, Richard Petty², Leandre Fabrigar³; ¹National University of Singapore, ²Ohio State University, ³Queen's University – We examined individual differences in the extent to which attitudes are correlated with attributes that fulfill the social-adjustive function. Greater social-adjustive bases were associated with more persuasion by and more information processing for a social skills-focused message even when controlling for general social skills and perceived social concerns (i.e. self-monitoring).

D22

THE PERSUASION SUSCEPTIBILITY INVENTORY: A MEASURE OF INDIVIDUAL DIFFERENCES IN PERSUASION Kelly Burton¹, Richard Osbaldiston², Joshua Hager²; ¹University of Alabama, ²Eastern Kentucky University – The purpose of this study was to validate the 10-item Persuasion Susceptibility Inventory (PSI), which measures persuasibility, or the susceptibility to social influence. The PSI was tested in three correlational samples and an experimental sample. The results demonstrated a significant relationship between the PSI and several other personality constructs.

- D23**
PARENTING PERFECTIONISM, ATTACHMENT, AND NEW MOTHERS' FACEBOOK USE Mitchell Bartholomew¹, Meghan Lee¹, Sarah Schoppe-Sullivan¹, Claire Kamp Dush¹; ¹The Ohio State University – Facebook, a popular social networking site, provides an opportunity for new mothers to maintain and forge social connections, and to share photos and information about their children. This study examined how parenting perfectionism and attachment style were associated with the Facebook use experiences of 127 new mothers.
- D24**
EXAMINING THE EFFECT OF SOCIAL REJECTION AND RELIGIOUS COMFORT ON THE PREFERENCE FOR RELIGIOUS-AFFIRMING INFORMATION Michael B. Kitchens¹, Tanisha M. Rine¹, Mariela A. Horna¹, Ashley E. Collins¹, MaryKatherine E. Mitchell¹; ¹Lebanon Valley College – Christians completed a religious comfort measure and were assigned to a rejection or acceptance condition. Next, participants rated two pseudo-abstracts, portraying Christianity positively and negatively. The rejection manipulation was successful, but religious comfort was the only predictor of religious-affirmation, indicating that religious-associated experiences have the greatest impact on religious behavior.
- D25**
THE PERCEIVED CHANGE IN RELATIONSHIPS SCALE: A MEASURE OF INDIVIDUAL DIFFERENCES IN SELF-CHANGE AND PARTNER-CHANGE IN ROMANTIC RELATIONSHIPS Paige Mullins¹, Erica B. Slotter², Gale M. Lucas³, Andrew M. Hallberg¹, Nicolette L. Bacci¹, Surya Nagarajan¹, Vera Warren¹; ¹Willamette University, ²Villanova University, ³Western Oregon University – This research provides evidence for the reliability and validity of a scale measuring individuals differences in the extent to which people perceive that they change and their partners change in romantic relationships: the Perceived Change in Relationships Scale. Across studies, this measure was shown to be internally consistent and valid.
- D26**
WHEN POWER IS MOST IMPORTANT: ETHNICITY MODERATES THE RELATIONSHIP BETWEEN POWER & RESILIENCE TO SOCIAL STRESS Adam Dayan¹, Belinda Campos¹, David Busse¹, Ilona Yim¹, Linett Chevez¹; ¹University of California, Irvine – The present research explored whether ethnicity would moderate the relationship between subjective power and psychological resilience after a social-evaluative stress task. Latino-heritage participants high in power felt more positive affect after the stress task than non-Latinos.
- D27**
REGIONAL VARIATION IN IMMORALITY-DARKNESS ASSOCIATIONS AND SUPPORT FOR TRADITIONAL FORMS OF MORALISTIC PUNISHMENT Gary D. Sherman¹, Jonathan Haidt², Gerald L. Clore²; ¹Harvard Kennedy School, ²University of Virginia – We explored regional variation in associations between moral concepts and the colors black and white. These associations were particularly pronounced in the South and Midwest regions of the United States. Moreover, support for traditional forms of moralistic punishment predicted stronger associations, but only for individuals living in more traditional states.
- D28**
ANTICIPATED AFFECT PREDICTS FOOD SAFETY PRACTICES Kevin R. Betts¹, Verlin B. Hinsz¹; ¹North Dakota State University – Ninety-seven percent of foodborne illnesses are caused by unsafe food practices. We examined the relationship between how employees anticipate they would feel if they provided customers with safe or unsafe food and their food safety practices. Results indicate that both positive and negative anticipated affect predict safe food practices.
- D29**
COMMUNALLY-ORIENTED INDIVIDUALS REAP DAILY REWARDS THROUGH THE EXPERIENCE OF POSITIVE EMOTIONS Bonnie M. Le¹, Aleksandr Kogan¹, Emily A. Impett¹, Gregory D. Webster², Cecilia Cheng³; ¹University of Toronto, ²University of Florida, ³University of Hong Kong – In a four-week daily experience study, a dispositional tendency to care for the needs of others, or a communal orientation, was associated with greater psychological well-being, greater happiness within relationships, and more love experiences. These associations were mediated by daily experiences of positive emotions.
- D30**
FORGETTING AND MEMORY FOR NEGATIVE INFORMATION IN REPRESSIVE COPING DEPENDS ON TASK DEMANDS Esther Fujiwara¹, Sarah Riedlinger¹, Caitlin Dubiel¹; ¹University of Alberta – We tested repressors forgetting with two Think/No-Think tasks using pairs of negative scenes with neutral faces (Exp.1) or personal information (Exp.2). Repressors showed increased forgetting. Conventional learning of negative/personal pairs (Exp.3) was enhanced in repressors. When asked to do so, repressors will either effectively reduce negative memories or encode them.
- D31**
SEX DIFFERENCES IN REACTIONS TO SEXUAL AND EMOTIONAL INFIDELITY: A RESULT OF EVOLUTION OR SOCIOCULTURAL FACTORS? A SYSTEMATIC REGRESSION ANALYSIS. Lora Peaden¹, Gary Brase², Kale Monk³; ¹Kansas State University – Sex differences in reactions to sexual and emotional infidelity were assessed as a function of proximate (e.g. sex-roles and beliefs) and ultimate factors (differential evolutionary selection pressures) in a large sample (n=477). Results found a consistent sex difference that was not mediated by more proximate individual difference factors measured.
- D32**
HONOR BELIEFS AND MASCULINE COURAGE: REAL MEN DON'T BACK DOWN Mason D. Burns¹, Jessica L. McManus², Don A. Saucier²; ¹Purdue University, ²Kansas State University – The current study demonstrates how individual differences in honor significantly predict attitudes toward surrender and aggression. Further, individual differences in honor also predicted responses to insult vignettes above and beyond that of preexisting measures of honor. This study provides insight into how individual differences in masculine honor manifest in society.
- D33**
GOING AGAINST THE GRAIN: INTUITIVE INFORMATION PROCESSING, POSITIVE AFFECT, AND THE MEANING OF SUCCESS Samantha J. Heintzelman¹, Laura A. King¹; ¹University of Missouri, Columbia – We predicted that individual differences in intuition and positive affect would predict responses to success in STEM, especially for women. Intuitive, happy women ascribed the most meaning to random math performance feedback. Additionally, for “successful” women and “failing” men, those who were both intuitive and happy persevered more than others.
- D34**
WORKING TOGETHER TO CHANGE STEM ATTITUDES: COMMUNAL EXPERIENCE AND ITS EFFECT ON COMMUNAL GOAL AFFORDANCES AND INTEREST IN STEM Mia Steinberg¹, Amanda Diekman¹; ¹Miami University – We hypothesized that communal experience in STEM, whether experimentally-induced or naturally-occurring, leads to the belief that STEM affords communal goals and to increased STEM interest. Both experimentally-induced and naturally-occurring communal experience predicted perceived communal goal affordances and interest. Naturally-occurring communal experience predicted interest, even when controlling for quantity of experience.

GSC Student Poster Award Finalist - Also presenting on board A12.

D35

BODY IMAGE, ROMANTIC ATTACHMENT, AND INFIDELITY AS PREDICTORS OF COGNITIVE, EMOTIONAL, AND BEHAVIORAL JEALOUSY IN ROMANTIC RELATIONSHIPS Taylor Montgomery¹, Whitney Jeter¹, Brenda McDaniel¹; ¹Kansas State University – A theoretical model of multi-dimensional romantic jealousy consisting of cognitive (e.g., suspicions), emotional (e.g., feeling upset), and behavioral (e.g., detective behaviors) jealousy was examined. Predictors of jealousy were body image, romantic attachment, and infidelity. Females and males responded similarly, however, the predictors varied by type of jealousy.

D36

ACADEMIC ENTITLEMENT, PERSONALITY, AND FACULTY ACCESSIBILITY Ryan Howell¹, Seth Wagerman², Michael Cassens³, Joanne Frattaroli⁴; ¹San Francisco State University, ²California Lutheran University, ³Irvine Valley College, ⁴University of California, Irvine – Academic Entitlement (AE) is found to be associated with expectations of Faculty Accessibility: those high on AE expected professors to provide not only personal cell phone numbers, but to respond via text, Facebook, and Twitter. They also expected quicker responses and responses during evenings/weekends. Personality correlates are also explored.

D37

CHILDHOOD PERSONALITY, SLEEP, AND LIFELONG EDUCATIONAL ATTAINMENT Katherine Duggan¹, Howard S. Friedman¹; ¹University of California, Riverside – The relationships among childhood personality, sleep and lifelong educational attainment were examined using data derived from the Terman Life Cycle study, which has followed 1,528 individuals since 1921. Childhood personality and sleep predicted lifelong educational attainment, suggesting new ways to approach the interrelations among personality, sleep, and important life outcomes.

D38

A RINGING PHONE HAS TO BE ANSWERED, DOESN'T IT?: PSYCHOLOGICAL ATTACHMENT TO CELL PHONES AND DISTRACTED DRIVING BEHAVIOR Crystal Shackelford¹, Joshua Weller¹; ¹University of Oregon – One overlooked factor in distracted driving is psychological attachment to one's cell phone. Research indicates that individuals develop bonds towards objects, and that bonds between drivers and phones can be strong. Attachment predicts use above and beyond risk appreciation and overall use.

D39

USING PUBLIC-DOMAIN MEASURES OF TEMPERAMENT, ABILITY, INTERESTS AND CHARACTER (TAIC) TO PREDICT MEANINGFUL LIFE OUTCOMES David Condon¹, Joshua Wilt¹, William Revelle¹; ¹Northwestern University – An important goal of personality research is to predict meaningful life outcomes. Using data collected through the Personality Project website (N>50,000) and analyzed using Synthetic Aperture Personality Assessment techniques (SAPA), we will present results on the validity of a model that includes public-domain measures of Temperament, Ability, Interests, and Character.

D40

PLACE MATTERS: THE INFLUENCE OF PLACE ATTACHMENT IN MOTIVATION FOR LEARNING Man Yu Li¹, Irene Frieze², Nokes-Malach Timothy³; ¹University of Pittsburgh – Social relations are known to associate with academic motivation. We argue that the relations are mediated by people's relations with place. The model was tested with adult attachment, home attachment and years of study being controlled. Alcohol usage was also examined. Results using 226 university students confirmed the hypothesized model.

D41

DANCERS AND THE DELIBERATE DUCHENNE SMILE Sarah Gunnery¹, Judith Hall¹; ¹Northeastern University – This study investigated relationships between the ability to deliberately put on a Duchenne smile and experience in different performance domains. Results showed that people who participated in dance classes and recitals in the past were more likely to deliberately make the Duchenne smile in a smiling task.

D42

THE COGNITIVE FOUNDATIONS OF RELIGIOUSITY Aiyana Willard¹, Ara Norenzayan¹; ¹University of British Columbia – This study looks at four of the major theoretical foundations for religious belief (anthropomorphism, dualism, mentalizing or Theory of Mind, and teleological thinking). We measured each of these together to see how they relate to each other, religious belief, and belief in the paranormal.

D43

'LIKE' WHAT I BOUGHT? THE LINK BETWEEN COMPULSIVE BUYING AND SOCIAL MEDIA USE Amy Harrison Sanchez¹, Grant Donnelly¹, Vicky Jiang¹, Ryan T. Howell¹; ¹San Francisco State University – This study examined the relationship between compulsive buying and social media use. Compulsive buying was positively related to increased posting about purchases and to how much participants valued receiving feedback on those posts. Social media provides a new way for compulsive buyers to display and receive positive feedback on purchases.

D44

PERSONALITY PREDICTORS OF ACADEMIC DISHONESTY FOR SELF-GAIN AND TO HELP A FRIEND Bev McLeod¹, Randy Genereux²; ¹Mount Royal University – 301 university students reported past cheating behaviours. Personality variables (i.e., grade orientation, Machiavellianism, honesty and approval motivation) predicted cheating both for self-gain (R = .52) and to help a friend (R = .50). Independent self-construal and sense of entitlement also predicted cheating for self-gain but not for helping a friend.

D45

POWER, NEED FOR COGNITIVE STRUCTURE, AND ABILITY TO ACHIEVE COGNITIVE STRUCTURE Joshua Fetterman¹; ¹University of Pittsburgh – Power is related to information processing. Results indicate that power relates negatively to need for cognitive structure (desire to organize information succinctly) and positively to ability to achieve cognitive structure (ability to organize information consistently with NCS). In other words, powerful people may organize information more consistently with their NCS.

D46

THE ROLE OF THE SEXUAL BEHAVIORAL SYSTEM IN MODERATING MATING PREFERENCES Ohad Szepeswol¹, Mario Mikulincer¹; ¹Interdisciplinary Center Herzliya – A behavioral systems approach was employed to examine individual differences in mating preferences. Participants saw depictions of potential romantic partners and rated their interest in them. Sexual hyperactivation was associated with increased mating interest, especially indiscriminant short-term mating among men. Sexual deactivation was associated with withdrawal from gender-typical mating preferences.

D47

EMOTIONAL INTELLIGENCE, CREATIVITY, AND SCHOOL PERFORMANCE IN CHILDREN Michel Hansenne¹; ¹University of Liege – We investigated the incremental validity of Emotional Intelligence over creativity in predicting children school performance (N= 73, age range: 9 to 12). Results showed that school performance was predicted by creativity but not by EI. These findings question the recent spread of EI training programs within elementary schools.

- D48**
PERSONALITY CORRELATES OF UNIQUE PERCEPTIONS OF BRIEF FILM SITUATIONS Elysia Todd¹, David Funder¹; ¹University of California Riverside – Participants described brief film situations using the Riverside Situational Q-sort (Wagerman & Funder, 2009). Personality and individual difference correlates of participants' proneness toward unique perceptions include big-5 and California Adult Q-set (Block, 1978) personality as well as measures of psychological adjustment. Specific patterns of unique perception correlates were also examined.
- D49**
EFFECTS OF PHYSICIAN AFFILIATIVENESS ON INDIVIDUALS' TRUST AND ANGER DEPENDING ON THEIR PERSONALITY Gaetan Cousin¹, Marianne Schmid Mast¹; ¹University of Neuchatel, Switzerland – We tested whether a higher score of agreeableness predicts better reactions to a higher level of affiliativeness shown by a simulated physician. Our results confirmed that the more agreeable the participants (N = 80), the less anger and the more trust they reported with high as compared to low affiliativeness.
- D50**
IMPULSIVITY'S MEDIATING ROLE ON THE RELATIONSHIP BETWEEN TIME PERCEPTION AND INTERTEMPORAL HEALTH BEHAVIORS James R Daugherty¹, Katherine Orme², Rachel Helmke², Gary L Brase²; ¹Kansas State Department of Education, ²Kansas State University – Intertemporal choices (immediate gratifications versus delayed goals) are fundamental to many social goals, including health decisions. We found that impulsivity (a proxy for time horizon) mediates the relationship between time perception and intertemporal behavior within certain health behavior contexts. Specifically, seven separate models found full or partial mediation.
- D51**
INDIVIDUAL DIFFERENCES IN THE USE OF NOUNS AND VERBS Yi-Tai Seih¹, James Pennebaker¹; ¹University of Texas at Austin – This study examined knowledge organization structures in a word-based counting system. The results showed that the rates of noun and verb use negatively correlated. Moreover, males, older people, people with higher social status, and students with higher SAT and GPA scores used more nouns and fewer verbs in their writings.
- D52**
PERSONALITY TRAIT DEVELOPMENT AND SOCIAL INVESTMENT IN WORK Nathan W. Hudson¹, Brent W. Roberts¹, Jennifer Lodi-Smith²; ¹University of Illinois at Urbana-Champaign, ²Canisius College – A three-year longitudinal study examined relationships between social investment in work and personality trait development. Participants provided self-report ratings of personality traits and social investment in work twice over a three-year period. Latent change models showed that changes in social investment in work related to changes in conscientiousness over time.
- D53**
THE POWER OF PERSONALITY IN PREDICTING CONSUMER BEHAVIOR Carson Sandy¹, Samuel Gosling¹, John Durant², Ryan Browne²; ¹University of Texas at Austin, ²Mindset Media – The present study compares two approaches to market segmentation. One approach segments consumers on the basis of demographics and the other segments on the basis of psychological variables. Results highlight the ability of personality variables to offer predictive validity that equals and is sometimes superior to that of demographic variables.
- D54**
THE EFFECTS OF MALADAPTIVE PERFECTIONISM AND PERFORMANCE FEEDBACK ON PROCRASTINATION BEHAVIOR Kristen Blackler¹, Jill A. Jacobson¹; ¹Queen's University – Although maladaptive perfectionism is positively associated with higher self-reported procrastination, we did not replicate this relationship using a behavioral measure of procrastination. Instead, the only people who engaged in greater behavioral procrastination over time were female maladaptive perfectionists who were saddened by a previous poor performance on the same task.
- D55**
CAN NARCISSISTS BE EMPATHIC? Claire M Hart¹, Erica G Hepper¹; ¹University of Southampton – Three studies explore high and low narcissists' empathy levels across a range of scenarios. High narcissists consistently show lower empathy levels relative to lows. However, asking high narcissists to perspective take eliminated these differences, showing they are capable of being empathic.
- D56**
FINDING A LINK BETWEEN PERSONALITY AND RESIDENTIAL MOBILITY: THE IMPORTANCE OF MOVEMENT RELATED EXPERIENCES James Lowrey¹, Sarah Thomas², Dustin Wood²; ¹UNC Greensboro, ²Wake Forest University – Life experiences are offered as a link between movement and personality development. Based on student questionnaire responses, increased mobility was associated with more adaptive personality development. Movement related experiences mediated several of these personality associations. Thus, life experiences may be a part of the process driving mobility related personality development.
- D57**
ATTACHMENT AVOIDANCE ATTENUATES ESTRADIOL RESPONSES TO EMOTIONALLY INTIMATE STIMULI IN WOMEN Emily L. Kean¹, William J. Chopik¹, Robin S. Edelstein¹; ¹University of Michigan – This study used attachment theory as a framework to examine individual differences in estradiol responses to emotionally intimate stimuli. Attachment avoidance attenuated participants' estradiol responses to watching movies with intimacy-related themes. Findings suggest that estradiol may be an important mechanism underlying the relationship between individual differences in attachment and intimacy.
- D58**
THE GENETIC STRUCTURE OF PERSONALITY IS COMPLEX, NOT SIMPLE: EVIDENCE AND IMPLICATIONS Erik Pettersson¹, Eric Turkheimer¹; ¹University of Virginia – We examined degree of simple structure in factor solutions based on genetic covariance matrices across three broad personality inventories. Results revealed a high degree of complexity across all inventories. We conclude that multidimensional personality structure in general, rather than a specific rotational configuration, may be heritable or otherwise biologically based.
- D59**
THE ROLE OF TESTOSTERONE AND ESTRADIOL ON DOMINANT AND AFFILIATIVE BEHAVIOR Jennifer Sellers¹, Elizabeth Cerezo¹; ¹Green Mountain College – Testosterone motivates people to strive for dominance. Recent research points to an association between estradiol and implicit relationship concern. This study tested the influence of testosterone and estradiol on language and cortisol. Participants competed and their language was coded. Results indicate that testosterone, not estradiol, influences competitive behaviors.
- D60**
FLEXIBILITY OF EVALUATIVE ORGANIZATION OF SELF-KNOWLEDGE: LINKING CHANGE TO IMPROVEMENT IN PSYCHOLOGICAL HEALTH Alicia Limke¹, Patrick B. Mayfield¹, Jeni C. Presley¹; ¹University of Central Oklahoma – Showers (2002) proposed a dynamic view of the self, arguing that flexibility of structure is an important predictor of well-being. The current study examined outcomes associated with flexibility of evaluative organization of self-knowledge in a short longitudinal experimental design. As participants became more integrative, symptomatology decreased and self-esteem increased.
- D61**
 Poster withdrawn.

D62

PERFECTIONISTIC SELF-PRESENTATION AND DEFICITS IN SELF-CONTROL AND SELF-MANAGEMENT Jennifer L. Newby¹, Alexander M. Penney¹, Gordon L. Flett², Paul L. Hewitt³, Rupert G. Klein¹; ¹Lakehead University, ²York University, ³University of British Columbia – The current study explored associations between perfectionistic self-presentation and self-management and tested whether perfectionism could uniquely predict self-management after controlling for neuroticism. Our findings suggest that the avoidance of seeming imperfect in public is associated with deficits in self-management, and that this is not simply a reflection of elevated neuroticism.

D63

EMOTION REGULATION PREDICTS PSYCHOLOGICAL ABUSE PERPETRATION AND VICTIMIZATION IN ROMANTIC RELATIONSHIPS ABOVE AND BEYOND CHILDHOOD PSYCHOLOGICAL ABUSE Jaree Basgall¹, Brenda McDaniel², Whitney Jeter²; ¹University of Kansas, ²Kansas State University – The present study examined the correlates of psychological abuse in romantic dating relationships. Psychological abuse was highly reciprocal and was predicted by experiencing childhood psychological abuse from a caregiver. Above and beyond childhood abuse, emotion regulation (i.e., ability to control/understand emotions) was predictive of psychological abuse perpetration and victimization.

D64

INDIVIDUAL DIFFERENCES IN AFFECTIVE FORECASTING ERRORS: CONSERVATIVES CATASTROPHIZE AND EXTRAVERTS EMBELLISH Caitlin Burton¹, Jason Plaks¹; ¹University of Toronto – We examined individual differences in the affective forecasting errors (AFE) of undergraduate students. More conservative students made larger negative – but not positive – AFEs, and more extraverted students made larger positive – but not negative – AFEs. There therefore seem to be meaningful differences between positive vs. negative AFEs.

D65

PAST-ORIENTED AND FUTURE-ORIENTED CAUSAL UNCERTAINTY Jessica Gonzalez¹, Gifford Weary¹; ¹The Ohio State University – The current research replicated the finding that individuals high (but not low) in causal uncertainty (CU) engage in extensive information processing when making past-oriented causal inferences, and demonstrated the new finding that the typical strategies of high and low CU perceivers are not always used when making future-oriented causal inferences.

D66

ABUSE AND JUST WORLD THEORY: EVIDENCE THAT INDIVIDUALS REPORTING GREATER ABUSE DO NOT BLAME INNOCENT VICTIMS Erik Faucher¹, Jeff Schimel¹, Rui Zhang¹, David Webber¹, Joseph Hayes²; ¹University of Alberta, ²Wilfrid Laurier University – We investigated whether levels of abuse moderate just world effects. In study 1, participants reporting less abuse blamed an innocent pedestrian for their misfortune more so than participants reporting more abuse. In study 2, participants reporting greater abuse sympathized more with a victim when they were perceived as more innocent.

D67

THE EFFECT OF PRENATAL ANDROGEN EXPOSURE ON THE DEVELOPMENT OF NEURAL REACTIVITY SYSTEMS: A STUDY OF THE HEXACO PERSONALITY INVENTORY. Allison Shaw¹, Carrie Oliveira², Mark Zorzic¹; ¹Michigan State University, ²East Tennessee State University – The goal of this study was to examine the relationship between prenatal androgen exposure, indicated by the 2D:4D ratio, and the dimensions of the HEXACO personality assessment. As predicted, only the emotionality dimension demonstrated a relationship with 2D:4D that was outside of sampling error of zero, $r = .18$.

D68

PERSONALITY, INTERETHNIC IDEOLOGY, AND PREJUDICE: THE UNDERLYING PREDICTORS AND MEDIATIONAL ROLES OF INTERETHNIC IDEOLOGY Keith L. Zabel¹, Kevin L. Zabel², Michael A. Olson², Andrew N. Christopher³; ¹Wayne State University, ²University of Tennessee, ³Albion College – We examined how Big Five personality factors predicted colorblind and multicultural ideology, and how these ideological endorsements mediated personality-prejudice towards Blacks relationships. Hierarchical regressions revealed conscientiousness negatively predicted and openness positively predicted endorsement of colorblind and multicultural ideologies, respectively. Bootstrapping procedures revealed that multicultural ideology endorsement mediated the openness-prejudice relationship.

D69

RATINGS OF POLITICIAN'S "CHARACTER": EVALUATING CONSENSUS AND ASSOCIATIONS WITH INDIVIDUALS' OWN POLITICAL ORIENTATION Edward Witt¹, Robert Ackerman²; ¹George Mason University, ²Michigan State University – Eighty-Six participants rated Barack Obama and Sarah Palin using the five factor model and also indicated their own political affiliation. Results revealed weak to moderate consensus on these ratings. Political orientation (liberal/conservative) was related to disagreements regarding specific facets of personality and differed by the political figure being rated.

D70

THE DARK TRIAD PERSONALITY AND SHORT-TERM STRATEGIES: IMPULSIVITY, SENSATION-SEEKING, DELAY-DISCOUNTING AND GAMBLING Laura Crysel¹, Gregory D. Webster²; ¹University of Florida – Using a diverse online sample (N=307), this study found positive associations between The Dark Triad (i.e., Machiavellianism, narcissism, and psychopathy) and impulsivity though trait and behavioral measures (blackjack and a delay discounting task). No relationship was found between the Dark Triad and probabilistic discounting or the Balloon Analogue Risk Task.

D71

"PSSST, IS MY PERSONALITY SHOWING?" EXPLORING FACEBOOK AND PERSONALITY Britni Brewer¹; ¹High Point University – Social relationships are becoming increasingly popular in online environments but little research has been conducted on individual differences in utilization of social media. This study examines the relationship between personality and Facebook behaviors. The results indicate self-reported behavior may not present the same relationships as seen with more objective measures.

D72

AN EXAMINATION OF PERSONALITY PATTERN AND LEVEL EFFECTS ON ENTREPRENEURIAL INTENTION AND SUCCESS Wencang Zhou¹, Stephan Dilchert¹, Jianhua Li², Xuli Shi³; ¹Baruch College, the City University of New York, ²Institute of Zheshang Research, Zhejiang Gongshang University, ³Shanghai University – Using an innovative regression-based pattern recognition procedure, we investigate the nature of personality-entrepreneurship relationship. Results show that entrepreneurial intentions are driven by personality patterns – individual's idiosyncratic configuration of traits (explaining 12% of the variance), and entrepreneurial success is driven by individuals' absolute trait levels (explaining 18% of total variance).

D73

PERSONALITY CORRELATES OF BEHAVIOUR IN AN ONLINE VIDEO GAME Narnia Worth¹, Angela Book¹; ¹Brock University – Correlations between personality and self-reported in-game behaviour in a Massively Multiplayer Online game were examined. Results showed personality traits were related to different in-game behaviours; in particular, Player-

versus-Player behaviour was positively correlated with psychopathy and negatively correlated with Honesty-Humility, and Immersion was positively correlated with Openness to Experience.

D74

AN EXPLORATION OF THE RELATIONSHIPS BETWEEN NEED FOR COGNITION AND IMPULSIVENESS AND WORKING MEMORY CAPACITY. Meredith Minear¹, Claudia Brandt¹; ¹The College of Idaho – We explored the relationship between Need for Cognition and an individual's self-reported impulsivity and working memory capacity. NFC was negatively correlated with non-planning impulsivity $r = -.32$, but had no relationship with attentional or motor impulsivity. We found no relationship between NFC and any of the working memory measures.

D75

ASSOCIATIONS OF PERSONALITY AND PROBLEMATIC DRINKING IN A SAMPLE OF TWIN VETERANS: A DISCORDANT TWIN ANALYSIS Thomas Burroughs^{1,2}, Daniel Blonigen², Theodore Jacob²; ¹Palo Alto University, ²Palo Alto Veterans Affairs Family Research Center – This study examined whether personality dimensions are associated with problem alcohol use in twin veterans who are discordant in drinking behavior. Results indicate that lower Agreeableness and higher Neuroticism are significantly associated with problematic drinking. These results suggest an environmental component in the relationship between personality and this outcome.

D76

MORAL SHALLOWING AND TEXTING FREQUENCY Paul Trapnell¹, Lisa Sinclair¹; ¹The University of Winnipeg – We evaluated Carr's moral "shallowing" hypothesis via trait and value correlates of texting frequency in three samples. Consistent with that hypothesis, texting frequency was robustly associated with interests, values, world views, career preferences, and self-descriptions indicating low engagement and interest in sustained, morally engaged, reflective thought.

D77

CHRONIC TRAUMA AND RELATIONSHIP CLOSENESS IMPACT ROMANTIC COUPLE RELATIONSHIP FLOW DURING CONVERSATION Stacy Schuster¹, Whitney Jeter¹, Brenda McDaniel¹, Jaime Arreola¹; ¹Kansas State University – Flow has been conceptualized as an optimal experience of immersion and creativity in an activity, but few studies have examined flow within conversation. The present study examined relationship flow during conversations between romantic couples via self-report measures and video-coded behavior. Findings suggest trauma hinders flow while relationship closeness increases flow.

D78

POSITIVE-NEGATIVE EMOTION RATIOS AND FLOW-NON FLOW BEHAVIOR RATIOS PREDICT PSYCHOLOGICAL WELL-BEING AND RELATIONSHIP HEALTH IN ROMANTIC COUPLES. Samantha Coup¹, Whitney Jeter¹, Brenda McDaniel¹, Jaime Arreola¹; ¹Kansas State University – Positive-negative emotion ratios and flow-non flow behavior ratios were examined within romantic couple conversations. Ratios with greater positive vs. negative emotions and greater flow vs. non-flow behaviors were predictive of higher relationship satisfaction and lower levels of depression. Theoretical findings contribute to psychological well-being and romantic relationship health.

Personality Processes

D79

PERSONALITY AND FACEBOOK POSTING BEHAVIORS Gwendolyn Seidman¹; ¹Albright College – This study explored how the content Facebook users regularly post is related to the Big 5 personality traits. Results from a survey of undergraduates suggest that neurotic individuals use Facebook as a way to connect with, learn about, and express themselves to others and conscientious individuals use Facebook more cautiously.

D80

NARCISSISM AND MATE-POACHING Amy Brunell¹, Julia DePaoli¹, Jared Pfeffer¹; ¹The Ohio State University at Newark – This study examined the extent to which narcissism predicted mate-poaching. Personality and mate-poaching questionnaires revealed that for both short-term and long-term sexual relationships, narcissism—above and beyond self-esteem, Big Five Personality, and sex— predicted (a) poaching others from an existing relationship, and (b) being poached from an existing relationship.

D81

WHO IS MOST AFFECTED BY SOCIAL EXCLUSION? PERSONALITY MODERATORS OF IMMEDIATE REACTIONS TO EXCLUSION IN THE CYBERBALL PARADIGM Melissa McDonald¹, Brent Donnellan¹, Carlos Navarrete¹; ¹Michigan State University – Immediate reactions to social exclusion are typically characterized as reflexively painful. However, our results using the classic Cyberball paradigm indicate that certain individual differences do indeed moderate immediate reactions to exclusion. Individuals who were higher on neuroticism and anxious attachment reported more negative reactions to social exclusion.

D82

TESTING THE SOCIAL DISCONNECTION MODEL IN A SHORT-TERM, FOUR-WAVE LONGITUDINAL STUDY Anna L. MacKinnon¹, Simon B. Sherry¹, Martin M. Antony², Kristin-Lee Fossum¹, Aislin R. Graham¹, Daniel S. MacGrath¹, Logan J. Nealis¹, Dayna L. Sherry³, Sherry H. Stewart¹; ¹Dalhousie University, ²Ryerson University, ³Queen Elizabeth II Health Sciences Centre – The present study provides a stringent, comprehensive test of the Social Disconnection Model (Hewitt, Flett, Sherry, & Caelian, 2006) using a sample of 240 university students and a 4-wave, 4-week longitudinal design. Across all waves, social disconnection mediated the link between perfectionistic concerns and depressive symptoms.

D83

PERSONALITY AND ROOMMATE CLOSENESS: THE CASE FOR SIMILARITY IN OPENNESS Grace L Jackson¹, Patrick E ShROUT¹, Niall Bolger²; ¹New York University, ²Columbia University – Personality is often associated with formation and maintenance processes in relationships, but findings for the trait of openness are often not found. In studying 365 undergraduates, results suggest self nor roommate level of openness was related to closeness, but similarity of openness was positively associated with closeness.

D84

INDIVIDUAL DIFFERENCES IN MIXED-EMOTIONAL EXPERIENCE DURING GRADUATION FROM COLLEGE Joshua Wilt¹, Samantha M. Marks², Sarah N. Wisotsky¹, Allison B. Schaffer¹, William Revelle¹; ¹Northwestern University, ²University of Wisconsin – This study explored individual differences in the tendency to experience mixed emotions during graduation from college using cell-phone text-messaging methodology. Results showed that graduating students' experience of mixed emotions was determined by personality traits, cognitive and motivational processes, and the specific meanings that one attributes to graduation.

D85

INDIVIDUAL DIFFERENCES IN AFFECTIVE FORECASTING: PERSONALITY AWARENESS OR PERSONALITY NEGLECT? Michael Hoerger¹, Samantha Saks¹, Benjamin P. Chapman¹, Paul R. Duberstein¹; ¹University of Rochester Healthcare Decision-making Group – In four studies (N = 658), we found that personality traits were associated with both affective forecasts ($R = .34, p < .001$) and actual reactions ($R = .32, p < .001$) to an election, a football game, a holiday, pleasant and unpleasant film clips, and a social interaction.

D86

YOU CAN'T ALWAYS GET WHAT YOU WANT, BUT WHEN YOU'RE A NARCISSIST, PSYCHOPATH, OR MACHIAVELLIAN, YOU GET WHAT YOU NEED Peter Jonason¹, Gregory Webster¹; ¹University of Western Sydney, ²University of Florida – Those high on the Dark Triad (i.e., narcissism, psychopathy, and Machiavellianism) of traits manipulate others with a wide-range of tactics of interpersonal manipulation. Those high on these traits seem to be relatively blind to the target but not the adaptive goal of their manipulation. Discussion centers on Life History Theory.

D87

STARING INTO THE WATERS AT THE JERSEY SHORE: EXAMINING THE FOUNDATIONS OF NARCISSISTIC BEHAVIORS James Fryer¹, Karley Patnode²; ¹Clarkson University, ²Syracuse University – The objective of this study was to examine the underlying causes and mechanisms of self-defeating behaviors typically associated with narcissism. While narcissism predicted a ludus (game-playing) love style, low self-esteem predicted aggression, and impulsivity predicted downward social comparison; this latter relation was mediated by a lack of self-concept clarity.

D88

IDEAL-SELF IMAGE MAY EXPLAIN WHY COUNTER-DISPOSITIONAL BEHAVIOR CAN FEEL AUTHENTIC Deanna C. Whelan¹, John M. Zelenski¹; ¹Carleton University – Fleeson and Wilt (2010) showed that most people felt more authentic when behaving more extraverted, emotionally stable, open, conscientious, and agreeable. Moreover, this did not depend on disposition. We find that most people's 'ideal-selves' also fit the profile, and suggest this as a reason for perceived authenticity with such behavior.

D89

PERSONALITY AND FEMALE SEXUALITY: MASLOW'S RESEARCH ON DOMINANCE-FEELING REVISITED Jonathan M. Cheek¹, Caitlin McCracken¹, Sarah M. Merrill¹, Julie K. Norem¹; ¹Wellesley College – Maslow (1942) studied women students and found that high dominance-feeling women were more sexually experienced, had more male partners, and held more liberal sexual attitudes. In a new sample of 105 college women we found that Maslow's personality questionnaire correlated significantly, and somewhat higher than sensation seeking, with unrestricted sociosexuality.

D90

THE RELATIONSHIP OF YOGA TO SELF-MONITORING Andrew Hallberg¹, Gale M. Lucas²; ¹Willamette University, ²Western Oregon University – Yoga has been shown to reduce anxiety and promote happiness, but its relationship to personality is less clear. People who practiced Yoga, those who engage in practices similar to Yoga, and even those who knew more than one Yoga practitioner all had significantly higher self-monitoring than those who did not.

D91

SOCIAL-COGNITIVE PROCESSING BIASES IN BORDERLINE AND AVOIDANT PERSONALITY DISORDERS Christopher Crew¹, Kathy Berenson², Geraldine Downey¹; ¹Columbia University, ²Gettysburg College – We use eye-tracking methodology to assess attentional biases to social threat in Borderline and Avoidant Personality Disorder (BPD/APD). Consistent with predictions, BPD is associated with a vigilance-avoidance pattern of attention deployment to social threat and APD is associated with a persistent vigilance pattern of attention deployment to social threat.

D92

ARE INDIVIDUALS HIGH IN FLUX MORE REACTIVE TO INTERPERSONAL CUES? Rachel Sutton¹, Debbie Moskowitz¹, David Zuroff¹; ¹McGill University – High reactivity to interpersonal cues may underlie high intraindividual variability in interpersonal behaviour. Community adults completed an event-contingent recording procedure. Flux in agreeableness and quarrelsomeness predicted reactivity to perception of warmth in others. Flux in submissiveness predicted reactivity to perception of dominance in others and to status of social role.

D93

INGROUP IDENTIFICATION AND PERSONALITY Serena Jenkins¹, Stephen Reysen², Iva Katzarska-Miller³; ¹Texas A&M University- Commerce – We examine the relationship between ingroup identification with five social identities (global citizen, human, American, Texan, and student) and the big five dimensions of personality. Results support the notion that personality can be conceptualized as a component of the group's meaning or content.

D94

THE CONSCIENTIOUSNESS AND HEALTH LONGITUDINAL STUDIES NETWORK (CAHLSNET): INTEGRATING STUDIES TO UNDERSTAND LIFESPAN TRAJECTORIES OF HEALTH Margaret Kern¹; ¹University of Pennsylvania – Methodological advances now make it possible to integrate studies to examine lifespan models. To fuel collaborative efforts, completed and ongoing prospective studies that include conscientiousness-type variables and health information were compiled. Available data and analytic resources are provided to help personality and health researchers move beyond single studies.

D95

I LIKE POP MUSIC AT 15; WILL I STILL LIKE IT AT 64? PERSPECTIVES ON THE DEVELOPMENT OF MUSIC PREFERENCES Arielle Bonneville-Roussy¹, Jason Rentfrow¹; ¹University of Cambridge – This study examined the development of music preferences. 117,770 subjects aged between 15 and 64 years provided information on their preferences for 20 different music genres, and their personality characteristics. Results revealed five dimensions of music preferences that displayed different curvilinear relationships with age, and were related to personality traits.

D96

WHAT IS EMPATHY? AN EXPLORATORY FACTOR ANALYSIS Conrad Baldner¹, Jared McGinley¹; ¹Virginia Tech – 497 undergraduates completed several empathy measures in an exploratory factor analysis (EFA) study. We hypothesized a small number of underlying factors, but we found most support for a five-factor model. This solution included factors that we interpret as concern for animals, empathic self-efficacy, vicarious emotion, emotional awareness, and cognitive empathy.

D97

THE ROLE OF INTELLECT AND ORDERLINESS IN UNDERSTANDING OVERLAP AMONG MEASURES OF MOTIVATED COGNITION Renee Murray¹, Zlatan Krizan¹, Kevin Blankenship¹; ¹Iowa State University – We propose that core personality aspects (particularly those of Openness and Conscientiousness) help explain relations among various individual differences in motivated cognition. Individuals completed motivated cognition measures and the Big Five Aspect Scales. Results indicate that Intellect and Orderliness account for distinct portions of shared variance across motivated cognition measures.

D98

PERFECTIONISM AND FAMILY CONSTELLATION Alyssa Ash¹, Kristen Blackler¹, Jill A. Jacobson¹; ¹Queen's University – Little research has examined the relationship between family variables and maladaptive perfectionism. In our study, for both later-born men and women, having more

same-sex older siblings was related to higher maladaptive perfectionism scores. In addition, for later-born men, having more opposite-sex older siblings was associated with lower maladaptive perfectionism scores.

D99

TIME PERSPECTIVE AND TEMPORAL FOCUS: INDIVIDUAL DIFFERENCES AND DAY-TO-DAY VARIABILITY Frederick M. E. Grouzet¹, Jonathan Rush¹; ¹University of Victoria – The relationship between Zimbardo's time perspectives (past-positive, past-negative, present-fatalistic, present-hedonistic, and future) and temporal focus was examined in a correlational study as well as in a daily diary study. Multilevel analyses showed surprising relations between time perspectives and individual- and daily-level temporal focus, which challenges Zimbardo's time perspective model.

D100

NARCISSISM AND THEORY OF MIND IN NON-CLINICAL ADULTS Jennifer Vonk¹, Patricia Mayhew², Virgil Zeigler-Hill¹; ¹Oakland University, ²University of Southern Mississippi – Very few studies have examined narcissism and theory of mind in non-clinical adult populations. In a study of 350 undergraduates, we found that most dimensions of both normal and pathological narcissism were negatively correlated with various measures of empathy, perspective-taking and emotional awareness.

D101

PERSONALITY MODULATION OF (UN)CONSCIOUS PROCESSING: NOVELTY SEEKING AND PERFORMANCE FOLLOWING SUPRALIMINAL AND SUBLIMINAL REWARD CUES Gaëlle Bustin¹, Michel Hansenne¹, Remi Capa¹; ¹University of Liege – In an updating task in which possible gains were presented either subliminally or supraliminally, personality (i.e., Novelty Seeking) influenced participants responsiveness to both conscious and unconscious reward cues in a similar fashion. Our findings highlight the necessity to take personality into account in the growing field of unconscious cognition.

D102

UNDERSTANDING THE INTERACTIONS OF PERSONAL NARRATIVES WITH PREVALENCE OF CONFLICT AND PERSONALITY TRAITS Katharine Gilson¹, Moin Syed¹, Colin DeYoung¹; ¹University of Minnesota – This study examined the role of conflict in emerging adults' life stories. Using a collection of narratives from undergraduates, with matched personality inventories, we found neuroticism is positively correlated with conflict being a theme of these narratives, and openness demonstrates a relationship with 'culture/society' as a source of conflict.

D103

ACCURACY OF FRIEND PERSONALITY PERCEPTION WHEN A GROUP IDENTITY IS SALIENT Tana Hall¹, Stephen Reysen¹, Mark Ferguson²; ¹Texas A&M University-Commerce, ²University of Wisconsin - Stevens Point – We examined the accuracy of friends' ratings of personality and ingroup identification when group membership is salient. Results showed that friends were relatively inaccurate when rating each other's personality, however no differences were found between conditions. Friends were relatively accurate in rating each other's degree of ingroup identification.

D104

EGOTISM FROM THE INTERNET: USE OF FACEBOOK CAN PROMOTE NARCISSISM Robert Horton¹, Josh Miracle¹; ¹Wabash College – The current study investigated whether social networking websites facilitate narcissism. Ninety men performed Agentic actions on Facebook, performed Communal actions on Facebook, or perused ESPN.com. Participants who engaged in Agentic Facebook activity scored higher on NPI superiority and entitlement than did participants in the other two conditions.

D105

IDEALISM, RELATIVISM, AND ETHICS: THE MORAL FOUNDATIONS OF INDIVIDUAL DIFFERENCES IN POLITICAL ORIENTATION Donelson Forsyth¹, Ravi Iyer², Jonathan Haidt³; ¹University of Richmond, ²University of Southern California, ³University of Virginia – A survey of 9128 individuals in 130 countries supported hypotheses derived from Moral Foundations Theory (Haidt & Graham, 2007) and Ethics Position Theory (Forsyth, 1980): political views, justice beliefs, and communal orientations were significantly and consistently related to individual differences in idealism (harm, fairness) and relativism (loyalty, authority, and purity).

D106

PERSONALITY MEASURES THAT PREDICT DEPRESSION AND ANXIETY: SHARED VARIANCE AND THE ROLE OF SELF-ESTEEM Kaite Yang¹, Mina Cikara², Joan Girgus¹; ¹Princeton University, ²Massachusetts Institute of Technology – A four factor solution describing shared variance was obtained for multiple measures of personality. All four factors significantly predicted depressive symptoms and three factors significantly predicted anxiety. The composite self-esteem score mediated the relationships between each factor and depression, and between each of the three factors and anxiety.

D107

WHAT'S MINE IS MINE AND WHAT'S YOURS IS MINE: THE DARK TRIAD AND GAMBLING WITH YOUR NEIGHBOR'S MONEY Daniel Jones¹; ¹University of British Columbia – The reckless nature of Psychopathy and overconfidence of narcissism had consequences for risking another person's money for selfish gain. Psychopathy predicted gambling with someone else's money and narcissism predicted how much of someone else's money was lost. However, only psychopathy predicted these outcomes when there was risk of retribution.

D108

PERSONALITY STEREOTYPES ABOUT ADOLESCENTS, ADULTS, AND THE OLD ACROSS 26 CULTURES. Wayne Chan¹, Antonio Terracciano^{1,4}, Robert R. McCrae^{2,4}, Filip De Fruyt^{3,4}, Marleen De Bolle^{3,4}; ¹National Institute on Aging, ²Baltimore, Maryland, ³Ghent University, Belgium, ⁴Adolescent Personality Profiles of Cultures Project – In 26 diverse cultures (N = 3339), we assessed personality perceptions about adolescents, adults, and the old. Raters in different nations tend to share similar beliefs, with few differences between Eastern and Western cultures. Unlike national character stereotypes, perceptions of age differences accurately reflect age differences in most traits.

D109

FIVE FACTORS AS PREDICTORS OF INTERPERSONAL BEHAVIOR Lance Rappaport¹, D S Moskowitz¹, Bianca D'Antono²; ¹McGill University, ²Institut de Cardiologie de Montréal – The Five Factor traits have not been widely used to predict interpersonal behavior. We use exploratory and confirmatory SEM to examine how these factors predict mean level and variability of behavior in social interactions over 21 days. Neuroticism, Agreeableness, and Extraversion generally predicted mean behavior but not variability.

D110

SELF-MONITORING SCORES ARE A FUNCTION OF THE INTERPERSONAL DOMAIN SALIENT AT THE TIME OF ADMINISTRATION. Jordan Clark¹, Frank Bernieri¹, Kristen N. Petty¹; ¹Oregon State University – Self-Monitoring scores were significantly influenced by the social context that respondents considered while completing it. Normal distributions were generated within testing conditions. Bimodal distributions were generally found across testing conditions and within a no context specified condition, suggesting item ambiguity might be leading to the scale's class variable interpretation.

D111

THE RELATIONSHIP BETWEEN LOCUS OF CONTROL, RELIGIOSITY, AND PERSONALITY Lauren Coursey¹, Jared Kenworthy², Jenny Jones³; ¹University of Texas at Arlington – The present study examined the relationship between locus of control and religiosity, controlling for personality. As predicted, religiosity significantly predicted locus of control. Controlling for personality, those who were intrinsically religious exhibited an external locus of control, whereas those who were extrinsically religious exhibited an internal locus of control.

D112

THE ROLE OF DÉCOR CHOICE IN REGULATING EMOTIONS AND THE AIR-QUALITY CONSEQUENCES Lindsay T. Graham¹, Samuel D. Gosling¹, Christopher K. Travis², Erin Darling¹, Meng Ke¹, Richard L. Corsi¹; ¹University of Texas at Austin, ²Sentient Architecture – Decorative objects and materials are chosen by occupants to project their identity and affect the ambiance of a space. But items used to convey ambiances inadvertently pose significant health risks in the form of airborne pollutants. Here we examine the potential effects on air quality of 20 desired home ambiances.

Traits**D113**

THE IMPACT OF EMOTION ON THE FORMATION OF SPONTANEOUS TRAIT INFERENCES Matt Crawford¹, Hanne Kjaerstad¹; ¹Victoria University of Wellington – We examined the influence of perceiver emotion on the generation of spontaneous trait inferences (STI). Positive, but not negative mood interfered with the formation of STIs. This was not related to the valence of the behaviour and can be attributed to increased arousal showing that capacity is necessary for STIs.

D114

"HOW CAN I LEAVE THE BABY?": PERSONALITY PREDICTORS OF PARENTAL SEPARATION ANXIETY Deborah A. Danzis¹; ¹High Point University – Working parents (n=105) completed measures of parental separation anxiety (PSA), personality, and work/home experiences to investigate dispositional correlates of PSA. Relationships were found between PSA and neuroticism, extraversion, agreeableness, self-esteem, and optimism. Positive affectivity and masculine sex role orientation were related to parental employment concerns

D115

AGE DIFFERENCES IN PERSONALITY IN NATIONALLY REPRESENTATIVE SAMPLES FROM SWITZERLAND AND THE UNITED STATES Ivana Anusic¹, Richard E. Lucas¹, M. Brent Donnellan¹; ¹Michigan State University – We examined cross-sectional age differences in personality in two as of yet unexplored nationally representative samples, one from Switzerland, and one from the United States. Agreeableness and Conscientiousness showed strongest positive associations with age, Extraversion showed smaller negative associations, whereas the patterns of Neuroticism and Openness were less consistent.

D116

PERSONALITY PREDICTS RESEARCH PREFERENCES: BIG FIVE PREDICTS HOW INDIVIDUALS PERFORM INFORMATION SEARCHES Kimdy Le¹, Olivia Pavlov¹, Joan Poulsen¹, Emily Dill¹; ¹Indiana University Purdue University - Columbus – This study tested how personality relates to information-source preference. We presented participants with 10 scenarios. Participants rated the likelihood of using 5 sources of information for each scenario. We found that personality was related to information-source preference, and we tested for mediation and moderation. In sum, personality predicted information-source preferences.

D117

FIXED OR MALLEABLE? FREE WILL AND OUR IMPLICIT BELIEFS ABOUT PERSONALITY, INTELLIGENCE AND MORALITY. Jolene H. Tan¹; ¹Singapore Management University – How does the belief in free will manifest in daily life? Individuals who believe personality is fixed tend to affirm scientific as well as fatalistic determinism. Likewise, the belief in morality being fixed is also positively associated with both varieties of determinism, as well as unpredictability.

D118

CAN BEING "MASCULINE" PREVENT DEPRESSION? EXAMINING THE MASCULINITY MODEL OF DEPRESSION AMONG A MULTI-ETHNIC SAMPLE OF WOMEN James J. Garcia¹, Jonathan X. Zeledon², Patricia Cabral²; ¹University of North Texas, ²California State University, Northridge – Consistent research exists on masculinity as a protective factor for depression. However, a gap in the literature exists regarding this phenomenon among ethnically diverse samples. Results suggest that high masculinity significantly predicted lower depression. The generalizability of this model and current sex role identities are discussed.

D119

BIRTH COHORT DIFFERENCES IN THE BIG FIVE PERSONALITY TRAITS, 1985-2009: A CROSS-TEMPORAL META-ANALYSIS Brittany Gentile¹, W. Keith Campbell¹, Jean M. Twenge²; ¹University of Georgia, ²San Diego State University – Multiple meta-analyses were conducted to examine generational change over time in Big Five personality traits among college students using four well-known measures (i.e., Big Five Inventory, NEO-FFI, NEO-PI, and NEO-PI-R). Results show a significant decrease in openness across several measures. Partial evidence was found for changes in neuroticism and extraversion.

D120

PERSONALITY DIFFERENCES IN STRATEGIES USED TO REGULATE EMOTION Laurel Newman¹, Stephanie E. Afful¹, Randy J. Larsen²; ¹Fontbonne University, ²Washington University in St. Louis – Weekly diary data indicated that both extraversion and neuroticism were associated with increased effort at emotion regulation. When coping strategies were categorized as healthy or unhealthy, it was found that extraverts engaged in a larger number of healthy strategies, whereas neurotic participants engaged in a larger number of unhealthy strategies.

D121

WHAT IF I AM THE FAIREST OF THEM ALL? AN INVESTIGATION INTO THE LINK BETWEEN NARCISSISM AND ATTRACTIVENESS. Jill Brown¹, Frank Bernieri¹; ¹Oregon State University – Investigators sought to replicate the link between an individual's attractiveness, both as judged by others and self-rated, and their narcissistic tendencies. Contrary to previous research, narcissism predicted actual attractiveness (i.e., ratings by others) but not self-rated attractiveness.

D122

THE EFFECTS OF PERSONALITY SELF-AWARENESS ON SOCIAL BEHAVIOR Michelle Mathai¹, Ryan Trafton¹, Jenifer Goldman¹, Christopher J. Soto¹; ¹Colby College – Participants completed a questionnaire measure of extraversion (without receiving feedback about their responses), either before or after an interview with general, open-ended questions. Differences between the social behaviors, during the interview, of self-described extraverts versus introverts were more pronounced for participants who had completed the extraversion questionnaire beforehand.

D123

EXTRAVERSION LEVELS DETERMINE SELF-ENHANCEMENT STRATEGY EFFECTIVENESS Karen MacGregor¹, Lyndsay Evraire², Leandre Fabrigar³, Louise Wasylkiw⁴; ¹Ohio State University, ²University of Western Ontario, ³Queen's University, ⁴Mount Allison University – Extraverts are more socially engaged and have higher self-esteem than introverts. However, little is known about how extraverts vs. introverts regulate and maintain

their self-esteem after a threat. Two studies provided a self-esteem threat and demonstrated that social (but not non-social) self-enhancement strategies benefited extraverts more than introverts.

D124

LOCATING AND DEFINING VIRTUES IN PERSONALITY: ARE VIRTUES BEST CONCEPTUALIZED AS TRAITS DISTINGUISHABLE FROM THE BIG FIVE OR CHARACTERISTIC ADAPTATIONS? Sarah Schnitker¹; ¹Fuller School of Psychology – Are virtues “personality evaluated,” a la Allport, or are they unique from traits? Analyses mapping nomological network overlap between the Big Five and virtues will address the discriminant validity of character strengths. Trait versus characteristic adaptation formulations will be explored for the virtue of patience.

D126

CHILD CONSCIENTIOUSNESS AS A PREDICTOR OF MIDLIFE ACHIEVEMENT AND MEANING Serenity S. Della Porta¹, Margaret L. Kern², Howard S. Friedman¹; ¹University of California at Riverside, ²University of Pennsylvania – Achievement and meaning are key elements of flourishing. We demonstrate that child conscientiousness prospectively predicts achievement and meaning in midlife. Using data from the Terman Life Cycle Study, results indicate that conscientiousness predicts flourishing three decades later, and should be further examined as a foundation of meaning in life.

Well-Being

D127

EXAMINING THE ASSOCIATION BETWEEN SELF-EFFICACY AND COLLEGE STUDENT ADJUSTMENT Betty Witcher¹, Deletha Hardin²; ¹Peace College, ²University of Tampa – Self-efficacy has been associated with adjustment to college and academic performance (Chemers & Garcia, 2001). First-year students completed college adjustment and academic self-efficacy scales. Multiple regression analyses found that social self-efficacy predicted adjustment better than course self-efficacy. Future research should examine whether self-efficacy might predict the effectiveness of adjustment interventions.

D128

PASSION FOR A CAUSE: THE TYPE OF PASSION DOES MAKE A DIFFERENCE Ariane St-Louis¹, Robert J. Vallerand¹; ¹Universite du Quebec a Montreal – To be part of a cause requires being passionate. Passion has two facets, harmonious and obsessive, respectively leading to positive and negative outcomes. Three studies showed that HP positively predicted satisfaction for a cause and psychological well-being (but not OP), whereas OP (but not HP) positively predicted physical symptoms.

D129

WHAT IS MATERIALISM? RETHINKING THE CONCEPTUALIZATION AND MEASUREMENT OF OUR RELATIONSHIP TO MATERIAL GOODS Jun Fukukura¹, Vivan Zayas¹; ¹Cornell University – Materialism research links responses on explicit materialism questionnaires to psychological distress. However, the significance of these results is limited since materialism measures are confounded with social desirability. In response, we developed an implicit measure of materialism, which correlates with psychological distress and explicit materialism, but is unrelated to social desirability.

D130

MINDFULNESS PREDICTS ATTENUATED AUTOMATIC AFFECTIVE JUDGMENTS Kathryn Adair¹, Barbara Fredrickson¹; ¹UNC Chapel Hill – We hypothesized that trait mindfulness would predict attenuated automatic affective judgments. We used a behavioral task, the Affect Misattribution Procedure (AMP), to assess the automatic affective judgments associated with implicit social and nonsocial attitudes. As hypothesized, trait mindfulness was inversely related to automatic affective judgments as assessed by the AMP.

D131

THE ROLE OF ONLINE INTERPERSONAL RELATIONSHIPS IN FACE-TO-FACE INTERPERSONAL RELATIONSHIPS AND PSYCHOLOGICAL WELL-BEING IN YOUNG ADULTS Yumi Endo¹, Yukiko Uchida²; ¹Kansai University, ²Kyoto University – We demonstrated that more online social bonds promote psychological well-being in young adults by strengthening, rather than deteriorating, their face-to-face relationships. The more the participants used dual communication channels, the richer they perceived their interpersonal relationships, and this was associated with having higher life satisfaction levels.

D132

DO YOUR FRIENDS DISLIKE YOU? DON'T WORRY, BE HAPPY! Katrina Jongman-Sereno¹, Erika Carlson², Simine Vazire²; ¹Duke University, ²Washington University in St. Louis – Using round robin data, we examined whether being liked by one's friends was associated with one's well-being. We measured liking as a raw score and as a target effect using Social Relations Model analyses (Kenny, 1994). Results suggest that being liked by one's friends does not predict well-being.

D133

THE IMPACT OF SHARED LIFE EVENTS ON LIFE SATISFACTION IN MARRIED COUPLES Jessica Wortman¹, Richard Lucas¹; ¹Michigan State University – The goal of this study was to examine whether shared life events have an impact on life satisfaction during marriage (addressed by examining spousal similarity in life satisfaction) and if their impact decreases following divorce. Spousal similarity in life satisfaction decreases following divorce, suggesting the influence of shared life events.

D134

THE EFFECTS OF A POSITIVE ACTIVITY ON WELL-BEING, BEHAVIORAL RHYTHM, AND SOCIAL INTERACTIONS AT A JAPANESE WORKPLACE Joseph Chancellor¹, Sonja Lyubomirsky¹; ¹U.C. Riverside – Japanese engineers (N=32) participated in a 6-week intervention. Those who wrote about positive work-related events over the past week became happier, more satisfied with life, and more intrinsically motivated. Also, sociometric and behavioral monitoring suggested that the activity helped participants become more diligent and productive at work.

D135

BEING GRATEFUL IS GOOD FOR ONE'S WELL-BEING: SHARING GRATEFUL EXPERIENCES IS EVEN BETTER Nathaniel Lambert¹; ¹Florida State University – Sharing grateful experiences with a partner led to higher levels of life satisfaction, happiness, and positive affect than the other two conditions. These results indicate that there is something unique about sharing with another person one's grateful experiences on happiness, positive affect, life satisfaction, and vitality.

D136

TURNING TRIBULATIONS INTO APPRECIATION: THE EFFECTS OF NEGATIVE LIFE EVENTS ON SAVORING Alyssa Croft¹, Elizabeth Dunn¹, Jordi Quoidbach²; ¹University of British Columbia, ²University of Liège, Belgium – If access to the best things in life undermines savoring simple pleasures, can experiencing negative outcomes lead to greater appreciation of life's joys? Indeed, results show that experiencing more negative life events or recalling one particularly traumatic (vs. neutral) life event can increase savoring of the simple pleasures in life.

D137

TRUE HAPPINESS IS MORE THAN FEELING HAPPY AND SATISFIED: PEOPLE THINK “BAD” PEOPLE AREN'T TRULY HAPPY Andrew Vonasch¹, Roy Baumeister¹; ¹Florida State University – Many persons have a working notion of True Happiness distinct from feeling happy and from purpose and satisfaction in life. Despite objective information about a target's

subjective happiness, people infer different levels of True Happiness depending on whether they approve or disapprove of his actions and lifestyle.

D138

HAPPINESS COMES TO THOSE WHO ARE THANKFUL: GRATITUDE AND THE VALUING-HAPPINESS PARADOX Adrienne Wood¹, Tomi-Ann Roberts¹; ¹Colorado College – Actively pursuing happiness and valuing it as a goal have been shown to paradoxically prevent its realization. The current research explored gratitude as a potential remedy to this problem. A correlational and an experimental study examined the interaction effect of valuing happiness and experiencing gratitude on several measures of happiness.

D139

BENEFITS OF TEN POSITIVE EMOTIONS Jiyeon Lim¹, Incheol Choi²; ¹Seoul National University – The broaden-and-build theory argues that positive emotions build consequential resources. The research on the build effect, however, neglected the role of low-arousal positive emotions and meaningful positive emotions. The study explored the build effect of distinctive ten positive emotions on psychological, physical, and relational life outcomes with a longitudinal design.

D140

WITH OR WITHOUT GROWTH: A LONGITUDINAL EXAMINATION OF POSTTRAUMATIC ADAPTATION PROFILES WITH AND WITHOUT PERCEIVED GROWTH Danay Novoa¹, Christopher Davis¹; ¹Carleton University – In a 3-wave longitudinal study, we examined the stability of post-trauma adaptation profiles in individuals with spinal cord injury. Results demonstrated the stability of both profiles. Participants who searched for and found meaning reported positive adjustment and growth while those who did not search report good adjustment but little growth.

D141

IS THIS AS GOOD AS IT GETS? EXAMINING STABILITY AND CHANGE WITHIN INDIVIDUALS IN LONG-TERM LEVELS OF LIFE SATISFACTION Michael Busseri¹; ¹Brock University – Multi-wave longitudinal probability studies from Britain and Germany were used to identify within-individual stability versus reliable changes in life satisfaction from personal baselines to periods occurring five to 20 years later. In support of homeostatic models, life satisfaction was stable over the long-term within the vast majority of individuals.

D142

THREE METHODS TO MEASURE A BALANCED TIME PERSPECTIVE: COMPARING THE RELATIONSHIP BETWEEN A BALANCED TIME PERSPECTIVE WITH SUBJECTIVE WELL-BEING Jia Wei Zhang¹, Ryan Howell², Maciej Stolarski³; ¹San Francisco State University, ²University of California, Berkeley, ³University of Warsaw – We found that a balanced time perspective (BTP) is associated with indicators of SWB. We compared the cut-off, cluster analysis and deviation from a balanced time perspective (DBTP) methods and revealed the DBTP to have the strongest correlations with SWB. The DBTP is a precise measurement of a BTP.

D143

OPTIMISM LOWERS PAIN: EVIDENCE OF THE CAUSAL STATUS AND UNDERLYING MECHANISM(S). Marjolein Hanssen¹, Madelon L. Peters¹, Linda M. Vancleef¹; ¹Maastricht University – This study investigated the causal status of the relation between optimism and pain. Optimism was experimentally induced by writing about and visualizing a future Best Possible Self. The optimism manipulation led to lowered pain ratings during a cold pressor task, giving evidence for causality. Moreover, pain catastrophizing mediated this relation.

D144

WHEN PAST MISFORTUNES CAN PREDICT FUTURE ADVANTAGES: THE RELATIONSHIP BETWEEN CUMULATIVE LIFETIME ADVERSITY AND RESPONSES TO PAIN Cheryl Kondrak¹, Mark Seery¹, Raphael Leo¹, Shannon Lupien¹, Jessica Almonte¹; ¹SUNY Buffalo – The influence of cumulative lifetime adversity exposure on responses to a painful stimulus was investigated. People with moderate adversity history reported lower catastrophizing, pain intensity, and negative affect than those with no or high adversity, suggesting that moderate prior adversity exposure may provide benefits in the face of pain.

D145

DOES MONEY MAKE MATERIALISTS HAPPIER? Cheongra Heo¹, Nangyeon Lim¹, Eunok M. Suh¹; ¹Yonsei University – The present research examined whether money really makes materialists happier. We found that materialism moderated the relation between income level and SWB. Income level was positively correlated with subjective well-being (SWB). However, among high materialists, positive effect of income on SWB was not significant.

D146

INDIVIDUAL AND GROUP BASED RESOURCES IN PREDICTING WELL-BEING: THE SAMPLE OF TURKISH MINORITY IN BULGARIA Banu Cingoz-Ulu¹, Leman Korkmaz¹; ¹Middle East Technical University – The present study tested the role of individual (self-efficacy and optimism) and group based resources (collective self esteem, Bulgarian citizenship and Turkish identification) on the subjective well-being of the Turkish minority in Bulgaria, and found that group resources had a predictive power over and above individual resources for minority well-being.

D147

KINDNESS COUNTS: AN ACTS OF KINDNESS INTERVENTION AMONG SCHOOL-AGE CHILDREN S. Katherine Nelson¹, Kristin Layous¹, Eva Oberle², Sonja Lyubomirsky¹, Kimberly A. Schonert-Reich²; ¹University of California, Riverside, ²University of British Columbia –

The current study implemented an acts of kindness positive activity intervention among school-age children (Mean Age = 10.6). All children experienced improvements in well-being; however, children who performed acts of kindness demonstrated reductions in negative emotions relative to controls.

D148

SUBJECTIVE WELL-BEING AND ADAPTATION TO LIFE EVENTS: A META-ANALYSIS ON DIFFERENCES BETWEEN COGNITIVE AND AFFECTIVE WELL-BEING Maike Luhmann¹, Hofmann Wilhelm¹, Eid Michael², Lucas Richard E.³; ¹University of Chicago, ²Freie Universität Berlin, ³Michigan State University – Longitudinal data from 313 samples were integrated to examine the effects of four family events (marriage, divorce, bereavement, child birth) and four work events (unemployment, reemployment, retirement, relocation/migration) on affective and cognitive well-being. Most events had more persistent effects on cognitive than on affective well-being.

D149

SET IN THEIR (HAPPIER) WAYS: HOW DIFFERING STRATEGIES AND PRIORITIES LEAD OLDER ADULTS TO MAKE MORE SATISFYING PURCHASING DECISIONS Kerry Cunningham¹, Ryan Howell¹; ¹San Francisco State University – This study examines how discretionary spending contributes to enhanced wellbeing in older adults. As people age, they favor the acquisition of experiences over possessions. Also, adults, report making purchases that: are more satisfying, contribute more to their subjective wellbeing, are more useful, and result in fewer negative emotions.

- D150**
THE RELATIONSHIP BETWEEN SEXUAL SATISFACTION AND LIFE SATISFACTION ACROSS MIDDLE ADULTHOOD Lauren M. Menger¹, Carlie D. Trott¹, Kimberly L. Henry¹; ¹Colorado State University – The relationship between sexual satisfaction and life satisfaction in middle adulthood was assessed across five age groups; those in their thirties through seventies. Sexual satisfaction was found to have the greatest influence on life satisfaction for those in their forties and fifties. Findings have important implications for health policy/practice.
- D151**
BENEFITS OF GRATEFUL WRITING OF STRESSFUL LIFE EVENTS: A LONGITUDINAL ANALYSIS ACROSS SIX TIME POINTS Anjali Mishra¹, Robert Emmons¹; ¹University of California, Davis – Writing about stressful events has psychological health benefits, and grateful processing of stressful events promotes well-being. In this 4-day daily diary study (including a pretest, post-test and four weekly follow-up surveys) the grateful writing group showed significantly more positive affect and well-being over time, compared to the other experimental groups.
- D152**
WRITTEN NARRATIVES AND POSTTRAUMATIC GROWTH: THE ROLE OF INSIGHT AND NEGATIVE AFFECT Rhonda Swickert¹, Carol Toris¹, Brigid Wright¹; ¹College of Charleston – Our study examined whether the frequency of insight and negative affect words in a written narrative would be associated with self-reported posttraumatic growth. Hierarchical regression analyses were conducted, and findings showed that insight was positively associated with growth and negative affect was negatively associated with growth.
- D153**
COMMUNITY CLIMATE PREDICTS PSYCHOLOGICAL ADJUSTMENT AMONG ADULT CHILDREN OF GAY FATHERS David J. Lick¹, Samantha L. Tomello², Rachel G. Riskind², Charlotte J. Patterson²; ¹University of California, Los Angeles, ²University of Virginia – We examined associations between community climate and well-being for 70 adult children of gay fathers. After controlling for participant sexual orientation, community climate explained 62% of the variance in well-being ($p = .001$). Thus, the social environment is a strong predictor of psychological outcomes for heterosexual children of gay fathers.
- D154**
COPING FLEXIBILITY INTERVENTION: TEACHING IF...THEN CONTINGENCIES TO MANAGE WORK STRESS Cecilia Cheng¹; ¹The University of Hong Kong – We designed and tested the efficacy of a coping-flexibility intervention. Participants were 161 Chinese working adults, who were randomly assigned to attend the coping-flexibility intervention or a waitlist. Participants who attended the coping-flexibility intervention displayed elevated levels of coping flexibility, and such an increase corresponded to a reduction in depression.
- D155**
WELL-BEING AND ASPIRATIONS: WHEN ARE HIGH ASPIRATIONS HARMFUL? Katherine Jacobs¹, Sonja Lyubomirsky¹; ¹University of California, Riverside – Aspirations and well-being were measured at two time-points. High aspirations for both jobs and romantic relationships were associated with higher well-being, but the failure to realize aspirations was associated with lower well-being. Thus, the positive relationship between aspirations and well-being is dependent on the continued fulfillment of aspirations.
- D156**
NON-CONSCIOUSLY PRIMING HEALTH TAKES THE JOY OUT OF JUNK FOOD FOR THOSE WHO LOVE IT Paul Connell¹, Lauren Mayor¹; ¹Stony Brook University – Junk foods are frequently associated with pleasure, such as fun and a pleasant taste. However, results of our research demonstrate that a non-conscious health prime can destroy these associations of fun and tastiness for people who harbor highly positive feelings toward junk food brands.
- D157**
STUDENTS WHO FREQUENTLY USE THEIR SIGNATURE STRENGTHS EARN HIGHER MARKS, BUT THIS EFFECT DEPENDS ON THE LEVEL OF STRENGTHS-COURSE FIT Phillip A Ianni¹, Kenneth E Hart¹, Tyler M Carey²; ¹University of Windsor, Windsor, Ontario, ²University of Victoria, Victoria, British Columbia – This study investigated the impact of strengths-of-character on academic adjustment in the context of higher education. Students were found to earn higher marks if they frequently made use of their “signature strengths” in their coursework, especially when they perceived a high degree of fit between those strengths and their courses.
- D158**
THE JOY OF FLEETING ENCOUNTERS: HOW INTERACTIONS WITH WEAK SOCIAL TIES PREDICT WELL-BEING Gillian Sandstrom¹, Elizabeth W. Dunn¹; ¹University of British Columbia – Students responded to text messages immediately after class; they enjoyed class more and reported a greater sense of belonging and more happiness on days that they interacted with more classmates. This suggests that weak ties, as well as our close friends and family, play a role in our day-to-day well-being.
- D159**
PREDICTING ATTITUDES TOWARD SOCIAL EXPANSION: DISTINCTIONS BETWEEN SATISFACTION WITH LIFE AND SUBJECTIVE HAPPINESS Thuy Anh Ngo¹, David Russak¹, Harry Wallace¹; ¹Trinity University – Satisfaction with life may imply both relationship contentment and disinterest in social expansion. In isolation, measures of satisfaction with life and subjective happiness each predicted prioritizing social connections over privacy; however, controlling for subjective happiness completely eliminated the positive correlation between satisfaction with life and preference for social exposure.
- D160**
THE OPTIMISM AND KINDNESS INTERVENTION INCREASED SUBJECTIVE AND PSYCHOLOGICAL WELL-BEING: A 3-WEEK INTERVENTION STUDY IN JAPAN Masao Saeki¹, Takashi Maeno¹, Shigehiro Oishi²; ¹Keio University, ²University of Virginia – Participants completed the intervention (practice 7 thoughts and behaviors of happy people) or control tasks every day for 21 consecutive days. Whereas the well-being of participants in the intervention condition significantly increased over time, the well-being of participants in the control condition did not change.
- D161**
MOBILE HAPPINESS: DOES INTENSIVE MOBILE TRACKING CHANGE THE EXPERIENCE OF HAPPINESS? Tamlin S. Conner¹, Katie A. Reid¹; ¹University of Otago – Mobile technology is enabling large-scale experience sampling of happiness, yet little is known about whether self-tracking changes the experience of happiness for better or worse. This poster presents data from a two-week text-messaging experiment showing that tracking happiness may adversely affect happiness only for negatively disposed individuals under some conditions.

D162

THE PARADOXICAL EFFECT OF ONLINE SOCIAL NETWORKS ON WELL-BEING: THE BOON OF ADDING FRIENDS AND CURSE OF FOLLOWING THEIR UPDATES Mudra Mukesh¹, Dilney Gonçalves¹; ¹IE Business School – We propose that having multiple ties on social networking sites can have differential impact on users' well-being. We show that receiving friend requests enhances users' sense of belonging and achievement whereas viewing friends' activities causes the sense of belonging and achievement to plummet as users engage in upward social comparison.

D163

NEGATIVE NEWS MEDIA'S EFFECT ON PSYCHOLOGICAL DISTRESS, CRIME ESTIMATIONS, AND FEELINGS OF SAFETY Walt Collins¹, Amy Hackney¹; ¹Georgia Southern University – It was hypothesized that participants who watched negative news clips would be more distressed than participants who read transcripts of the clips or watched neutral media. Participants who seldom view the news online experienced increased levels of anxiety after watching the negative news videos in comparison to all other participants.

D164

POSITIVE HOLISTIC EDUCATION: LONGITUDINAL EFFECTS OF ACADEMIC FLOW ON EDUCATIONAL HAPPINESS, ACADEMIC ACHIEVEMENT AND ALCOHOL ABUSE Tyler Carey¹, Kenneth Hart², Phillip Ianni²; ¹University of Victoria, ²University of Windsor – Flow can be conceptualized as engagement/absorption in activities requiring skill. Using data from 109 undergraduates, we expected increased academic flow would be associated with increased GPA and educational happiness, and decreased alcohol consumption. Regressions supported all predictions. Findings support a new model of Positive Holistic Education extending beyond performance-related outcomes.

D165

HAPPINESS AND FEELING CONNECTED: THE UNIQUE ROLE OF NATURE RELATEDNESS Elizabeth K. Nisbet¹, John M. Zelenski¹; ¹Carleton University – The personality construct of subjective connection with nature, or nature relatedness, is associated with sustainable attitudes and behaviour. Nature relatedness has additional, unique benefits for happiness and, in this study, predicted well-being (N = 746), even after controlling for a variety of other subjective connections (e.g., with friends or country).

D166

AN EXAMINATION OF MINDFULNESS, SELF-COMPASSION, AND COMPASSION FOR OTHERS AS THEY DIFFERENTIALLY RELATE TO WELL-BEING Kristin Neff¹; ¹University of Texas at Austin – Researchers are increasingly interested in Buddhist psychological concepts such as mindfulness, self-compassion, and compassion for others, but little research has examined their differential relationship to well-being. The current study examined this issue with 400 adults and 172 practicing Buddhists, and consistently found that self-compassion was the strongest predictor of well-being.

D167

TO TELL THE TRUTH, LIFE ISN'T THAT GREAT: THE BOGUS PIPELINE REDUCES REPORTS OF MEANING IN LIFE AND LIFE SATISFACTION Jason Trent¹, Laura King¹; ¹University of Missouri - Columbia – A fake lie-detector was utilized in hypothesizing decreases in self-reports of meaning-in-life (MIL) and life satisfaction (LS). Half were told it measured muscle activity; the other half that it detected deception. Lie-detector participants reported lower MIL and LS. Results relating to pre- and post- measures of mood are discussed.

D168

PERSONALITY AND LIFE EVENTS: EVIDENCE FOR PERSON-ENVIRONMENT INTERACTIONS IN THE BRITISH HOUSEHOLD PANEL SURVEY Stevie C. Y. Yap¹, Ivana Anusic¹, Richard E. Lucas¹; ¹Michigan State University – A nationally representative panel study was used to examine whether Big Five personality traits interact with the experience of major life events (marriage, childbirth, unemployment, divorce, and widowhood) to predict changes in life satisfaction following the event. Results indicate that personality moderates individuals' reactions to positive and negative life events.

D169

WISE OPTIMISM AND WELL-BEING: WHAT CONVENTIONAL WISDOM GETS RIGHT Sara E Andrews², David A Armor¹; ¹San Diego State University, ²University of California, Riverside – Examined three individual difference variables associated with optimism: level (how optimistic people tend to be across situations), flexibility (within-individual variability across situations), and correspondence (to conventional notions of what ideal predictions ought to be). In a longitudinal, cross-lagged panel design (N=233), only correspondence to prescribed ideals predicted well-being over time.

D170

NOT ALL GOOD FEELINGS ARE ALIKE: DIFFERENTIATING HAPPINESS FROM MANIA Tabitha Kirkland¹, June Gruber², William Cunningham¹; ¹Ohio State University, ²Yale University – Happiness and mania are both characterized by positive affect (PA), but associated with adaptive/maladaptive outcomes, respectively. We demonstrate that PA alone is insufficient for either condition, but is shaped by coexisting affective dispositions (e.g., neuroticism/negative affect). Understanding these patterns will be critical for understanding the affectivity of well-being and dysfunction.

D171

ASSESSING LINKS BETWEEN PSYCHOLOGICAL WELL-BEING AND THE NARRATION OF GROWTH IN STORIES OF PERSONAL TRANSGRESSIONS Cade Mansfield¹, Monisha Pasupathi¹, Kate McLean²; ¹University of Utah, ²Western Washington University – We found that purpose in life and self-acceptance were related to narrative growth in study 1. Longitudinal follow-up revealed that self-acceptance at time 1 (but not time 2) was associated with narrating growth whereas growth promoting connections explained enhanced self-compassion at time 2 over and above self-compassion at time 1.

D172

EVERYDAY EXPERIENCES OF WOMEN POST-TREATMENT AFTER BREAST CANCER: THE ROLE OF UNCERTAINTY, HASSLES, UPLIFTS AND COPING ON DEPRESSIVE SYMPTOMS Sheena Aislinn Taha¹, Kim Matheson¹, Hymie Anisman¹; ¹Carleton University – Hassles predicted fewer depressive symptoms among women post-treatment for breast cancer, and mediated the relationship between intolerance of uncertainty and depressive symptoms, but only for the control condition. For women post-treatment, the use of emotion-focused coping mediated the relationship between intolerance of uncertainty and depressive symptoms.

D173

THE ASSOCIATION BETWEEN OPTIMISM AND SERUM ANTIOXIDANTS IN THE MIDLIFE IN THE UNITED STATES STUDY: FLOURISHING PSYCHOLOGICAL AND PHYSICAL HEALTH Julia Boehm¹, Laura Kubzansky¹; ¹Harvard School of Public Health – The association between optimism and antioxidant status was investigated in regression analyses adjusting for demographics, health status, and health behaviors. Optimism was not associated with Vitamins A or E, but carotenoid concentrations increased with greater optimism. Controlling for health status attenuated the association; diet and smoking partially mediated the association.

D174**IDENTIFICATION WITH A SOCIETY MODERATES THE NEGATIVE EFFECT OF MICRO UNFAIRNESS ON PSYCHOLOGICAL WELL-BEING** Nobuyoshi

Kawashima¹, Ohbuchi Ken-ichi¹; ¹Tohoku University – Consistent with our hypothesis, a survey research with 986 Japanese in 2010 indicated that the negative effect of micro unfairness (the sense of being unfairly treated) on psychological well-being was significant only among people having a weak nation-identity but not among those having a high nation-identity.

D175**THE MODERATING EFFECT OF FACE-CONSCIOUSNESS ON THE RELATIONSHIP BETWEEN LIFE SATISFACTION AND POSITIVE AFFECT EXPERIENCED IN SOCIAL SITUATIONS.** Nangyeon Lim¹, Eunokook Suh¹;

¹Yonsei University, Seoul, Korea – The present study investigated that positive influence of PA from social situations on life satisfaction can be moderated by face-consciousness. A survey data showed that life satisfaction of highly face-conscious people was not influenced by PA experienced from social situations whereas less face-conscious people's life satisfaction was.

D176**YOU SOUND SO DOWN: EXAMINING THE USE OF DEPRESSED LANGUAGE DURING AN ACUTE STRESSOR** Ellen E. Newell¹, Shannon K. McCoy¹,

Joseph D. Wellman¹, Brandon Cosley¹, Laura Saslow², Elissa Epel³; ¹University of Maine, ²University of California Berkeley, ³University of California San Francisco – Chronic stress has the potential to increase vulnerability to acute situational stressors. This vulnerability may be reflected in an individual's style of speech. Across 3 studies, using linguistic inquiry and word count (LIWC), chronic stress predicted depressed language use during an acute stressor in community, college student, and faculty samples.

D177**MINDFULNESS AND MIND-WANDERING: THE EFFECTS OF ATTENTION AND AWARENESS ON COPING AND RESILIENCY** Chelsea Mitamura³,

Hillary Devlin¹, Eric Hou², Michele M. Tugade⁴; ¹Vassar College – Mindfulness, a state of intentional self-reflection, is a cognitive strategy with the potential to increase coping efficacy and resiliency. This research examined the effects of mindfulness (vs. mind-wandering or focused-distraction) on coping with stress. Results indicated mindfulness was most effective at reducing anxiety while mind-wandering was the least effective strategy.

D178**THE CONSTRUCT OF PLAYFULNESS: CONCURRENT AND LONGITUDINAL ASSOCIATIONS WITH PRETEND PLAY ABILITY, TEMPERAMENT, ADAPTIVE BEHAVIORS, AND SENSE OF HUMOR** Kelly Christian¹, Sandra Russ¹;

¹Case Western Reserve University – This is the first study to investigate relationships with playfulness using validated measures of adaptive functioning and pretend play among school aged children. Results were that playfulness positively related to adaptive behaviors and aspects of temperament. Fantasy and positive affect expressed in pretend play predicted playfulness 4-years later.

D179**HIGH TRAIT MINDFULNESS REDUCES THE COUNTERPRODUCTIVE RELATIONSHIP BETWEEN HIGH HOSTILITY AND LOW ACTIVE COPING WITH STRESS.** Veronica Womack¹, Lloyd R. Sloan¹; ¹Howard University –

College students (84) completed hostility, trait mindfulness, and coping strategy measures. Hostility predicted decreased active coping and trait mindfulness moderated this relationship. Individuals high in mindfulness showed lower hostility induced reduction in active coping. Stress-management programs promoting adaptive coping strategies for hostile people could beneficially simultaneously increase teaching mindfulness techniques.

D180**TEMPORAL DISTANCE AFFECTS FEELINGS ABOUT CHRISTMAS** Jaime

Kurtz¹, Jason Kopp²; ¹James Madison University – In keeping with temporal construal theory (Trope & Liberman, 2003) we found that participants reported more negative feelings (e.g., sadness, anger) and less positive feelings (warmth, spirituality) regarding their experience of Christmas when asked about it immediately afterwards rather than in the middle of the year.

D181**SOCIAL SAFENESS, SOCIAL SUPPORT, SELF-COMPASSION AND SELF-CRITICIZING: A TEST OF GILBERT'S TRIPARTITE MODEL OF AFFECT REGULATION** David Zuroff¹, Allison Kelly^{1,2}, Michelle Leybman¹, Paul

Gilbert³; ¹McGill University, ²Toronto General Hospital, Toronto, Ontario, ³Kingsway Hospital, Derby, UK – Caring from others and oneself is thought to yield feelings of social safeness characterized by warmth and connectedness. In a 7-day diary study (N = 100), social safeness was only modestly correlated with PA and NA and was predicted between- and within-subjects by received social support, self-compassion, and low self-criticizing.

D182**WELL-BEING HAS DIFFERENT PREDICTORS DEPENDING ON ITS VALENCE** Chloe Tunze¹, Kevin Rand¹; ¹Indiana University-Purdue University

Indianapolis – This study tested the hypothesis that positive and negative well-being have different predictors. Behaviorally-measured self-control and optimism predicted depressive symptoms and neuroticism; hope and optimism predicted life satisfaction. These results suggest that self-control has greater implications for negative emotionality and hope is more important for positive indicators of well-being.

D183**FITTING INTO HAPPINESS: PERSON-ENVIRONMENT PERSONALITY FIT AND SUBJECTIVE WELL-BEING** Natasha Atkinson¹, Jessica Blais¹, Julia

Engelsted¹, Christopher J. Soto¹; ¹Colby College – Participants rated their own personality, the typical personality of students at their college, and the typical personality of college students in general. Results indicated that degree of fit between an individual's personality and the perceived typical personality of students at their college uniquely predicted subjective well-being and sense of belonging.

Mental Health

D184**A PRELIMINARY LOOK AT THE SOCIAL SUPPORT, PERCEIVED MEANING, AND RELATIONSHIP STATUS IN SURVIVORS OF THE BP GULF OIL SPILL** Benjamin W. Hadden¹, C. Veronica Smith, Ph.D¹, Stephanie W.

Campbell¹, Stefan E. Schulenberg, Ph.D¹; ¹University of Mississippi – We examined how the role of social support for survivors of the BP Gulf Oil Spill differs for single and coupled people. Analyses found that for those in relationships, meaning in life was a significant predictor of PTSD symptomology, whereas social support remained the significant predictor for single people.

D185**ATTACHMENT, HEALTHCARE PRACTICES, AND TRAJECTORIES OF DEPRESSION IN PSYCHIATRIC INPATIENTS** Amber Bush Amspoker^{1,2},

Jon G. Allen¹, David M. Latini^{1,2}, B. Christopher Frueh^{2,3}; ¹Baylor College of Medicine, ²Health Services Research and Development Center of Excellence, Michael E. DeBakey Veterans Affairs Medical Center, ³University of Hawaii – The role of attachment in healthcare and symptom improvement was examined in psychiatric inpatients. Those with greater attachment anxiety or avoidance reported more psychiatric care. Although those with more attachment anxiety or avoidance were more depressed at admission, their depression declined more steeply than those with less anxiety or avoidance.

D186**ATTACHMENT AVOIDANCE AND DEPRESSIVE SYMPTOMS IN ADULTS: A META-ANALYSIS OF THE RELATIONSHIP AND ITS MODERATORS**

Amanda M. Shea¹, Kevin L. Rand¹; ¹Indiana University-Purdue University Indianapolis – Attachment avoidance has been inconsistently linked to depressive symptoms. We conducted a meta-analysis to clarify the nature of the relationship and its moderators. The meta-analysis revealed a medium effect size between avoidance and depressive symptoms. No tests of moderation were significant, but differences were largely in the hypothesized directions.

D187**FEELING GOOD AND BEHAVING BADLY: STRONG EMOTIONS SPUR IMPULSIVITY IN BIPOLAR DISORDER**

Luma Muhtadie¹, Charles S. Carver², Ian H. Gotlib³, Sheri L. Johnson¹; ¹UC Berkeley, ²University of Miami, ³Stanford University – Impulsivity is a complex construct subsuming several distinct facets. Ninety-one bipolar persons completed measures assessing different facets of impulsivity. Only Positive and Negative Urgency—measures capturing the tendency to behave rashly when experiencing strong positive and negative emotions—differentiated bipolar persons from controls. Positive Urgency was associated with functional impairment.

D188**A TIME COURSE ANALYSIS OF ATTENTION TO EMOTIONAL IMAGES IN DYPHORIC AND NEVER-DEPRESSED INDIVIDUALS**

Jody Arndt¹, Kristin Newman¹, Christopher Sears¹; ¹University of Calgary – Depression-related shifts in attention to emotional and non-emotional images were examined. Participants viewed sets of depression-related, anxiety-related, positive, and neutral images (10 seconds per set) while their eye fixations were tracked. Time course analyses revealed group differences in attention to positive images only for later time intervals.

D189**REDUCING AVOIDANCE RESPONSES TO SPIDERS VIA SUBLIMINAL EXPOSURE**

Joel Weinberger¹, Maria Wedin¹; ¹Adelphi University – We exposed spider fearful individuals to subliminal spider or control images. Approach behavior to a tarantula increased in the spider condition, indicating that conscious awareness is not necessary to exposure. Eye tracking data showed that participants tended to avoid looking the subliminal spider images more than the control images.

D190**MINDFUL AWARENESS MODERATES THE RELATIONSHIP BETWEEN DEPRESSION SYMPTOMS AND ATTRIBUTION STYLE**

Victoria Farrow¹, Anthony Ahrens¹; ¹American University – University students completed measures of mindfulness, depression symptoms, and attributional style. The interaction of depression symptoms with mindful awareness (but not mindful acceptance) predicted attribution styles. Individuals who are high in mindful awareness may have attributions less influenced by mood than their peers who report lower levels of mindful awareness.

D191**THE NEW INTERNET VIRUS -FACEBOOK DEPRESSION?: THE ROLE OF GENDER AND FACEBOOK SOCIAL COMPARISON ON DEPRESSIVE SYMPTOMS**

Mai-Ly Nguyen¹, Robert E. Wickham², Linda K. Acitelli³; ¹University of Houston – This study revealed an association between time spent on Facebook and depressive symptoms for both men and women. However, results demonstrated that, for men only, making social comparisons on Facebook mediated the link between time spent on Facebook and depressive symptoms. The downside of computer-mediated interactions is discussed.

D192**NARRATIVE MEMORY FOR TRAUMATIC EVENTS: MEMORY RECONSTRUCTION, LINGUISTICS, AND MENTAL HEALTH**

Alyssa Boasso¹, Janet B. Ruscher¹; ¹Tulane University – Mental health and degree of trauma-related disruption predict the reconstruction of traumatic memories as stories of redemption (transitioning from bad to good) or contamination (the reverse). PTSD, depression, and disruption directly predicted contamination but inversely predicted redemption. Redemption narratives also comprised positive emotion words, whereas contamination narratives comprised meaning-making words.

D193**THE EFFECTS OF INTOLERANCE OF UNCERTAINTY AND SELF CONCEPTS ON THE OFFENSIVE SUBTYPE OF SOCIAL ANXIETY**

Biru Zhou¹, Amelie Beaupre¹, Jessica Remedios¹, Andrew G. Ryder¹; ¹Concordia University – This study examined the relation between intolerance of uncertainty (IUS) and self-concept on social anxiety. A total of 186 university students completed a battery of online questionnaires. Results showed that the interaction between IUS and independent self concept significantly predicted the offensive subtype of social anxiety.

D194**SMOKERS' AND NONSMOKERS' IMPLICIT ATTITUDES AND IMPLICIT NORMS ABOUT SMOKING**

Omid Fotuhi¹, Geoffrey Fong¹, Steven Spencer¹, Mark Zanna¹; ¹University of Waterloo – Smokers have more positive implicit attitudes than nonsmokers. However, they are accurate about the norms that society has about smoking. Interestingly, both smokers and nonsmokers exhibit a pluralistic ignorance, whereby they think that others view smoking more negatively than they do. Implications the maintenance of smoking are explored.

D195**EFFECTS OF INTERNET USE ON ADOLESCENTS WITH SUICIDAL WISHES AND/OR SELF-HARMING BEHAVIOR: BASED ON A MULTI-METHOD APPROACH**

Yuri Sunaya¹; ¹Meiji Gakuin uni – The aim of this presentation is to discuss about the effects of Internet use on adolescents suffering from suicidal wishes or self-harming behavior. On the basis of qualitative and quantitative data, it is concluded that the Internet provide an essential support resource for such adolescents.

Self-Esteem

D196**THE ROLE OF SELF-ESTEEM IN PROCESSING SOCIAL ACCEPTANCE FROM ROMANTIC PARTNERS. A DAILY DIARY STUDY.**

Anna Luerssen¹, Ozlem Ayduk¹, Anett Gyurak²; ¹The University of California, Berkeley, ²Stanford University – Using a 21-day daily diary, we found that following self-reported social acceptance from romantic partners individuals with low self-esteem failed to show the boost in positive mood that those with high self-esteem experienced, and did not evidence as strong an increase in relationship satisfaction as individuals with high self-esteem.

D197**YOU LOVE ME, I DESIRE YOU: RECALLING ROMANTIC ACCEPTANCE INCREASES COMMITMENT AND SEXUAL DESIRE IN PEOPLE WITH LOW IMPLICIT SELF-ESTEEM**

Julie Longua Peterson¹; ¹University of New England – We explored the relation between implicit self-esteem, commitment and sexual desire following an acceptance manipulation. People with low (vs. high) implicit self-esteem reported lower commitment and sexual desire in the control condition. People high and low in implicit self-esteem did not differ in commitment or desire in the acceptance condition.

- D198**
DISPOSITIONAL FACTORS PREDICTING USAGE OF AND BEHAVIOR ON ONLINE DATING SITES Jennifer Fitzpatrick¹, Ginette C. Blackhart²; ¹East Tennessee State University – This study assessed the relationship between several dispositional variables and online dating site usage and behavior. Results showed self-esteem, sexual preference, rejection sensitivity, and age to be significant predictors of usage of online dating sites. Self-esteem, gender, and age were significant predictors of behavior related to online dating.
- D199**
GLOBAL SELF-ESTEEM BUFFERS AGAINST NEGATIVE EFFECTS OF RELATIONSHIP-CONTINGENT SELF-ESTEEM DURING PARTIAL SOCIAL EXCLUSION Jennifer M. Knack¹, Marie Ramirez², Lauri A. Jensen-Campbell², Steven Amocky³; ¹Clarkson University, ²The University of Texas at Arlington, ³Nipissing University – College students (N = 121) completed self-esteem, contingent self-worth, threatened needs, and perceived social threat measures and were randomly assigned to exclusion, inclusion, or partial exclusion conditions in Cyberball. During partial exclusion, high global self-esteem buffered against threatened belongingness and perceived social threat when self-esteem hinged on relationship domains.
- D200**
DOES HIGH SELF-ESTEEM MEAN HIGH ADAPTABILITY? AN EXAMINATION IN THE EAST Hairong Song¹, Huajian Cai¹; ¹University of Oklahoma, ²Key Laboratory of Behavioral Science, Chinese Academy of Science – Burgeoning studies have demonstrated the utility of high self-esteem in the East. Two studies were conducted in China to examine if high self-esteem is good for individual adaptability and found that self-esteem and adaptability are related to each other, however, they do not have any prospective effects on each other.
- D201**
COMING HOME AFTER A BAD DAY: SELF-ESTEEM, AGREEABLENESS, AND THE EXPRESSION OF NEGATIVE AFFECT Megan McCarthy¹, Joanne Wood¹; ¹University of Waterloo – We hypothesized that agreeableness diminishes negative expressivity among low self-esteem individuals (LSEs). Results suggested that agreeableness was associated with fewer negative behaviors among LSEs, but more sharing of feelings among HSEs after a bad day. Expressing emotions may promote intimacy or antagonize others, depending on how those emotions are expressed.
- D202**
WEIGHT MISREPORTING: FEMALE DIETERS UNDERREPORT THEIR WEIGHT FOR SELF-AFFIRMATION PURPOSES Lisa Lipschitz¹, C. Peter Herman¹; ¹University of Toronto – Dieters and non-dieters experienced threats and then reported their weight. Dieters underreported their weight more. A significant main effect of threat condition found that dieters underreported their weight most when their intelligence was threatened. When people are threatened in one domain, they compensate by promoting another important aspect of self.
- D203**
THE IMPACT OF ACHIEVEMENT MOTIVATION AND PERFORMANCE FEEDBACK ON INDIVIDUAL AND COLLECTIVE SELF-ESTEEM Paul Zarnoth¹, Ashleigh M. Landau¹, Scarlett M. Sidley¹, Bryanne N. Truttman¹; ¹Saint Mary's College of California – Achievement motivation was explored in a group setting. Initially, achievement motivation was positively correlated with self-esteem. However, more motivated participants were less satisfied with their group performance. Those with higher achievement motivation experienced the greatest drop in collective self-esteem following failure and the smallest boost to collective self-esteem following success.
- D204**
IS EXPLICIT AND IMPLICIT LEVEL DIFFERENT? CONTINGENCIES OF SELF-WORTH AS MODERATORS OF THE EFFECT OF SPECIFIC SELF-ESTEEM ON GLOBAL SELF-ESTEEM. Tao Jiang¹, Liuna Geng¹, Ziqin Zeng¹; ¹Nanjing University – Two studies examined whether contingencies of self-worth (CSWs) moderated the effect of specific self-esteem on global self-esteem, on explicit and implicit level separately. Using the questionnaires and Brief Implicit Association Test (BIAT), we found different moderator effects of CSWs between the explicit and implicit measures.
- D205**
POSITIVELY BIASING IMPLICIT SELF-ESTEEM WITH A MODIFIED GO/NO-GO ASSOCIATION TASK Sebastien Nguyen¹, Mark W. Baldwin¹; ¹McGill University – An adapted Go/No-Go Association Task was used as a training procedure to alter, rather than measure, implicit self-esteem. The training procedure was effective in raising implicit self-esteem in participants low on pre-manipulation explicit self-esteem, while this manipulation had no effect on those high on pre-manipulation explicit self-esteem.
- D206**
SELF-ESTEEM AND THE MOTIVATION TO CONNECT WITH ACCEPTING PEOPLE Eric T. Huang¹, Lisa B. Reddoch¹, Danu A. Stinson¹; ¹University of Victoria – Lower self-esteem individuals' (LSEs) social behaviors are less warm and inviting than higher self-esteem individuals' (HSEs) behaviors. However, if acceptance is guaranteed, this pattern may be reversed. Coders rated participants' non-verbal warmth and verbal self-disclosure, and results demonstrated that LSEs are more motivated than HSEs to connect with accepting people.
- D207**
IT'S NOT WHAT I KNOW, BUT HOW MUCH I BELIEVE: INTERNALIZATION OF THE THIN IDEAL PREDICTS LOWER SELF-ESTEEM IN WOMEN Marie Braasch Chelberg¹, Shana Cole², Emily Balcetis²; ¹Stony Brook University, ²New York University – Self-reported internalization of the thin ideal predicted lower baseline self-esteem. The behavioral measure of awareness (number of eye movements towards thin ideal standards) predicted a decline in self-esteem during the experiment. Women's self-esteem may be influenced less by thin ideal awareness and more by how much they believe that ideal.
- D208**
MEMENTO MORI: REMEMBERING THE REALIZATION OF ONE'S OWN MORTALITY Melissa Soenke¹, Jeff Greenberg¹, Elizabeth S. Focella¹; ¹University of Arizona – Do people recall the moment they first realized they would die, and what factors are associated with whether they recall this moment? Two studies found that 2/3 of people don't recall it, and those who don't are higher in self-esteem and lower in proneness to dissociation than those who do
- D209**
NEURAL BASIS OF IMPLICIT SELF-ESTEEM TAPPED BY GO/NOGO TASK: AN ERP STUDY Lili Wu¹, Huajian Cai²; ¹Institute of Psychology, Chinese Academy of Sciences, ²Institute of Psychology, Chinese Academy of Sciences – The neural basis of implicit social cognition has attracted burgeoning interests in recent years. In this study, we employ ERP technique to explore the neural basis of implicit self-esteem tapped by Go-Nogo Association Task (GNAT). The P300 was found to be a neural index of implicit self-esteem
- D210**
HOW DO WORLDVIEWS SHAPE SELF-VIEWS? AN EXAMINATION OF THE CAUSALITY BETWEEN CYNICISM AND SELF-ESTEEM Ben C. P. Lam¹, C.-M. Hui², Sylvia X. Chen³, Michael H. Bond³, Bryant P. H. Hui³; ¹Iowa State University, ²Northwestern University, ³Hong Kong Polytechnic University – The negative association between cynicism and self-esteem has been consistently documented in the literature. However, the causal mechanisms

underlying this association have not yet been identified to illuminate how worldviews and self-views are linked. In two studies, we tested how cynical worldview influences self-esteem using multiple designs.

D211**BOOSTING SECURE SELF-ESTEEM PRECIPITATES “LIBERAL SHIFT”**

Aleksandra Cichocka¹, John Jost²; ¹University of Warsaw, ²New York University – In two studies, we seek to disentangle the relationship between self-esteem and political ideology by differentiating between secure and defensive self-esteem. A correlational study shows that secure self-esteem is associated with liberalism, whereas defensive self-esteem predicts conservatism. An experimental study reveals that boosting implicit self-esteem precipitates a “liberal shift.”

D212**EXPLORING THE EFFECTS OF EXTRINSIC SELF-ESTEEM ON PRODUCT PREFERENCES AND PERCEPTION OF AUTONOMY IN RESPONSE TO ADVERTISEMENTS**

Catherine Idema¹, Todd Williams²; ¹Iowa State University, ²Grand Valley State University – The present research examined the role of extrinsic self-esteem in people’s preferences for consumer products and their perceived freedom in response to advertisements. Results show that extrinsic self-esteem was related to a greater preference for image oriented aspects of products (Study 1) and lower levels of perceived freedom (Study 2).

D213**THE ROLE OF SELF-IMAGE CONCERNS IN ATTITUDES TOWARD CONDOMS AMONG INDIVIDUALS WITH DISCREPANCY BETWEEN IMPLICIT AND EXPLICIT SELF-ESTEEM**

Valerie Laws¹, Luis M. Rivera¹; ¹Rutgers University, Newark – Large implicit-explicit self-esteem discrepant individuals have relatively strong self-image concerns. Supporting this hypothesis, our research demonstrates that they possess strong unconscious ambivalence about their self-image. Furthermore, two experiments show that discrepant individuals who are self-threatened react irrationally by expressing strong implicit anti-condom attitudes, but a self-affirmation reversed this detrimental effect.

D214**NO STRINGS ATTACHED? THE DIFFERING ROLES OF SELF-COMPASSION AND SELF-ESTEEM IN INDEBTEDNESS**

Maureen Mathews¹, Natalie Shook², Laura Kiken³; ¹Saint Leo University, ²West Virginia University, ³Virginia Commonwealth University – We found evidence to differentiate self-compassion and self-esteem in social exchange. Across two studies, self-compassion was inversely related to indebtedness, whereas self-esteem was not associated with indebtedness. However, when an actual benefit was given, self-esteem was associated with obligation to the benefactor, suggesting affiliation concerns.

D215**DEFENSIVE SELF-ESTEEM AND ESCAPE FROM SELF-AWARENESS**

Jennifer L. S. Borton¹, Mark A. Oakes², Stefanie M. Linnan¹, Samuel R. Briggs¹, Beril Esen¹; ¹Hamilton College, ²St. Lawrence University – In the current study, people with defensive self-esteem avoided self-awareness following success, but not following failure. Those with secure self-esteem showed the opposite pattern. Defensives may typically avoid self-awareness to escape potential self-threats, but this strategy breaks down in the face of failure, when negative self-related information is salient.

D216**THIN IS IN? PERCEPTIONS OF ACTUAL AND SOCIALLY IDEALIZED BODY IMAGE REDUCE IMPLICIT SELF-ESTEEM IN HEALTHY FEMALES**

Andrew Perkins¹, Eden King², Michelle Hebl¹; ¹Jesse H Jones Grad School of Business, ²George Mason University – This research examines the effects of socially idealized body image on healthy women. Implicit self-esteem was inversely correlated with perceptions of idealized body image, such that the thinner a subject was, the thinner she perceived her and society’s ideal body size to be, and the lower her implicit self-esteem.

D217**WE BOTH GO DOWN TOGETHER: THE EFFECTS OF SPORTS TEAM SUCCESS AND FAILURE ON STATE SELF-ESTEEM**

Christopher B. Miller¹; ¹University of Minnesota – Theorizing has suggested that individual’s self-esteem is affected by the successes and failures of our larger social groups. Empirical support has so far been mixed. In two studies, football fans surveyed after their team lost showed lower self-esteem. Potential moderators and future directions are discussed.

D218**THAT’S NOT THE “REAL ME”: SELF-PROTECTION AFFECTS CONSTRUALS OF IMMORAL BEHAVIORS**

Gregory S. Preuss¹, Mark D. Alicke²; ¹Washburn University, ²Ohio University – In an actor-observer paradigm, participants provided concrete construals of identical immoral behaviors committed by themselves and others and abstract construals regarding the degree to which these behaviors were linked to self-concepts. Self-protection enabled participants to maintain favorable self-images while acknowledging the negativity of their past behaviors.

D219**UNFORGETTABLE IN EVERY WAY: AUTOBIOGRAPHICAL MEMORIES OF PEOPLE WITH DEFENSIVE HIGH SELF-ESTEEM**

Mark A. Oakes¹, Jennifer L. S. Borton², Lauren Specht², Samuel R. Briggs², Beril Esen²; ¹St. Lawrence University, ²Hamilton College – In the current study, people with defensive self-esteem included more personal pronouns and more details when recalling a shameful memory. Moreover, they reported these memories as more negative and important. These findings suggest that people with defensive self-esteem may have difficulty disengaging from negative self-relevant thoughts.

D220**HIGH IN THE SKY OR DOWN IN THE GUTTER: THE EFFECT OF NAME VERTICALITY ON SELF-ESTEEM**

Rebecca M. Carey¹, Kevin P. McIntyre¹, Jonathon M. Gallegos¹; ¹Trinity University – Verticality was hypothesized to influence self-esteem in metaphor congruent ways—looking up at the self should increase self-esteem and looking down should decrease it. Participants viewed their first name at the top, middle, or bottom of a screen. Results revealed that looking up resulted in higher self-esteem than looking down.

D221**WOULD YOU RATHER BE DAZZLINGLY CLEVER OR ANGELICALLY GOOD? IT DEPENDS ON YOUR SOCIAL CLASS**

Liz Horberg¹, Paul K. Piff², Benoit Monin¹; ¹Stanford University, ²UC-Berkeley – Three studies revealed that, relative to upper-class individuals, lower-class individuals (LCs) base their self-worth more in morality and less in competence. Patterns emerged in self-reports and in emotional reactions to moral vs. immoral behavior. Finally, LCs preferred to receive positive feedback about their moral qualities than about their competencies.

D222**FEEL GOOD ABOUT WHAT YOU DO: THE MEDIATING ROLE OF SELF-ESTEEM IN ACADEMIC IDENTITY AND HAPPINESS**

Priscilla Fernandez¹, Maria A. Aguilar¹, Mica Estrada¹, Paul R. Hernandez², Anna Woodcock³, P. Wesley Schultz¹; ¹California State University, San Marcos, ²University of Connecticut, Storrs, ³Purdue University – This poster investigates the potentially mediating role of self-esteem in the relationship between academic identity and happiness. A Sobel test confirmed a partial mediation was significant, $Z=10.21$, $p<.001$. These results suggest that student happiness is partially the result of the self-esteem that is garnered through academic identity.

D223

BETWEEN A ROCK AND A HARD PLACE: GENDER AND THE LOW SELF-ESTEEM STIGMA Christine Hole¹, Jessica J. Cameron¹; ¹University of Manitoba – The present research explored the purported stigma of having low self-esteem (LSE) and whether this effect would be exacerbated for perceptions of women. Results confirmed the existence of a low self-esteem stigma. However, women with LSE were rated more negatively and high self-esteem women more positively on stereotypically feminine traits.

Lifespan Development

D224

LANGUAGE AND RESPONSE CONTENT DIFFERENCES FOLLOWING MORTALITY SALIENCE IN YOUNGER AND OLDER ADULTS Samantha John¹, Molly Maxfield¹, Tom Pyszczynski¹, Jeff Greenberg²; ¹University of Colorado Colorado Springs, ²University of Arizona – Language analysis research suggests that older and younger adults exhibit different patterns of language use. Content analysis of participant responses to a mortality salience paradigm used in terror management research was conducted to examine the moderating effect of death awareness on these patterns. Older and younger adults' responses are discussed.

D225

AGE DIFFERENCES IN SOCIAL COMPARISONS WITHIN ROMANTIC RELATIONSHIPS Rebecca T. Pinkus¹, Penelope Lockwood², Alison L. Chasteen²; ¹University of Western Sydney, ²University of Toronto – Older adults experienced social comparisons to romantic partners in a positive way, feeling happier than younger or middle-aged adults. Furthermore, individuals made comparisons in domains salient to their age group (career-related comparisons for younger adults; health-related comparisons for older adults), providing evidence for differences in developmental regulation across the lifespan.

D226

CONFUSION IN THE FAMILY ENVIRONMENT, MATERNAL REPRESENTATIONS ABOUT CHILDREN, AND ATTACHMENT SECURITY Mehmet Harma¹, Nebi Sumer¹; ¹Middle East Technical University – The interplay between family environment, mothers' representations of their children, and attachment security was examined longitudinally on 30 mothers and their children. Confusion in home environment predicted maternal representations and child's attachment security suggesting that the chaos in family environment has an impact on maternal sensitivity and child's attachment (in)security.

D227

LEISURE TIME AND CHANGE IN RELATIONSHIP QUALITY ACROSS THE TRANSITION TO PARENTHOOD Daniel Bower¹, Laura Nedorost¹, Claire Kamp Dush¹, Sarah Schoppe-Sullivan¹; ¹Ohio State University – Parenthood is a time of change in intimate relationships. One factor that may be involved in this change in relationship quality is the quantity and quality of leisure time. An examination of 182 couples demonstrated that the type and quality of leisure time is associated with relationship quality.

D228

CO-DEVELOPMENT OF PERSONALITY IN INTIMATE RELATIONSHIPS: A DYADIC PERSPECTIVE Kathrin Schaffhuser¹, Mathias Allemand¹, Mike Martin¹; ¹University of Zurich – Previous research on personality development has mainly focused on the individual perspective. However, little is known about personality development from a dyadic perspective. This longitudinal study thus investigated co-development of the Big Five personality traits in a large sample of couples using data from the German Socio-Economic Panel Study (SOEP).

D229

EARLY PARENTING AND THE CONTINGENCY OF SUPPORT TO ELDERLY PARENTS: A CROSS-CULTURAL STUDY Vandana Chauhan¹; ¹The New School for Social Research – The present study examines the impact of perceived parenting quality on the likelihood of providing support to parents among US and Indian adult participants. The findings suggest that Americans consider the obligations of adult children to help their parents as more contingent on the quality of parenting during childhood.

D230

PRIMARY AND SECONDARY CONTROL BELIEFS AS PREDICTORS OF A SENSE OF CONTROL Judy Chipperfield¹, Tara Stewart¹, Raymond Perry¹, Steve Hladkyj¹, Kate Dubberley¹, Jeremy Hamm¹; ¹University of Manitoba – Our findings suggest the sense of control is an intervening mechanism to explain why certain ways of thinking foster well being in late life. In particular, we showed that proactive (primary control) and adaptive (secondary control) beliefs fostered a sense of control that augmented positive affect and dampened negative affect.

D231

WORK AND WELL-BEING: AN INVESTIGATION INTO PROCESSES RELATING WORK TO SUBSEQUENT EMOTIONAL STABILITY Linda George¹, Ravenna Helson¹, Oliver John¹; ¹UC Berkeley – In a sample of women who worked substantially during midlife, work satisfaction predicted a subsequent decrease in Neuroticism. Work-based development of self-confidence emerged as a mediator of this process, while a more externally-focused sense of achievement was not associated with this personality development process.

D232

BRINGING MOM AND DAD TO COLLEGE: THE SEPARATE ROLE OF MOTHERS AND FATHERS IN FEMALE UNDERGRADUATES' MENTAL OUTLOOK Carrie Veronica Smith¹, E. Layne Paddock², Benjamin W. Hadden³; ¹University of Mississippi, ²Singapore Management University, ³University of Houston – Research shows that children are influenced by both parents but has ignored the study of complementary roles of parents in young adult development. We measured female undergraduates' life-satisfaction, self-esteem, and autonomy, and their perceptions of their parent's roles. Results showed that mothers and fathers have unique roles in adolescent development.

D233

WHO KNOWS MORE ABOUT THEIR CHILD?: EXAMINING DIFFERENCES IN MATERNAL AND PATERNAL KNOWLEDGE Christopher Zou¹, Andrew Yuen¹, Hira Usmani¹, Ulrich Schimmack¹; ¹University of Toronto – Past studies have shown that mothers typically know more about their adolescents' activities than do fathers. However, it is unclear whether this also translates to greater maternal knowledge about the more subjective aspects. Results indicated that mothers had slightly greater knowledge about their children's well-being, personality and quality of relationships.

D234

AGE DIFFERENCES IN FEEDBACK REQUESTS DURING MULTIPLE-ROUND INVESTMENT CHOICES: THE ROLE OF RECENT GAINS OR LOSSES Joshua Rutt¹, Corinna E. Löckenhoff¹; ¹Cornell University – In a multiple-round investment task involving choices between safe and risky options, 90 participants (aged 21-89) indicated how often they preferred to receive feedback about their investment returns. Compared to younger adults, older adults requested more frequent feedback, but only if recent returns were gains and not losses.

D235

NOSTALGIA AND WELLBEING ACROSS THE LIFESPAN Sara Robertson¹, Erica Hepper¹, Tim Wildschut¹, Susanne Scheibe²; ¹University of Southampton, ²University of Groningen – We examined the association between nostalgia and wellbeing across the lifespan in two studies. Results suggested that age was positively associated with wellbeing for individuals with high levels of nostalgia, but not for individuals with low levels of nostalgia. Nostalgia may protect against a decline in wellbeing in older adults.

Social Development

D236

TEACHER EXPECTATIONS IN THE FIRST GRADE DISPROPORTIONATELY AFFECT POOR CHILDREN'S HIGH SCHOOL PERFORMANCE Nicole sorhagen¹; ¹Temple University – This study examines the associations between early teacher over- and underestimation of students' abilities and high school academic performance. Teacher expectations of math and language skills have a stronger impact on students from lower SES families compared to affluent families. Teacher expectations of basic reading abilities did not differ by income.

D237

GENERALIZATION OF SOCIAL SKILLS THROUGH BEHAVIOR REHEARSAL AND SELF-MONITORING STRATEGIES Yayoi Watanabe¹, Yuichiro Hoshi¹; ¹University of California, Santa Barbara, ²University of Hosei University – This study explores comparing the effect of behavior rehearsal and self-monitoring techniques for promoting generalization of social skills. Findings from students and their teachers suggested that the self-monitoring technique encouraged higher metacognitive ability in the students. However, the validity of self-evaluation scale and the intervention procedure should be considered.

D238

CROSS-CULTURAL COMPARISON OF THE DEVELOPMENTAL PROCESS OF CONFLICT MANAGEMENT SKILLS IN EARLY CHILDHOOD AND ADOLESCENCE: COMPARING JAPAN, KOREA, AND CHINA Noriko Hamaie¹, Tatsuo Ujiie¹, Jiro Takai¹, Yuko Takahama², Makoto Shibayama³, Mayumi Fukumoto⁴, Hiroko Sakagami⁵, Katsumi Ninomiya⁶, Rei Omi², Yoshihiro Shima¹, Rumiko Nakayama⁷, Hiroki Matsui¹; ¹Nagoya University, ²Ochanomizu University, ³Otsuma 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 among Asian countries. A questionnaire survey was conducted on mothers of about 4800 children and on about 1000 university students in Japan, South Korea, and China. Analysis showed that Chinese were more likely to use integrating style.

D239

RELATIONSHIPS BETWEEN SOCIAL VALUE ORIENTATION AND CLASSROOM BEHAVIOR AMONG ENGLISH- AND SPANISH-SPEAKING PRESCHOOLERS Kacy Pula¹, Paul Strand¹, Andrew Downs², Sandra Cerna³; ¹Washington State University, ²University of Portland, ³Benton Franklin Head Start – We examined relationships between Social Value Orientation (SVO), classroom behavior, and home language among preschoolers. SVO and classroom behavior were differentially related across language groups. Among English speakers, competitive choices were positively correlated with conduct problems and negatively correlated with prosocial behavior, yet among Spanish speakers the reverse was found.

D240

THE EFFECTS OF 5-HTTLPR AND ATTACHMENT SECURITY ON CHILDREN'S PERSONALITY Jamie Koenig¹; ¹University of Iowa – Evidence is provided for gene (5-HTTLPR) by environment (attachment security) interactions in the development of children's personality (emo-

tion regulation, conflict creation, rule violation, enjoyment in interaction). Findings suggest that a secure attachment relationship to mothers, but not fathers, acts as a buffer against genetic vulnerabilities.

D241

AN ATTACHMENT PERSPECTIVE ON NEGATIVE SOCIAL INTERACTIONS BETWEEN COLLEGE MENTORS AND STUDENT PROTÉGÉS Lauren Winczewski², Luciano Berardi¹, Laura Carillo¹, Bernadette Sanchez¹; ¹DePaul University, ²University of California, Santa Barbara – This study examined college freshmen students' tendency to perceive social strain from campus-based mentors. We propose that attachment orientation (secure/insecure) predicts perceived strain and consequently affects students' adjustment to college. Insecurely-attached students reported higher perceptions of strain and had greater difficulty adjusting to college than did their securely-attached counterparts.

D242

IMPACT OF SOCIAL GROUP MEMBERSHIP ON CHILDREN'S ASSOCIATION OF TRAITS WITH UNFAMILIAR FACES Eva Chen¹, Kathleen Corriveau¹, Mahzarin Banaji¹, Paul Harris¹; ¹Harvard University – Young children saw pictures of unfamiliar children from various social groups (gender, race) and heard vignettes describing their behavior. Participants were then asked to make trait-based inferences and, later, to recall the traits associated with the pictured individuals. Results suggest that social groups influence children's trait association with unfamiliar faces.

Prosocial Behavior

D243

EFFECTS OF PLAYING VIDEO GAMES IN A TEAM Tobias Greitemeyer¹; ¹University of Innsbruck – Three studies found support for the idea that playing a team-player video game in which players work together as teammates and assist each other in achieving a common goal increases cooperative behavior toward a new partner.

D244

COMPLEX EFFECTS OF COMPASSION ON EVALUATIONS OF A COMPETING THIRD PARTY Shane S. DeLury¹, Michael J. Poulin¹; ¹University at Buffalo, The State University of New York –

We examined how compassion toward a target person affected behavior toward a third party who was competing with the target. Prior research on such scenarios has produced conflicting results. Results suggest compassion toward a target elicits a complex dynamic of empathy and aggression toward a third party.

D245

PERSUASIVE COMMUNICATION, INTENDED HELPING, AND HELPING BEHAVIOR Amy Neal¹, Julie C. Dunsmore¹; ¹Virginia Tech – This study sought to determine how source likeability relates to judgments of persuasiveness and to intended and actual helping. Children interacted with friendly and rude child actors who made a plea for help. Results indicate that greater persuasiveness predicted closer match of actual with intended helping for the rude child.

D246

FORGIVENESS IN CLOSE FRIENDSHIPS: THE ROLE OF PAST TRANSGRESSION RESOLUTION AND SUBJECTIVE TEMPORAL DISTANCE ON FORGIVENESS OF FUTURE TRANSGRESSIONS Irene Cheung¹, Brittany Lopes¹, Anne E. Wilson²; ¹University of Western Ontario, ²Wilfrid Laurier University – The present study examined whether forgiveness of a transgression was influenced by how a past transgression involving the same perpetrator was resolved and the perceived temporal distance of the past transgression. Results showed that forgiving responses differed as a function of subjective time for forgiven, but not unforgiven past harms.

D247

MAKING DOLLARS BY MAKING SENSE: PEOPLE DONATE MORE TIME AND MONEY AFTER EXPERIENCING A BOOST IN MEANING Matthew B. Ruby¹, Gillian M. Sandstrom¹, Lara B. Aknin¹; ¹University of British Columbia – In three studies (N=388) we demonstrate that boosting people's sense of meaning in multiple ways (priming interconnectedness, a self-affirmation task, and a rigged life-meaningfulness survey) led to an increase in prosocial behavior (helping more on algebra questions, sorting tasks and monetary donations).

D248

LET GO AND LET GOD: OUTSOURCING PUNISHMENT DUTIES TO A CONTROLLING GOD Kristin Laurin¹, Azim Shariff², Joseph Henrich³, Aaron Kay⁴; ¹University of Waterloo, ²University of Oregon, ³University of British Columbia, ⁴Duke University – Beliefs in powerful, morally involved gods could satisfy people's need to see norm-transgressors punished. We present correlational and experimental evidence that, although broad religiosity leads to higher levels of punishment, specific beliefs in powerful, involved gods reduce willingness to spend money to punish wrongdoers, and reduce support for state-sponsored punishment.

GSC Student Poster Award Finalist - Also presenting on board A22.

D249

DO WE RATION OUR COMPASSION? EXAMINING ALTRUISM AND PERSONALITY. Hannah Krebs¹, Sindhu T. Palozotto¹, Nancy Alvarado¹; ¹California State Polytechnic University, Pomona – Compassion is often affected by perceived similarity, deservingness and cost-benefit ratio. This study examined whether those with low Machiavellianism who were genuinely compassionate would be more compassionate to those who were also low in Machiavellianism. A strong tendency to reward like-minded compassionate individuals was observed.

D250

THE INFLUENCE OF SOCIAL CLASS ON PROSOCIAL RESPONSES TO SUFFERING Vida Manzo¹, Jennifer Stellar², Michael Kraus³, Dacher Keltner²; ¹Northwestern University, ²UC Berkeley, ³UC San Francisco – Participants of varying social class read vignettes about a mugging then rated their emotions. Lower-class participants experienced more compassion and sadness and were less likely to believe that the victim could prevent the crime, relative to upper-class participants at 2am, but not at 6pm. Results link social-class to victim blaming.

D251

CHARITY BEGINS AT HOME? A QUALITATIVE STUDY OF IRISH PARTICIPANTS' DISCURSIVE PRODUCTIONS OF THEIR OWN AND OTHERS CHARITABLE BEHAVIOUR Caitriona Kinsella¹, Clifford Stevenson²; ¹University of Limerick, ²University of Limerick – This study demonstrates how in their everyday interactions people can discursively produce accounts of giving/not giving charitable donations by invoking concepts of empathy (through similarity) and responsibility (through difference). Responsibility is therefore claimed in talk and presents itself as an alternative pathway to helping; one that has been previously unexplored.

D252

INCREASING COOPERATION AND CONSENSUS THROUGH IMAGINED GROUP DISCUSSION Rose Meleady¹, Tim Hopthrow², Richard J. Crisp³; ¹University of Kent, ²University of Kent, ³University of Kent – This poster presents empirical support that in the absence of the opportunity for direct discussion amongst decision-makers, imagining a group discussion represents an effective means of increasing cooperative behaviour within social dilemmas. Imagined discussion enables conscious processes that parallel the crucial processes underlying direct discussion, thereby enabling its established benefits.

D253

TO SHARE OR NOT TO SHARE? UNDERSTANDING DIFFERENCES IN PROSOCIAL CLASSROOM BEHAVIOR BETWEEN WORKING AND MIDDLE CLASS STUDENTS Lisa Zazworsky¹, Dustin Thoman¹; ¹California State University, Long Beach – Working class individuals (WK) are generally more prosocial than middle class individuals (MD). Although education is typically defined as an individual achievement domain, it was predicted and found that WK students reported greater prosocial classroom behavior than MD students, and this effect was exacerbated by greater use of social comparisons.

D254

WHO HELPS WHOM? POLITICAL ATTITUDES AND THE "ALTRUISM SLOPE" Jasmine Carey¹, Delroy Paulhus¹; ¹University of British Columbia – Altruism has been shown to decrease as relatedness, both genetic and social, between the giver and recipient decreases. We hypothesized that this decrease would be greater for those with conservative political attitudes. This was tested in an online community sample as well as using a behavioral measure of altruism.

D255

CIVILITY WITHOUT TRANSFORMATION: BELIEF IN FREE WILL PREDICTS INCREASED DECISIONAL FORGIVENESS, BUT SCIENTIFIC DETERMINISM PREDICTS INCREASED EMOTIONAL FORGIVENESS Patrick Carmody¹, Kristina Gordon¹; ¹University of Tennessee, Knoxville – Believing in free will and scientific determinism might have implications for the extent to which we forgive others in cases of wrongdoing. In a longitudinal questionnaire study, positive associations were found between one's belief in free will and decisional forgiveness also between belief in scientific determinism and emotional forgiveness.

D256

KANT VS. ARISTOTLE: MOTIVATING GENEROSITY James F. Cornwell¹, David H. Krantz¹, E. Tory Higgins¹; ¹Columbia University – Our study examined the link between the promotion and prevention focus and Aristotle's notion of virtue and Kant's notion of duty, respectively, in the context of charitable giving in order to better understand the motivational underpinnings of generous behavior.

D257

FIT TO FORGIVE: THE ROLE OF EXERCISE ON THE FORGIVENESS PROCESS C. Ward Struthers¹, Mariam Ayoub¹, Careen Khoury¹, Elizabeth van Monsjou¹; ¹York University – The purpose of this research was to examine the role of different forms of exercise on forgiveness. In two studies we predicted and found that anaerobic, aerobic, and yoga exercise generated more forgiveness compared to a control group and that yoga and aerobic would be superior to anaerobic exercise.

D258

ALL FOR ONE OR ONE FOR ALL: MOTIVATIONS TO VOLUNTEER IN A COMMUNITY-BASED CONTEXT Allison Williams¹, Emily Fisher¹, Eugene Borgida¹, David Andow¹, Terry Hurley¹, Susan Solarz²; ¹University of Minnesota – A survey of Minnesota woodland owners demonstrates that in a community-based volunteer context, motivations rooted in values and social connectedness are significant predictors of intent to volunteer, whereas more self-oriented motivations such as self-understanding and self-enhancement are not significant predictors.

D259

IN BALANCE WITH THOSE AROUND YOU? Marijn H. C. Meijers¹, Marret K. Noordewier²; ¹ASCoR, University of Amsterdam, ²Leiden University – We show that people search balance in their behavior with close others, but imitate the behavior of moderately close others. As such, good deeds of close others lead to less good deeds by the self. In contrast, good deeds of moderately close others lead to good deeds by the self.

D260

“TAKING THE BUS MAKES ME FEEL POOR”: HOW CONCERNS ABOUT CLASS, STATUS, AND WEALTH INFLUENCE ENVIRONMENTAL ATTITUDES AND DECISIONS Brittany Bloodhart¹, Janet K. Swim¹; ¹The Pennsylvania State University – Pro-environmental behaviors may trigger concerns about lower status because these behaviors often involve consuming or spending less. However, some behaviors may be associated with greater status (e.g., buying eco-friendly products, increasing health, or making educated choices). Predictors and implications of concerns about low- and high-status on pro-environmental behaviors are discussed.

D261

ONE FOR ALL, OR ALL FOR ONE? BELIEFS ABOUT INDIVIDUALS AND SOCIETY, AND THEIR RELATIONS WITH PROSOCIAL BEHAVIOR Susanne Gabrielsen¹, Mark Snyder¹; ¹University of Minnesota – Contrasting views of the relations between individuals and society affect prosocial behavior. People who believe individuals are responsible to help society (“one for all”) indicate greater willingness to help and score higher on measures of prosocial personality than do people who believe society should care for individuals (“all for one”).

D262

WHEN PASSION IS GREENER THAN MOTIVATION Anne-Sophie Gousse-Lessard¹, Robert J. Vallerand¹; ¹Université du Québec à Montréal – The present two studies aimed to compare the role of self-determined motivation and passion (Vallerand, 2010) in both the endorsement and the occurrence of various environmental behaviors (more or less difficult), respectively. Globally, path analysis results underscore the more prevalent predictive power of passion, especially harmonious passion.

D263

A LABORATORY INVESTIGATION OF APOLOGY AND RESTITUTION'S EFFECTS ON BEHAVIORAL AND SELF-REPORT MEASURES OF FORGIVENESS Robert Carlisle¹, Jo-Ann Tsang¹, Thomas Carpenter¹, Ahmad Nadia²; ¹Baylor University, ²Medical College of Wisconsin – Past research has shown examining apology and restitution separately yields different forgiveness outcomes. Because apology's effects are unclear, this study examined apology in greater depth. Results indicated restitution increased forgiveness on a behavioral measure; differing from past research, both restitution and apology effected how forgiving participants felt toward the transgressor.

D264

Poster withdrawn.

D265

WHY ARE WE HAPPY TO HELP A STRANGER? HOW A REQUEST FOR HELP INCREASES LIKING TOWARD THE REQUESTER Yu Niiya¹; ¹Hosei University – Although requests for help can burden receivers, participants who helped a confederate after being requested by the confederate showed increased liking toward their confederate more so than those who helped without a direct request. Results suggest that affection stems from the request for help rather than the act of helping.

D266

UNDERSTANDING HEROES AND VILLAINS: A CATEGORICAL AND SEMANTIC DIFFERENTIAL ANALYSIS Scott Allison¹, James Beggan², Bridget Fischer¹, Athena Hensel¹; ¹University of Richmond, ²University of Louisville – We used factor, cluster, and multi-dimensional analyses to illuminate people's conceptions of heroes and villains. Semantic differential measurement techniques revealed these trait categories to fall along the dimensions of good-bad, strong-weak, and active-passive. We discuss these results in relation to research on the psychology of heroism and villainy.

D267

MITIGATION, FORGIVENESS, AND PERSONAL RESPONSIBILITY Hannah M Tuller¹, Nicholas Christenfeld¹, Ryan S Darby¹; ¹University of California, San Diego – Using “mitigating” evidence, as presented at trial sentencing, we explored the distinction between excusing and forgiving, with the case of Robert Alton Harris. Subjects read about his crime; half also read about his heartbreaking childhood. Results favor no psychological divide between the constructs, highlighting sympathy and personal responsibility in forgiveness.

D268

THE EFFECT OF SPIRITUAL TRANSFORMATION ON VIRTUE DEVELOPMENT IN ADOLESCENTS Thomas Felke¹, Sarah Schnitker¹, Rebecca Burnside¹; ¹Fuller Graduate School of Psychology – The present study looks at the effects of spiritual transformation on personality change in adolescents attending Christian summer camps. Study participants were given the Values in Action Inventory (VIA) at three time points, and regression analyses showed that some aspects of spiritually transformative experiences differentially predicted increases in virtues.

D269

COMPASSION, EMOTION REAPPRAISAL AND THE VAGUS NERVE Gregg Sparkman¹, Jennifer Stellar¹, Dacher Keltner¹; ¹UC Berkeley – The present study finds an interaction effect of high vagal tone and high emotion reappraisal in predicting greater self reports of compassion after being shown a video highlighting the suffering of others. However, no main effects of either variable are found. Implications for emotion regulation, physiology, and prosociality are discussed.

D270

MORAL CREDENTIALS VERSUS MORAL IDENTITY: TEMPORAL PERSPECTIVE MODERATES WHETHER MORAL SELF-PERCEPTIONS LEAD TO ASSIMILATION VERSUS CONTRAST EFFECTS ON PROSOCIAL BEHAVIOUR Paul Conway¹, Johanna Peetz²; ¹University of Western Ontario, ²Universität zu Köln (University of Cologne) – Two literatures report opposing effects of moral self-perceptions on moral behavior: Moral credentials suggest contrast effects and moral identity studies suggest assimilation. Reconciling these findings, we examine time as moderator. Moral self-perceptions involving recent moral behaviors induced contrast effects, whereas those concerning distant behaviors activated identity concerns, and subsequently, assimilation.

GSC Student Poster Award Finalist - Also presenting on board A23.

D271

HELPING TO BENEFIT OTHERS VERSUS OURSELVES: THE IMPACT OF MINDFULNESS ON HELPING BEHAVIOUR Miranda Giacomini¹, Christian Jordan¹; ¹Wilfrid Laurier University – We found that, when observing another person's suffering, higher dispositional mindfulness was related to less personal distress and, in people low in interdependent self-construal, more empathic concern and a willingness to help. Mindfulness may reduce the influence of self-focused thoughts for those low in interdependence when observing another's suffering.

D272

SELF-ESTEEM BOLSTERS VOLUNTEERS IN STIGMATIZING CONTEXTS Patrick C. Dwyer¹, Mark Snyder¹, Allen M. Omoto²; ¹University of Minnesota, ²Claremont Graduate University – Results from a longitudinal study of volunteers for AIDS service organizations revealed that greater threat of “courtesy stigma”, or stigmatization from others because of one's association with stigmatized group members, was related to less satisfaction with volunteering for volunteers with low, but not high, self-esteem.

D273

VOLUNTEERING FOR THE UNITED WAY: NARCISSISM AND VOLUNTEER MOTIVATION Laraine Tumblin¹, Amy Brunell¹; ¹Ohio State University –

We examined whether narcissism and volunteerism were related and why individuals volunteer. 135 United Way volunteers completed a survey to assess personality and volunteer motivation. Narcissism positively predicted controlling motives, and self-esteem negatively predicted controlling motives. Narcissism and self-esteem were not significant predictors of autonomous motives.

D274

TOO SPECIAL TO FORGIVE Reine van der Wal¹, Johan Karremans¹, Antonius Cillessen¹; ¹Radboud University Nijmegen – In the current work we showed that participants who described what makes them special reported less forgiveness as compared to participants who described what makes them not special, and participants in a neutral condition. These results provide initial causal evidence for the link between feelings of being special and unforgiveness.

D275

CONCERN FOR OTHERS: ILLUSORY OR REAL? Nathan L. Arbuckle¹, William A. Cunningham¹; ¹The Ohio State University – We report data from a new measure of concern for others that demonstrates unequivocally that people do care about others, and discuss how this differs from previous attempts to demonstrate concern for others that have been dismissed (e.g., the dictator game).

D276

PERCEIVED UTILITY (NOT SYMPATHY) MEDIATES THE PROPORTION DOMINANCE EFFECT Arvid Erlandsson¹, Fredrik Björklund¹, Martin Bäckström¹; ¹Lund University – The underlying mechanisms of the Proportion Dominance Effect (i.e. the tendency to be more willing to help a fixed number of victims when the reference group is small than when it is large) were investigated. The results suggest that perceived utility, but not sympathy, mediates the effect.

D277

TOO TIRED TO CARE: THE SELFISH IMPULSE AND THE WILL TO BE FAIR Sachin Banker¹; ¹MIT – An apparent conflict that exists in proposed accounts of the nature of fairness versus self-interest motives. The two psychological theories generated from this neural evidence were tested using ego-depletion methods and provide support for the view that people are driven by selfish impulses that are resisted to enact fair outcomes.

D278

“MONEY, MONEY, FUNNY?...” – RELATIONS OF SOCIAL CLASS AND HUMOR STYLES Ursula Beermann¹, Paul K. Piff¹, Dacher Keltner¹; ¹UC Berkeley, Institute of Personality and Social Psychology – The current study investigates whether lower social class members show different humor styles than upper class members. Interactions of social class and affiliative humor style on life satisfaction and sociometric status were found, suggesting different functions among upper- and lower-class individuals.

Social Support

D279

SOURCES OF ENACTED SOCIAL SUPPORT VARY BY SOCIAL SUPPORT TYPE Gretchen Reevy¹, Eric Robledo²; ¹California State University, East Bay, ²Arizona State University – This study sought to enhance the understanding of structure and function of enacted social support. The Inventory of Socially Supportive Behaviors (ISSB) was adapted to include assessment of sources. Support types and sources were analyzed in conjunction. Results revealed that endorsement frequency of different sources varied by support type.

D280

A COMPARISON OF LONG-TERM CONSEQUENCES AFFORDED BY SAFE HAVEN AND SECURE BASE SUPPORT AMONG NEWLYWED COUPLES Meredith Van Vleet¹, Brooke Feeney¹; ¹Carnegie Mellon University – Secure base and safe haven support are thought to serve distinct and separate functions. Yet no research has directly tested this hypothesis. This investigation followed newlyweds for one year to identify outcomes of each form of support. Unique and shared effects of each support and implications will be discussed.

D281

ATTACHMENT SECURITY, PERCEIVED SUPPORT, AND RECEIVED SUPPORT IN COUPLES UNDER ACUTE STRESS Joy Xu¹, Patrick E Shrout¹, Niall Bolger²; ¹New York University, ²Columbia University – The association between attachment security and received support was studied in couples where one member was preparing for the Bar exam. We found that attachment security was predictive of the examinee's aggregate reports of daily support receipt and of their partner's support provision; both associations were mediated by perceived support.

D282

SOCIAL SUPPORT PREDICTS BETTER PREGNANCY OUTCOMES: EVIDENCE FOR STRESS HORMONE MEDIATION Heidi Sewell Kane¹, Jennifer Hahn-Holbrook¹, Lynlee Tanner¹, Chander Arora², Calvin Hobel², Chris Dunkel Schetter¹; ¹University of California Los Angeles, ²Department of Obstetrics and Gynecology, Cedars-Sinai – We know very little about the physiological pathways through which social support influences birth outcomes. We examined a set of stress hormones in a longitudinal study of (N=253) women during pregnancy. Levels of placental corticotrophin releasing hormone (pCRH) partially mediated the effect of family support on gestational age at birth.

D283

WHAT FACTORS INFLUENCE THE DESIRE FOR SOCIAL DISTANCE FROM A PEER WITH A DUI? Dana Garfin¹, Janine Golino¹, Khrystyn Pamintuan¹, Roxane Cohen Silver¹; ¹University of California, Irvine –

The role of personal experience with a deviant negative life event (DUI conviction) was examined in face-to-face interactions with a confederate. Participants (N=143) with prior experience desired less social distance from a peer with a DUI, but more social distance if this deviant behavior injured an innocent bystander.

D284

SOCIAL SUPPORT IN DAILY LIFE: COMMUNAL ORIENTATION MODERATES RESPONSIVENESS TO PARTNERS' NEEDS Cynthia Khan¹, Nancy L. Collins¹; ¹University of California, Santa Barbara – Communal strength (CS; sense of felt responsibility for welfare of others, willingness to sacrifice) was investigated as a moderator of couple members' perceptions of each other's daily support needs and support behaviors. Results suggest that CS facilitates responsiveness by increasing both recognition of partner support needs and motivation to help.

D285

THE CONTEXTUAL DEPENDENCE OF SOCIAL SUPPORT: SELF-RELEVANT CONCERNS SHAPE THE EXPERIENCE OF ENACTED SUPPORT Jessica Goren¹, Christopher T. Burke¹; ¹Lehigh University – Both costs and benefits of enacted support have been extensively documented. This experiment examined these outcomes as a function of stress context. We found costs of support when a challenging task was framed as self-relevant, but benefits when it was not self-relevant. These effects were mediated by changes in self-evaluation.

D286

NATURALISTIC COUPLE SUPPORT INTERACTIONS AND THEIR LINKS WITH DEPRESSIVE SYMPTOMS AND DIURNAL CORTISOL SLOPES Shuwen Wang¹, Rena Repetti¹; ¹UCLA – This study investigated the links between observed couple support interactions inside the home with depressive symptoms and diurnal cortisol slopes. Findings illustrate interesting patterns in support behaviors, and highlight sex differences in how everyday couple support interactions are intertwined with emotional well-being and biological stress recovery.

D287

MEDIATORS OF GENDER DIFFERENCES IN SUPPORT PROVISION IN COUPLES Molly A. Metz¹, Nancy L. Collins¹, AnaMarie C. Guichard², Maire B. Ford³; ¹University of California, Santa Barbara, ²California State University Stanislaus, ³Loyola Marymount University – Women are often shown to be more supportive than men, but adherence to a feminine gender role, and associated emotional outcomes, may account for this pattern. As predicted, a laboratory study of couples revealed that gender differences in support provision were partially mediated by femininity and empathy.

D288

WHEN BEING HELPED HURTS: GENDER DIFFERENCES IN CORTISOL RESPONSES TO SPOUSAL SUPPORT Erin Crockett¹, Lisa Neff²; ¹Southwestern University, ²The University of Texas at Austin – To examine gender differences in cortisol responses to spousal support, 147 newlywed couples completed daily reports of perceived support and stress as well as provided two daily saliva samples. On days of greater support, women exhibited healthier cortisol slopes and men exhibited less healthy cortisol slopes, controlling for daily stress.

D289

THE LONGITUDINAL RELATIONSHIP BETWEEN PERCEIVED SOCIAL SUPPORT AND ACADEMIC ACHIEVEMENT Sean Mackinnon¹; ¹Dalhousie University – Theory suggests perceived social support improves academic achievement over time. This hypothesis was tested with a 5-year, 3-wave longitudinal design using a sample of 10,445 students ages 15 to 19. Results suggest perceived social support has no bearing on adolescents' future academic performance, despite commonly held assumptions of its importance.

D290

LIVING WITH THE UNEXPLAINED: COPING, UNSUPPORT, PHYSICIAN TRUST AND DEPRESSION AMONG WOMEN WITH CHRONIC FATIGUE SYNDROME (CFS) AND FIBROMYALGIA Opal McInnis¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – Women with CFS/fibromyalgia, whose veracity is often suspected, reported higher unsupport and depression scores and lower trust in physician relative to healthy women. Moreover, problem focused coping was associated with lower depression scores among healthy women and those with an autoimmune disorder, but not among women with CFS/fibromyalgia.

D291

EFFECTS OF SOCIAL SUPPORT AND DEPLOYMENT STRESSORS ON POSTDEPLOYMENT REINTEGRATION Joyce Wang¹, Dawne Vogt^{1,2}, Brian N. Smith^{1,2}, Rachel A. Vaughn¹, Brooke A. L. DiLeone¹; ¹VA Boston Healthcare System, ²Boston University – In a veteran sample, regression analyses demonstrated that warfare exposure and difficult living/working conditions were associated with greater difficulty reintegrating, while postdeployment social support predicated less difficulty. High social support strengthened the relationship between warfare exposure and difficulty reintegrating, while low social support predicated difficulty reintegrating regardless of warfare exposure.

D292

PROVIDING HELP THAT FITS: THE IMPORTANCE OF TAILORING SOCIAL SUPPORT TO MOTIVATIONAL NEEDS Justin V. Cavallo¹, E. Tory Higgins¹; ¹Columbia University – Recent research has identified responsiveness as an important moderator of the effectiveness of social support. Two studies supported the hypothesis that 'tailoring' help to fit specific motivational concerns underlying support situations is perceived as more responsive and is more effective. Implications for close relationships and motivation are discussed.

D293

SOCIAL SUPPORT INCREASES MODERATE AND VIGOROUS PHYSICAL ACTIVITY Kelly Cotter¹, Jennifer Mendiola¹, Samia Javid¹, Michelle Garbato¹; ¹Sacramento State University – Hierarchical linear models examining a week of daily diaries from 112 undergraduates revealed that receiving social support for exercise had a positive effect on vigorous and moderate physical activity participation, while receiving social strain for exercise had a positive effect on light physical activity participation.

D294

RELATIONSHIP BETWEEN SOCIAL SUPPORT ON DAILY DRINKING BEHAVIORS Debi Brannan¹, Cynthia Mohr²; ¹Western Oregon University, ²Portland State University – The benefits of social support on a variety of health outcomes has been established. Among outcomes of interest is alcohol use, with previous research largely focusing on the role of support recovery. Consequently, we employed daily process methodology using non-problem drinkers to examine the relationship between everyday support and drinking.

D295

TO NAG OR NOT TO NAG? A META-ANALYSIS ON SOCIAL CONTROL, HEALTH, AND WELL-BEING Emily Craddock¹, Michelle vanDellen², Sarah Novak³; ¹Northern Arizona University, ²Duke University, ³Hofstra University – We conducted a meta-analysis of existing research on psychological and behavioral reactions to the use of social control on health behaviors. Analyses of 33 studies revealed that positive social control correlates with health behavior and positive affect whereas negative social control is unrelated to behavior and correlates with negative affect.

D296

PERCEPTIONS OF ACADEMIC ADVISORS' IMPLICIT THEORIES OF INTELLIGENCE, SELF-DOUBTS ABOUT ABILITIES, AND ACHIEVEMENT GOALS Mariah Federow¹, Kathryn Oleson²; ¹Reed College – Using two samples of college students, we examined students' self-doubts about ability, achievement goals, and life satisfaction to predict perceptions of their academic advisors' implicit theories of intelligence. Higher self-doubts about abilities and performance-avoidance goals and lower life satisfaction predicted perceptions that academic advisors held higher entity theories of intelligence.

D297

THE SOCIAL ENVIRONMENT AND EMOTIONAL SUPPORT IN PEOPLE WITH PARALYSIS Zebbedia G. Gibb¹, Paul Devereux¹, Charles Bullock²; ¹University of Nevada - Reno, ²San Jose State University – Regression analysis of 328 people with paralysis in the U.S. showed perceived tangible support, social integration, depressive symptoms, environmental barriers, occupational independence, and listing family as primary support source predicted emotional support. Researchers should measure distinct support constructs and social environment may matter more in support perceptions than individual-level variables.

D298

LINGUISTIC CORRELATES OF SOCIAL SUPPORT VISIBILITY Alexandra Suppes¹, Niall Bolger²; ¹Weill Cornell Medical College, ²Columbia University – 30 heterosexual, cohabiting couples, engaged in support discussions that varied in how visible the support was to the recipient. Invisible support provision was associated with the use of fewer anxiety-related words. This is consistent with the hypothesis that providers of invisible support take attention away from the recipient's anxious moods.

D299

SOCIAL SUPPORT BUFFERS NEGATIVE LIFE EVENT STRESS AMONG CANCER SURVIVORS, BUT ONLY IF IT IS EFFECTIVE SUPPORT FROM A PARTNER Christine Rini¹, Jane Austin², Lisa Wu³, Heiddis Valdimarsdottir^{3,4}, Christine Dunkel Schetter⁵, Scott Rowley⁶, Luis Isola³, William Redd³; ¹University of North Carolina at Chapel Hill, ²William Paterson University, NJ, ³Mount Sinai School of Medicine, NY, ⁴Department of Psychology, Reykjavik University, Iceland, ⁵University of California at Los Angeles, CA, ⁶Hackensack University Medical Center, NJ – We hypothesized that enacted social support is most likely to buffer adverse effects of negative life events on distress if provided in an effective manner. A study of caregiver support received by cancer survivors supported this hypothesis, but only when support was provided by a partner, not another caregiver.

D300

DOES RELIGIOUS SOCIAL SUPPORT CONVEY UNIQUE BENEFITS FOR WELL-BEING?: A TEST FOR INCREMENTAL VALIDITY AMONG IRISH UNDERGRADUATES Michael J. Doane¹, Portia S. Dyrenforth²; ¹University of Nevada, Reno, ²Hobart and William Smith Colleges – This study tested whether religious support provided unique benefits beyond those of general support. Irish undergraduates (N = 323) completed online measures of well-being and support from religious and general sources. Results showed that support from participants' religious environments provided significant benefits for well-being even after controlling for general support.

D301

A LONGITUDINAL STUDY OF HOW CLOSE FRIENDSHIPS PROMOTE PSYCHOLOGICAL RESILIENCE IN VULNERABLE UK ADOLESCENTS Rebecca Graber¹, Rhiannon Turner², Anna Madill³; ¹University of Leeds – A longitudinal study of socioeconomically disadvantaged UK adolescents investigated how and when close friendships promote psychological resilience. Findings demonstrate that a single, supportive close friendship and a supportive wider friendship network are key protective mechanisms promoting resilience. Psychological resources and adaptive behaviours promoted by these relationships are explored.

Physical Health

D302

THE EFFECT OF PRIMING HEALTHY CONCEPTS ON SNACK INTAKE AND PHYSICAL ACTIVITY Mitsuru Shimizu¹, Ellen van Kleef², Julius Schneider³, Brian Wansink¹; ¹Cornell University, ²Wageningen University, ³Copenhagen University – The present study examined whether priming influences health behaviors such that priming healthy concepts (e.g., “eat healthily”, “be in shape”) would help people to eat healthier and to exercise more. Those primed with healthy concepts ate less snacks during the experiment and reported more future physical activity after the experiment.

D303

PHYSICIAN-PATIENT COMMUNICATION ABOUT ADHERENCE: ASSOCIATIONS WITH PHYSICIAN PERCEPTIONS Nancy Sin¹, M. Robin DiMatteo¹; ¹University of California, Riverside – The purpose of this study was to develop and validate a rating scale called Discussions about Adherence in Medical Interactions (DAMIS). Audio-recordings of 149

primary care visits were rated by three judges. The subscales of the DAMIS were associated with physician perceptions of the patient and of the medical visit.

D304

THE ASSOCIATION OF EXERCISE-RELATED ATTITUDINAL BALANCE WITH DEPRESSION AND PHYSICAL ACTIVITY Paul T. Fuglestad¹, Dianne Neumark-Sztainer¹; ¹University of Minnesota – Balance theory (Heider, 1958) was used to illuminate the relation of exercise-related attitudinal consistency between self and friends to depression and physical activity. In accord with balance theory, people who perceived inconsistent exercise attitudes had greater depression and engaged in less physical activity than people who perceived consistent attitudes.

D305

FOCUS ON FEELINGS INCREASES POSITIVE ATTITUDES AND ENJOYMENT OF EXERCISE Suzanne G. Helder¹, Rebecca Kamody¹, Elizabeth Woltja¹, Stephanie L. Fowler², Heather M. Rasinski², Andrew L. Geers²; ¹Adrian College, ²University of Toledo – Participants were assigned to a control condition, a positive expectation condition, or a positive expectation condition that included a writing task focusing on positive feelings about exercise. After an exercise task, the focus-on-feelings condition showed more positive moods and more positive attitudes toward exercise in general.

D306

MEET YOUR MEAT: PSYCHOLOGICAL CHARACTERISTICS & DIETARY LIFESTYLE Michelle Garbato¹, Kelly Cotter², Lawrence Meyers³; ¹California State University, Sacramento – Vegetarian and vegan diets have been said to be healthful, nutritionally adequate, and impact the prevention and treatment of certain diseases. The present study found that vegetarians/vegans had higher levels of altruism and internal and health locus of control but less right-wing authoritarianism than omnivores.

D307

TALKING AS A TONIC: TALKING TO OTHERS WHEN DISTRESSED IS ASSOCIATED WITH DIURNAL CORTISOL RHYTHMS Bulent Turan¹, Sasha Gibbs², Laura Carstensen²; ¹University of Alabama at Birmingham, ²Stanford University – Participants were paged five times daily and asked about their emotions and behaviors. Cortisol levels were also assessed on two consecutive days. A higher probability of talking to someone when distressed was associated with a faster decline in diurnal cortisol, even when talking to others when not distressed was controlled.

D308

HELP, HARM, AND HEALTHY CHANGES: SPOUSAL SOCIAL CONTROL AMONG MIDDLE-AGED COUPLES Sarah Novak¹, Amy Canevello², C. Veronica Smith³; ¹Hofstra University, ²University of North Carolina-Charlotte, ³University of Mississippi – Social control, health behavior, and well-being were explored in middle-aged couples. Social control correlated with poorer behavior, eating disordered symptoms, and lower self-esteem. Positive control strategies correlated more strongly with actually changing, and negative more strongly with pretending to change. Results suggest social control can be effective, but often backfires.

D309

WEIGHT STIGMA'S ROLE IN WOMEN'S RESPONSE TO SOCIAL REJECTION Joseph D. Wellman¹, Shannon K. McCoy¹, Brandon Cosley², Elissa Epe³, Laura Saslow³; ¹University of Maine, ²University of South Carolina Beaufort, ³University of California San Francisco – Moderately overweight women were randomly assigned to either a social rejection or a social acceptance stressor. The higher women were in perceived weight stigma the more stressful they found the rejection and the more snack food they consumed following the rejection. Results are discussed from an ego depletion perspective.

D310

ROMANTIC PARTNERS' ROLE IN BODY IMAGE: AN EXAMINATION OF LESBIAN COUPLES Charlotte N. Markey¹, Patrick M. Markey², Gianna Bowler¹, Jennifer C. Kelley¹; ¹Rutgers University, ²Villanova University – The current study examined lesbian women's body satisfaction in the context of their romantic relationships. Findings indicate the important role of romantic partners in determining women's body satisfaction and extend our understanding of gender, sexuality, and romantic partners in contributing to women's body image.

D311

CULTURE MODERATES CRITERION SHIFT FOR RECOGNITION OF GAIN- AND LOSS-FRAME ORAL HEALTH MESSAGES Cameron Brick¹, David Sherman¹, Christopher Steinman², John Updegraff²; ¹University of California, Santa Barbara, ²Kent State University – We examined whether culture affects recognition for gain- vs. loss-frame health messages. Undergraduates saw gain- or loss-frame health messages and completed a recognition test. Participants were more conservative about responding "yes" (higher criterion, signal detection theory) to culturally congruent framed statements, interaction $F(1,92)=4.11, p=.046$.

D312

SELF-MONITORING AND HEALTH BEHAVIOR VARIABILITY Megan M. Miller¹, Laura A. Brannon¹; ¹Kansas State University – Participants completed a self-monitoring scale and answered several questions about their health behaviors. As predicted, high self-monitors (people who base their behaviors on situational factors) displayed more variability in their health behaviors than did low self-monitors (people who base their behaviors on their values). Implications will be discussed.

D313

FURTHER VALIDATION OF A 2 X 2 MEASURE OF HEALTH-RELATED GOALS Ryan E. O'Loughlin¹, James W. Fryer²; ¹Nazareth College, ²Clarkson University – The current investigation sought to further validate a 2 x 2 measure of health goals (O'Loughlin & Fryer, 2011) by investigating the measure's relations with health-specific beliefs and behaviors. Unique profiles regarding healthy dieting, time spent exercising, and perceived competence for exercise emerged for each of the four goals.

D314

MOVIE PORTRAYALS OF ALCOHOL: THE MODERATING ROLE OF SELF-CONTROL John Kingsbury¹, Rick Gibbons¹, Meg Gerrard²; ¹Dartmouth College, ²Dartmouth-Hitchcock Medical Center – Movie exposure to alcohol use is positively associated with adolescents' drinking. The current experimental study examined the effect of positive/negative alcohol portrayals and trait self-control on adolescents' attitudes. Results demonstrated that high self-control adolescents reported the most negative attitudes, but only after watching negative alcohol portrayals.

D315

BREAST SELF-EXAMINATION AMONG COLLEGE-AGED FEMALES: AN INTERVENTION STUDY Kelsey Toomey¹, Courtney Rocheleau¹, Rafaella Sale¹; ¹Appalachian State University – The use of Motivational Interviewing (MI), in conjunction with a Health Belief Model-based intervention, to promote Breast Self-Examination (BSE) was tested. The intervention condition reported greater self-efficacy, awareness of BSE cues, and intentions to conduct BSE than the control condition ($p's < .01$), supporting use of MI in BSE interventions.

D316

EFFECTS OF ALCOHOL CONSUMPTION AND SEXUAL ASSAULT HISTORY ON WOMEN'S SELF-REPORTED ASSERTIVE CONDOM NEGOTIATION Andrea Fernandez^{1,2}, Meghan Crabtree¹, Natalia Garcia¹, Monica Yndo¹, Tina Zawacki¹; ¹University of Texas San Antonio, ²University of Texas Health Science Center Houston – This experiment examined the influences of alcohol consumption and sexual assault history on women's self-reported assertive condom negotiation. For intoxicated women ($BAC=0.08$), assertive

condom negotiation was significantly lower among women who had experienced past sexual assault compared to those who had not. Results hold implications for theories of women's health.

D317

CLASS-BASED REJECTION SENSITIVITY AND SUBJECTIVE SOCIAL STATUS INTERACT TO PREDICT MARKERS OF IMMUNE INFLAMMATION. Neha John-Henderson¹, Rodolfo Mendoza-Denton¹, Emily Jacobs², Darlene Francis¹; ¹UC Berkeley, ²UCSF – We examined the relationship between class-based rejection sensitivity (RSC), subjective social status (SSS) and inflammatory cytokines, which at elevated levels, are associated with adverse health outcomes. Subjects with high RSC and low SSS exhibited elevated levels of these cytokines, suggesting that RSC moderates the relationship between SSS and health.

D318

REDUCING INFORMATION AVOIDANCE THROUGH AFFIRMATION Jennifer Howell¹, James Shepperd¹; ¹University of Florida – Although screening for medical problems can have health benefits, the potentially threatening nature of the results can lead people to avoid screening. We show in three studies that affirming a person's overall sense of integrity can reduce this avoidance of health screening feedback.

D319

EXAMINING THE WITHIN-DAY AND NEXT-DAY ASSOCIATIONS BETWEEN PSYCHOSOCIAL EXPERIENCES AND SATISFACTION DURING PHYSICAL ACTIVITY INITIATION Austin Baldwin¹, Valerie Loehr¹, Georita Frierson¹, Scott Baldwin²; ¹Southern Methodist University, ²Brigham Young University – This study examined the within- and next-day associations between daily psychosocial experiences and satisfaction with physical activity among sedentary adults initiating a physical activity regimen. Results indicate that satisfaction is influenced most strongly by positive experiences and perceived progress toward goals, suggesting these may be critical to maintenance over time.

D320

FAMILY CONFLICT AND CARDIOVASCULAR REACTIVITY: THE ROLE OF DISCREPANT THREAT PERCEPTIONS Meanne Chan¹, Edith Chen¹; ¹University of British Columbia – We extend previous research documenting the importance of synchrony between closely connected individuals to examine how a discrepancy in children's and parents' views of social scenarios is associated with cardiovascular risk. Greater discrepancy in interpretations, and children's tendency to perceive threat, is implicated in parents' cardiovascular reactivity to family conflict.

GSC Student Poster Award Finalist - Also presenting on board A10.

D321

AUTHORITY HEURISTICS ON PERCEIVED EFFICACY IN PHARMACEUTICAL ADVERTISEMENTS Ashley Votruba¹, Virginia S. Y. Kwan¹; ¹ASU – Two studies examined the power of approval from different authorities in Direct-to-Consumer pharmaceutical advertisements. Results show that the effects of name recognition vs. specialized knowledge depended on whether the authority was an individual or an organization, suggesting the use of heuristics in judgments of persuasive statements by authority figures.

D322

EFFECTS OF ALCOHOL ON MEN'S RISKY SEXUAL DECISION MAKING DURING SOCIAL INTERACTIONS IN THE LABORATORY Meghan Crabtree¹, Monica Yndo¹, Natalia Garcia¹, Andrea Fernandez^{1,2}, Tina Zawacki¹; ¹University of Texas at San Antonio, ²University of Texas Health Science Center At Houston – The Cognitive Mediation Model (CMM; Norris, Masters, & Zawacki, 2004) delineates the indirect influence of alcohol on unprotected sex intentions. This experiment investigated the effects of intoxication ($BAC=0.08$) on men's HIV-relevant decisions in a live social interaction. Results provide empirical support for the CMM among men and hold intervention implications.

D323**THE INFLUENCE OF ALCOHOL EXPECTANCIES AND RELATIONSHIP FACTORS ON WOMEN'S SEXUAL RISK TAKING DECISIONS** Natalia

Garcia¹, Tina Zawacki¹; ¹University of Texas at San Antonio – This experiment examined the effects of alcohol and relationship factors on women's sexual risk-taking, as proposed by the Cognitive Mediation Model (CMM). Women (N = 108) projected themselves into a vignette manipulating beverage and relationship condition. Results supported the CMM and hold implications for reducing women's sexual risk-taking.

D324**PERFECTIONISM AND OBLIGATORY EXERCISE: A META-ANALYSIS**

Natasha L. Burke¹, Lauren M. Schaefer¹, J. Kevin Thompson¹; ¹University of South Florida – Some researchers have found that obligatory exercise is positively correlated with perfectionism, but others have found a null or negative effect. Given the inconsistency in the literature, meta-analytic techniques were used to synthesize research findings. In addition, several demographic variables were examined as potential moderators.

Poster Session E

Saturday, January 28, 8:00 – 9:30 am, Sails Pavilion

Attitudes/Persuasion

- E1**
PLAYING THE DEVIL'S ADVOCATE: DIFFERENTIAL REACTIONS TO FELT UNCERTAINTY Claire Baxter¹, Ian Newby-Clark¹; ¹University of Guelph – This study focused on the reactions of those tolerant of uncertainty to the experience of uncertainty. As Felt Uncertainty increased, participants averse to uncertainty did not change their policy position, but those tolerant of uncertainty accepted a change to an opposing policy. The discussion focuses on implications.
- E2**
INDIRECT ATTITUDE MEASURES AND SPONTANEOUS FOOD CONSUMPTION Andrew Karpinski¹, Leisa Small¹; ¹Temple University – We investigated whether two indirect attitude measures, the Implicit Association Test (IAT) and the Affect Misattribution Procedure (AMP), or a self-report attitude measure predicted spontaneous food consumption. Analyses revealed that the AMP predicted spontaneous, non-deliberative food consumption whereas the IAT and the self-report attitude measure did not.
- E3**
SPEAKING THE RIGHT MORAL LANGUAGE: THE EFFECTS OF FRAMING MORAL ARGUMENTS USING THE FIVE MORAL FOUNDATIONS Andrew Mastrorarde¹, Peter Ditto¹; ¹University of California, Irvine – Adult participants (N=939) rated arguments for and against capital punishment and same-sex marriage. Arguments were "framed" to emphasize particular moral foundations (e.g., fairness, purity; Haidt & Graham, 2007). Greater endorsement of a moral foundation enhanced participants' evaluations of relevantly framed arguments, but only when the foundation frames were ideology-consistent.
- E4**
THE EFFECT OF ABSTRACT OR CONCRETE THINKING ON ATTITUDES TOWARD MEDICATION Mieke Kleppe¹, Cees Midden¹, Jaap Ham¹, Joyca Lacroix²; ¹University of Technology Eindhoven, ²Philips Research – We studied the effects of abstract/concrete thinking on attitudes toward medication. We administered an abstract/concrete trait questionnaire and measured attitudes toward medication with positive long-term and negative short-term outcomes. Results indicated a correlation between people's abstract/concrete thinking and their attitudes toward medication. Abstract-thinking people held more favorable attitudes.
- E5**
THE ROLE OF DEBATE PARTICIPATION AND NEED FOR COGNITION IN STUDENT LEARNING AND ATTITUDES: WILL STUDENTS CHANGE THEIR MINDS? Kathryn Truax Holcomb¹; ¹Indiana University Kokomo – This study examined the relationship between debate participation and students' attitudes, learning, and need for cognition within two psychology classes. Attitudes, learning, and need for cognition were compared using measures prior to and post-debate. Students showed increases in learning and self-reported knowledge, while attitude change interacted with need for cognition.
- E6**
UNCERTAINTY ORIENTATION AND THE INFLUENCE OF IMPLICIT CULTURAL NORMS VERSUS PERSONAL ATTITUDES ON EATING BEHAVIOR Jeff Rotman¹, Yang Ye¹, Richard Sorrentino¹, Andrew Szeto²; ¹University of Western Ontario, ²University of Calgary – This study examined whether Uncertainty Orientation had a moderating effect on how normative and personal implicit attitudes predict eating behavior. A significant interaction was found demonstrating that actual eating behavior is predicted by personal attitudes for certainty oriented individuals, whereas uncertainty oriented individuals' normative attitudes significantly predict their eating preferences.
- E7**
INDIVIDUAL DIFFERENCES IN WILLINGNESS TO BECOME AN ORGAN DONOR: A DATA-MINING APPROACH TO REASONED ACTION G. Tarcan Kumkale¹, Basar Demir¹; ¹Koc University – In this research, we identified clusters of likely donors and nondonors based on their attitudes and intentions, and examined the personality attributes of individuals in each cluster using data-mining algorithms. These algorithms allowed us to identify complex interactions that can be very useful in designing persuasive communication campaigns.
- E8**
THE EFFECTS OF UNCERTAINTY ORIENTATION AND THE PRIMING OF FEELING VERSUS KNOWING ON ATTITUDES TOWARDS CANADIANS AND AMERICANS Yang Ye¹, Jeff Rotman¹, Richard Sorrentino¹, Kimberly Dalke¹, Andrew Szeto²; ¹University of Western Ontario, ²University of Calgary – Canadian university students were primed by writing down what they knew or how they felt about Canadians and Americans. This manipulation and one's uncertainty orientation were found to affect the correlation between implicit and explicit attitudes towards Canadians and Americans, as well as the explicit in-group bias against Americans.
- E9**
MEASURING INDIVIDUAL DIFFERENCES IN HOW VALUES INFLUENCE ATTITUDES, INFORMATION PROCESSING, AND BEHAVIOR: THE VALUES AS A GUIDE SCALE Natalie Dove¹, Kevin L. Blankenship², Renee A. Murray²; ¹Eastern Michigan University, ²Iowa State University – Despite the importance of values to judgment and behavior, there is currently no general individual difference measure of how values influence attitudes, information processing and behavior. The current research describes the development and validation of the Values as a Guide Scale (VGS).
- E10**
THE ROLE OF EARLY ATTACHMENT IN CONFORMITY TO PARENTAL BELIEFS AND ATTITUDES Tamra Cater¹, Jennifer Vonk², Virgil Zeigler-Hill²; ¹University of Southern Mississippi, ²Oakland University – We examined the relationship between early attachment and adoption of caregivers' attitudes and beliefs. We found that undergraduates reporting higher levels of childhood attachment were more likely to adopt the beliefs and attitudes of others. Those who experienced greater parental autonomy and authority were more likely to adopt caregivers' beliefs.
- E11**
APPROACHING SUBLIMINALLY PRESENTED SPIDERS REDUCES IMPLICITLY MEASURED NEGATIVITY TOWARDS SPIDERS Christopher Jones¹, Russell Fazio¹; ¹Ohio State University – Participants were subliminally presented with images of spiders. For half, these images were paired with joystick approach movements. Control participants also engaged in approach movements, but not in conjunction with the spider

presentations. A subsequent personalized implicit association test revealed reduced negativity towards spiders for those in the approach condition.

E12

REAL OR ARTIFACT? SHEDDING LIGHT ON HOW AND WHEN REPEATED EXPRESSION CAN RESULT IN POLARIZATION Meghan Norris¹, Leandre Fabrigar², Duane Wegener³, Richard Petty³; ¹Purdue University, ²Queen's University, ³The Ohio State University – Researchers have long noted that repeated expression can lead to polarization, but it is unclear why. Experiment One found that confidence mediated the relationship between repeated expression and polarization. Experiment Two explored response scale ambiguity and task difficulty as possible moderators of the confidence mediation found in Experiment One.

E13

ATTITUDE-MEMORY CONGENIALITY EFFECTS: WHEN DO THEY HAPPEN, AND HOW CAN THEY BE REVERSED? Steven M. Smith¹, Meghan E. Norris², Leandre R. Fabrigar², Duane T. Wegener³; ¹Saint Mary's University, ²Queen's University, ³The Ohio State University – Social psychologists have long presumed that attitudes affect memory in an attitude-consistent manner, yet this effect has been elusive in past research. The present program of research demonstrates that cognitive capacity restrictions and information processing goals can be moderators of the effects of attitudes on memory.

E14

FEELING CONFLICTED AND SEEKING INFORMATION: WHEN AMBIVALENCE ENHANCES AND DIMINISHES SELECTIVE EXPOSURE TO ATTITUDE-CONSISTENT INFORMATION Vanessa Sawicki¹, Jason K. Clark², Duane T. Wegener¹, Leandre R. Fabrigar³, Steven M. Smith⁴; ¹Ohio State University, ²University of Iowa, ³Queen's University, ⁴Saint Mary's University – Past research suggests that attitude-consistent selective exposure is more likely with strong rather than weak attitudes. The current research examines a previously unexplored strength antecedent – attitudinal ambivalence. Weak, conflicted attitudes produced attitude-consistent information seeking when issue knowledge was low. Conversely, strong, unambivalent attitudes yielded selective exposure when knowledge was high.

E15

CHOICES NEAR AND FAR: HOW MESSAGE FRAMING AND CONSTRUAL LEVEL INFLUENCE PRO-ENVIRONMENTAL DECISIONS Allison Sweeney¹, Emily Umansky², Amanda Hamilton³, Brian Detweiler-Bedell³, Jerusha Detweiler-Bedell³; ¹State University of New York at Stony Brook, ²University of Virginia, ³Lewis & Clark College – Two studies examined how construal level interacts with gain- and loss-framed messages to influence pro-environmental attitudes and decisions. The results suggest that individuals in an abstract mindset (high-level construal) find gain frames to be more persuasive, whereas individuals in a concrete mindset (low-level construal) find loss frames more persuasive.

E16

CHANGING OR DEFENDING OUR BEHAVIOUR: THE ROLE OF ATTITUDE IMPORTANCE AND CHOICE IN THE AROUSAL AND REDUCTION OF COGNITIVE DISSONANCE April L. McGrath¹, Brenda Bartlett¹, Erica Tin¹; ¹Carleton University – The role of attitude importance in the arousal and reduction of cognitive dissonance was investigated in two experiments with the hypocrisy procedure. As attitude importance increased so too did dissonance. Participants demonstrated different preferences in terms of dissonance reduction modes, and a distraction mode was most effective at reducing dissonance.

E17

SELF-AFFIRMATION AND CLIMATE CHANGE INFORMATION EFFECTS ON PRO-ENVIRONMENTAL MOTIVES Anne-Marie van Prooijen¹; ¹University of Sussex – This study examined the combined effects of self-affirmation and threatening climate change information (in comparison to neutral information). Findings suggest that the revealed differences in pro-environmental motives are not necessarily a result of a greater acceptance of threatening messages following self-affirmation, but can also be elicited following neutral information.

E18

IN TECHNOLOGY WE TRUST, BUT ONLY IF IT SHARES OUR GOALS. Frank Verberne¹, Jaap Ham¹, Cees Midden¹; ¹Eindhoven University of Technology – Technology can compensate for people's unsustainable behavior, but only when people trust and accept that technology enough to use it. The media equation would predict that shared goals would lead to more trust and acceptance of technology. As expected, people trust and accept technology more when it shares their goals.

E19

BEYOND THE "JACK BAUER EFFECT": HOW PERSPECTIVE-TAKING IMPACTS IMPLICIT NORMATIVE EVALUATIONS TOWARD TORTURE. Crystal Tse¹, Jennifer Peach¹, Steven Spencer¹, Richard Eibach¹, Mark Zanna¹; ¹University of Waterloo – The current research examined how perspective-taking affects people's implicit normative evaluations – knowledge of culturally shared beliefs – toward torture. Results demonstrated that people's implicit normative evaluations, but not implicit attitudes, toward torture were more positive when taking the third person perspective (from the perspective of a torture-approving audience).

E20

HIGH TIMES: THE EFFECT OF PROFANITY ON ATTITUDE CHANGE ABOUT MARIJUANA LEGALIZATION Shaan Shahabuddin¹, Sarah Savoy¹, Steven Estrada¹; ¹Stephen F. Austin State University – Participants read text arguing for or against marijuana legalization and containing either profanity or not. Attitudes towards marijuana use decreased when profanity was present (versus not). The peripheral route of the elaboration likelihood model (Petty & Cacioppo, 1986) explains these results.

E21

ATTITUDINAL ELITISM: THE EFFECTS OF SOCIAL POWER AND SOCIAL CONSENSUS ON ATTITUDE CERTAINTY. Marisa Crowder¹, Emily Shaffer¹, Radmila Prislin¹; ¹San Diego State University – The present study examines the effects of social consensus and social power on attitude clarity. Results revealed that social power increases perceived clarity and, compared to the powerful majority and powerless, only the powerful minority has a significantly greater sense of clarity.

E22

WHEN WEAK ARGUMENTS INCREASE ADVOCACY Omair Akhtar¹, Dave Paunesku¹, Zakary Tormala¹; ¹Stanford University – When people seek support for a cause, they typically present the strongest arguments possible. The current research departs, however, in identifying the conditions under which (and processes through which) presenting weak arguments can stimulate greater advocacy and action. Three experiments explore this effect and its parameters.

E23

REVERSED EVALUATIVE CONDITIONING OF IMPLICIT EVALUATIONS Riccardo Zanon¹, Jan De Houwer¹, Anne Gast¹; ¹Ghent University – Evaluative conditioning refers to a change in liking that is due to the pairing of stimuli. In two studies, we tested whether the context in which stimulus pairs are presented moderates this effect on implicit evaluations. The theoretical implications and boundary conditions of reversed evaluative conditioning effects are discussed.

E24

THE EMBODIMENT OF EXTERNAL OBJECTS: A SELF-VALIDATION PERSPECTIVE Jennifer Belding¹, Richard Petty¹, Pablo Briñol²; ¹Ohio State University, ²Universidad Autonoma de Madrid – This research examines whether embodying external objects can increase thought use through either affective or cognitive validation. In two studies, participants wore items associated with intelligence or extraversion after reading a persuasive message. When the item matched (vs. mismatched) participants' mindset (i.e. cognitive-glasses, affective-hat), participants used their thoughts more.

E25

INSTANT AND IMPLICIT: HOW GOAL RELEVANCE INFLUENCES IMPLICIT ATTITUDE FORMATION AND REVISION Jeremy Cone¹, Melissa Ferguson¹; ¹Cornell University – It is widely assumed that implicit attitudes are slow to develop and resistant to change once formed, yet little empirical research has tested this claim. In two studies, we find evidence that participants can rapidly form and then revise their implicit attitudes towards novel attitude objects, challenging current theoretical conceptions.

E26

TAKING A CLOSER LOOK AT IMPLICIT ATTITUDES TOWARD GAY MEN AND LESBIANS AMONG STRAIGHT PEOPLE Amanda Breen¹, Andrew Karpinski²; ¹Drexel University, ²Temple University – We disambiguated past findings of implicit attitudes toward gays and lesbians using the Single Category-IAT. In Study 1, we found positive straight associations and neutral gay associations. In Study 2, men had neutral associations with gay men and positive associations with lesbians. Women had neutral associations with both groups.

E27

MINDFULNESS AND SUSCEPTIBILITY TO EVALUATIVE CONDITIONING Laura G. Kiken¹, Natalie J. Shook²; ¹Virginia Commonwealth University, ²West Virginia University – Using an evaluative conditioning (EC) paradigm, we found that susceptibility to negative conditioning inversely correlated with trait mindfulness. These results add to recent evidence indicating that individuals may differ in susceptibility to EC and that more mindful individuals form less negative attitudes. Both have implications for individual and social well-being.

E28

THE ROLE OF IDEOLOGICAL CATEGORIZATION IN POLITICAL JUDGMENT Ingrid Johnsen Haas¹, Russell H Fazio¹, Christopher R Jones¹; ¹The Ohio State University – We examine the impact of policy categorization on evaluative judgment. Using a task facilitation paradigm, we show that ideological categorization facilitates political policy evaluation. Data suggest that people utilize ideological category information when making evaluative judgments, and that this use of categories varies as a function of individual differences.

E29

ATTITUDINAL RESPONSES TO MIXED EVIDENCE: THE ROLE OF ATTITUDE EXTREMITY AND POLITICAL IDEOLOGY IN EFFECTING CHANGE VERSUS RESISTANCE Jessica Barber¹, Natalie Shook²; ¹Virginia Commonwealth University, ²West Virginia University – The effect of political ideology and attitude extremity on persuasion was assessed. Conservatives and those with extreme attitudes toward gun control resisted change following a persuasive message; those with moderate attitudes who were high in need to evaluate changed in ideologically-consistent ways. Implications for individuals' susceptibility to persuasion are discussed.

E30

THEORY BUILDING IN EMBODIMENT RESEARCH: INVESTIGATING THE INFLUENCE OF ARM FLEXION AND EXTENSION ON ATTITUDES Nicole E. Noll¹; ¹Harvard University – Arm flexion/extension actions have been shown to result in various patterns of attitude change, but there is no comprehensive theoretical framework that explains the discrepancies. I report results of three experiments aimed at identifying factors (valence and meaningfulness of stimuli and action repetition) that might account for previously observed differences.

E31

PRIME VALENCE MATTERS: ASSIMILATIVE AND CONTRASTIVE AFFECTIVE PRIMING USING AN UNPREDICTABLE TARGET PARADIGM Linsa Jabeen¹, Stephen Crites¹, Katherine White¹, David Herring¹, Jatonne Trianna¹, Ana Rodriguez¹, Alejandra Burciaga¹; ¹University of TX El Paso – The present experiment extended affective priming studies by using an unpredictable target paradigm with pictures and examined how prime valence influences priming. Positive primes elicited assimilation effects ($p = .035$) while negative primes elicited contrast effects ($p < .001$) in all but the first stream length.

E32

MATCHING THE WORDS TO THE FEATURES IN PERSUASIVE ADVERTISING: A CONSTRUAL MATCHING HYPOTHESIS Karthikeya Easwar¹, Lifeng Yang²; ¹Ohio State Univ, ²Univ of Mississippi – Over two experiments, we show that using abstract (concrete) language to describe abstract (concrete) features of a product increases the perceived favorability of the product. This construal matching effect is found to be moderated by the perceivers' level of involvement when processing the product information.

E33

PERSUASION UNDER UNCERTAINTY: IMPLICATIONS FOR PROCESSING OF PROATTITUDINAL AND COUNTERATTITUDINAL INFORMATION Sean J. Jules¹, Jason K. Clark¹, Duane T. Wegener², Zakary L. Tormala³; ¹University of Iowa, ²Ohio State University, ³Stanford University – When uncertain of their attitudes, people may often process attitude-relevant information to increase their certainty. Two studies suggest that uncertainty motivates processing of proattitudinal information, but triggers avoidance of thinking about counterattitudinal communications. Additional evidence suggests this effect is driven by different expectations regarding the likelihood of enhanced certainty.

E34

GET OUTSIDE AND PLAY! OUTDOOR RECREATION INCREASES PROENVIRONMENTAL BEHAVIOR. Stacia Dreyer¹, Shannon K. McCoy¹, Mario Teisl¹, Caroline Noblet¹, Joseph D. Wellman¹; ¹University of Maine – In order to help solve environmental problems, we need to encourage engagement in proenvironmental behavior. Within a community sample, we found that participating in outdoor recreation increases both environmental concern and proenvironmental behavior. Mediation analyses suggest that outdoor recreation facilitates proenvironmental behavior via increasing environmental concern.

Close Relationships/Belonging/Rejection

E35

LIFE HISTORY THEORY AND ATTACHMENT TO PARENTS, TO PARTNERS, AND TO GOD Jeni C. Presley¹, Alicia Limke¹; ¹University of Central Oklahoma – In the current study, attachment avoidance to fathers, romantic partners, and to God (but not attachment to mothers, nor attachment anxiety to fathers, partners, or God) predicted life history theory strategies, such that the higher the levels of avoidance, the faster the life history theory strategy reported.

E36

CHICKEN SOUP FOR THE (ONLINE DATER'S) SOUL? DIFFERENCES BETWEEN COUPLES MEETING ONLINE AND OFFLINE Patrick B. Mayfield¹, Alicia Limke¹; ¹University of Central Oklahoma – The current study tested differences in the self-concept and relationship outcomes between dating couples meeting online and offline. Participants who met their partners online reported higher levels of self-esteem and less frequent use of negative attributions than participants who met their partners offline.

E37

SEPARATION OF CHURCH AND MARITAL STATE: AN INVESTIGATION OF THE ASSOCIATION BETWEEN PARTNER RELIGIOUS DISSIMILARITY AND RELATIONSHIP QUALITY Kimberly K. McAdams¹, M. Brent Donnellan², Sarah K. Spilman³, Rand D. Conger³; ¹Boise State University, ²Michigan State University, ³University of California Davis – Whereas religiosity might serve as a protective factor for relationship distress (e.g., Mahoney, 2010), differences in religious practices and values may serve to generate relationship difficulties. As predicted, couple-level differences on religiosity were associated with lower levels of relationship quality in a sample of 363 couples using appropriate dyadic analyses.

E38

"BE MINE": INDIVIDUAL DIFFERENCES IN ATTACHMENT ORIENTATION PREDICT RELATIONSHIP INVESTMENT ON VALENTINE'S DAY William J. Chopik¹, Britney M. Wardecker¹, Robin S. Edelstein¹; ¹University of Michigan, Ann Arbor – In two studies we examined how Valentine's Day affects perceptions of investment in romantic relationships. We found that adult attachment orientation moderated how people evaluated their relationships on Valentine's Day compared to a control day. Findings are discussed in the context of the relationship-enhancing events, such as holidays and anniversaries.

E39

LOVE AND EASY INTERACTIONS: THE RECIPE FOR INCREASING DESIRE FOR ROMANTIC CLOSENESS AMONG AVOIDANTLY ATTACHED INDIVIDUALS Erica B. Slotter¹, Laura B. Luchies²; ¹Villanova University, ²Redeemer University College – We examined the circumstances under which dispositionally avoidantly attached individuals might desire greater closeness with their romantic partners than they would otherwise. In a study of dating couples, highly avoidant individuals desired greater closeness when they felt strong love for their partner and perceived interacting with their partner as effortless.

E40

DEFYING OR DISREGARDING DISAPPROVAL?: REACTANCE AND THE ROMEO AND JULIET EFFECT H. Colleen Sinclair¹, Abigail Blaney¹, Diane Felmlee², Susan Sprecher³; ¹Mississippi State University, ²Penn State University, ³Illinois State University – We found that individual differences in reactance (Study 1) and reactive responses to hypothetical network feedback (Study 2) predicted whether individuals would disregard their social network's opinions of their romantic relationship. Ultimately, disapproval didn't increase affection for the partner, rather the reactance-prone maintained their relationship's quality regardless of social opinion.

E41

EVEN WHEN SUBTLE, EXCLUSION COSTS ALL AND OVERINCLUSION BENEFITS SOME: INDIVIDUALS HIGH ON REJECTION SENSITIVITY EXPERIENCE PSYCHOLOGICAL GAINS FOLLOWING OVERINCLUSION Jason F. Anderson¹, Vivian Zayas¹; ¹Cornell University – Though commonly subtle, exclusion has typically been studied as a clear-cut experience. In an online ball tossing game we show that gradual exclusion, even after four (7.4%) fewer tosses, reduces mood and feelings of belonging and control. Gradual overinclusion was beneficial (enhanced mood/belonging/control) only for those high on rejection sensitivity.

E42

IMPLICIT THEORIES OF SOCIAL INTELLIGENCE AND LONELINESS IN PREDICTING SOCIAL GOALS, STRATEGIES, AND RESPONSES TO SOCIAL FAILURE Elaine Cheung¹, Wendi Gardner¹; ¹Northwestern University – We investigated the influence of implicit beliefs of social intelligence upon one's social goals, strategies, and response to social failure. Reported loneliness and personal beliefs about social intelligence predicted social avoidance, use of avoidant social strategies, and attributions of social failure to oneself and one's ability. Manipulating beliefs did not.

E43

PERSONALITY PREDICTORS OF ACCURACY AND IDEALIZATION IN ROMANTIC PARTNER PERCEPTION: AN ACTOR-PARTNER ANALYSIS Krista Hill¹, C. Randall Colvin¹, Sun W. Park¹, Stefanie Tignor¹; ¹Northeastern University – We examined the relation between participants' personality characteristics and their rating accuracy/idealization of romantic partners. Multilevel analyses revealed higher accuracy for actors who were emotionally stable, and had trusting, open partners. Conversely, participants idealized their partners when actor self-esteem was high and partner self-esteem was low.

E44

REVISITING WHEN THE DEVIL YOU KNOW BEATS THE DEVIL YOU DON'T: REKINDLING AS A STRATEGY FOR BALANCING CONNECTION AND PROTECTION Sadie Leder¹; ¹High Point University – The current work examines romantic "rekindling" from a risk regulation perspective. Results revealed that more insecurely attached participants rated their ex-partners as more desirable than potential new partners. Interestingly, this observed discrepancy stems from insecure's belief that their ex-partners will be more accepting than new relationship partners.

E45

RELATIONSHIP DIFFERENTIATION: IMPLICATIONS OF DIFFERENTIATING BETWEEN RELATIONSHIP TYPES Yanine Hess¹, Cynthia Pickett¹; ¹University of California, Davis – This research examines whether the degree of perceived differentiation between various relationship types is associated with self-reported well-being. In two studies, participants self-reported well-being and completed newly developed measures of relationship differentiation. Relationship differentiation was found to negatively correlate with well-being. Implications for the self and relationship processes are discussed.

E46

SOI AND SAYING "HI": SOCIOSEXUALITY AND THE INITIATION OF ROMANTIC RELATIONSHIPS Elizabeth Schoenfeld¹; ¹The University of Texas at Austin – The current study examined whether and how sociosexuality is tied to individuals' willingness to initiate romantic relationships. Results indicated the association between sociosexuality and the reported tendency to approach potential romantic partners was partially mediated by the number of attractive individuals that respondents reported seeing on a daily basis.

E47

UNWANTED AND UNWILLING: THE INTERACTIVE EFFECTS OF ATTACHMENT AVOIDANCE AND THREATS TO BELONGING ON INDIVIDUALS' WILLINGNESS TO SACRIFICE Sara Quinn¹, John E. Lydon¹; ¹McGill University – We examined how acute belonging threats interact with chronic attachment style to predict individuals' willingness to sacrifice for their relationships. After experiencing a belonging threat, participants completed a willingness to sacrifice scale. Results revealed that the belonging threat significantly decreased willingness to sacrifice, but only for avoidantly attached individuals.

E48

DREAMS OF ROMANTIC PARTNERS AND THEIR IMPACT ON RELATIONAL FUNCTIONING Dylan Selterman¹, Adela Apetroaia², Suzanne Riela¹, Arthur Aron¹; ¹Stony Brook University, ²University of Reading – This study examined dreams and daily interactions with romantic partners. Results indicated that insecurely attached individuals interacted less with their partners on days following negative dream emotion, and reported less love and more conflict on days following dreams containing romantic partners. The findings display how dreams influence relational behavior.

E49

RELATIONAL BOREDOM AND ATTACHMENT INSECURITY: THE ROLE OF FELT AUTONOMY Cheryl Harasymchuk¹; ¹Carleton University – The goal of the study was to examine the association between attachment insecurity and relational boredom in romantic relationships. Increased levels of avoidance and anxiety were associated with increased relational boredom (Study 1) and felt autonomy (but not conflict, negative affect, nor boredom proneness) was a significant mediator (Study 2).

E50

A PICTURE IS WORTH A THOUSAND "WE'S": AN EXPERIMENTAL MANIPULATION OF RELATIONSHIP AWARENESS Julie Brunson¹, Linda K. Acitelli¹; ¹University of Houston – Participants viewed photographs of themselves with their significant others in an attempt to increase their relationship awareness. Results suggest this manipulation of relationship awareness was effective, but only for those in shorter relationships. We concluded that experience in a long-term relationship promotes thinking in relationship terms automatically.

E51

ATTACHMENT ANXIETY AND SUBMISSIVE REACTIONS TO A HYPOTHETICAL CONFLICT SCENARIO: THE MODERATING ROLE OF PARTNER REJECTION Valerie Murphy¹, Tara MacDonald¹, Erica Refling¹; ¹Queen's University – We assessed the interaction between attachment anxiety and potential partner rejection in a hypothetical conflict scenario. Highly anxious individuals were more likely to defer to their partners in response to rejecting feedback, relative to non-rejecting feedback. In contrast, low anxiety individuals were less likely to defer in the rejection condition.

E52

BUFFERING THE EFFECTS OF OSTRACISM WITH ACCEPTANCE: THE ROLE OF ATTACHMENT STYLES Hayley Skulborstad¹, Anthony D Hermann², James H Wirth³; ¹Miami University, ²Bradley University, ³University of North Florida – Participants wrote about an unconditionally accepting or neutral relationship prior to being ostracized. The acceptance essay buffered basic psychological needs and mood only for participants with a secure attachment style. These findings are among the first to demonstrate that the immediate, reflexive pain from ostracism can be assuaged.

E53

MATE VALUE AS A RELATIONAL CONSTRUCT Lucy Hunt¹, Paul Eastwick²; ¹Texas A&M University – Mate value refers to an individual's appeal as a romantic partner. However, traditional models of mate value may ignore humans' unique evolutionary heritage. Addressing this issue, we tested an alternative conceptualization of mate value: that mate value reflects a partner's ability to provide a satisfying, committed relationship.

E54

FACEBOOK STALKING: A DISCREET WAY FOR ANXIOUSLY ATTACHED INDIVIDUALS TO MONITOR THEIR ROMANTIC PARTNERS Jennifer C. Pink¹, Lorne Campbell¹; ¹University of Western Ontario – This study investigated whether anxiously attached individuals use the social networking site Facebook to gather relationship-relevant information. Results indi-

cated highly anxious individuals were more likely to report they use Facebook both as a source of partner-relevant information and to engage in electronic surveillance of their partners' online and offline behavior.

E55

A LANGUAGE OF LOVE: THE EFFECT OF SOCIAL PRIMES ON WRITTEN NARRATIVES Jeffrey Bowen¹; ¹University of California Santa Barbara – This research sought an association between attachment and linguistic expression. Initially primed with either a close other or acquaintance, participants performed a continuous writing exercise. The close other prime resulted in more attachment-themed language in participants' responses than did the acquaintance prime. Attachment style differences moderated this effect.

E56

COMMUNAL STRENGTH AS A MEDIATOR BETWEEN RELATIONAL-INTERDEPENDENT SELF-CONSTRUAL AND PRO-RELATIONSHIP BEHAVIORS IN FRIENDSHIPS Eddie M. Clark¹, Brent A. Mattingly², Debra L. Oswald³; ¹Saint Louis University, ²Ashland University, ³Marquette University – One hundred fifteen friend dyads completed measures of relational-interdependent self-construal (RISC), communal strength, routine friendship maintenance, willingness to sacrifice, and accommodation. As predicted, RISC was positively associated with routine friendship maintenance, sacrificing, and accommodation, but these associations were mediated by greater communal strength.

E57

RELATIONSHIP OUTCOMES IN MARRIED AND DATING COUPLES: ATTRIBUTIONS, SATISFACTION, AND CLOSENESS Brooke M. Montoya¹, Alicia Limke², Paul C. Jones¹; ¹Southern Nazarene University, ²University of Central Oklahoma – 105 participants completed measures of relationship outcomes. Married individuals reported higher levels of strength (a form of closeness) than did dating individuals; however, there were no differences between dating and married individuals in internality, stability, or globality of negative attributions, relationship satisfaction, or the diversity or frequency of couples' activities.

E58

THE I IN US: MORAL CONSISTENCY ON THE INVESTMENT MODEL David Rodrigues¹, Diniz Lopes², João Manuel de Oliveira³; ¹CIS-IUL, ISCTE-IUL; Université Paris Descartes, ²CIS-IUL / ISCTE-IUL; Université Paris Descartes, ³CIPsi, Universidade do Minho; Birkbeck Institute for Social Research, Birkbeck College, University of London – A correlational study analyzed the Investment Model in a Portuguese sample of heterosexuals and homosexuals, and specifically addressed the moderating role of moral commitment on the association between perceived quality of alternatives and relationship commitment. Results are interpreted considering the impact of individual differences variables within the investment model.

E59

TOO CLOSE FOR COMFORT? ADULT ATTACHMENT AND CUDDLING BEHAVIOR IN ROMANTIC AND PARENT-CHILD RELATIONSHIPS Chelsea R. Samples-Steele^{1,2}, Emily L. Kean², William J. Chopik², Sari M. van Anders², Robin S. Edelstein²; ¹Villanova University, ²University of Michigan – This study used attachment theory as a framework to examine individual differences in touch and cuddling in parent-child and romantic relationships. Across three studies, our findings demonstrated theoretically meaningful links among attachment orientations, touch attitudes, and cuddling behavior. Moreover, the pattern of associations was similar across different relationship types.

E60

SELF-CONSTRUALS MATTER WHEN COPING WITH OSTRACISM; BUT NOT WHEN EXPERIENCING IT Dongning Ren¹, Kipling D. Williams¹; ¹Purdue University – Recently, US participants with interdependent self-construals showed less distress from ostracism. Does self-construal buffer the initial pain, or does it aid coping with ostracism's consequences? Ostra-

cized or included in a Cyberball game, Chinese participants with stronger interdependent self-construals felt less distress, but only after they had time to cope.

E61

MAKING AN IMPACT, TAKING A JOURNEY, BECOMING CLOSE: RELATIONSHIP FORMATION DIFFERENCES BETWEEN EXTROVERTED AND INTROVERTED FRIENDS Paul Nelson¹; ¹University of California, Santa Cruz – This research explored the need for richer personality dynamics in theories of relationship formation. An Actor-Partner analysis of friends' conceptual metaphor use found that making friends with an extroverted partner was forcefully immediate, whereas making friends with an introvert was a slow journey; extroverted (and female) actors emphasized developing closeness.

E62

DYADIC PERSPECTIVES ON COMMITMENT IN ADULT ROMANTIC RELATIONSHIPS M. Minda Orina¹, Jeffrey A. Simpson²; ¹St. Olaf College, ²University of Minnesota, Twin Cities Campus – Our findings suggest the lower the weak-link partner's commitment, coupled with greater discrepancy in commitment between partners, the greater the likelihood that romantic couples displayed reciprocated hostility at assessment and their relationship dissolved five years after assessment. These findings are discussed from dyadic perspectives.

E63

THE PROCESS BY WHICH THE QUALITY OF THE PARENT'S MARITAL RELATIONSHIP CORRELATES WITH THE QUALITY OF CHILD-FATHER RELATIONSHIP Mizuka Ohtaka¹, Kaori Karasawa²; ¹Yamanashi Gakuin University, ²The University of Tokyo – We hypothesized that the correlation between the parents' perceived quality of their marital relationship and the quality of father-child relationship is mediated by how the children perceive their parents' relationship quality. To test our hypothesis, we surveyed 380 triads of undergraduates and their parents. The results supported our hypothesis.

E64

SECURE AND INSECURE ATTACHMENT'S RELATION TO WARMTH- AND CONSCIENTIOUSNESS-BASED VIRTUES Justin T. Westbrook¹, Sarah A. Schnitker¹; ¹Fuller Theological Seminary, School of Psychology – A 2-factor model (warmth- and conscientiousness-based virtues) of the Values in Action Inventory of Strengths is examined via CFA and applied to quantitative and qualitative measures of attachment and virtue. We hypothesize that secure attachments will lead to more warmth-based virtues and insecure attachments will lead to more conscientiousness-based virtues.

E65

MARIJUANA USE MODERATES THE LINK BETWEEN LONELINESS AND DEPRESSION Timothy Deckman¹, C. Nathan DeWall¹, Baldwin Way², Richard Gillman³, Stephanie Richman¹; ¹University of Kentucky, ²The Ohio State University, ³National Center for School Crisis and Bereavement – The physical pain and social pain networks are connected. Taking acetaminophen (recently discovered to be a cannabinoid) daily buffers people from social pain. In four studies marijuana use moderated the relationship between loneliness and depression. At high levels of loneliness, marijuana users were buffered from feelings of depression.

E66

THE EFFECTS OF PERCEPTIONS OF SELF- AND OTHER-RELATIONAL MOBILITY IN OPPOSITE-SEX RELATIONSHIPS ON SELF-ESTEEM AND MENTAL HEALTH Junichi Taniguchi¹, Yuji Kanemasa²; ¹Tezukayama University, ²Otemon Gakuin University – This study revealed the effects of perceptions of self- and other-relational mobility in opposite-sex relationships on self-esteem and mental health. As participants perceived their relational mobility in opposite-sex relationships as more, they felt more depressive and lonelier. And, this effect was mediated by self-esteem.

E67

DYSFUNCTIONAL ATTITUDES AND LOW SELF-ESTEEM MEDIATE THE EFFECT OF ATTACHMENT ANXIETY PRIMING ON DEPRESSION Cassandra DeVito¹, Joshua Hart²; ¹University of Massachusetts Amherst, ²Union College – This research seeks to examine the relationship between attachment anxiety, depression, and the mediating roles of dysfunctional attitudes and state self-esteem with an experimental methodology. Attachment styles were primed, followed by measures of dysfunctional attitudes, state self-esteem and state depression. Analyses revealed evidence for statistical mediation.

E68

THE EFFECTS OF PERCEPTIONS OF SELF- AND OTHER-RELATIONAL MOBILITY IN OPPOSITE-SEX RELATIONSHIPS ON AGGRESSION Yuji Kanemasa¹, Junichi Taniguchi²; ¹Otemon Gakuin University, ²Tezukayama University – This study was conducted to reveal the effects of perceptions of self- and other-relational mobility in opposite-sex relationships on aggression. The results showed that significant interactions between perceptions of self-relational mobility and other-relational mobility were obtained for Anger, Physical aggression, and Verbal aggression.

E69

THE RELATIVE CONTRIBUTIONS OF STRATEGY AND CONSISTENCY TO SECURE ATTACHMENT BEHAVIORS: A POTENTIAL PERFORMANCE THEORY (PPT) ANALYSIS. Michael Marks¹, David Trafimow¹, Stephen Rice¹, Amanda Vicary²; ¹New Mexico State University, ²Illinois Wesleyan University – We used Potential Performance Theory to assess attachment strategies and the consistency with which said strategies are used. Results show that improvements to strategy are more important than improvements in consistency when aiming to increase the number of secure behaviors in romantic relationships.

E70

UNDERSTANDING ACTOR AND PARTNER REPORTS OF DISCLOSURE OF FEELINGS AS PREDICTORS OF DAILY RELATIONSHIP QUALITY AND HEALTH Krista W. Ranby¹, Sara B. Algoe², Barbara L. Fredrickson²; ¹Duke University, ²University of North Carolina – Heterosexual couples completed daily ratings over 14 days of self and partner disclosure of feelings, relationship quality and health. Women's perceptions of partner disclosure predicted their reported relationship quality. Men's self-disclosure predicted their reported relationship quality. Daily relationship quality, in turn, predicted fluctuations in daily health for both partners.

E71

TEMPTED BY THE FRUIT OF ANOTHER: THE INTERACTION OF PERCEIVED ALTERNATIVE PARTNER QUALITY AND INVESTMENT ON RELATIONSHIP SATISFACTION AND COMMITMENT Tara Collins¹, Melanie Canterbury², Omri Gillath¹; ¹University of Kansas, ²Medical University of South Carolina – Attitudes can be inferred from behavior and the presence of external pressures. In the current study, couples completed daily diaries about relationship satisfaction, commitment, and alternative partner quality. Supporting our predictions, the presence of high quality alternatives interacted with relationship investment in predicting relational outcomes. Findings and implications are discussed.

GSC Student Poster Award Finalist - Also presenting on board A6.

E72

NOT ALL EXCLUSION IS THE SAME: COMPARING TYPES OF SOCIAL EXCLUSION (OSTRACISM, REJECTION, AND ANTICIPATED FUTURE REJECTION) Charisse Corsbie-Massay¹, Stephen J Read¹; ¹University of Southern California – Social exclusion is often experimentally studied using one of three manipulations (ostracism, rejection, or anticipated rejection), but few studies compare these methodologies. This study utilizes a 3 (manipulation) x 2 (inclusion/exclusion) design to understand how different types of social exclusion impact positive affect, negative affect, and threats to psychosocial needs.

E73

A SOCIAL NETWORK ANALYSIS OF COLLEGE STUDENT CONNECTEDNESS Debra Mashek¹, Susan Martonosi¹, Liz Trawick¹, Dustin Tamashiro³, ¹Harvey Mudd College, ²Claremont Graduate University – Social network analysis (SNA) is a mathematical tool that quantifies and visualizes relationships among elements in a system. We used SNA to examine college seniors' relationships with other members of their class and then correlated SNA-derived metrics of social connectedness with academic attitudes, psychosocial well-being, behavioral intentions, and actual behaviors.

E74

REGULATORY FIT AND WANTING TO SPEND A LIFETIME WITH ONE'S ROMANTIC PARTNER Careen Khoury¹, C. Ward Struthers¹, Alexander G. Santelli², E. Tory Higgins²; ¹York University, ²Columbia University – This research investigated "value" from regulatory fit in the romantic domain. Results showed that for those who experienced fit, the more highly they thought of their romantic partners the more motivated they were to spend a life-time with them. For those who experienced non-fit, however, this positive relation was absent.

E75

HOW COMPASSIONATE GOALS PROMOTE GROWTH BELIEFS ABOUT RELATIONSHIPS Amy Canevello¹, Jennifer Crocker²; ¹University of North Carolina, Charlotte, ²The Ohio State University – We examined how compassionate goals to support others (Crocker & Canevello, 2008) promote relationship growth belief (Knee, 1998). In two longitudinal studies, compassionate goals predicted growth belief through need satisfaction. Additionally, roommates' goals indirectly predicted students' growth belief. Results suggest that own and others' goals shape relationship growth belief.

E76

ASSESSING RESPONSES TO HURT FEELINGS IN CLOSE RELATIONSHIPS: THE HARMFUL AND UNFAVORABLE RELATIONSHIP TENDENCIES SCALE Kelley J. Robinson¹, Jessica J. Cameron¹; ¹University of Manitoba – We created a measure of relationship-destructive reactions to hurt feelings. Factor analyses confirmed our expected typology, revealing four subscales: distancing, controlling, excessive reassurance-seeking, and aggressive behaviors. Four subsequent self-report studies validated this factor structure and provided evidence for convergent and discriminant validity. Informants also corroborated self-reported behavior.

E77

THE EFFECT OF PRIMING APPROACH AND AVOIDANCE RELATIONSHIP GOALS ON ATTENTION TO INTERPERSONALLY ASSOCIATED WORDS They Prok¹, Shelly L. Gable¹; ¹University of California, Santa Barbara – This study examined whether priming approach and avoidance relationship goals influenced word recognition and access to interpersonally associated words. Participants were primed with approach, avoidance, or no relationship goals, and then completed a lexical decision task. Results indicated that approach and avoidance relationship goals affect attention to relationship stimuli.

E78

I DON'T BELONG IN YOUR SHOES: THE EFFECTS OF SOCIAL EXCLUSION AND ROLE-PLAYING ON PERSPECTIVE-TAKING Monica E. Munoz¹, Nancy Garcia¹; ¹Texas A&M International University – The effects of social exclusion and role-play on perspective-taking effort were examined. It was predicted that exclusion would increase effort and role-play would enhance this effect. While exclusion, alone, did not increase effort, role-play enhanced only the effort of non-excluded individuals. Interestingly, excluded role-players exhibited the least effort.

E79

THE MICHELANGELO PHENOMENON: PARTNER AFFIRMATION, PERSONAL CONCERNS, AND RELATIONAL CONCERNS Madoka Kumashiro¹, Michael K. Coolsen²; ¹Goldsmiths, University of London, ²Shippensburg University – Affirmation by close partners of each other's most important goals is hypothesized to be affected by competing needs of each partner's goal pursuits. Longitudinal analyses of two studies on romantic couples revealed earlier levels of goal correspondence facilitated later reports of partner affirmation, personal growth, and couple well-being.

E80

INCREASING SOCIAL ENGAGEMENT AMONG LONELY INDIVIDUALS: THE ROLE OF EXPLICIT THOUGHTS ABOUT SOCIAL ACCEPTANCE Gale M. Lucas¹, Nicolette L. Bacci², Andrew M. Hallberg², Surya Nagarajan², Vera Warren², Paige E. Mullins²; ¹Western Oregon University, ²Willamette University – Lucas et al. (2010) found that subtly priming social acceptance cues evokes promotion motivations, which in turn improves engagement in social interactions among lonely individuals. Current research replicates and extends this finding, demonstrating that imagining -but not remembering- experiences of acceptance increased social engagement among lonely, but not non-lonely, participants.

E81

EXPLORING PERCEPTIONS OF SAYING I LOVE YOU IN ROMANTIC RELATIONSHIPS Brooke Blomquist¹, Sarah Chatfield¹, Traci Giuliano¹; ¹Southwestern University – We explored gender differences in perceptions of the timing and meaning of the words I love you in heterosexual romantic relationships. As expected, men and women sometimes have different reasons for saying I love you, but they agree on when saying I love you is appropriate.

E82

TO PRAISE OR CONDEMN? EFFECTS OF ATTACHMENT AND FEEDBACK VALENCE AND SPECIFICITY ON TASK PERFORMANCE John K Sakaluk¹, Omri Gillath¹, Danielle Dollinger¹; ¹University of Kansas – Three studies were conducted to examine the effect of feedback-type on task performance for people with different levels of attachment anxiety and avoidance. Results indicate that feedback valence (positive, neutral or negative) and specificity (mood induction, task-related [general], or task-related [specific]) affect participant performance differently depending on dimensions of attachment.

E83

COMMITMENT DETERMINES REACTIONS TO SUPERIOR ROMANTIC RELATIONSHIPS Sabrina Thai¹, Penelope Lockwood¹, Jennifer Na¹; ¹University of Toronto – We examined individuals' reactions to upward relationship comparisons by exposing dating and married participants to a highly successful relationship exemplar. Commitment moderated individuals' responses to the comparison. Higher commitment yielded more positive responses (i.e., greater relationship satisfaction, relationship optimism, and motivation to enhance relationship) than did lower commitment.

GSC Student Poster Award Finalist - Also presenting on board A9.

E84

WHY DO PEOPLE HAVE AFFAIRS? SEX DIFFERENCES IN MOTIVATIONS FOR INFIDELITY Tania Reynolds¹, David Frederick²; ¹UCLA, ²University of Hawaii at Manoa – Are there sex differences in reasons for infidelity? 65,029 participants responded to an online survey through MSNBC.com. Among participants who had been unfaithful, men were more likely to be motivated by desires for sexual variety and women were more likely to be motivated by emotional connection or mate-switching.

E85

ASSOCIATION BETWEEN ATTACHMENT ORIENTATIONS AND GENERAL AND DOMAIN SPECIFIC MOTIVATION Burak Dogruyol¹, Mehmet Harma¹; ¹Middle east technical university – Objective of this study is to explore the relationship between attachment related dimensions and the approach avoidance motivations in three domains; general, academic, and social domain. Extending previous findings, results emphasizes the importance of specifying the level of motivation and goals.

E86

IT IS BETTER TO BE FEARED THAN LOVED IF YOU CANNOT BE BOTH: MACHIAVELLIAN RESPONSES FOLLOWING REJECTION VERSUS OSTRACISM Taylor Tuscherer¹, Heather M. Claypool¹; ¹Miami University – Rejection may be more threatening than ostracism, resulting in domineering thinking and a disinterest in belonging. Accordingly, those who wrote about rejection (versus ostracism) reported lowered Need to Belong, and this effect was fully mediated by changes in Social Dominance Orientation. Rejected participants, evidently, would rather be feared than loved.

E87

RELATIONSHIP QUALITY AND INFLUENCE TACTIC EFFECTIVENESS IN CLOSE RELATIONSHIPS Allison K. Farrell¹, Jeffrey A. Simpson¹, Nickola C. Overall²; ¹University of Minnesota, ²University of Aukland – We expected relationship quality would moderate influence tactic effectiveness. Positive-direct tactic use predicted more behavior change over time in higher quality relationships, but less change in lower quality ones. Positive-indirect tactics showed the opposite pattern. Negative-indirect tactics were more effective in high quality relationships than in lower quality relationships.

E88

PERCEIVED SATISFACTION AND THE PREDICTION OF SOCIAL NETWORK MEMBER'S APPROVAL AND DISAPPROVAL OF ROMANTIC RELATIONSHIPS Paul E Etcheverry¹, Benjamin Le², Nicholas G Hoffman¹; ¹Southern Illinois University Carbondale, ²Haverford College – Social network member's romantic relationship approval may be based on network member's perceptions of the level of satisfaction in a romantic relationship. Two experimental studies manipulated perceived satisfaction and tested this hypothesis. The results supported the hypothesis with higher perceived satisfaction being associated with higher relationship approval in both experiments.

E89

SUBJECTIVE NORMS AND ROMANTIC RELATIONSHIP COMMITMENT: DOES EVERYONE EVERYWHERE ALLOW OTHERS TO INFLUENCE THEIR INTIMATE RELATIONSHIPS? Christopher R. Agnew¹, Ezgi Bes,ikci¹, Laura E. VanderDrift¹; ¹Purdue University – Deciding to stay with a romantic partner seems like a personal decision, but subjective norms predict commitment beyond other powerful predictors (with commitment mediating effect of SN on stability). We investigated boundary conditions of these effects. SN-commitment association was robust across samples. Differences emerged regarding the meditational role of commitment.

E90

THE RELATIONAL CONSEQUENCES OF SALIENT SOCIOCULTURAL NORMS AND A PHYSICAL APPEARANCE THREAT Vanessa Buote¹, Anne Wilson², Erin Strahan²; ¹Keyano College, ²Wilfrid Laurier University – We disentangled the effects of appearance norms and appearance threats on women's rejection sensitivity and willingness to work with others. Only the combination of salient norms and appearance threat led to higher rejection sensitivity and decreased desire to work with others. When norms are salient, appearance concerns have relational implications.

E91

SEXUAL OUTLAWS: SOCIETAL REBELLION AND SEXUAL SENSATION SEEKING BEHAVIORS AMONG GAYS AND LESBIANS Carlos O. Garrido¹, Catherine A. Cottrell¹; ¹University of Florida – What effect does a rebellious attitude toward society have on sexual sensation seeking (SSS) among gays and lesbians? Across two studies, we found: 1) a strong positive correlation between rebellion and SSS and 2) priming rebellion increased physical attraction toward a same-sex target.

E92

INDIVIDUAL CHOICES REGARDING COMMITMENT WITH A ROMANTIC PARTNER Julia Feldman¹, Rupert Nacoste²; ¹North Carolina State University – Undergraduates participated in focus groups and completed surveys regarding their beliefs about commitment with their current romantic partner, as well as long-term romantic relationships in general. Results concluded a general lack of awareness for reasons to commit. Notably, the term "love" did not appear in any participant's response.

E93

A LONGITUDINAL ANALYSIS OF PARTNER-SPECIFIC ATTACHMENT ANXIETY Marie E. Heffernan¹, R. Chris Fraley¹; ¹University of Illinois at Urbana-Champaign – We asked participants to complete weekly on-line relationships surveys for one year to examine the factors that explain within-person variation in partner-specific attachment anxiety (PS-Anxiety). Hierarchical linear modeling revealed that PS-Anxiety decreased over time, and fluctuations in PS-Anxiety were associated with relational and intrapersonal variables. Practical implications are discussed.

E94

WHY THE POWERFUL FORGIVE: THE FUNCTION OF PARTNER BLAME AND RELATIONSHIP SATISFACTION FOLLOWING INFIDELITY Erinn C. Squires¹, Michael J. A. Wohl¹, Christopher G. Davis¹; ¹Carleton University – The present study examines the association between power and forgiveness within the context of infidelity in a romantic relationship. Results showed that forgiveness of the act of infidelity increased alongside a sense of power. Both partner blame and relationship satisfaction mediated this effect. Implications for relationships following infidelity are discussed.

Emotion

E95

INDUCED GOALS TO EXPERIENCE DISCRETE POSITIVE EMOTIONS PREDICT DISTINCT BEHAVIORS Lillia Cherkasskiy¹, Peter Salovey¹; ¹Yale University – We previously found that individual differences in endorsement of goals to feel pride and pleasure predict success and failure at tasks requiring self-control like the Stroop. In the present study, participants induced to desire pride or pleasure replicated these effects, suggesting that emotion goals can be induced like other goals.

E97

SEEING IS FOR MOVING: BIASED DISTANCE PERCEPTION, AFFECTIVE SIGNALING, AND OPTIMAL ACTION Shana Cole¹, Emily Balcetis¹, David Dunning²; ¹New York University, ²Cornell University – In three studies, we explore distance perception to objects that elicit negative emotions. Objects that arouse fear are perceived as physically closer than those that arouse disgust. Importantly, these biases are only found when the object itself elicits the emotion. We suggest that perceptions are biased to promote optimal action.

GSC Student Poster Award Finalist - Also presenting on board A1.

E98

EVIDENCE OF THE DISCRIMINANT VALIDITY OF TWO VARIETIES OF "THE CHILLS" Laura Maruskin¹, Todd Thrash², Andrew Elliot³; ¹Stanford University, ²College of William & Mary, ³University of Rochester – “The chills” refers to a set of bodily sensations, such as goosebumps and shivering, that accompany strong emotion. Two studies indicate that “the chills” is a multidimensional construct with distinct “goosetingles” and “coldshivers” factors. Goosetingles and coldshivers involve different sensations and are associated with different emotions.

E99

SERENITY NOW! THE INFLUENCE OF AFFECT VALENCE AND ACTIVATION ON SECONDARY CONTROL Stephanie J. Tobin¹, Judy Tidwell²; ¹University of Queensland, ²University of Houston – Two experiments tested whether low activation positive affect increases acceptance of and adjustment to negative circumstances (secondary control). Calming music increased secondary control when causally uncertain participants thought about a problem. Similarly, viewing pleasant pictures increased satisfaction with an unsuccessful performance. Contextual factors can be harnessed to boost secondary control.

E100

THE INFLUENCE OF CLOSURE ON WHETHER PEOPLE REGRET MISTAKES THEY CAN OR CANNOT UNDO James L. Cazares¹, Jeff T. Larsen¹; ¹Texas Tech University – Two competing principles predict whether people regret things they can or cannot undo. We tested when each principle might operate. Among participants who had not obtained closure, past opportunity was associated with more regret. Among those who had obtained closure, however, future opportunity was associated with marginally more regret.

E101

MONEY IMPAIRS EMPATHY, EVEN WHEN IT PAYS: THE EFFECTS OF FINANCIAL INCENTIVE ON EMPATHIC ACCURACY Christine Ma-Kellams¹, Jim Blascovich¹; ¹University of California, Santa Barbara – Two studies examined the effects of financial incentives on empathic accuracy. Participants who received a financial incentive for their performance on a task involving inferences regarding others' emotions were less accurate relative to those who received no financial incentive. Further, interdependent self-construal mediated the link between financial incentive and empathy.

E102

THE EFFECT OF ANGER ON BEHAVIORAL INHIBITION David Tang¹, Catherine Glenn², Hajcak Greg², Schmeichel Brandon¹, Harmon-Jones Eddie¹; ¹Texas A&M University, ²Stony Brook University – Two experiments tested the hypothesis that anger disrupts inhibition. In Study 1, participants completed a stop-signal task following a neutral, angry or anxiety manipulation. Controlling for anger and anxiety, participants exhibited poorer inhibition when angry. In Study 2, participants high in sensation seeking showed poorer inhibition when angry.

E103

GRATITUDE INCREASES NONCONSCIOUS MIMICRY BEHAVIOR Leah Dickens¹, David DeSteno¹; ¹Northeastern University – We examined gratitude's motivational effect on social bonding, specifically investigating nonconscious mimicry. Results showed that participants mimicked confederates significantly more when in a grateful rather than neutral state. Interestingly, self-reports of affiliation did not differ between groups. Nonetheless, the mimicry findings indicate gratitude's ability to nonconsciously foster behaviors promoting affiliation.

E104

ON THE FUNCTIONAL ACTIVATION OF EMOTIONS IN GOAL PURSUIT Brian Simpson¹, David Matsumoto¹, Ezequiel Morsella¹, Andres Olide¹; ¹San Francisco State University – Participants showed automatic approach tendencies (pulling a joystick toward themselves) when confronted with incidental fatty sweets. The facial expressions and dieting intentions (restrained vs. unrestrained eaters) of participants was investigated. Data reveal the functional activation of emotion during goal pursuit.

E105

COMPETING FOR ATTENTIONAL PRIORITY: THREATS VERSUS TEMPORARY GOALS Julia Vogt¹, Jan De Houwer¹; ¹Ghent University – Two experiments investigate how attention is deployed when threatening and goal-relevant events are presented simultaneously. In contrast to predominant accounts of emotional attention, attention is automatically biased towards neutral but goal-relevant information even in a sample of high anxious individuals and when signals of imminent threat are used.

E106

CAN HAPPINESS MAKE US LAZY? HEDONISTIC DISCOUNTING CAN REDUCE PERSEVERANCE AND THE MOTIVATION TO PERFORM Liz Goldenberg¹, Joseph P Forgas¹; ¹University of New South Wales – Can happy mood reduce perseverance? Happy participants spent less time working on a demanding cognitive task, answered fewer questions and made fewer correct responses. A meditational analysis supported the hedonistic discounting hypothesis: happy mood reduced the value component of the Expectancy-Value model. The implications for real-world achievement situations are considered.

E107

SELF-BASED-PRIDE – A SOURCE OF MOTIVATION Vanessa L. Buechner¹, Reinhard Pekrun¹; ¹University of Munich – The experience of self-based-pride and social-comparison-pride depends on different frames of reference, namely individual improvement and social competition, respectively. An experiment, successfully inducing these forms of pride, showed self-based-pride participants to be the ones working on significantly more trials than the control group, highlighting the important motivational effect of self-based-pride.

E108

THE MOTIVATIONAL FUNCTIONS OF EMOTION: ACTION TENDENCIES, EMOTIONAL GOALS, AND ENACTED BEHAVIORS Craig A. Smith¹, Leslie D. Kirby²; ¹Vanderbilt Univ/Peabody College, ²Vanderbilt University, College of Arts & Science – We examine the motivational functions of a range of positive emotions, including happiness, pride, gratitude, hope, and challenge, in which both action tendencies and enacted behaviors associated with these emotions were assessed. We describe the distinct patterns of action tendencies associated with each emotion and the motivational goals they reflect.

E109

THE INFLUENCE OF OTHERS' REACTIONS TO ONE'S EMOTIONAL EVENTS ON ONE'S OWN Hyewon Choi¹, Eunkook M. Suh¹; ¹Yonsei University – This study examined how others' appraisals to one's emotional events had an impact on one's own appraisal of the emotional events. Participants who received negative feedback, compared to positive feedback on their happy events from others took it into account and even shifted their appraisal toward it.

E110

TAKING PRIDE IN BEING FAIR: THE ROLE OF ANTICIPATED EMOTIONS IN FAIR AND UNFAIR SOCIAL DECISIONS Job van der Schalk¹, Tony Manstead¹, Martin Bruder²; ¹Cardiff University, ²University of Konstanz – Our project investigates the influence of anticipated emotions on fairness. Two studies showed that others' emotions about fair behavior influ-

enced subsequent fairness. Study 2 also showed that self-reported anticipated pride and regret can both increase and decrease fairness. Anticipated emotions are an important predictor of fair behavior.

E111

ARTIFICIAL AWE: CREATING GOOSE BUMPS IN A SOCIAL CONTEXT Caitlin Powell¹, Courtney Howell¹, C. Michelle Clason¹, Robianna Hill¹; ¹Georgia College & State University – Participants watched a news clip about a piano prodigy. Half of them had water sprayed on their arms beforehand, and had a fan trained on their arms during the clip. These participants reported higher frequency of goose bumps, which lead to higher reports of awe. Awe was uncorrelated with envy.

E112

WHAT DOES LOVE AND JEALOUSY TASTE LIKE? EMBODIED REPRESENTATIONS OF LOVE BUT NOT JEALOUSY IN TASTE SENSATIONS Kai Qin Chan¹, Eddie Mun Wai Tong², Deborah Hui Tan²; ¹National University of Singapore; ²Radboud University Nijmegen, ²National University of Singapore – Love and jealousy metaphoric associations with taste sensations are common, but are they necessarily embodied? Participants who felt love (vs. jealousy) rated sweet-sour candy, bitter-sweet chocolate, and distilled water as sweeter. However, no effects of jealousy on sourness/bitterness were found. Hence, metaphors that exist may not necessarily reflect embodied processes.

E113

AFFECT SOMETIMES HURTS: THE ROLE OF AFFECTIVE PROSODY IN MEMORY WHEN TALKING ABOUT FACTS Xuan Zhang¹, Lisa Feldman Barrett^{2,3}; ¹Boston College, ²Northeastern University, ³Harvard Medical School, Massachusetts General Hospital – We examined the effects of affective prosody on speech memory and explored the mediation effects of acoustic parameters. Compared to neutral prosody, positive and negative prosody made immediate recall and delayed recognition worse. Mediation analyses revealed that mean F0, mean Harmonic-to-Noise ratio, and intensity bins mediated such effects.

E114

DISCRETE EMOTIONS PREDICT CHANGES IN COGNITION, JUDGMENT, EXPERIENCE, BEHAVIOR, AND PHYSIOLOGY: A META-ANALYSIS OF EXPERIMENTAL EMOTION ELICITATIONS Sarah Flores¹, Heather Lench¹, Shane Bench¹; ¹Texas A&M University – This meta-analysis examined the extent to which discrete emotions elicit changes in cognition, judgment, experience, behavior, and physiology, whether these changes are correlated, and what factors moderate the magnitude of these effects. There were moderate differences among discrete emotions, differences among negative emotions, and correlated changes in outcome measures.

E115

INDUCTION OF ELEVATION, BUT NOT AMUSEMENT, ENHANCES SPIRITUALITY THROUGH THE INCREASE OF MEANING IN LIFE Patty Van Cappellen¹, Vassilis Saroglou², Maria Piovesana²; ¹Université catholique de Louvain & National Fund for Scientific Research (FNRS), ²Université catholique de Louvain – Previous research suggested that self-transcendent positive emotions (awe), but not necessarily other positive emotions, increase spirituality. We extend this research and show that induction of elevation makes participants to report higher spirituality compared to amusement and neutral conditions. The effect was mediated by increase of meaning in life.

E116

AFFECTIVE CHANGES AFTER LEARNING ABOUT GENETIC SUSCEPTIBILITY TO ALCOHOLISM Ilan Dar-Nimrod¹; ¹U. of Rochester – This is the first study in which individuals receive (bogus) personal genetic susceptibility information in a randomized manner. The findings indicated that individual who believed they tested positive for genetic susceptibility to alcoholism experienced an increase in negative affect compared with individual who believed they tested negatively.

E117

EFFECTS OF ANGER ON CREATIVE TASK PERFORMANCE Stephanie Lichtenfeld¹; ¹Department of Psychology – The aim of the present study was to investigate the influence of the emotion anger on creative task performance. As hypothesized the results of our study provide evidence that anger, which has been found to be an approach-related emotion, is indeed fostering creativity.

E118

VERBAL COGNITION PROMOTES POSITIVE THOUGHTS AND SPATIAL COGNITION PROMOTES NEGATIVE THOUGHTS: THE CASE FOR COGNITION REGULATING EMOTIONS Justin Storbeck¹; ¹Queens College – Research has found that positive affect promotes verbal working memory and negative affect promotes spatial working memory. We examined and found a reciprocal connection between cognition and emotion. Specifically, verbal working memory facilitated evaluations of positive pictures and words, whereas spatial working memory facilitated evaluations of negative pictures and words.

E119

POWER, FAILURE, AND REGRET Gillian Ku¹, Jennifer Whitson², Ena Inesi¹; ¹London Business School, ²University of Texas at Austin – How does power affect regret following objectively-bad outcomes? In Experiment 1, the powerful experienced more regret than the powerless. In Experiment 2, the powerful experienced more regret only when negative feedback was strong and unambiguous, but not when vague. The powerful suffer regret only when failure is impossible to ignore.

E120

AUTOMATIC EFFECTS OF SOCIAL APPRAISAL ON THE RECOGNITION OF EMOTIONAL EXPRESSIONS Christian Mumenthaler^{1,2}, Vanessa Maendly¹, David Sander^{1,2}; ¹Laboratory for the study of Emotion Elicitation and Expression (E3Lab), Department of Psychology, University of Geneva., ²Swiss Center for Affective Sciences, University of Geneva. Geneva, Switzerland. –

The notion of «social appraisal» proposes that the way an individual appraises an event is influenced by the way other individuals appraise this event. Results revealed an automatic effect of social appraisal on the recognition of dynamic facial expressions of fear that were gazed at by masked expressions of anger.

E121

THE DIFFERENCE BETWEEN EXPERIENTIAL PURCHASES AND MATERIAL PURCHASES IN TERMS OF AFFECTIVE EXPERIENCE Bora Min¹, Incheol Choi¹; ¹Seoul Nat'l University – The essential difference between experiential and material purchases was investigated in terms of affective experience in 4 studies. Experiential purchases have richer and intenser affect spectrum, provide unattenuated affects despite temporal distance, naturally involve social connection, and consequently produce far stronger affects when accompanied by other people.

E122

THE INFLEXIBLE NATURE OF MORAL DISGUST Pascale Sophie Russell¹, Roger Giner-Sorolla¹; ¹University of Kent – To examine the flexibility of anger versus disgust, participants read a description of a moral violation and gave their emotions and moral judgments. After generating potential circumstances they completed the measures again. The results indicated that anger is more flexible than disgust, and is more instrumental in changing moral judgments.

E123

THE EMOTIONAL CIRCUMPLEXES OF INDIVIDUALS WITH ALEXITHYMIA Christine Hart¹, Subhadip Pal¹, Julia Graber¹; ¹University of Florida – Applying Feldman's (1995) technique to the emotional experiences of individuals with alexithymia, we have found that participants with alexithymic symptoms emphasize valence significantly less when

reporting on their emotions in comparison to other participants. This tendency may suggest a fundamental difference in how individuals with alexithymia understand their emotions.

E124

HOW EMOTION AND COGNITION INTERACTIONS CREATE COGNITIVE REGULATION COSTS: IMPLICATIONS FOR MENTAL RESOURCES AND PERFORMANCE Chelsea F. Dahl¹, Justin Storbeck¹; ¹Queens College - CUNY – Positive affect promotes verbal ability, whereas negative affect promotes spatial ability. Emotion and cognition misalignment for current task demands produces cognitive regulation costs, which impairs initial working memory task performance. To overcome these costs, mental resources are exhausted, resulting in impaired inhibitory performance on a subsequent stop-signal task.

E125

THE EFFICACY OF BOTTOM UP GENERATED DISTRACTION RELATIVE TO TOP DOWN GENERATED REAPPRAISAL William Brady¹, Andrea Samson², Gal Sheppes³, James Gross²; ¹Georgia State University, Stanford University, ²Stanford University, ³Tel Aviv University – Emotion regulation strategies such as cognitive reappraisal are typically considered as deliberate, top-down generated strategies that can help down-regulating negative emotions. This study suggests that bottom-up generated strategies can be more efficient than top-down generated strategies demonstrated in achieving the same levels of negative affect reduction while requiring less effort.

E126

NEGATIVE EMOTIONS WITH POSITIVE OUTCOME - THE IMPACT OF EPISTEMIC EMOTIONS ON KNOWLEDGE GENERATION Elisabeth Meier¹, Julia Cada¹, Reinhard Pekrun¹; ¹University of Munich – An event-contingent diary study explored the concept of epistemic emotions which links curiosity, surprise, confusion, anxiety, enjoyment and frustration to knowledge generating activities. According to theory, our results show that both positive (curiosity and surprise) and negative (confusion and anxiety) emotions can be connected to positive behaviors.

E127

IDENTIFYING THE NONVERBAL CORRELATES OF LOVE IN NEWLY-ACQUAINTED DYADS Tanya Vacharkulksemsuk¹, Barbara L. Fredrickson¹; ¹University of North Carolina, Chapel Hill – Can affiliative cues of love arise among strangers? Forty-five same-sex dyads completed Aron et al.'s (1997) closeness induction paradigm and video-coded for Duchenne smiles, nods, leans, and eye contact. Consistent with past research, the cues predict more affiliation. Furthermore, distinct associations of cues with discrete positive emotions (love, curiosity) show.

E128

PERCEIVING EMOTION OF PEOPLE WITH FACIAL PARALYSIS: EVIDENCE FOR HOLISTIC INTEGRATION OF MULTIPLE COMMUNICATION CHANNELS Kathleen Bogart¹, Linda Tickle-Degnen¹, Nalini Ambady¹; ¹Tufts University – We examined perceivers' emotion judgments of people with facial paralysis (FP). Perceivers judged emotions of people with severe FP less accurately than people with mild FP. This difference was largest when perceivers only saw the face and reduced when more expressive channels were available. Results suggest emotion is perceived holistically.

GSC Student Poster Award Finalist - Also presenting on board A32.

E129

SAD AND HEAVY: THE BI-DIRECTIONAL LINK BETWEEN EMOTIONAL AND PHYSICAL HEAVINESS Xue Zheng¹, Dilip Soman², Jayanth Narayanan¹; ¹National University of Singapore, ²University of Toronto – Embodiment theories suggest that activating a concept is accompanied by bodily experience. In two studies, we found that conceptual and emotional primes led

to a bodily experience of heaviness. In a third study, we manipulated physical heaviness and found that participants carrying a heavy backpack feel sadder.

E130

TARGET RACE MODULATES THE INFLUENCE OF FACIAL MORPHOLOGY ON EMOTION RECOGNITION John Wilson¹, Kurt Hugenberg¹; ¹Miami University – In this work, facial morphology influences the recognition of basic emotional expressions. Facial maturity facilitates recognition of anger, and babyishness facilitates recognition of happiness. Further, the influence of morphology on emotion recognition is moderated by race. Among White participants, morphology influences recognition for Black faces more strongly than White faces.

E131

WHAT EMOTION DOES THE “FACIAL EXPRESSION OF DISGUST” EXPRESS? Sherri Widen¹, Joseph T. Pochedly¹, James Russell¹; ¹Boston College – The emotion attributed to the canonical “facial expression of disgust” depended on what faces preceded it. Children (N=120, 5-14 years) saw it as disgust when the preceding set included an angry scowl but as anger when the angry scowl was omitted or replaced by a “sick face.”

E132

THE FACIAL-EMOTION SIZE ILLUSION: ANGRY AND HAPPY EXPRESSIONS MAKE FACES LOOK LARGE Masako Kikuchi¹, Mieke Lagerwaard¹, Stephanie Reeves¹, Reginald B. Adams, Jr.², Max Weisbuch¹; ¹University of Denver, ²Pennsylvania State University – We examined how facial emotion influenced the visual perception of size. We predicted and found that faces expressing approach-oriented emotions (anger, joy) looked larger than faces expressing avoidant emotion (fear). This effect occurred even though all faces were identical in size. We interpret these results in terms of perceptual predictions.

E133

CONSCIENTIOUSNESS MODERATES DESIRED AFFECT IN SITUATIONS OF HIGH PSYCHOLOGICAL DEMAND Aaron C. Weidman¹, Adam A. Augustine², Jessica L. Tracy¹; ¹University of British Columbia, ²University of Rochester – We investigated whether desired affect varies as a function of conscientiousness. Results revealed an interaction between desired arousal and pleasantness predicting conscientiousness, across multiple demanding situations (e.g., studying), suggesting that highly conscientious individuals prefer to down-regulate pleasant affect in situations that require focus, whereas low-conscientious individuals seek to enjoy themselves.

E134

PURSuing A FUNCTIONALIST ACCOUNT OF BEHAVIORAL DIFFERENCES BETWEEN EMOTIONS BY INTEGRATING THE STUDY OF ACTIONS, INHIBITED ACTIONS, AND BIG-FIVE STATES Erika H. Rauch¹, Erik E. Nofle¹; ¹Willamette University – Functionalist theories propose that different emotions elicit distinct action tendencies that address the threats, challenges, and opportunities afforded by situations. The present study identifies and compares three aspects of action tendencies—performed actions, inhibited actions, and Big-Five states—elicited by 15 different emotions. Results were consistent with the functionalist view.

E135

THE INFLUENCE OF SWEARING AND PSEUDO-SWEARING ON THE PAIN TOLERANCE OF CATASTROPHIZERS Nancy Alvarado¹, Ann M. Englert¹; ¹California State Polytechnic University, Pomona – Replicating the benefits of swearing on cold pressor pain tolerance, this study found that humorous pseudo-swearing provides benefits for catastrophizers beyond those provided by swearing. We suggest that reduction of fear of pain (negative affect, anxiety) may be the mechanism behind hypoalgesic benefits of both swearing and pseudo-swearing (humor).

E136

THE ACTIVATING, CREATIVE POWER OF DEACTIVATING EMOTIONS: THE INFLUENCE OF RELAXATION DURING INCUBATION PERIOD ON IDEA GENERATION Julia S. Cada¹, Elisabeth Meier¹, Reinhard Pekrun¹; ¹University of Munich – An event-contingent creativity diary study explored emotions enhancing the benefit of incubation period during idea generation. The results show incubation period significantly positively correlating with the emotion relaxation, which in turn raises the discussion of relaxation being a cognitive, activating rather than deactivating emotion.

E137

GRATITUDE: PROMPTING BEHAVIORS THAT BUILD RELATIONSHIPS. Paul Condon¹, Monica Bartlett², Jourdan Cruz², Jolie Baumann¹, David DeSteno¹; ¹Northeastern University, ²Gonzaga University – Two laboratory studies demonstrate that gratitude increases behaviors centered on building relationships with novel partners. Study 1 found that gratitude (compared to a neutral emotion) led participants to spend more time with a partner, while Study 2 found that participants incurred a cost to protect a partner.

E138

PUBLIC AND PRIVATE TRANSGRESSIONS: HOW DISCOVERY AFFECTS MOTIVATIONS TO AMEND AND AVOID Ryan S. Darby¹, Christine R. Harris¹; ¹University of California, San Diego – Shame has traditionally been linked with avoidance motivations and public transgressions. The current studies, however, demonstrate that public transgressions, compared to private, promote both avoidance and amends motivations and behaviors. We demonstrated this effect with two studies that used hypothetical vignettes and another using an actual experimentally induced transgression.

E139

LOVE < OPTIMISM: ON THE DIFFERENT EFFECTS OF POSITIVE EMOTIONS ON MORAL DECISION MAKING Frederieke van Dongen¹, Eric R. Igou¹; ¹University of Limerick – Across five studies in moral domains (e.g., environmental, economical, relationships), one positive emotion (love) led to less moral decisions than another positive emotion (optimism). These differences in morality seem to be rooted in the strength with which emotions are associated with two psychological dimensions: fulfillment and perspective (temporal, global).

Person Perception/Impression Formation

E140

THE RELATIONSHIP BETWEEN NARCISSISM AND INTERPERSONAL PERCEPTION Robert E. Wilson¹, Simine Vazire¹; ¹Washington University in St. Louis – Does narcissism lead to negative perceptions by close friends and family? To address this question, we collected self-reported NPI and IIP scores as well as perceived authenticity scores from participants' friends and family. We found that narcissists had many negative interpersonal attributes and informants perceived narcissists as having low authenticity.

E141

ARE IMPRESSION MANAGERS AS NICE AS THEY CLAIM TO BE? EVIDENCE FROM PRISON Christopher Davis¹, Jennifer Thake¹, John R. Weekes²; ¹Carleton University, ²Correctional Service of Canada – Debate continues about the validity of measures of impression management (IM). Some suggest that impression managers really are nice. Drawing from a large sample of offenders (N= 11370), we find that high IM scores are associated with fewer antisocial attitudes, but also convictions for more serious crimes and longer sentences.

E142

THE ENEMY EFFECT: PERCEPTIONS OF SIMILARITY AS A FUNCTION OF ATTRACTION Brian Collisson¹, John Chambers¹; ¹University of Florida – Similarity breeds attraction (Byrne, 1971), but does attraction also breed perceived similarity? The current research addresses this question by examining the inferences people make towards a likable and dislikable other. Findings suggest that perceiving similarity as a function of attraction establishes cognitive balance and consistency within the individual (Heider, 1958).

E143

MULTI-MODAL MINDSETS: SENSORY CUES INFLUENCE THE PERCEPTION OF PERSONALITY Rodolfo C. Barragan¹, Ezgi N. Akcinar¹, Carol S. Dweck¹; ¹Stanford University – Physical cues are shown to influence lay theories of personality.

E144

NEGATIVITY BIAS IN (IMPLICIT) IMPRESSION FORMATION Terri G. Seuntjens¹, Kate A. Ratliff²; ¹Tilburg University – Although much research has examined negativity bias in impression formation, most has focused on explicit impression formation. The present research demonstrates that, although positive information forms stronger attitudes than negative information, implicit impressions change more as a consequence of new negative information compared to new positive information.

E145

EXPOSURE TO PHENOTYPIC DIVERSITY REDUCES RACIAL ESSENTIALISM Rebecca Grunberg¹, Michael Slepian¹, Nalini Ambady¹; ¹Tufts University – Across two studies, exposure to diverse individuals was examined as a potential mechanism for reducing racial essentialism. Presentation of diverse, relative to non-diverse, Black and White targets decreased racial essentialism by diminishing categorical thinking. The current studies suggests that lay theories about race can be shaped by passive everyday experiences.

E146

NOT WHAT YOU THINK: JUDGMENT TRANSFORMATION THROUGH NONCONSCIOUS THOUGHT Steven Parkin¹, Robin R. Vallacher¹; ¹Florida Atlantic University – Maintaining attitude consistency by suppressing contradictory thoughts leads to nonlinear changes in perceivers' evaluations of another person. From a dynamical systems perspective, suppressed information becomes organized as an alternative attractor in the perceiver's cognitive system, leading to change away from an initial attitude, as measured by the Mouse Paradigm procedure.

E147

TESTING THE SIMILARITY-ATTRACTION LINK IN A LIVE ROMANTIC CONTEXT: PERCEIVED SIMILARITY PREDICTS INITIAL ATTRACTION, BUT ACTUAL SIMILARITY DOES NOT Natasha Tidwell¹, Paul Eastwick¹, Eli Finkel²; ¹Texas A&M, ²Northwestern University – The present study is the first to examine simultaneously the effects of actual and perceived similarity on attraction when participants are meeting for the first time in a real life dating context. Data from a speed-dating event revealed that perceived, but not actual, similarity significantly predicted romantic liking.

E148

NARCISSISM AND FIRST IMPRESSIONS IN A SPEED-DATING STUDY Robert Ackerman¹; ¹Michigan State University – A speed-dating paradigm was used to clarify the roles played by different narcissistic traits in the generation of romantic appeal. Undergraduate students (n = 232) completed the Narcissistic Personality Inventory and engaged in five-minute speed dates. Results highlighted the importance of grandiosity in the first impressions of narcissists.

E149**YOU ARE SO BEAUTIFUL... TO ME: DO ROMANTIC PARTNERS HAVE KNOWLEDGE OF THEIR PARTNERS' IDENTITY AND REPUTATION?**

Brittany C. Solomon¹, Simine Vazire¹; ¹Washington University in St. Louis – Are romantic partners aware that they have overly positive views of each other? Research shows both positivity and accuracy coexist in romantic partners' perceptions of each other. Romantic partners show self-partner agreement on the Big Five traits whereas they hold overly positive views of their partners on highly evaluative traits.

E150**JUSTIFYING INTERPERSONAL CHOICES WITH ROSY IMPRESSIONS: THE EFFECTS OF PERCEIVED ROOMMATE CHOICE ON FIRST AND LONG-TERM IMPRESSIONS OF COLLEGE ROOMMATES**

Christine Reyna¹, Lauren Winczewski¹, Dylan Damrongvachiraphan¹, Geoffrey Wetherell¹; ¹DePaul University – People are motivated to justify their choices, especially important choices. The present research investigates the illusion of choice on how freshmen develop impressions of college roommates and examines these impressions across time. Illusions of choice over roommate selection predict forming positive first impressions of roommates which persist over time.

E151**DECODING EMOTIONAL EXPRESSIONS OF VARYING INTENSITIES AS A FUNCTION OF RELATIONSHIP AND EMOTION ATTENTION**

Fang Zhang¹, Maria Parmley¹; ¹Assumption College – The present study proposed that the link between recognition of facial expressions and personality correlates may be mediated by the type of the relationship existing between the judge and the target. The findings suggest that motivational factors play an important role in emotional attention to affect recognition accuracy.

E152**THE DOWNSIDE OF POSITIVE GOSSIP**

Jamie Snider¹, Stephen Reysen¹; ¹Texas A&M University-Commerce – We examined the effect of gossip intention to harm and motivation to gossip on targets' emotions, perceptions, and endorsed behaviors. Overall, participants felt greater negative emotions and rated the gossipier more negatively when there was an external rather than internal reason for their positive gossip.

E153**IMPRESSIONS AND EMOTIONS AS DETERMINANTS OF INTERPERSONAL BEHAVIORS.**

Naoya Yada¹, Tomoko Ikegami¹; ¹Osaka City University, Japan – This study examines whether the BIAS map theory actually applies when the target is an individual person. Our results show that personal judgments on competence and warmth and social comparison-based emotions determine behavioral tendencies toward individual targets in a similar manner as they do toward group targets.

E154**META-PERCEPTIONS AND THE PERCEPTION OF EMOTION**

A. Daniel Catterson¹, Serena Chen¹; ¹University of California, Berkeley – Two studies examined how meta-perceptions – beliefs about how others see the self – affect perceptions of emotion and social outcomes. Situationally-induced negative meta-perceptions, but not self-perceptions, led participants to perceive ambiguous smiles more negatively (Study 1) and to perceive greater pity, thus desiring less help from others (Study 2).

E155**THE PRECEPTS UNDERLYING THE PERCEPTION OF EMOTION: THE ROLE OF SENSITIVITY TO SPATIOTEMPORAL FORMS**

Vanessa L. Castro¹, R. Thomas Boone²; ¹North Carolina State University, ²University of Massachusetts Dartmouth – Two studies sought to examine the processes by which people attribute emotion to nonverbal displays. We hypothesized that sensitivity to angularity, rhythm, force, and spatial-configura-

tion would predict the ability to accurately perceive emotions. Our hypotheses were supported, suggesting that people utilize sensitivity to spatiotemporal precepts when attributing emotion.

E156**DON'T SIT SO CLOSE TO ME: IS SOCIAL DISTANCING USED TO COUNTERACT THE GUILTY BY ASSOCIATION EFFECT?**

Jennifer Dobson¹, Elizabeth Shantz², Jennifer Fortune³, Ian Newby-Clark¹; ¹University of Guelph, ²Guelph, Ontario, ³University of Toronto – The guilty by association effect is the erroneous belief that observers will judge people (Associates) harshly for their friend's (Offender) socially inappropriate behavior (Fortune & Newby-Clark, 2008). This study sought to identify behaviors that Associates use to counteract this effect. We demonstrated that Associates physically distance themselves from an Offender.

E157**IT'S BETTER TO BE DEVIL THAN HALF-ANGEL. INFLUENCE OF PROCESSING DYNAMICS ON SOCIAL JUDGMENTS OF EMOTIONAL DISPLAYS.**

Michal Olszanowski¹, Piotr Winkielman²; ¹Warsaw School of Social Sciences & Humanities, ²University of California, San Diego – Presented studies examines the effects of fluency with which people can perceive and categorize emotional facial displays. We show that ambiguous displays can become disfluent, which can influence social judgments (e.g. liking or trustworthiness).

E158**BACKFIRE EFFECT: EMPHASIZING REPRODUCTIVELY ADVANTAGEOUS MALE TRAITS IN A DATING PRIME ENGENDERS LOWER FEMALE INTERPERSONAL ATTRACTION**

Chia Niap Tan¹, Fen-Fang Tsai²; ¹National University of Singapore, ²Department of Psychology, National University of Singapore – Addressing the inadequacies of the Evolutionary axiom of interpersonal attraction, this study depicts how indiscriminate emphasis of reproductively advantageous male traits can backfire even in a dating prime. By considering several other premises, a working model for attraction can be generated that is both coherent with theory and yet generalizable.

E159**AT FACE VALUE: GENDER TYPICALITY, POLITICAL ORIENTATION, AND PERCEPTIONS OF FEMALE POLITICIANS**

Colleen M. Carpinella¹, Kerri L. Johnson¹, Matthew Rilla¹; ¹University of California, Los Angeles – We examined objective measurements and perceptions of gender typicality of politicians. Republican women were objectively more sex-typed in facial structure than Democratic women, and were also perceived as more feminine. Facial cues denoting gender typicality may drive perceptions of female politicians differently based on political party identification.

E160**GENDER IMPRESSION FORMATION: THE ROLES OF PHYSICAL FEATURES AND CATEGORY MEMBERSHIP**

Allison Varley¹, Gabrielle Filip-Crawford¹, Craig T. Nagoshi¹; ¹Arizona State University – Are judgments of masculinity and femininity based on physical features or category label? Ratings varied linearly with sex-typed facial features, with targets presented with a label (“male” or “female”) being judged as less masculine and feminine than targets presented without a label. Physical features and labeling both influence impression formation.

E161**FROM SOMEBODIES TO BODIES: TOWARDS A BETTER UNDERSTANDING OF THE CAUSES, PROCESS AND CONSEQUENCES OF OBJECTIFICATION**

Elise Holland¹, Nick Haslam¹; ¹The University of Melbourne – While research on objectification abounds, there is little consensus regarding how best to measure the process. The present study aimed to fill this gap, investigating the mediating role of a) reduction to body and b) attributions of personhood on the relationship between a well-established precursor and several consequences of objectification.

- E162**
HEARING MAKES YOU SEE DIFFERENTLY! ETHNICITY AND GENDER IN CROSS CATEGORIZATION Tamara Rakic¹, Melanie C. Steffens¹; ¹Friedrich Schiller University Jena – Using a “Who Said What”-paradigm and multinomial modelling, two experiments investigated the outcomes of gender and ethnicity in cross categorization when both categories are presented only visually or visually and auditory.
- E163**
HIGHER RANKS LEAD TO LESS COOPERATIVE LOOKS Patricia Chen¹, James T. Johnson¹, Meredith E. Merlanti¹, Stephen M. Garcia¹; ¹University of Michigan, Ann Arbor – Group rankings influence an individual's cooperative behavior, which then manifests nonverbal expression. In four studies, we tested the hypothesis that the higher ranked an individual's group is, the less cooperative the facial expression of that person is judged to be.
- E164**
SITUATED STATUS: AN INTERACTIONAL PERSPECTIVE ON STATUS SIGNALING Nicholas Durant¹, Paul K. Piff¹, Michael W. Kraus², Andres G. Martinez¹, Dacher Keltner¹; ¹University of California, Berkeley, ²University of California, San Francisco – Participants were assigned to low- and high-status roles in monopoly. Naïve observers viewed these interactions and estimated participants' SES. Observers' estimates of SES accurately predicted targets' family income, but only in the high-status condition. In the low-status condition, estimates of SES did not differ between high- and low-SES participants.
- E165**
STEREOTYPES OF MATERIAL AND EXPERIENTIAL PURCHASES: INVOLVING OTHERS MATTERS Stephanie D. O'Keefe¹, Peter A. Caprariello¹, Harry T. Reis¹; ¹University of Rochester – How does the involvement of others influence stereotypes about spending money on life experiences versus material items? We found that people described as buying experiential purchases that are shared with others are rated more positively and intrinsically motivated than people described as buying life experiences alone and material purchases.
- E166**
THE EFFECTS OF INTERPERSONAL ACCURACY ON RAPPORT BUILDING IN INITIAL INTERACTIONS Courtney Brown¹, Cameron Anderson¹; ¹UC Berkeley – This experiment examined the role of accuracy in rapport building. We conducted a social relations analysis of interpersonal perceptions following short conversations between previously unacquainted undergraduates of the same-sex. Results revealed that individuals who were more accurately judged by others were less liked and respected by their interaction partners.
- E167**
INDIVIDUAL AND CONTEXTUAL DIFFERENCES IN UNDERGRADUATES' PERCEPTIONS OF JUVENILE DELINQUENTS Jacob J. Ogle¹, Alicia Limke²; ¹The University of Oklahoma, ²University of Central Oklahoma – After completing measures of self-esteem and locus of control, 170 undergraduates read vignettes depicting juveniles who have committed a crime and rated their perceptions of globality, stability, and internality of the juvenile's behaviors. As expected, self-esteem, locus of control, and the juveniles' labels predicted participants' views of the juveniles.
- E168**
EFFECTS OF PERSPECTIVE ON PERCEPTIONS OF MORAL HYPOCRISY Willie J. Hale¹, David R. Pillow¹; ¹University of Texas at San Antonio – Participants provided examples of their own and another person's past hypocritical behavior, which were analyzed along several dimensions. Fewer actual hypocritical examples as well as more mitigating information were provided for self versus others' hypocrisy, consistent with the actor-observer bias. Additionally, four distinct forms of hypocrisy emerged from the analysis.
- E169**
THE EFFECTS OF TATTOO SIZE AND LOCATION OF RATINGS OF PERCEIVED ATTRACTIVENESS AND MULTIPLE PERSONALITY CONSTRUCTS Braydon Howard¹, Lora L. Jacobi², Rhiannon M. Fante³, Sara C. Savoy⁴; ¹Stephen F Austin State University – The effects of tattoo size (small/large) and location (arm/face) on perceived attractiveness and person perception were examined. Participants (83) read a blind-date vignette and rated the date on personality and appearance constructs. Tattoo size and location affected perceived attractiveness, with facial and large tattoos receiving the lowest levels of attractiveness.
- E170**
THE NARCISSISTIC TARGET AT SHORT-TERM ACQUAINTANCE: EFFECTS ON POPULARITY, REPUTATIONS AND THE ACCURACY OF PERSONALITY JUDGMENTS Albrecht C. P. Kuefner¹, Mitja D. Back¹; ¹Johannes Gutenberg University, Mainz – Using a social relations model approach we show that targets' narcissism affects popularity, reputations and the accuracy of personality judgments during early social encounters. Differentiated effects were found for men and women that could be explained by specific interaction processes. These results shed light on the interpersonal dynamics of narcissism.
- E171**
UNDERSTANDING IN THE FACE OF DISAGREEMENT: EMPATHIC ACCURACY AND ATTITUDE SIMILARITY Devin E. Howington¹, Sara D. Hodges¹; ¹University of Oregon – This study explored the effects of attitude similarity on empathic accuracy. Dyads who disagreed on a contentious issue were surprisingly better at guessing each other's thoughts than those who agreed. However, an interaction showed that this pattern occurred mainly in participants who inferred thoughts noted during, not after, the conversation.
- E172**
THE EFFECTS OF EUPHEMISTIC FRAMING ON REACTIONS TO DOMESTIC VIOLENCE AMONG WHITE AND LATINO RESPONDENTS. Jennifer J. Wacan¹, J. Guillermo Villalobos², Donna M. Garcia¹; ¹California State University, San Bernardino, ²University of Nevada, Reno – White and Latino participants read a euphemized or clear depiction of a domestic violence incident involving a White or Latino family. Euphemized framing resulted in higher victim blame from Latino participants only. Both ethnic groups rated the event graver and were more willing to intervene when it involved in-group members.
- E173**
ACCURACY OF CATEGORIZATION OF PERCEPTUALLY AMBIGUOUS GROUPS: A META-ANALYSIS Konstantin Tskhay¹, Nicholas O. Rule¹; ¹University of Toronto – A meta-analysis was conducted to quantitatively review the research literature concerned with the accuracy of categorization for ambiguous groups (e.g., gays). Meta-analytic techniques were used to describe the overall effect and the differences between modalities. The overall effect of accuracy was significantly above chance. Results provide implications for further investigation.
- E174**
EFFECTS OF TARGET GENDER AND PARKINSON'S DISEASE SYMPTOMS ON ACCURACY OF OLDER ADULTS' FIRST IMPRESSIONS OF SOCIAL SUPPORTIVENESS Amanda Hemmesch^{1,3}, Linda Tickle-Degnen², Leslie Zebrowitz³; ¹Boston University, ²Tufts University, ³Brandeis University – We found that the accuracy of observers' impressions of targets with Parkinson's disease (PD) varied by targets' gender and levels of tremor and facial masking, two PD symptoms ($ps < .05$). While higher tremor may distract observers from cues of social supportiveness, higher facial masking may lead observers to search for cues.

E175

WHO SAID WHAT? CHILDREN AND ADULTS' RACIAL AND GENDER CATEGORIZATIONS OF NOVEL INDIVIDUALS Jennifer Ma¹, Marissa Dannaway¹; ¹Scripps College – The present research aimed to examine how pre-school aged children (Study 1) and adults (Study 2) categorize information provided by novel individuals varying in gender and race. The data suggest a primacy of categorization by gender than by race and that not all racial or dual categorizations are equally accurate.

E176

DETECTING DEPRESSION ACROSS SOCIAL CONTEXTS Jenna Baddeley¹, Lindsay T Graham¹, Robert E Wilson², Samuel D Gosling¹, James W Pennebaker¹; ¹University of Texas at Austin, ²Washington University, St. Louis – Can observers detect others' depression across contexts? Observers were shown a picture, read a target's dialogue, or briefly interacted with a target. Inter-rater reliability in depression ratings was high. However, observers underestimated targets' depression and were more accurate when shown only verbal or visual information than after interpersonal interaction.

E177

"THAT RILEY...": REGULATORY FIT, METACOGNITION, AND TARGET LIKEABILITY INTERACT TO AFFECT EXTREMITY OF IMPRESSION FORMATION Leigh Ann Vaughn¹, Ellen O'Malley¹, Abigail Dubovi¹, Ashley Ellenberger¹, Molly Saldo¹, Arielle Manganiello¹; ¹Ithaca College – We examined the extremity of impressions formed about "Riley", as moderated by varied positive or negative information about Riley, likelihood of reflecting on one's own thoughts during impression formation, and regulatory fit (vs. nonfit). Impressions of Riley were more extreme when participants experienced regulatory fit, but only in high-metacognition conditions.

E178

EMBODIED IMPRESSION FORMATION: SOCIAL JUDGMENTS AND MOTOR CUES TO APPROACH AND AVOIDANCE. Michael Slepian¹, Nicholas Rule², Steven Young³, Max Weisbuch⁴, Nalini Ambady¹; ¹Tufts University, ²University of Toronto, ³Fairleigh Dickinson University, ⁴University of Denver – We proposed that beyond cognitive and emotional processes, embodied cues would impact impression formation. In two studies, trustworthy, relative to untrustworthy, targets potentiated approach behaviors (Study 1), and arm-contractions that embody approach, relative to avoidance, enhanced trust towards others (Study 2). Impression formation, therefore, includes an embodied component.

E179

EYES OF A STRANGER: THE IMPACT OF MOTIVATION TO INDIVIDUATE ON VISUAL ATTENTION TO OTHER-RACE FACES Oth Vilaythong T.¹, Amanda Williams¹, Kerry Kawakami¹, David Sidhu¹; ¹York University – Two experiments investigated gaze patterns to Black and White faces using an eye-tracker. Although in general White participants looked longer at the eyes of Whites in comparison to Blacks, when instructed to individuate Blacks, this biased was reduced and greater attention to Black eyes improved recognition of Black targets.

E180

HOW DIFFERENT PERSPECTIVE-TAKING INSTRUCTIONS AFFECT SELF-OTHER OVERLAP Michael W. Myers¹, Sean M. Laurent², Sara D. Hodges³; ¹Showa University, ²University of Wyoming, ³University of Oregon – Two studies (combined n=175) found that college students given "imagine self" perspective-taking instructions reported greater self-other overlap with a target in need than students given "imagine other" perspective-taking instructions or objective control instructions. In contrast, empathic concern was greater in both perspective-taking conditions than in the control condition.

E181

"THAT'S TERRIBLE!": SEXIST HUMOR IN SOCIAL SITUATIONS Melissa Klein¹, Megan Strain¹, Donald Saucier¹; ¹Kansas State University – We examined the effects of targets' reactions to disparaging humor within social interactions. Target women's reactions to male jokers' use of sexist humor interacted with participant sex to affect the perceptions of the jokers. We suggest that social context variables be included when examining the effects of disparaging humor.

E182

IT'S HOW WE RELATE THAT MAKES ME CARE WHAT YOU THINK ABOUT ME: RELATIONSHIP STRUCTURE AND RELATIONSHIP-CONTINGENT SELF-ESTEEM Rado Lazic¹, Mariana A. Preciado¹, Alan P. Fiske¹; ¹University of California Los Angeles – The present research examines the relationship between the structure of dyadic relationships and relational impact on self-esteem. Results from two studies show that dyadic relationships described as more communal or hierarchical were perceived as significantly more impactful on the self-esteem than relationships describe as more equality or exchange-based.

E183

SCARY MINDS: FEAR AND UNBALANCED PERCEPTIONS OF AGENCY AND EXPERIENCE Ryan S. Ritter¹, Ivan Hernandez¹, Jesse Lee Preston¹; ¹University of Illinois at Urbana-Champaign – Three studies investigated observers' response to mental imbalance between agency and experience in other agents. Results suggest that "unbalanced" agents – who are perceived to have relatively more agency than experience (or vice versa) – elicit greater fear than agents with a "balanced" mind. Thus, an "unbalanced" mind is a scary mind.

E184

EXAMINING THE CROSS RACE EFFECT AND EXPOSURE DURATION IN LINEUP IDENTIFICATION Simon Howard¹, Samuel R. Sommers¹; ¹Tufts University – The present study explored the CRE using a presentation of a surprise crime video and the use of a lineup identification paradigm. Specifically, we examined the effects of target race and exposure duration on lineup performance. Findings demonstrated a reliable CRE; evidence regarding the effects of exposure duration was mixed.

E185

NARRATIVES VERSUS IMPRESSIONS: THE EFFECTS OF PROCESSING OBJECTIVES AND TARGET MOTIVES ON TRAIT INFERENCES Kristi Costabile¹; ¹Iowa State University – Experiment examined interaction of processing objectives and motive consistency on trait inferences for observed behaviors. Participants read behaviors performed by two targets. Participants given narrative instructions made more trait inferences when behavior was inconsistent with targets' motives. Motives did not affect judgments made by those forming impressions of targets.

E186

PROACTIVE INTERFERENCE AS EVIDENCE OF SPONTANEOUS SOCIAL INFERENCES Yuanbo Wang¹, Jim Uleman¹; ¹New York University – Participants memorized and recalled lists of trait-implicating behavioral descriptions. Results showed spontaneous proactive interference (PI), i.e., performance on successive recall lists decreased when each list implied the same trait, and recovery from PI when new implied traits were introduced. This method could also reveal unconscious stereotyping, prejudice, etc.

E187

BEAUTY IS IN THE EYE OF THE BEHOLDER: PERCEPTIONS AND METAPERCEPTIONS OF PHYSICAL ATTRACTIVENESS Youyou Wu¹, Erika N. Carlson¹, Simine Vazire¹; ¹Washington University in St. Louis – We examined the cues people use to judge physical attractiveness, how these cues differ across social contexts, and the extent to which people know how oth-

ers rate their attractiveness. Findings suggest that cues differ across contexts, yet people are aware of the unique impressions they make on attractiveness.

Social Judgment/Decision-Making

E188

REDUCING PERPETRATOR BLAME: THE EFFECTS OF EUPHEMISTIC FRAMING AND VICTIM PROVOCATION ON RESPONSES TO DOMESTIC VIOLENCE J. Guillermo Villalobos¹, Donna M. Garcia²; ¹University of Nevada, Reno, ²California State University, San Bernardino – In this study, men and women read a domestic violence scenario containing either clear or euphemized language and either a minimal or moderate instance of victim provocation. Results suggest an interaction among framing, level of victim provocation, and participant gender on perceptions of blame and punishment in domestic violence cases.

E189

THE EFFECT OF RELIGIOUS PRIMES ON WILLINGNESS TO FOLLOW A LEADER Jessica Marie Shenberger¹, Michael A. Zárate¹; ¹University of Texas at El Paso – The present study tested whether priming religious concepts increased willingness to follow a confederate leader. Participants were primed with religious or neutral concepts, and then engaged in a group decision-making discussion with other participants and a confederate. As predicted, participants followed the confederate after being primed with religious concepts.

E190

BEYOND CAMERA PERSPECTIVE: JUDGMENT PERSEVERANCE IN EVALUATIONS OF VIDEO-RECORDED CONFESSIONS G. Daniel Lassiter¹, Shannon K. Pinegar¹, Lezlee J. Ware¹; ¹Ohio University – We demonstrate that judgment perseverance (maintenance of an evidence-based evaluation that persists despite subsequent discrediting of the initial evidence) can detrimentally affect evaluations of videotaped confessions. We also demonstrate that a second viewing of the confession can reduce judgment perseverance by permitting a re-encoding of the initial information to occur.

E191

FOOLED BY FLUENCY? THE EFFECT OF COMPANY NAME COMPLEXITY ON THE INTUITIVE VALUATION OF STOCKS Carly S. Hennessy¹, Alfred Collazo¹, David A. Armor¹; ¹San Diego State University – Results from four experiments reveal that people expect companies with easy-to-pronounce names, or easy-to-pronounce ticker codes, will outperform companies with difficult-to-pronounce names or ticker codes. Contrary to prior claims, these “name complexity effects” cannot be explained by processing fluency but instead reflect a belief in the effective marketability of simplicity.

E192

WHAT DOES TRUST SOUND LIKE?: FLUENT PHARMACEUTICAL NAMES ARE JUDGED AS MORE TRUSTWORTHY Ivan Hernandez¹, Jesse Lee Preston¹; ¹University of Illinois at Urbana-Champaign – This research examines how an objects’s fluency affects ratings of trust, and how these results can be extended towards areas of medicine. In a series of studies, we found that participants rated medicines with phonologically and visually fluent names as more trustworthy, and also judged them as being more expensive.

E193

WHEN DOES CHOOSING SHAPE EXPECTATION EFFECTS?: THE MODERATING INFLUENCE OF MOTIVATION FOR CONTROL Andrew Geers¹, Heather Rasinski¹, Stephanie Fowler¹, Jason Rose¹, Morgan Rohan¹, Scott Brown¹, Barbara Nagel¹; ¹University of Toledo – Choosing between options (e.g., food, jobs) can strengthen the assimilative influence of an expectation. For example, placebo expectations produce greater pain relief when individuals select their placebo treatment. Here we experi-

mentally manipulated choice, expectations, and motivation for control and found that choice enhances expectation assimilation primarily when individuals desire control.

E194

PREDICTING PREMEDITATION: FUTURE BEHAVIOR IS SEEN AS MORE INTENTIONAL THAN PAST BEHAVIOR Zachary C Burns¹, Eugene M Caruso¹, Daniel M Bartels²; ¹University of Chicago Booth School of Business, ²Columbia University – We demonstrate that people judge the same behavior as more intentional when it will be performed in the future than when it has been performed in the past. This was partially explained by stronger current affect, and lead to more deserved punishment for the future action than the past one.

E195

EXEMPLAR LEVEL CONSTRUAL INCREASES DETECTION OF THREATS Rob Foels¹, Felicia Pratto¹; ¹University of Connecticut – We examined whether construal level influences the detection of threat objects by exposing participants to a construal manipulation. Compared to control, threat detection was increased for exemplar but not prototype level, with no differences in response time. These results suggest that exemplar level construals increase threat detection without sacrificing speed.

E196

ADVERTISING ENERGY SAVING PROGRAMS: THE POTENTIAL ENVIRONMENTAL COST OF EMPHASIZING MONETARY SAVINGS Daniel Schwartz¹, Wandu Bruine de Bruin¹, Baruch Fischhoff¹, Lester Lave¹; ¹Carnegie Mellon University – We examined whether emphasizing the monetary benefits inherent to an intrinsically motivating behavior would help or hurt people’s willingness to engage in that behavior. We found that highlighting the monetary benefits of energy-saving programs, whether alone or in addition to environmental benefits, reduced respondents’ willingness to enroll in those programs.

E197

WHAT IS REALLY ASSESSED AS RISK-TAKING: RISK-SEEKING OR LOSS-AVERSION? Irem Uz¹, Markus Kimmelmeier²; ¹TOBB University of Economics and Technology, ²University of Nevada, Reno – Tasks that are used in psychology to assess risk-seeking/avoidance may not necessarily do so. Our experiment (n = 157) with the popular Balloon Analogue Risk Task (BART) reveals BART is a measure of loss-aversion rather than risk-seeking/avoidance because it has both gain and loss components.

E198

KNOWING WHAT'S INSIDE COUNTS: PRIME AWARENESS DIMINISHES EFFECTS OF EMBODIED METAPHORS David Reinhard¹, Jesse Chandler², Norbert Schwarz³; ¹University of Virginia, ²Princeton University, ³University of Michigan – Participants rated a novel as more important when concealed weights were included within it. However, this effect was not observed when participants were shown the concealed weights. This suggests that people can avoid incorporating embodied sensations into metaphorically related judgments when they are aware of an irrelevant source.

E199

BUT FOR THE GRACE OF GOD: COUNTERFACTUALS INFLUENCE RELIGIOUS BELIEFS AND IMAGES OF THE DIVINE Anneke Meyer-Berg¹, Shira Gabriel¹, Michael Poulin¹; ¹University at Buffalo – Why do some feel divine presence, while others remain atheist? In two studies, counterfactual thinking affected strength and nature of belief. Study 1: Counterfactual thinking led to stronger belief in God. Study 2: Assignment to downward counterfactuals lead to explicitly and implicitly higher endorsement of beliefs in a responsive deity.

E200

THE BENEFITS OF “SLEEPING ON THINGS”: UNCONSCIOUS THOUGHT LEADS TO AUTOMATIC WEIGHTING Maarten Bos¹, Ap Dijksterhuis¹, Rick Van Baaren¹; ¹Radboud University Nijmegen – Three experiments show that unconscious thought leads to automatic weighting: Important decision attributes receive more weight than unimportant ones. Unconscious thinkers preferred Quality cars (few, but important positive attributes and many, but unimportant negative attributes) over Frequency cars (many, but unimportant positive attributes and few, but important negative attributes).

E201

ALCOHOL AND CIGARETTE CONSUMPTION DURING PREGNANCY: HOW FRAMING WARNING LABELS CAN CHANGE ATTITUDES Lindsey Harkabus¹, Jennifer J. Harman¹; ¹Colorado State University – This study examined how messages framed in ways that emphasize different consequences of drinking or smoking behavior (e.g., provide information about threats that can be avoided by not drinking; gain-avoidance frame) could differentially effect individual's attitudes towards cigarette smoking (cigarette model) or drinking (alcohol model) during pregnancy.

E202

EXTREME ANCHORING Steven Bengel¹, Duane Wegener¹; ¹Ohio State University – Selective accessibility and anchor-and-adjust approaches to numerical anchoring suggest that variation in extreme anchors (beyond a range of plausible values) do not produce different judgments. A study measuring people's perceived plausibility ranges suggests that variation in anchor extremity beyond those ranges does produce different amounts of anchoring.

E203

VOICE FREQUENCY AMPLIFICATION ALTERS THE STRENGTH OF ATTRIBUTE FRAMING EFFECTS. Michael McCormick¹, John Seta¹, Catherine Seta²; ¹The University of North Carolina at Greensboro, ²Wake Forest University – We used a new, applicable, sound frequency amplification manipulation to differentially enhance right versus left hemisphere processing and alter the strength of an attribute framing effect. We found a strong framing effect only when right hemisphere processing was enhanced. These results suggest the right hemisphere is especially susceptible to associations.

E204

LOYALTY TO RED AND BLUE: A COMMENT ON MORAL FOUNDATIONS THEORY Zeljka Buturovic¹; ¹Zogby International – According to Moral Foundations Theory, conservatives' moral judgment is based on ingroup/loyalty more than liberals'. Seven scenarios featuring inconsequential actions violating one's loyalty to a moral community were administered to 2055 likely voters. The data suggest that difference between liberals' and conservatives' concern with ingroup/loyalty is smaller than previously thought.

E205

DYSPHORIC PREFERENCE FOR PERIPHERY Shivaun Henrickson¹, Kevin Rounding², Jill A. Jacobson³; ¹Queen's University – We examined if dysphoria was associated with greater attention to the periphery. When describing pictures, greater dysphoria was associated with a primacy of reporting peripheral objects and describing more peripheral than central objects. Thus, dysphoric people, like East Asians, may focus more attention on the background than the figure.

E206

THE MORAL COPING MODEL: PREDICTING REPEATED MORAL TRANSGRESSIONS FROM MORAL EMOTIONS AND COPING STRATEGIES Amanda Fox¹; ¹University of California, Riverside – Undergraduates were studied to substantiate the Moral Coping Model, which posits that, after a transgression, people cope in line with their affective

reactions, which can then help predict repeated transgressions. We found we could predict how a transgressor would cope based on their feelings and the likelihood of repeated transgressions.

E207

PUPPIES, SPIDERS AND HUNCHES: BIASES IN STIMULI MATTER Shannon Pinegar¹, Keith Markman¹; ¹Ohio University – This study examined how biases in stimuli influence intuition. Participants were shown the artificial grammar system where letters were represented by pictures of spiders (negativity bias), puppies (positivity bias), or vegetables (no bias). Results showed that the groups that had biases performed worse than the no bias condition.

E208

NOT GETTING STUCK IN THE TREES: POSITIVE AFFECT CAN OVERCOME THE INFLUENCE OF LOW-LEVEL MINDSETS IN INTERTEMPORAL PREFERENCE Jin Seok Pyone¹, Alice M. Isen¹; ¹Cornell University – Prior research suggests that low-level or concrete (vs. abstract) mindsets decrease self-control in subsequent intertemporal decision making. Two studies show that positive affect can eliminate this suboptimal influence of low-level construal in such situations. Under positive affect, people showed a greater delay-of-gratification even when they were in concrete low-level mindset.

GSC Student Poster Award Finalist - Also presenting on board A25.

E209

REAPPRAISE FAST, DON'T DIE YOUNG: REAPPRAISAL AS A NEGATIVE PREDICTOR OF RISK BEHAVIORS Christopher Barlett¹, Sara Prot¹, Ksenija Bosnar²; ¹Iowa State University, ²University of Zagreb – To explore the role of reappraisal in the emergence of young adults' risk behaviors, 927 students completed a questionnaire measuring risk behaviors, reappraisal and relevant control variables. Negative correlations were found between reappraisal and several risk behaviors, but canonical correlation analyses showed sex and peer pressure to be stronger predictors.

E210

THE ROLE OF EXPERIENCE IN BEHAVIORAL DECISIONS ABOUT PAIN Natalie M. Wheeler¹, Irene V. Blair², Holen E. Katz², Leaf Van Boven²; ¹University of Chicago, ²University of Colorado-Boulder – We investigated whether varying amounts of experience in an emotional domain (pain) would affect people's behavioral decisions to avoid future pain. Participants with more experience (90-sec) with the experimentally induced pain were more likely to avoid future pain. Having a little experience (20-sec) had only modest benefits over no experience.

E211

OPTIMISM FROM NEGATIVITY: THE DIFFERENTIAL IMPACT OF POSITIVE AND NEGATIVE VALUE ON LIKELIHOOD JUDGMENTS Shane W. Bench¹, Heather C. Lench¹; ¹Texas A&M University – Across two studies, optimistic bias was driven by the relatively large impact of negative outcomes compared to positive outcomes on judgments in a game of chance. This extends prospect theory by demonstrating a valence asymmetry in perceived event likelihood in addition to the previously proposed difference in value.

E212

THINKING ABOUT YOU, WORRYING ABOUT ME: SELF-OTHER DIFFERENCES IN RISK PERCEPTION AND THE INFLUENCE OF NUMERACY AND EMOTIONS Lindsay A Kennedy¹; ¹Hendrix College – The relationship between numeracy and other-focused risk estimates is well-studied; less is known about numeracy and personal risk estimates, which involve emotions. Worry, not numeracy, was hypothesized to predict personal estimates and behavioral intentions. Participants were provided statistics and estimated risk and behaviors for themselves and others. Hypotheses were supported.

E213

THE VOTER'S DILEMMA: THE DIFFERENT ROLES OF ANGER AND GUILT IN VOTERS' RESPONSES TO LEADER TRANSGRESSIONS Monica Gamez-Djokic¹, Daniel Molden¹; ¹Northwestern University – Participants in a group elected a “leader” to distribute a pool of lottery tickets. After the leader acted unfairly, individuals who had voted for this person felt either more angry or more guilty than individuals who had not. Moreover, whereas anger increased subsequent punishment of the leader, guilt decreased punishment.

E214

SHIFTING AWAY FROM DISCOMFORT: MANAGING DECISION DIFFICULTY THROUGH RECONSTRUALS Stephanie Carpenter¹, J. Frank Yates¹, Stephanie D. Preston¹, Lydia Chen¹; ¹University of Michigan – Research examined whether shifting preferences and importance weights over time to be consistent with a choice leaning (i.e., coherence shifting) reduced feelings of discomfort. Physiological skin conductance responses were measured to assess task discomfort. Results were consistent with our proposed model of coherence shifting resolving discomfort and decision difficulty.

E215

EFFECTS OF DESENSITIZATION ON DISGUST EMBODIMENT Kathryn Post¹, Tomi-Ann Roberts¹; ¹Colorado College – This study tested whether sensory desensitization can weaken the embodiment relationship between a disgust stimulus and the associated cognitive response. Desensitization to a stimulus appears to be able to moderate activation of the negative associations commonly observed with disgust embodiment. Desensitization of embodied responses, therefore, has potential socio-moral benefits.

E216

THE ROLE OF COUNTERFACTUAL POTENCY IN REGRETS OF ACTION AND INACTION Mariette C. Champagne¹, John V. Petrocelli²; ¹University of Chicago, ²Wake Forest University – The current study explored the relationships between prior knowledge, behavior (i.e., action/inaction) and regret, and whether these relationships are contingent upon counterfactual potency (i.e., subjective estimates of counterfactual probabilities). Results indicated that counterfactual potency mediates the relationship between the prior outcome × behavior interaction for perceived levels of regret.

E217

COUNTERFACTUAL THINKING AND ESCALATION OF BLAME William Self¹; ¹University of California, Berkeley – A series of three experiments demonstrated a relationship between counterfactual thoughts, specifically thoughts about how a harmful norm violation could have turned out better, and increased blame and punishment directed at a norm violator. These studies also examined anger's role as a mediator of the relationship between counterfactuals and blame/punishment.

E218

DOMESTIC VIOLENCE INTERVENTION FOR AMERICAN INDIAN AND EUROPEAN AMERICAN COUPLES. Rosa Hazel Delgado¹, Cynthia Willis-Esqueda¹, Leslie Martinez¹; ¹University of Nebraska-Lincoln – Domestic violence culpability attributions were investigated for American Indians and European Americans who varied in alcohol use and the woman's provocation and retaliation for the incident. Results indicated negative biases against the American Indians during domestic violence resulting in less intervention.

E219

MOTIVATIONAL CONTEXT AS A DETERMINANT OF COLLECTIVE ACTION ON BEHALF OF THE INGROUP OR OUTGROUP Molly VanDeursen¹, Ruth Warner¹; ¹Saint Louis University – Participants were exposed to a social justice issue that affected either their ingroup or an outgroup and were given either a power or values-oriented reason for engaging in collective action. Religious identification and empathy towards the target group predicted collective action; power and values orientations did not.

E220

EPISTEMIC EXISTENTIAL ROOTS OF STATUS QUO PREFERENCE Justin Cheng¹; ¹Loyola University Chicago – Research on the Existence Bias, System Justification Theory, and related models demonstrates that individuals tend to perceive extant states as more desirable than alternatives. We find that when primed with epistemic-existential uncertainty, individuals particularly sensitive to uncertainty threats exhibit a greater overall preference for the status quo.

E221

ON BENDED KNEE: EMBODIMENT AND RELIGIOUS JUDGMENTS Michael Richard Ransom¹, Mark D. Alicke²; ¹Fairmont State University, ²Ohio University – People regularly kneel during prayer. The current research investigates this embodiment effect and examines how kneeling influences people's judgments of pictures with possible religious undertones. Results showed that kneeling participants, compared to sitting participants, identified the pictures as religious objects to a significantly greater percentage.

E222

INDIVIDUAL DIFFERENCES IN VALENCE WEIGHTING: MANIFEST WHEN MOTIVATION OR OPPORTUNITY TO DELIBERATE IS LOW Matthew D. Rocklage¹, Russell H. Fazio¹; ¹Ohio State University – The relative weight individuals give to positives versus negatives, their weighting bias, is an initial default tendency that may relate to their final judgments. Two experiments confirm that individuals rely on their weighting bias to navigate ambiguous situations particularly when they lack the motivation or opportunity to deliberate more extensively.

E223

MORAL DECISION MAKING IN A NON-CLINICAL POPULATION WITH A HIGH SCORE FOR PSYCHOPATHY Keita Masui¹, Mitsuhiro Ura¹; ¹Hiroshima University – Deontological and utilitarian moral judgments of a non-clinical sample with high or low psychopathy scores were investigated. Results showed that the score of primary psychopathy correlated positively with the permissibility of utilitarian judgment under the deontological condition such that most people intuitively choose the deontological option.

E224

PERSONALITY PREDICTORS OF POSITIVE SEROSTATUS AND EFFECTS ON WELL-BEING: FIRST PROSPECTIVE FINDINGS Andreas Wismeijer¹, Marcel van Assen¹; ¹Tilburg University – For this study 339 HIV-positive participants reported their level of serostatus disclosure to their partner, family, friends, and colleagues and completed personality questionnaires. Participants most often reported their status to their partner. The most consistent determinants of serostatus disclosure were a longer time since infection, lower self-concealment, and higher negative affectivity.

E225

JUST WORLD MAINTENANCE PATTERNS AMONG INTRINSICALLY AND EXTRINSICALLY RELIGIOUS INDIVIDUALS Anna Pope¹, Ruth Warner¹, Molly VanDeursen¹; ¹St. Louis University – Participants read a mugging vignette and then completed measures of just world maintenance strategies (victim blaming, derogation, benefit finding, restitution and demonizing). High extrinsic religiosity was related to more use of maintenance strategies in general, while higher intrinsic religiosity was positively related to endorsement of “benevolent” strategies but not others.

E226

INDIVIDUAL DIFFERENCES IN FRIENDSHIP STRATEGY Jennifer Arter¹, Eunice Lee¹, Miri Park¹, Jose Partida¹, Nha Vu¹, Lucia Jacobs¹; ¹UC Berkeley – People choose friends based on similarity, proximity, and attractiveness (Fehr, 1996). Are there also individual differences in friend preferences? We created a questionnaire measuring a continuum of friendship "strategies," ranging from "exploration" to "intimate exchange." This measure related to extraversion, kindness/warmth, mating strategy, and preferred activities with friends.

E227

COMPETITION ENTRY DECISIONS: NUMBER OF COMPETITORS, SOCIAL COMPARISON, AND THE RATIO BIAS Kathrin Hanek¹, Stephen Garcia¹; ¹University of Michigan – Extending literature on contextual factors of competition, specifically the number of competitors (N), we investigated competition entry decisions. Findings indicate that, while in many competitions people exhibit a ratio bias in their preferences for the size of N, in others the tendency to use social comparison shapes entry decisions.

E228

MINDFULNESS REDUCES BIASED SOCIAL JUDGMENTS Timothy Hopthrow¹, Nic Hooper¹, Brian Meier², Ulrich Weger¹; ¹University of Kent, ²Gettysburg College – Mindfulness is a state of non-judgmental attention that allows the person to experience information non-evaluatively in the present moment and improves attention focus. Two studies show that by inducing a state of mindfulness using a short 5-minute task the fundamental attribution error can be reduced.

E229

BIAS BLIND SPOT EFFECTS IN INFORMATION CHOICES FOR SELF AND OTHERS: THE ROLE OF BIAS WARNINGS AND TRAIT MODERATORS James R. Friedrich¹, Sarah A. Schroeder¹; ¹Willamette University – We explored bias blind spot effects (Pronin, 2007) through students' information preferences and ratings of bias potential for reviewable materials in a hypothetical essay competition. Warnings of potential for bias increased perceived vulnerability and restriction of information for others but not for oneself. Trait moderator effects were suggestive but inconsistent.

E230

CAUSAL EXPLANATIONS AND PERCEPTIONS OF CHILDREN'S BEHAVIORS Jennelle Yopchick¹, Nancy Kim¹; ¹Northeastern – Does experience affect judgments about the abnormality of child behaviors? Non-parents judged well-explained behaviors as more normal, common, culturally acceptable, and adaptive than poorly-explained or unexplained behaviors. Conversely, parents were uninfluenced by explanations for cultural acceptability and adaptiveness judgments, reflecting their practical knowledge that explanations cannot change negative societal responses.

E231

THE ROLE OF COMPETENCE AND INTEREST IN PREFERENCES FOR CHOOSING Erika A. Patall¹; ¹The University of Texas at Austin – This study examined whether feelings of competence and initial interest may influence preference for choosing. In response to a series of scenarios that varied in the tasks and circumstances described, participants expressed the greatest preference for choosing on tasks they were most competent or found most interesting.

E232

EVALUATING THE COST OF COUNTERFACTUAL-SEEKING IN REAL-WORLD DECISIONS Amanda R. Trask-Tolbert¹, Aimee Yeager¹, Amy Summerville¹; ¹Miami University – Previous research suggests that regret can lead to information search about foregone alternatives (counterfactual-seeking). In this study, we manipulated the type of outcome participants received and the amount of effort required to counterfactual-see. The results

suggest that experienced outcomes increase regret and counterfactual-seeking, while obstacles to obtaining information reduce counterfactual-seeking.

E233

A FAIRNESS HEURISTIC: PRE/POST-EJECTION BIAS IN UMPIRES' STRIKE ZONES Travis Carter¹, Devin Pope¹; ¹University of Chicago Booth School of Business – Baseball umpires are expected to be impartial and unerringly consistent. Do they nonetheless let accusations of bias color their judgment? We find that after issuing an ejection for arguing balls and strikes, umpires define the strike zone with a strong bias in favor of the ejected team's batters and pitchers.

E234

LOOK WHAT I BOUGHT: AN EXPLORATION OF STATUS CONSUMPTION OF LIFE EXPERIENCES Qian Jiang¹, Grant Donnelly¹, Ryan T. Howell¹; ¹San Francisco State University – We examined the social media intensions of materialistic and experiential buyers. Participants listed a purchase they intended to make in the next two weeks and forecasted if they would share that purchase through social media. Experiential buyers intended to share their experiential purchases; materialistic buyers intended share their material purchases.

E235

EXPAND YOURSELF! OPINION VOICING AS DRIVER OF CHOICE-MAKING BEYOND SELF-EXPRESSION Michail Kokkoris¹, Ulrich Kühnen²; ¹Bremen International Graduate School of Social Sciences, ²Jacobs University Bremen – We examine the interplay between opinion and choice as distinct means of self-expression. We find that the opportunity to express an opinion before making a choice decreases liking of choice (Study 1), whereas priming the benefits (vs. the detriments) of opinions leads to fewer exclusions of available options (Study 2).

E236

THE DIFFERENCE OF SATISFACTION WITH THE SECOND-BEST CHOICE BETWEEN HEDONIC AND UTILITARIAN CONSUMPTION Yoonji Shim¹, Jinhung Kim², Incheol Choi³; ¹Seoul National University, ²Seoul National University, ³Seoul National University – Two experiments were conducted to investigate the difference of satisfaction with the second-best choice between hedonic and utilitarian consumption. Our results demonstrated that the gap of satisfaction between the best and the second-best choices was greater when participants engaged in hedonic consumption than in utilitarian consumption.

E237

YES WE CAN! A DUAL MOTIVE APPROACH TO SYSTEM CHANGE Micah Goldfarb¹, Kentaro Fujita¹; ¹The Ohio State University – We propose there are two contrasting motives when contemplating system change: short-term system-justification vs. long-term system-improvement. We propose that the motive acted upon depends on one's perceived level of changeability and subjective construals. We found that when a sense of changeability was established, participants at high-level construals sought system improvement.

E238

MORAL CONVICTION AND IDEOLOGICAL CONSTRAINT Michal Reifentagar¹, Christopher Federico¹; ¹University of Minnesota – The work presented examined the impact of perceiving one's political ideology in moral terms on vertical and horizontal ideological constraint. Results indicate that morally vested political ideology is associated with greater ideological constraint suggesting that moral conviction is a motivating force in translating ideology into consistent issue positions.

E239**WHY ARE PEOPLE INCONSISTENT WHEN IT COMES TO PRIORITIZING LIFE?--GOALS AND POLICY JUDGMENTS** Meng Li¹, Gretchen Chapman¹;

¹Rutgers University – How should lives of different ages be prioritized in situations of resource scarcity? People give obviously inconsistent answers to this question, depending on whether they are asked directly about principles, or indirectly in hypothetical resource allocation tasks. We demonstrate this phenomenon in college and national samples and explore its mechanisms.

E240**WHEN DOES COMPARATIVE RISK PREDICT WORRY AND INTENTIONS? THE ROLE OF PREVENTION EFFORT VISIBILITY** Jason Paul Rose¹, Paul Windschitl², Elaine Bossard², Katy Bruchmann², Barbara Nagel¹, Jillian O'Rourke², Andrew Smith², Jerry Suls²;

¹University of Toledo, ²University of Iowa – The evidence is mixed with regard to whether absolute or comparative risks are more influential for worry/intentions. We show that comparative risks are correspondent with worry/intentions when others' prevention efforts are public and visible (e.g., driving habits contributing to accidents) vs. private and invisible (e.g., dental care contributing to gingivitis).

E241**HOW POLITE BEHAVIOR LIMITS SOCIAL FEEDBACK AND CONTRIBUTES TO OVERCONFIDENT SELF-ASSESSMENT** Adam Fay¹, Joyce Ehrlinger¹, Joanna Goplen¹;

¹Florida State University – We examined whether norms regarding politeness and the avoidance of confrontation contribute to inaccurate self-assessments. In Study 1, interaction partners masked disagreement and, consequently, left people overconfident in their persuasive abilities. A conceptual replication demonstrated that polite, disingenuous laughter leaves people overconfident in how funny they are perceived by others.

E242**VALUES MATTER: PREFERENCES FOR STEADFAST LEADERSHIP MAGNIFY WHEN SACRED TRADEOFFS ARE AT STAKE.** Alex Van Zant¹, Don A. Moore¹, Philip E. Tetlock²;

¹UC Berkeley, ²University of Pennsylvania – Using a scenario, we examined how preferences for resolute leaders vary with the nature of tradeoffs between mutually exclusive goals. Results indicate that, when abandoning altruistic goals for economic considerations, leaders are viewed less favorably than when abandoning economic goals for other economic considerations, particularly when the leaders express confidence.

E243**THE ROLE OF VICTIM'S CONSTRUAL LEVEL IN REACTING TO COMPETENCE VS. INTEGRITY-BASED TRUST VIOLATIONS** Gijs van Houwelingen¹, David de Cremer^{1,2}, Marius van Dijke¹;

¹Rotterdam School of Management, Erasmus University Rotterdam, ²London Business School – Two experimental studies show that victims only differentiate between competence and integrity-based trust-violations when victims tend to construe the situation concretely (i.e. on a low level). We argue that given high-level construals' abstract nature the motivation of a violation is then not taken as a cue for trust or action.

Stereotyping/Prejudice

E244**STEREOTYPING IS A TWO-WAY STREET: STEREOTYPE DIRECTIONALITY AND ITS IMPLICATIONS FOR CATEGORIZATION, REPRESENTATION, AND BEHAVIOR** William T.L. Cox¹, Patricia G. Devine¹;

¹University of Wisconsin - Madison – Stereotyping works in different directions, sometimes following group membership (e.g., inferring a man is athletic because he's black), and sometimes preceding it (e.g., inferring a man is gay because

he likes shopping), which yields different patterns of concept activation, and increased aggression. Directional stereotyping supports network models of stereotype representation.

E245**HIV AWARENESS APPEALS, ANTI-GAY PREJUDICE, AND CONSEQUENTIAL RISK BEHAVIOR** Kristen E. Konkel¹, Justin J. Lehmler², Michael L. Martinez¹;

¹Colorado State University, ²Harvard University – This experiment examined how anti-gay prejudice impacts perceptions of HIV-awareness appeals. Heterosexual participants viewed an HIV-awareness advertisement targeting gay men, or a more general ad. Participants viewing the gay men ad expressed more stereotypical views about AIDS and had lower intentions to practice safe-sex. Holding anti-gay prejudice amplified these effects.

E246**INVESTIGATING STRATEGIES THAT INDUCE THE CONFRONTATION OF RACIST COMMENTS** Cheryl Dickter¹;

¹College of William and Mary – Strategies to induce the confrontation of racist comments were investigated. Participants watched a diversity video and engaged in an online conversation with a confederate who made a racist statement. Confrontation was strongest when participants had been warned that such comments may occur and were given information about how to confront.

E247**BRIDGING SOCIAL PSYCHOLOGY AND HEALTH RESEARCH: THE EFFECTS OF AFROCENTRIC FEATURES ON PHYSICAL AND MENTAL HEALTH AMONG BLACKS** Nao Hagiwara¹, Louis A. Penner¹, Richard Gonzalez²,

Terrance L. Albrecht¹;

¹Karmanos Cancer Institute/Wayne State University, ²University of Michigan – Afrocentric features influence perceivers' reactions to Black targets, but little is known about their effects on the targets. This study found that Blacks with very stereotypic and very counter-stereotypic features reported poorer physical/mental health and had more chronic illnesses than other Blacks. Importantly, this relationship was mediated by perceived discrimination.

E248**SOCIAL CATEGORIZATION 2.0: EFFECTS OF ROBOT GROUP MEMBERSHIP ON ANTHROPOMORPHIC INFERENCES** Friederike A. Eyssele¹, Dieta Kuchenbrandt¹;

¹University of Bielefeld – The experiment investigated effects of social group membership (ingroup vs. outgroup) on anthropomorphic inferences about a robot. As predicted, participants anthropomorphized the ingroup robot more than an outgroup counterpart, and they even reported more shared reality and liked its design better when the robot represented an ingroup (vs. outgroup) member.

E249**THE ROLE OF RACIAL ATTITUDES AND PERCEPTUAL FACTORS IN PEDESTRIAN-VEHICLE COLLISIONS** Joe Randell¹, Robert Mather²,

Patricia Delucia¹;

¹Texas Tech University, ²University of Central Oklahoma – The U.S. Department of Transportation reports that minorities are over-represented in pedestrian-vehicle collisions. This research built on previous research in racial attitudes and driving errors to investigate the influence of perceptual factors (visual contrast, object color) and racial attitudes in the rate of pedestrian-vehicle collisions involving minorities.

E250**STUDENTS REACTIONS TO PUBLIC SAFETY REPORTS OF HATE CRIMES** Anne M. Koenig¹, Jessica Kahl¹, Ramon Smith¹;

¹University of San Diego – We assessed whether a lack of information about hate crimes in incident reports reduces their psychological impact on readers. As expected, that participants reported more sympathy and distress when greater detail was given. However, the amount of information did not interact with the racial nature of the crime.

E251

RACE-BIASED PERSON MEMORY INFLUENCES SUPPORT FOR RACIAL HEALTHCARE POLICY Ryan P. Brunner¹, Philip J. Mazzocco¹; ¹The Ohio State University – Forty-three White adults listed the first five Blacks and Whites who came to mind. Overall, the recalled Blacks were wealthier than their White counterparts, and this tendency predicted opposition to race-focused healthcare programs. A follow-up study (N=108) increased support for race-focused healthcare policies by informing Whites of this potential bias.

E252

JIHAD RAP AND EXTREMISM: THE EFFECTS OF MUSIC ON ATTITUDES TOWARDS ISLAM Allison Betus^{1,2}, Anthony F. Lemieux^{1,3,4}; ¹Purchase College, SUNY, ²The New School for Social Research, ³Emory University, ⁴START – U of Maryland – Jihad rap, a new style of music, is increasingly being used as a recruitment tool for Islamist terrorist groups. While research showed that it had no direct impact on attitudes towards certain groups, it did elicit strong short-term negative reactions from listeners, relative to other styles of Islamic music.

E253

SUPPRESSION AND JUSTIFICATION PROCESSES IN A MULTICULTURAL DIVERSITY CONTEXT Marie Courtois¹, Stéphanie Delroisse¹, Ginette Herman¹; ¹Université Catholique de Louvain – This study investigates the impact of a multicultural diversity approach on suppression and justification. SEM analyses show that (1) suppression processes (egalitarian values and responsibility) mediate the relation between multiculturalism and prejudice and (2) justification (value violation) mediates the relation between suppression (egalitarian values) and prejudice.

E254

WEIGHT LOSS EFFORT AND ANTI-FAT ATTITUDES ON PERCEPTIONS OF A TARGET'S SOCIABILITY AND EXPERIENCED EXCLUSION Melinda J. B. Mattingly¹, Mark A. Stambush², Brent A. Mattingly³; ¹Saint Louis University, ²Muskingum University, ³Ashland University – We examined if an anti-weight loss surgery bias was actually an anti-effort bias. We found that whether an individual who loses weight is still subject to the negative attributions associated with overweight people is dependent on the effort they exerted to lose weight and the evaluator's endorsement of anti-fat attitudes.

E255

THE EFFECTIVENESS OF EXPERIENTIAL PEER EDUCATION IN A SOUTH AFRICA TRAVEL COURSE Kristen Klaaren¹, Scott London¹; ¹Randolph-Macon College – The effectiveness of peer-based learning in a short-term travel course bringing together American and South African students was assessed using quantitative and qualitative data. Results suggest that peer education is a highly effective means of promoting cross-cultural understanding and teaching about discrimination and privilege in this context.

E256

DEFENSIVE RELIGIOSITY AND COOPERATIVE BEHAVIORS Christina Pedram¹, Eric D. Knowles¹; ¹University of California, Irvine – Previous research suggests that certain high religiosity individuals are particularly defensive due to doubts about their beliefs held at less conscious levels, indicated by low implicit religiosity. The present study explored whether this type of individual also engages in lower levels of cooperative behaviors towards outgroup members.

E257

POST-RACIAL AMERICA?: RACE ATTITUDES PREDICT PERCEIVED DIRECTION OF THE COUNTRY FOLLOWING THE 2008 U.S. PRESIDENTIAL ELECTION Kristjen B. Lundberg¹, B. Keith Payne¹; ¹University of North Carolina-Chapel Hill – Promises of a "post-racial" America signaled by the 2008 election have gone unfulfilled. Data from the American National Election Studies revealed that explicit and implicit race attitudes pre-

dicted changes over time in policy attitudes, mediated by evaluations of President Obama. Findings suggest increasing polarization and racialization of even non-racial issues.

E258

PLACEBO PREJUDICE: EFFECTS OF ALCOHOL PRIMES ON AUTOMATIC COMPONENTS OF RACIAL BIAS Elena V. Stepanova¹, Bruce D. Bartholow², J. Scott Saults²; ¹Florida Gulf Coast University, ²University of Missouri – We tested whether mere exposure to alcohol-related images can increase race bias. Participants previously primed with alcohol-related images exhibited greater race bias in the Weapons Identification Task than those primed with neutral images. Alcohol-primed participants relied more on automatic than controlled processes to a greater extent than non-alcohol-primed participants.

E259

WHY DO WHITES SUPPORT RACIAL-COLORBLINDNESS? THE ROLE OF WHITE GUILT AND DISPOSITIONAL ATTRIBUTIONS FOR LIFE SUCCESS Philip Mazzocco¹; ¹Ohio State University at Mansfield – Seventy-five White adults were exposed to either an anti-racial-colorblindness essay or a no-message control. The anti-colorblind message increased both White guilt and attributions of personal life success to chance factors (such as skin color). These findings shed light on key motivational factors that may underlie support for racial colorblindness.

E260

DOES THIS ARTICLE MAKE ME LOOK FAT? EFFECTS OF COMPETING NEWS MEDIA FRAMINGS OF OBESITY ON ATTITUDES TOWARDS WEIGHT David Frederick¹, Abigail Saguy¹, Kjerstin Gruys¹, Traci Mann²; ¹UCLA, ²University of Minnesota – Across two experiments (Ns = 112; 384), participants read news articles varying their description of fat as dangerous and/or under personal control. Consistent with the justification-expression model of prejudice, exposure to danger or personal responsibility framings produced the greatest anti-fat prejudice and discrimination, and least celebration of body size diversity.

E261

MEANINGFUL NEGATION AND REDUCTION OF AUTOMATIC PREJUDICE: EVIDENCE FOR NEGATION STORAGE India Johnson¹, Richard Petty¹; ¹The Ohio State University – The present work examines the storage and retrieval of negation tags as the mechanism behind successful negation training. We found that those trained to meaningfully negate prejudice consistent information, were fastest to express disagreement with prejudice-consistent information and this mediated the observed reduction in automatic prejudice following training.

E262

A CONTEST FOR SHIFTING RACIAL ATTITUDES Calvin Lai¹, Brian Nosek¹; ¹University of Virginia – A research contest was used to assess the effectiveness of interventions for inducing racial attitude malleability. Interventions were differentially successful in reducing implicit versus explicit racial preferences for Whites over Blacks, supporting perspectives that propose distinct routes for implicit and explicit attitude change.

E263

EXPLORING THE EFFECT OF LEVEL OF REPRESENTATION ON STEREOTYPE CHANGE Christina Nestor¹, Fabrigar Leandre¹, Paik Shelly¹; ¹Queen's University – This study explored how level of representation of information at formation and disconfirmation affected stereotype change. Results indicated that the level of information at formation moderated the effects of different levels of disconfirming information. Additionally, at both formation and disconfirmation, participants reacted almost identically to large and intermediate collective information.

E264

BUDDHIST PRIMING EFFECTS ON ATTITUDES IN A CHRISTIAN SAMPLE Megan Haggard¹, Wade Rowatt¹, Hien Nguyen¹, Ian Koh²; ¹Baylor University, ²Nanyang Technological University, Singapore – Prior religious priming studies focused mostly on Christian concepts. After subliminally priming either Buddhist or control words in a primarily Christian sample, the current study examined changes in attitudes toward social, racial, and religious groups. Those primed with Buddhist words showed increased positivity toward rich people and Asians.

E265

CORRECT KNOWLEDGE AS SOURCE OF PREJUDICE TOWARD PEOPLE LIVING WITH HIV / AIDS Yumika Osawa¹, Tomoko Ikegami¹; ¹Osaka City University – Previous work shows that false beliefs about methods of HIV infection (transmission through casual contact) are connected to prejudice against people living with HIV/AIDS (PLWHA). This study demonstrates that correct knowledge about such methods (transmission through sexual contact and mother-to-child infection) can also cause negative attitudes toward PLWHA.

E266

LESBIAN, GAY, AND BISEXUAL SPEAKER PANELS LEAD TO ATTITUDE CHANGE AMONG HETEROSEXUAL COLLEGE STUDENTS Paul Kwon¹, Daniela Hugelshofer²; ¹Washington State University, ²Portland VA Medical Center – We compared the effects of a speaker panel presentation versus a control condition in altering attitudes among 186 heterosexual university students. After controlling for context effects by collecting attitude measures presumably as part of a separate study, we found that students who received the intervention demonstrated more positive attitudes afterwards.

E267

MODIFYING PERCEIVED VARIABILITY REDUCES PREJUDICE AND DISCRIMINATION Markus Brauer¹, Abdelatif Er-rafiy²; ¹University of Wisconsin, Madison, ²Clermont University, France – In a series of 6 laboratory and field experiments we demonstrated that increasing individuals' perceived variability of an out-group reduces prejudice and discrimination toward members of this out-group. The mediator is affective intensity.

E268

THE ROLE OF SALIENT SOCIAL CATEGORIES AND CONTEXTUAL VARIATION IN IMPLICIT ASSOCIATIONS Joel Anderson¹, Leah Kaufmann¹; ¹Australian Catholic University – Measurements of implicit methodology are becoming increasingly common, and attention must be paid to the selection of stimuli. The current study explored the potential for implicit contextual variations of social categories by manipulation of the salient factor in a contextual variation GNAT (i.e., gender or sexuality), achieved using distractor stimuli.

E269

DIFFERENCES BETWEEN STUDENTS AND HEALTHCARE PRACTITIONERS IN OBESITY BIAS REDUCTION OUTCOMES Jessica C. Silks¹, Kristi M. Lemm¹; ¹Western Washington University – We compared the effects of providing information about behavioral, environmental, or biogenetic causes of obesity on anti-fat attitudes among psychology undergraduates and healthcare practitioners. While all information made attitudes toward obese people worse among the undergraduate sample, biogenetic explanations appeared uniquely suited to improve negative associations held by healthcare practitioners.

E270

THE EFFECT OF SOCIAL STIGMA ON ROMANTIC RELATIONSHIP FUNCTIONING AMONG AFRICAN AMERICANS David Matthew Doyle¹, Lisa Molix¹; ¹Tulane University – The effect of social stigma on romantic relationship functioning was examined in an experimental paradigm. African Americans were randomly assigned to read about discrimina-

tion against their own or another social group. Results revealed that participants in the experimental condition reported less positive relationship functioning compared to those in the control.

E271

“FRANKLY, MY DEAR, I DON'T GIVE A DAMN” (RHETT BUTLER, GONE WITH THE WIND): BLATANT MASCULINITY AND MALES' AFFECTIVE WITHDRAWAL Lann Chan¹, Liz Scharnetzki¹, Tara C. Dennehy¹, Avi Ben-Zeev¹; ¹San Francisco State University – Does the saliency of a masculinity prime affect men's tendency to eschew affective communication? A blatant versus a subtle affective withdrawal clip depicting a male protagonist caused males but not females to avoid facilitating an academic discussion on emotion, despite the tendency to disconfirm group stereotypes following a blatant prime.

E272

LAY REPRESENTATIONS OF CULTURE: CONSEQUENCES OF INVOKING CULTURE TO EXPLAIN OUTGROUP BEHAVIORS Margaret Tankard¹, Elizabeth Levy Paluck¹; ¹Princeton University – In two studies, participants read about individuals' behaviors in contexts framed either as a "culture" or not. Cultural framing strengthened inferences about an individual's disposition and about the entitativity, homogeneity, and stability of the individual's group, affecting intergroup attitudes and actual behaviors (donations). Cultural explanations have complex, sometimes negative, consequences.

E273

NEGATIVITY TOWARD FAT PEOPLE IS STRONGER IN NATIONS WITH HIGHER PERCENTAGES OF OBESITY Maddalena Marini¹, Michelangelo Vianello², Brian Nosek³; ¹Università di Modena e Reggio Emilia, ²Università di Padova, ³University of Virginia – Overweight people showed less implicit and explicit bias against obese people than normal and underweight people. Conversely, nations with more overweight people showed a stronger implicit bias against obese people. Cultural weight bias works against social identity factors that promote preferences for oneself and one's group identities.

E274

CATHOLIC BEFORE YOU'RE BORN: ESSENTIALIZATION OF RELIGIOUS AFFILIATION Erika Salomon¹, Jesse Lee Preston¹; ¹University of Illinois at Urbana-Champaign – We present evidence that religious affiliation is biologically essentialized similarly to racial categories. Participants indicated that membership in a religious or racial category was determined before or shortly after birth, but not so for political categories. The essentialization of religion indicates these categories are intuitively perceived as natural and immutable.

E275

CONFRONTING OUR OWN BIASES: EMOTIONAL REACTIONS TO EXPERIENCING, AND LEARNING ABOUT, IMPLICIT RACE BIAS. Melissa McManus Scircle¹, Nilanjana Dasgupta¹, Linda R. Tropp¹; ¹University of Massachusetts, Amherst – The current study found that a combination of watching a video intended to induce an implicit bias experience, and learning about what implicit bias is and how it works, resulted in a more helpful emotional experience for participants in terms of anger, anxiety, and discomfort.

E276

FEELINGS TELL US FRIEND OR FOE: THREAT AS JUSTIFICATION FOR PREJUDICE Angela Bahns¹; ¹Wellesley College – Three experiments tested the hypothesis that prejudice causes perception of threat, using affective conditioning to create negative or disgust-provoking affective associations with unfamiliar social groups. Conditioned prejudice increased perception of realistic and symbolic threat, increased aggressive behaviors and decreased approach-oriented behaviors. Findings demonstrate that prejudice can cause perception of threat.

E277

RESHAPING REACTIONS: USING REAPPRAISAL TO CHANGE AUTOMATIC EMOTIONAL REACTIONS TOWARD GROUPS Jazmin Brown¹, B. Keith Payne¹; ¹University of North Carolina at Chapel Hill – This research investigates whether emotion reappraisal, in which people construe potential emotion-eliciting situations in a way that reduces emotions, can be used to reduce biased automatic affective reactions toward stigmatized groups. Two experiments demonstrated that using emotion reappraisal while completing an implicit affect measure can successfully reduce automatic affective bias.

E278

THE IMPLICATION OF INATTENTION IN THE DELETERIOUS EFFECT OF STEREOTYPE THREAT ON PERFORMANCE Cindy Chateignier¹, Peggy Chekroun¹, Armelle Nugier²; ¹University of Paris Ouest Nanterre, Laboratoire Parisien de Psychologie Sociale, ²University of Clermont Ferrand, LAPSCO – Although literature focused on the reduction of working memory capacities in stereotype threat (Schmader & Johns, 2003), we assume that fear could have a deleterious effect on performance through the associated avoidance action tendency (Frijda, 1986), leading to inattention towards the performance task. The results support our hypothesis.

E279

SELF-PRESERVATION? COGNITIVE COSTS OF EMOTION REGULATION WHEN CONTENDING WITH DISCRIMINATION Dorainne Levy¹, Jennifer Richeson¹; ¹Northwestern University – The current research examines the effects of recalling an experience with racial discrimination from either a self-immersed or self-distanced perspective on racial minority individuals' cognitive functioning and risk-taking behavior. Results indicate that self-distancing requires more cognitive effort than self-immersion and, thus, results in greater risk-taking behavior.

E280

THE EMOTIONAL SIDE OF PATERNALISM: DO PEOPLE SHARE WHAT THEY FEEL? Aude Silvestre^{1,2}, Benoit Dardenne¹; ¹University of Liège, ²Fonds National de la Recherche Scientifique (F.R.S.-FNRS) – Whereas paternalism (when A acts toward B with a fatherlike attitude) is perceived positively at first glance, it is associated with mixed feeling when it comes to share it with other people.

E281

DISGUST AND CONTEMPT DIFFERENTIALLY PREDICT STEREOTYPING OF OBESE PEOPLE AND HOMOSEXUAL MEN Lenny Vartanian¹, Margaret A. Thomas², Eric J. Vanman³; ¹University of New South Wales, ²Earlham College, ³University of Queensland – We examined intergroup emotions associated with stereotypes of obese people and homosexual men. Participants reported as much disgust as contempt toward obese people, but disgust was the only predictor of obesity stereotypes. Participants reported more contempt than disgust toward homosexual men, and contempt was the only predictor of homosexual stereotypes.

E282

THE NATURE AND CONSEQUENCES OF THE OBJECTIFYING GAZE Jill Allen¹, Sarah J. Gervais¹, Mike Dodd¹, Arianne Holland¹; ¹University of Nebraska-Lincoln – Sexual objectification, manifested as the objectifying gaze, was examined from the perceiver and target perspectives. Specifically, we contrasted men's and women's experiences with the objectifying gaze using novel methodologies. Although men sometimes experienced the objectifying gaze and deindividuation, the objectifying gaze exerted more detrimental effects on women.

E283

CHEATING THREAT: STEREOTYPE THREAT INCREASES INSTANCES OF CHEATING Kathryn Boucher¹, Robert Rydell¹; ¹Indiana University-Bloomington – In this experiment, women under stereotype threat answered fewer questions correctly on a math test and cheated more often than women not under stereotype threat or men. These findings suggest that women may adopt potentially detrimental strategies in order to avoid confirming the “women are bad at math” stereotype.

GSC Student Poster Award Finalist - Also presenting on board A11.

E284

RAPE MYTHS, RAPE SCRIPTS, AND ACTUAL RAPE SCENARIOS: DIFFERENCES IN HOW RAPE VICTIMS ARE PERCEIVED Jericho Mariette Hockett¹, Megan Strain¹, Donald Saucier¹; ¹Kansas State University – Founded on the justification-suppression model of prejudice and feminist theories of power, two self-report studies varied the coercion used by rape perpetrators. Participants reported less negative victim perceptions for vignettes representing actual rape scenarios versus those reflecting false rape beliefs. Implications for theory, intervention programs, and future research are discussed.

E285

A FEW GOOD (STRAIGHT) MEN: UNCOUPLING THE EFFECTS OF GENDER AND SEXUAL ORIENTATION ON SEXUAL PREJUDICE TOWARD ARMY PERSONNEL Lauren Hawthorne¹, Ryan Victor², Jessi L. Smith²; ¹University of Maine, ²Montana State University – We tested whether sexual orientation and gender would combine to affect competence ratings of soldiers to be recruited into the Army in a 2 (gender) X 2 (sexual orientation) design. Results showed that only for men did sexual orientation influence ratings, such that gay men received the most negative ratings.

E286

MEN ARE FROM MARS, WOMEN ARE FROM VENUS: ARGUMENTS FOR GENDER BRAIN DIFFERENCES INCREASE GENDER STEREOTYPING Sarah Banchevsky¹, Bernadette Park¹; ¹University of Colorado – Reading an article claiming the brains of men and women are different resulted in greater gender stereotyping of male and female employees relative to one purporting there are no differences, or a neutral control. Both articles concerning gender (vs. control) decreased bias against the female employee, relative to the male.

E287

WHY DO WOMEN ACCEPT BENEVOLENT SEXISM? AN EXAMINATION OF TWO MOTIVATIONAL CONCERNS Takehiro Yamamoto¹, Ken-ichi Ohbuchi¹; ¹Department of Psychology, Graduate School of Arts and Letters – Why do women accept benevolent sexism? We assumed that they are concerned about the relationships with the man who offers BS and immediate benefits provided by BS. We hypothesized these concerns tempt women to accept BS. The results partially supported our hypothesis, suggesting the self-interest concerns increased acceptance of BS.

E288

ACCOUNTING FOR STEREOTYPE THREAT EFFECTS: EXECUTIVE FUNCTIONS INVOLVED IN REDUCED MATH PERFORMANCE IN WOMEN Katie J. Van Loo¹, Robert J. Rydell¹, Kathryn L. Boucher¹; ¹Indiana University – Many stereotype threat models claim that reduced working memory capacity accounts for women's impaired math performance due to threat. In two experiments, we investigated the role of specific executive functions underlying working memory (i.e., inhibition, shifting, updating), finding that only updating accounted for women's poor math performance under threat.

E289

REACTIONS TO FEMINIST MEN: STIGMA-BY-ASSOCIATION? Corinne A. Moss-Racusin¹, Laurie A. Rudman², Kris Mescher²; ¹Yale University, ²Rutgers University – We examined how threats to men's masculinity may undermine their support of gender equality. In keeping with a stigma-by-association framework, male feminists targets were rated as more feminine, weak, and more likely to be gay than a benevolent sexist man or a male biologist.

E290

JUSTIFYING PREJUDICE TOWARDS PREGNANT WOMEN: EXAMINING ATTITUDES TOWARDS PREGNANT WOMEN ON A COLLEGE CAMPUS Lea A. Folsom¹, Brooke Williams¹, Sara J. Smith¹, Stuart S. Miller¹, Donald A. Saucier¹; ¹Kansas State University – We examined religiosity's ability to suppress negative perceptions of a pregnant confederate (seeking a scholarship) who violated social norms by smoking. Results showed that participants had more negative perceptions of the confederate when she was smoking and pregnant, and that her religiosity did not result in suppression of these perceptions.

E291

PERCEIVING WOMEN AS IDEALLY-MOTIVATED: IMPLICATIONS FOR THE GENDERED SOCIAL SYSTEM Amanda M. Johnston¹, Amanda B. Diekmann²; ¹University of Houston - Clear Lake, ²Miami University – In initial research, we found that women are perceived as motivated by ideals (e.g., hopes) more so than oughts (e.g., duties). The present research demonstrates that this perception functions as a system-legitimizing belief; participants exposed to this perception endorse the current gendered social system more strongly.

E292

THE ROLE OF GENDER IN RACIAL META-STEREOTYPES Laura G. Babbitt¹, Sarah Gaither¹, Negin Toosi², Sam Sommers¹; ¹Tufts University, ²Columbia Business School – Does gender influence Whites' meta-stereotypes? White men reported being seen as more prejudiced than White women, meta-stereotypes of White people and White men overlapped more than meta-stereotypes of White people and White women, and simply being asked about Blacks' stereotypes of them increased White men's internal motivation to avoid prejudice.

E293

WHO'S THE (WO)MAN? HETEROSEXIST GENDER ROLE ATTRIBUTION TO GAY COUPLES Jojanneke van der Toorn¹; ¹Yale University – While gay participants' self-ascribed masculinity/femininity does not predict their preference for a masculine/feminine partner (Study 1), straight participants who are uncomfortable with homosexuality (re-)frame gay relationships by balancing gender-stereotyped characteristics between the partners (Study 2). That is, by seeing one partner as "the man" and the other as "the woman."

E294

"HOMOPHOBIC BREEDERS": THE REACTIVE AND GENDERED NATURE OF LGBT AND HETEROSEXUAL GROUP RELATIONS Jes L. Matsick¹, Amy C. Moors¹, Terri D. Conley¹; ¹University of Michigan – This study investigated the content of stereotypes that lesbian, gay, and bisexual-identifying people hold about heterosexual men, women, and heterosexuals in general. Results indicated that the most commonly held stereotypes are gendered (highlighting the masculine and feminine characteristics of heterosexuals) and reactive (responding to hostility of heterosexuals towards sexual minorities).

E295

"YOU CAN BECOME SMARTER": MESSAGES ABOUT THE MALLEABILITY OF STEM ABILITIES PROTECT WOMEN FROM STEREOTYPE THREAT Lara D. Mercurio¹, Mary C. Murphy¹, Julie A. Garcia², Sabrina Zirkel³; ¹University of Illinois at Chicago, ²California Polytechnic State University, ³Mills College – Abilities required to succeed in STEM were characterized as either fixed/unchanging or malleable/improvable. Females exposed to malleable messages about STEM abilities showed better math performance than those exposed to fixed messages about STEM abilities and those exposed to traditional stereotype threat manipulations. Additional differences (e.g., motivation) will also be discussed.

E296

CONFRONTING DISCRIMINATION: WHAT WOMEN SAY THEY NEED. A DESCRIPTIVE STUDY Lisa R. Milford - Szafran¹; ¹Syracuse University – Two descriptive studies examined what women say they "need" in order to confront discrimination. Results showed that women do expect costs but these are rated as relatively unimportant, and being respected and gaining a self benefit are most important. Further, the benefits women report needing differ depending on the situation.

E297

DISCOUNTING OUR OWN SUCCESS: SEEING FEW OTHER WOMEN IN SCIENCE SETTINGS INCREASES STEREOTYPIC ATTRIBUTIONAL BIAS FOR WOMEN Jennifer LaCrosse¹, Denise Sekaquaptewa¹, Liana Trevino¹; ¹University of Michigan – Stereotypic Attributional Bias (SAB) is the spontaneous generation of stereotypically-biased explanations for women's and men's science outcomes. A lab study showed that reading about a male-dominated compared to a gender-balanced academic science program increased SAB and raised concerns about stereotyping among women; moreover, SAB negatively correlated with math test scores.

E298

WHAT WE CHOOSE TO COMPROMISE: SALIENCE OF GENDER STEREOTYPES WHEN CHOOSING AMONG UNACCEPTABLE JOBS Serena Wee¹; ¹Singapore Management University – Research based on preferred jobs predominantly find that status and interests drive choice. In reality, preferred jobs are not equally achievable, and compromise is typically required. When forced to choose among unacceptable jobs, participants overwhelmingly chose gender-consistent jobs over gender-inconsistent jobs; neither job status nor interests predicted choice.

E299

AGE, GENDER, AND TATTOOS: EFFECTS OF TATTOO STIGMA ON HIRING DECISIONS Carla Zimmerman¹, Nina D. Acosta¹, Donna M Garcia¹; ¹Cal State San Bernardino – The use of tattoo stigma as justification for discrimination against legally protected stigmas (e.g., age and gender) was examined by manipulating the age, gender, and tattoo status of a job applicant. Results revealed an interaction among age, gender, and tattoo status, with older, tattooed women receiving the most negative evaluations.

E300

HE GOT WHAT HE DESERVED: MASCULINITY THREAT AND HATE CRIME LOCATION AS FUNCTIONS OF VICTIM BLAME AND PERPETRATOR PUNISHMENT Chad Cotner¹, Robert Mather¹; ¹University of Central Oklahoma – This study examined to what extent men blame victims of sexual orientation based hate crimes and the extent to which men sanction perpetrators of the crime after their masculinity has been threatened. We predicted that threatened men would deliver lenient sanctions to perpetrators and will blame victims of hate crimes.

E301

REDUCING IMPRESSION-RELATED CONCERNS FOR TARGETS OF STEREOTYPE THREAT: THE ROLE OF GENDER IDENTIFICATION AND HANDICAPPING Patricia N. Gilbert¹, Laurie T. O'Brien¹, David M. Marx²; ¹Tulane University, ²San Diego State University – An experiment examined how handicaps affect impression-related concerns for women in a stereotype threat situation. Handicaps impacted impression-related concerns for low gender-identified women; however, high gender-identified women were still concerned even when provided with a handicap. Gender identification should be considered when designing interventions to reduce impression-related concerns.

E302

GENDER DIFFERENCES IN JUROR DECISION MAKING: THE INFLUENCE OF DEFENDANT SEXUAL ORIENTATION Jennifer Coons¹, Russ Espinoza¹; ¹California State University, Fullerton – This study examined juror bias for homosexual defendants who differ on attractiveness. Results showed female jurors were more likely to assign more guilty verdicts, lengthier sentences, and find the unattractive heterosexual defendant more culpable compared with all other conditions. In addition, this defendant was given significantly lower trait ratings.

E303

DIFFERENTIAL TREATMENT OF MUSLIMS SEEKING RENTAL PROPERTIES: THE MODERATING ROLE OF GENDER Amani El-Alayli¹, Azra Grudic¹, Rasmiah Abou-Amro¹; ¹Eastern Washington University – The purpose of this research was to examine subtle forms of housing discrimination against Muslims calling to inquire about apartments for rent. The results indicated that having a Muslim name led to worse treatment of male callers but better treatment of female callers. Some regional considerations are addressed.

E304

GENDER-FAIR LANGUAGE CHANGES THE SOCIAL PERCEPTION OF OCCUPATIONAL GROUPS: THE CASE OF GERMAN AND ITALIAN Elisa Merkel¹, Lisa Horvath², Sabine Sczesny², Anne Maass¹; ¹University of Padua, ²University of Bern – Providing evidence from an Italian-Austrian study, we argue that gender-fair language (GFL) impacts the perception of occupational groups, regarding gender-typicality, prestige, stereotypes of warmth & competence and average income. We show that cultural differences in gender equality lead to differences in the perception of occupational groups in association with GFL.

E305

IMPROVEMENT IN PERFORMANCE BUT LITTLE CHANGE IN EVALUATION: THE TENACITY OF STEREOTYPE-BASED EXPECTATIONS ABOUT WOMEN Francesca Manzi¹, Suzette Caleo¹, Madeline Heilman¹; ¹New York University – We examined whether gender stereotypes affect responsiveness to new information about performance in a 2X2 between-subjects design. Participants reviewed performance information about a male or female student in two segments of a male-dominated course. Men were perceived as more competent and were assigned higher grades than women when performance improved.

E306

I'LL SHOW YOU: A STEREOTYPE-THREAT BOOST FOR WOMEN'S MATH PERFORMANCE Jeffery Aspelmeier¹, Emily Latimer¹, Brittany Hiben¹, Alynn Gordon¹; ¹Radford University – Previous attempts within our lab to demonstrate stereotype-threat effects resulted in unexpected boosts in women's math performance following a stereotype-threat manipulation. The present study attempted to generate stereotype threat using a more difficult math task. Again, math competent women in the stereotype-threat condition performed better than women in other conditions.

E307

A RELATIONAL PERSPECTIVE ON SEX STEREOTYPING Jessica Kang¹, Colin Leach¹; ¹University of Connecticut – The current study adopts a relational perspective of sex stereotyping by taking into account the perceiver's group membership, the target group, and content of the stereotype. We show that participants engage in three patterns of sex stereotyping which suggests that males and females have contention and consensus over sex stereotypes.

E308

COULD A HANDSHAKE PREVENT STEREOTYPE THREAT? Ezgi N Akcinar¹, Rodolfo C. Barragan¹, Gregory M. Walton¹; ¹Stanford University – We tested whether a small non-verbal cue of inclusion and respect – a handshake from a male confederate and fellow testtaker – could prevent stereotype threat among women. The handshake caused women to attempt more math problems and, post-test, to report feeling more respected by and less competition with the man.

E309

THE ROLE OF RIGHT-WING AUTHORITARIANISM AND STEREOTYPING IN ATTRIBUTIONS OF BLAME TOWARDS VICTIMS OF RAPE Ewelina Ignaczak¹, Lauren Brentnell¹, Chris Bartak¹, Mauricio Carvalho¹; ¹University of Oklahoma – We examined the role of right-wing authoritarianism and stereotypes of women in assigning blame to rape victims. Highly authoritarian participants primed with women violating traditional gender roles, but not highly authoritarian participants primed with women ascribing to traditional gender roles, were more likely to attribute blame to a rape victim.

E310

INDIVIDUAL DIFFERENCES IN SUSCEPTIBILITY TO STEREOTYPE THREAT: IS FEMINIST IDENTITY A BUFFER OR A BARRIER? Rachael Robnett¹, Campbell Leaper¹; ¹University of California, Santa Cruz – The present study assessed the relationship between feminist identity and stereotype threat effects. Results revealed a mediational pattern whereby feminist identity predicted heightened stigma consciousness, which in turn led to lower valuing of math. Parallel findings were found in women's responses to open-ended questions about their test performance.

Poster Session F

Saturday, January 28, 12:30 – 2:00 pm, Sails Pavilion

Close Relationships/Belonging/Rejection

F1

I KNOW WHAT YOU ARE DOING THIS SUMMER: RELATIONSHIP-SPECIFIC IDENTIFICATION PREDICTS ACCURACY IN IDENTIFYING PARTNERS' GOALS. Lisa Linardatos¹, John E. Lydon¹; ¹McGill – Seventy-two couples listed 4 of their own goals (Time 1), and 4 goals they thought their partner might have (Time 2). The more identified participants were with their relationship, the more likely they were to have relational goals and the more accurate they were in identifying their partners' goals.

F2

SOCIETAL DISLIKE FOR THE WEALTHY UNDERMINES OWN WEALTH IDENTIFICATION Sara Etchison¹, Mark W. Baldwin¹; ¹McGill University – Participants read depictions of the rich as being more or less socially accepted. Those in the low social acceptance for the rich conditions rated wealthy as a less ideal future self-trait in Study 1, and a more feared future self-trait among participants low in current acceptance in Study 2.

F3

ON THE NOMOLOGICAL NETWORK OF HARMONIOUS AND OBSESSIVE ROMANTIC PASSION Noemie Carbonneau¹, Robert J. Vallerand¹; ¹Universite du Quebec a Montreal – This research aimed at elaborating and extending the nomological network of two types of romantic passion: harmonious and obsessive romantic passion (Ratelle et al., 2011; Vallerand et al., 2003). Overall, the two types of passion were found to be related in a conceptually coherent manner with various constructs of interest.

F4

TALK 2 U L8R: THE ROLE OF DEATH-THOUGHT ACCESSIBILITY AND CLOSE RELATIONSHIPS IN TEXTING WHILE DRIVING Cathy Cox¹; ¹Texas Christian University – Drawing from terror management theory (Greenberg et al., 1986), the present research examined whether exposing individuals to fear appeals about the dangers of texting while driving increase death-related concerns, and how associated increases in death-thought accessibility increase people's desire to use their cell phone to call others.

F5

SHIFTING PERSPECTIVES: THE IMPACT OF SOCIAL REJECTION AND ACCEPTANCE ON PERSPECTIVE-TAKING Megan L. Knowles¹, Charlotte Carroll¹; ¹Franklin & Marshall College – Two studies examined whether rejection elicits a shift in perspective from a self-focus to an other-focus. We manipulated rejection via reliving task (Study 1) and Cyberball (Study 2) and measured perspective-taking using the E-drawing task. Rejected participants demonstrated greater other-focus than accepted participants, and cognitive load attenuated this effect.

F6

INFORMATION AVOIDANCE IN INTIMATE RELATIONSHIPS Amanda Gesselman¹, Jennifer Howell¹, James Shepperd¹; ¹University of Florida – We investigated the kind of information people avoid about intimate-relationship partners. Among the 41.5% of participants who wished to avoid some information, the most frequently avoided information pertained to partner infidelity, particularly among men. Concerns about regret and negative affect were the biggest motivators of avoidance.

F7

“HE PUSHES ME TO DO BETTER:” VIEWING PARTNERS AS SOURCES OF SELF-EXPANSION PREDICTS MORE SATISFYING RELATIONSHIPS FOR WOMEN Dev Crasta¹, Jennifer Tomlinson², Arthur Aron³; ¹University of Rochester, ²Carnegie Mellon University, ³Stony Brook University – How can representations of relationship partners affect relationships? The self-expansion model suggests relationships are valued when they expand abilities to accomplish goals. We coded 46 romantic couples' lists of partners' positive qualities. Women described as sources of novelty and who described partners as encouraging growth experienced greater satisfaction.

F8

LEARNING FROM RELATIONSHIP DISSOLUTION Jessica Lebovits¹, Sarah Ketai¹, Kandra Knowles¹, Stephanie L. Kocsik², Gary W. Lewandowski, Jr.³; ¹Bard College, ²Oxford University, ³Monmouth University – The present study explores the process of learning from relationship dissolution and develops a scale to measure this. We examined types of learning and factors that affect learning from a break-up. Results indicate that optimism, pessimism and self-concept clarity play a role in learning from the loss of a romantic

F9

SELF-CONCEALMENT AND TRUST IN ROMANTIC RELATIONSHIPS Ahmet Uysal¹, Helen Lee Lin²; ¹Middle East Technical University, ²University of Houston – This study investigated the association between perceived partner concealment, trust in one's partner, and self-concealment from one's partner. Participants in a romantic relationship (N = 94) completed a two-time point survey. Perceived partner concealment predicted lower trust in partner. Moreover, lower trust predicted an increase in one's own self-concealment.

F10

UNITY IN THE FACE OF UNCERTAINTY: THE EFFECTS OF RELATIONSHIP THREAT ON COUPLES' COGNITIVE INTERDEPENDENCE. Sarah Gomillion¹, Sandra Murray¹; ¹University at Buffalo, SUNY – A study of the effect of threat on couples' cognitive interdependence revealed that threat enhanced cognitive interdependence for low self-esteem participants but not for high self-esteem participants. In spite of their doubts about their partners' continued affection, low self-esteem individuals seem to automatically seek connection with their partners after threat.

F11

THE LEDGER OF LOVE: WORRY ABOUT EXPECTATIONS LEADS TO MINIMIZATION OF PARTNER SACRIFICES IN PEOPLE WITH LOW SELF-ESTEEM Joanna E. Anderson¹, John G. Holmes¹, Joanne V. Wood¹; ¹University of Waterloo – Results from three studies supported the prediction that, unlike those with high self-esteem, people with low self-esteem would devalue sacrifices their romantic partners made for them. This tendency appears to be driven by worry about their partner's expectations for repayment

F12

RELATIONSHIP-CONTINGENT SELF-ESTEEM AND A LONGITUDINAL EXAMINATION OF PAST, CURRENT, AND FUTURE RELATIONSHIPS Lindsey Rodríguez¹, Amy L. Bush¹, Robert Wickham¹, C. Raymond Knee¹; ¹University of Houston – The current study examined communication with former romantic partners and the implications of communication for one's current relationship satisfaction. Undergraduates in committed relationships who still communicated with a former partner completed

21 daily diary records. Lower satisfaction predicted higher likelihood of communication, especially for those higher in relationship-contingent self-esteem.

F13

BEYOND BUFFERING: POSITIVE SELF-MODELS (LOW ATTACHMENT ANXIETY AND HIGH SELF-ESTEEM) LEAD TO BOOSTING IN RESPONSE TO RELATIONSHIP THREAT Maire Ford¹, Nancy Collins²; ¹Loyola Marymount University, ²University of California Santa Barbara – The present research investigated the role of self-models in shaping responses to relationship threat. Consistent with risk regulation theory, self-model predicted acceptance/rejection of threatening feedback, internal/external focus, and increased/decreased dependence on a partner. Mediation analyses indicated that the link between self-models and increased/decreased dependence was partially explained by internal focus.

F14

SELF-ESTEEM MODERATES SELF-AFFIRMATIONS IMPACTS ON OSTRACISM'S OUTCOMES; AFFIRMATION PRODUCES VULNERABILITY NOT INSULATION Alison Dingwall¹, Candice Wallace¹, Lloyd Sloan¹; ¹Howard University – 121 Black HBCU students were self-affirmed (versus not self-affirmed), then ostracized (versus included). For low self-esteem participants, being self-affirmed (versus non-affirmed) and subsequently included, produced an inflated sense of control, but that reversed when ostracism followed self-affirmation (versus non-affirmation), producing notably less control suggesting disconfirmed expectancy effects rather than buffering.

F15

A GREAT GROUP IF YOU CAN GET IN: EXCLUSION, GROUP IMPORTANCE, AND THE DESIRE TO JOIN A NEW GROUP Michelle Dugas¹, Arie Kruglanski¹, Kipling Williams²; ¹University of Maryland, College Park, ²Purdue University – Two studies examined the effect of exclusion on the desire to join groups that are central to members' identities or peripheral. Overall, results showed that, depending on the group's importance to its members, exclusion predicted desire to join a new group through its effects on self esteem and expected acceptance.

F16

THE INFLUENCES OF SELF-ESTEEM AND REASSURANCE SEEKING ON REACTION OF PORCUPINE DILEMMA: WHY ARE ONLY LOW SELF-ESTEEMS REJECTED? Koji Hasegawa¹; ¹Shinshu University – Why are only low self-esteems (LSEs) with high reassurance seeking (HRS) rejected? The results of our investigation were that HRSs displayed cowering and clinging reactions to Porcupine Dilemma. Moreover, LSEs with HRS displayed giving up reactions. They might be rejected from their friend because of these ambivalent reactions.

F17

WHEN PROGRESS FOSTERS COMMITMENT: GOAL FRAMING EFFECTS OF RELATIONSHIP GOALS MAY DIFFER COMPARED TO NON-RELATIONSHIP GOALS David Kille¹, Richard Eibach¹; ¹University of Waterloo – This study investigated when people are most likely to pursue their relationship goals. Participants who recalled past relationship goal-congruent actions were more likely to invest further in their relationships (e.g., engage in a frustrating task for their partners) compared with participants who thought about uncompleted (i.e., future) actions.

F18

RELATIONAL INTERDEPENDENT SELF-CONSTRUAL AIDS ACCOMMODATION IN DISSATISFYING ROMANTIC RELATIONSHIP SITUATIONS Simmi Mann¹, Marian M. Morry²; ¹University of Manitoba, ²University of Manitoba – I examined whether individuals whose self is highly linked to their relationships via relational interdependent self-construal (RISC), demonstrated greater accommodation in their relation-

ships, than those low in RISC. Results indicated that those with high RISC displayed greater accommodation in comparison to participants with low RISC, even under depletion conditions.

F19

WHAT WOULD YOU DO: RATING REACTIONS TO REJECTION Abigail Harris¹, Nicholas Schwab²; ¹University of Northern Iowa – This study investigated theoretical relationship construals as predictors of reaction to rejection. Prosocial responses should be more appropriate when the value and expectation of repair are high; antisocial responses should be more appropriate when the value and expectation of repair are low. Results partially support these hypotheses.

F20

ATTACHMENT SECURITY AS A RESOURCE FOR SELF-REGULATION Juwon Lee¹, Omri Gillath¹, C. Nathan DeWall²; ¹University of Kansas, ²University of Kentucky – The present study investigates whether attachment security acts as a resource for self-regulation. We hypothesized that attachment security primes will increase the capacity to self-regulate, and insecurity primes will decrease that capacity. Results indicate that security priming indeed facilitates self-regulation but mainly when people are depleted.

F21

DISCRIMINATIVE FACILITY IN REGULATING TRANSFERENCE EFFECTS Elizabeth Przybylinski¹, Susan M. Andersen¹; ¹New York University – Given recent evidence that transference can be regulated using implementation intentions, we asked whether such regulation operates discriminatively or generalizes. Participants given an implementation intention about one significant other (SO) learned about a person resembling this or a different SO. Transference was prevented only when the SO matched participants' intention.

F22

NORMATIVE RELATIONSHIP DEVELOPMENT: IS THE "AVERAGE" RELATIONSHIP BETTER? Elizabeth Keneski¹, Allison M. Jacobs², Timothy J. Loving¹, Lisa A. Neff¹; ¹University of Texas, Austin, ²University of Illinois at Urbana-Champaign – Newlywed couples generated a timeline of courtship milestones by indicating when each significant event occurred in the couples' histories together (e.g., first saying "I love you," first intercourse, first meeting one another's parents). Couples whose courtship timelines were more average, or normative (in this sample), reported greater couple-level marital satisfaction.

GSC Student Poster Award Finalist - Also presenting on board A7.

F23

WHO'S YOUR DADDY? THE EFFECTS OF FATHER ABSENCE ON WOMEN'S SEXUALITY Sarah Hartman¹, Elisha Barron¹, Victor X. Luevano¹; ¹California State University, Stanislaus – Women whose fathers were absent reported an earlier first sexual intercourse, and were less comfortable depending on others than those whose fathers were present. Attachment avoidance was higher in women whose fathers became absent when they were older than five than in those who were five or younger.

F24

WHEN DOES DISBELIEF IN FREE WILL PROMOTE SEXUAL INFIDELITY? Caitlin Duffy¹, Eli Finkel¹; ¹Northwestern University – Participants primed with either determinism or free will estimated their likelihood of cheating with attractive alternatives who varied in sexual assertiveness. High-commitment participants estimated low probability of cheating; low-commitment participants responded in line with the prime for the non-assertive alternative but reactantly opposed to the prime for the assertive alternative.

F25

ATTACHMENT ANXIETY UNIQUELY PREDICTS REGRET PRONENESS IN CLOSE RELATIONSHIP CONTEXTS Samantha Joel¹, Geoff MacDonald¹, Jason E. Plaks¹; ¹University of Toronto – Across two studies, whereas neuroticism predicted general regret proneness, anxious attachment predicted regret over relational decisions in particular. These findings help to explain anxiously attached individuals' uncertain relational decision making patterns, and they also highlight an important distinction between attachment anxiety and neuroticism.

F26

EFFECT OF IMPLICIT MATE POOL SIZE ON JUDGMENTS OF ATTRACTIVENESS AND DATE-WORTHINESS Corey Lipman¹; ¹York University – Participants took part in a simulated dating website study in which they were told their profile had produced 1 or 47 matches. Then all participants viewed their first (or only match). Participants in the one-match condition gave significantly more favourable ratings to their match than those in the many-match condition.

F27

HOW DO YOU FEEL WHEN AN INEPT GROUP REJECTS YOU? Adam G. Zimmerman¹, James H. Wirth¹, Michael J. Bernstein²; ¹University of North Florida, ²Penn State University Abington – We want to avoid working with burdensome groups. How do you feel when they do not want to work with you? Participants recalled an inclusion/exclusion group interaction by a well-functioning or burdensome group. Negative effects of ostracism versus inclusion were less when recalling working with a burdensome versus non-burdensome group.

F28

TRUST ACROSS RELATIONSHIP CONTEXTS: WHEN THE HIGH TRUST OF ONE CAN (AND CANNOT) BUFFER THE LOW TRUST OF THE OTHER John S. Kim¹, Yanna J. Weisberg², Jeffrey A. Simpson¹; ¹University of Minnesota, ²Linfield College – Two studies explored the consequences of discrepant levels of trust between romantic partners. After capitalization discussions (but not after conflict discussions), low-trust individuals felt more positively about their partners post-discussion as long as partners were high in trust. Essentially, high-trust partners buffered low-trust partners in innocuous (rather than threatening) contexts.

F29

CHANGES IN ATTACHMENT ACROSS THE TRANSITION TO PARENTHOOD: THE ROLE OF PERCEIVED SUPPORT AND CAREGIVING Jennifer Fillo¹, John Myers¹, Allison Farrell¹, Jeffrey A. Simpson¹; ¹University of Minnesota – This study examined continuity and change in attachment styles across the transition to parenthood among first time parents. In particular, marital satisfaction and inclusion of other in the self were found to moderate gender differences in the relation between perceived support/caregiving and patterns of attachment change over time.

F30

POSITIVE ILLUSIONS ABOUT A GOAL DISCUSSION PROMOTE POSITIVE FUNCTIONING Jennifer M. Tomlinson¹, Brooke C. Feeney¹; ¹Carnegie Mellon University – We sought to understand the long-term effects of discrepancies between self, partner, and observer ratings of a goal discussion. Positive illusions about partner responsiveness (compared to both the partner's self-ratings and observer ratings) were associated with self-growth, goal progress, life satisfaction, relationship satisfaction, and trust one year later.

F31

LOVE ON THE MARGINS: WHOSE OPINION AFFECTS THE STATE AND FATE OF MARGINALIZED RELATIONSHIPS Amanda Howell¹, H. Colleen Sinclair¹; ¹Mississippi State University – We examined whether the impact of parents vs. friends opinions on marginalized relationships varied depending on outcome examined. For marginalized couples, family opinion did not predict relationship quality but carried an increasing

weight for predicting commitment and investment. Friend opinion showed the inverse pattern. Both opinions mattered for non-marginalized couples.

GSC Student Poster Award Finalist - Also presenting on board A29.

F32

SOCIAL SUPPORT CAN SOMETIMES STEM FROM SIMILARLY OSTRACIZED OUTGROUPS Sofia Stathi¹, Richard Crisp²; ¹University of Greenwich, ²University of Kent – We aimed to integrate research on social support with research on ostracism by testing whether the source that provides support can protect threatened needs from ostracism. The results indicated that it was not only ingroup but also outgroup support that had a positive effect, specifically on belonging and self-esteem.

F33

RELATIONAL PREDICTORS OF RESILIENCY FOLLOWING TRAUMA Scott Secor¹, Alicia Limke², Camerann Fry¹, Ronald W. Wright¹; ¹Southern Nazarene University, ²University of Central Oklahoma – Results from a correlational study indicated that following impactful trauma, friend (not family) support predicted environmental mastery, personal growth, purpose, and self-acceptance. Similarly, in an experimental study, among participants "traumatized" through negative feedback regarding their competence (not positive or no feedback), perceived friend (not family) social support predicted positive affect.

F34

COMPARISON OF VALIDATION IN MIDDLE-CLASS NON-DISTRESSED COUPLES VERSUS LOW-INCOME DISTRESSED COUPLES: CONTRIBUTIONS TOWARD RELATIONSHIP SATISFACTION AND IMPLICATIONS FOR INTERVENTION Renay Bradley¹, Nicole Atkins¹, John Gottman¹; ¹Relationship Research Institute – Validation between couples may contribute to relationship satisfaction. Research on validation has focused on middle-income couples, which limits knowledge of validation in other populations. We evaluated validation and relationship satisfaction in middle- and low-income couples. Findings imply that validation contributes to couples' satisfaction, although low-income couples may exhibit less validation.

F35

SOCIAL EXCLUSION DECREASES STEREOTYPING Heather M. Claypool¹, Michael J. Bernstein²; ¹Miami University, ²Penn State University, Abington – Socially-rejected individuals may pay close attention to others' individuating characteristics, rather than rely on stereotypes, because doing so may help them distinguish good from bad re-affiliation candidates. Two experiments confirmed this assertion; rejected individuals rated targets less stereotypically than non-rejected individuals. Implications for the rejection and stereotyping literatures are discussed.

F36

EXPLAINING AWAY INTER-RACIAL RELATIONSHIPS: THE ULTIMATE ATTRIBUTION ERROR IN INTER-RACIAL RELATIONSHIPS Chelsea Ellithorpe¹, Lauren W. Colvin¹, H. Colleen Sinclair¹; ¹Mississippi State University – We examined the occurrence of the ultimate attribution error when predicting inter-racial relationship outcomes. Participants (n=105) read one of four vignettes manipulating the heterosexual members' races, then completed commitment and attribution inventories. Participants predicted failure for inter-racial relationships and attributed failure to internal factors, especially in relationships involving African-American men.

F37

WHICH ONE OF THESE IS NOT LIKE THE OTHERS? HOW SENSE OF BELONGING INFLUENCES IMPORTANT OUTCOMES FOR WOMEN IN STEM. Gina Seaton¹, Jane Williams¹, Leslie Ashburn-Nardo¹; ¹Indiana University- Purdue University Indianapolis – Women are underrepresented in science, technology, engineering, and mathematics (STEM). The current study offers insight into how sense of belonging relates to career

choice and women's underrepresentation in STEM. Results support belonging as an important correlate of personal, academic, and career outcomes across time and levels of the leaky pipeline.

F38

DO EXTRAVERTS HAVE LONG-TERM ROMANTIC RELATIONSHIP POTENTIAL? Nicholas Holtzman¹, Michael Strube¹; ¹Washington University in St. Louis – Traditional sexual strategies models juxtapose long-term and short-term strategies. Because extraversion correlates positively with short-term strategies, extraverts presumably avoid long-term commitments. By separately assessing long-term and short-term strategies, I demonstrate that indeed extraverts do use short-term strategies – but they use long-term strategies too – reversing conclusions based on the traditional model.

F39

LOVE AND THE ONE YOU'RE WITH: EFFECTS OF OWN AND PARTNER PERSONALITY ON RELATIONSHIP VARIABLES Yanna Weisberg¹, Jeffry A. Simpson², Colin G. DeYoung²; ¹Linfield College, ²University of Minnesota – The current research investigated how one's own and one's partner's personality affect change in relationship variables across six months. Personality predicted change in trust, partner responsiveness, and relationship quality. Changes in trust and relationship quality were strongly related to own personality, whereas changes in responsiveness were related to partner personality.

F40

WHY COMMUNICATION PROPERTIES INFLUENCE SUBJECTIVE WELL-BEING IN CLOSE RELATIONSHIPS: THE MEDIATIONAL ROLE OF RELATIONAL EFFICACY Ryosuke Asano^{1,2}, Toshikazu Yoshida¹; ¹Graduate School of Education and Human Development, Nagoya University, ²The Japan Society for the Promotion of Science – We hypothesized that relational efficacy would mediate the association between communication properties and subjective well-being (SWB) at dyad-level processes. Results showed that through the mediation of relational efficacy in romantic relationships, (a) strong communication increases SWB, whereas (b) frequent communication decreases SWB. Similar effects were not obtained in same-sex friendships.

GSC Student Poster Award Finalist - Also presenting on board A5.

F41

CONVERSING TOWARDS HAPPINESS: THE LINK BETWEEN WELL-BEING, DEEP CONVERSATION, AND CLOSENESS Sarah Ketay¹, Meghan Brady¹, Kandra Knowles¹, Gary W. Lewandowski, Jr.², Arthur Aron³; ¹Bard College, ²Monmouth University, ³Stony Brook University – We hypothesized that the association of deep conversation and well-being is mediated by closeness. Participants were paired with a stranger and completed the "fast friends" activity. Moderation tests for individual difference variables are also described. Results indicate that the association between deep conversation and well-being was partially mediated by closeness.

F42

FORGIVING MORE MAKES VICTIMS FEEL BETTER ABOUT THEIR FORGIVENESS, ESPECIALLY WHEN THEY RECEIVE STRONG AMENDS Laura B. Luchies¹, Eli J. Finkel², Jody L. Davis³, Jeffrey D. Green³; ¹Redeemer University College, ²Northwestern University, ³Virginia Commonwealth University – An experiment and a longitudinal study demonstrated that (a) individuals feel better about the extent to which they forgive to the degree they offer greater forgiveness and that (b) this link is especially robust when they have received strong amends.

F43

WHEN IS IT GOOD TO BE ME? FEELING AUTHENTIC MATTERS MOST DURING TIMES OF CONFLICT Rugile Tuskeviciute¹, Amie Gordon¹, Serena Chen¹; ¹University of California, Berkeley – Felt authenticity is associated with greater relationship quality, but in what contexts is it most important? We find that felt authenticity is associated with greater relationship

quality for both partners following a conflict conversation, but not following a cooperative task, suggesting authenticity may be particularly beneficial during times of conflict.

F44

SUPPORTIVE RECIPROCITY ACROSS THE TRANSITION TO PARENTHOOD Marci E. J. Gleason¹; ¹University of Texas at Austin – Couples expecting their first child were recruited to investigate the associations between mood, relationship satisfaction, and support exchanges across the transition to parenthood. Supportive reciprocity was found to decrease negative mood and increase closeness, but there were shifts in the value of supportive reciprocity after the birth of the child.

F45

FULLY SATISFYING RELATIONSHIPS PREDICT LIFE SATISFACTION MEDIATED BY SENSE OF BELONGING: A DIRECT TEST OF THE BELONGINGNESS HYPOTHESIS Glenn Malone¹, David R. Pillow¹; ¹University of Texas at San Antonio – Baumeister and Leary (1995) proposed that humans need to secure at least a minimum number of quality relationships to meet their belongingness needs, and beyond an optimum number, additional relationships yield diminishing returns. Our research supported this hypothesis while highlighting the differential effects of fully versus partially satisfying relationships.

F46

MORE THAN A ROSY FILTER FOR THE PAST: RELATIONSHIP SATISFACTION PREDICTS DIVERGENT ATTRIBUTIONS EVEN AFTER ACCOUNTING FOR DIFFERENCES IN MEMORY. Evelyn Au¹; ¹Singapore Management University – This study on romantic relationships: 1) examines three different types of attributions – internal, external and interpersonal attributions (i.e., my partner's behaviour reflects how he/she feels about me) and; 2) explores underlying factors that could explain why satisfaction is associated with divergent patterns of attributions when explaining partners' behaviours.

F47

THE UPS AND DOWNS OF VARIABILITY: ARE FLUCTUATING RELATIONSHIP APPRAISALS ALWAYS DETRIMENTAL FOR LONG-TERM RELATIONSHIP OUTCOMES? Taylor Anne Morgan¹, Lisa A. Neff¹; ¹University of Texas at Austin – Variability in daily relationship appraisals has been shown to undermine future relationship well-being. The current study suggests the relationship context modifies this effect. In a positive marital climate, variability predicted steeper declines in marital quality over time. In a less positive climate, variability was not associated with future marital quality.

F48

LONELINESS, SELF-DISCLOSURE, AND THE SOCIAL SHARING OF EMOTION: WHY IS THE WISH TO BELONG NOT SUFFICIENT FOR INTERPERSONAL RECONNECTION? Mathias Theunis¹, Arvid Kappas¹, Bernard Rimé²; ¹Jacobs University Bremen, Bremen, Germany, ²University of Louvain, Louvain-la-Neuve, Belgium – Although lonely people wish for increased social inclusion, they fail at crucial relational processes such as self-disclosure and the social sharing of emotion. Using an online questionnaire, this research unveils the interplay between social anxiety and wish to belong leading to such consequences.

F49

RELATIONAL BOREDOM AND WILLINGNESS TO ENGAGE IN INFIDELITY: THE ROLE OF SELF-FORGIVENESS Nathalie Gillen¹, Michael Wohl¹, Cheryl Harasymchuk¹; ¹Carleton University – This study explored relational boredom and willingness to engage in infidelity and the role of self-forgiveness. Participants rated their willingness to engage in infidelity and completed measures of relational boredom and self-forgiveness. Relational boredom was a significant predictor of willingness to engage in infidelity and self-forgiveness mediated this association.

F50

IS FORGIVENESS A LONG-TERM ANTECEDENT OR CONSEQUENCE OF WELLBEING? A TEN YEAR FOLLOW-UP STUDY INVOLVING MARRIED COUPLES Francesca Giorgia Paleari¹, Sara Pelucchi², Camillo Regalia², Frank Fincham³; ¹University of Bergamo, ²Catholic University of Milan, ³Florida State University – The study investigated the predictive relations between spouses' dispositional marital forgiveness and their subjective personal and relational wellbeing over a ten year period. Data provided by 62 married couples indicated that forgiveness predicted a long-term increase in both personal and relational wellbeing in wives but not in husbands.

F51

NATURE EXPOSURE AND THE NEED TO BELONG Chelsea Thomas¹, Cynthia McPherson Frantz¹; ¹Oberlin College – We theorized that in the absence of human interaction, ostracized people might turn to nature to fulfill the thwarted need to belong. Those who were ostracized and outside demonstrated a significant increase from their base level of connectedness to nature, and an increase in mood.

F52

PROSOCIAL BUFFERS FOR PARTNERS OF MANIC INDIVIDUALS Marc Weintraub¹, Amie Gordon¹, Alex Kogan², Emily Impett², Christopher Oveis³, June Gruber⁴, Dacher Keltner¹; ¹University of California, Berkeley, ²University of Toronto, Mississauga, ³University of California, San Diego, ⁴Yale University – Are there certain characteristics that might help buffer people against the ill effects of having a romantic partner with manic symptoms? Our findings provide initial evidence that prosociality and the tendency to reappraise are important traits that help partners of more manic individuals experience greater relationship quality.

F53

STRESSFUL LIFE EVENTS AND SATISFACTION IN ENGAGED COUPLES Emily M. Maywood¹, Gian C. Gonzaga¹, Heather Setrakian¹, Jonathan P. Beber¹; ¹eHarmony Labs – This study set out to explore the impact of couples' stressful or positive events on relationship satisfaction. Results showed that events that negatively impacted satisfaction were often relationship oriented, while those events that positively impacted satisfaction were more likely to be personal achievements.

F54

GOING THE DISTANCE: A LONGITUDINAL DYADIC STUDY EXAMINING ATTACHMENT AND PROLONGED PHYSICAL SEPARATION IN ROMANTIC RELATIONSHIPS Fen-Fang Tsai¹, Yu-Yang Kenneth Tan¹; ¹National University of Singapore – Dyadic diary approach was used to investigate the effects of prolonged separation on relationship processes among long-distance relationship (LDR) couples. Results indicated that attachment anxiety and avoidance were associated with pessimistic attitudes towards LDRs prior to separation, but not during separation, suggesting that couples adapt over time to being apart.

F55

PARTIAL OSTRACISM, PARTIAL PAIN, BUT EQUAL REVENGE Ilja van Beest¹, Maartje Meijs¹; ¹Tilburg university – Three studies tested whether inclusion on one dimension would buffer against the negative impact of being ostracized on another dimension. Demonstrating what prior research has not, results showed that the immediate pain of ostracism can be mitigated, but remains equally harmful for those that are responsible.

Person Perception/Impression Formation

F56

THE ROLE OF SYNCHRONY ON FACE EVALUATION Hugo Toscano¹, Thomas W. Schubert¹; ¹ISCTE-IUL – We examined how synchronous stimulation can change the evaluation of faces. Results demonstrated that when the own face was stimulated in multisensory synchrony with other faces, those other faces and faces similar to them were judged as more trustworthy.

F57

EVALUATING MORALITY: INFLUENCE OF THE STRENGTH OF MORAL DUTY VIOLATIONS ON EXPECTANCIES OF FUTURE IMMORAL ACTS Lisa K Busche¹, Joshua Sandry¹, Kasha Geels¹, Gayle Hunt¹, Jeremy Schwark¹, Stephen Rice¹, Jessica Richardson¹; ¹New Mexico State University – Moral behaviors include both perfect duties, such as honesty and loyalty, and imperfect duties, such as friendliness and charitableness. When asked to read about a violation of one of these duties, the type of duty and the strength of the violation interacted to influence participant's expectancy of future immoral behavior.

F58

DISAPPROVAL OF VERBALLY STATED SELF-OTHER DIFFERENCES DEPENDS ON THEIR EXPLICITLY COMPARATIVE NATURE FOR SUPERIORITY BUT NOT FOR INFERIORITY CLAIMS Carolien Van Damme¹, Vera Hoorens¹; ¹Katholieke Universiteit Leuven – People dislike explicit self-superiority claims relative to implicit self-superiority claims. We demonstrated that this explicit-implicit difference occurs for superiority but not for inferiority claims, showing that people reject explicit self-superiority claims because they infer a negative view of others from them and not because they dislike any overt self-other difference.

F59

ON COMPETENT AND WARM LEADERS: THE EFFECTS OF ERROR APPROACH ON LEADER PERCEPTION AND TRUST Nicoletta Dimitrova¹; ¹VU University Amsterdam – Leaders who focus on errors as challenges (error management) rather than as threats (error prevention) although seen as equally competent were perceived as warmer and were trusted more by their followers. Perceived warmth mediated the effect of leader's error approach on trusting the leader.

F60

DOGGED BY YOUR PERSONALITY: PERSONALITY AS A CUE FOR MATCHING DOGS AND OWNERS TOGETHER Michael Roy¹, Stephen Marks¹, Jeff Mastrangelo¹; ¹Elizabethtown College – Previous research has found that people are able to match pictures of purebred dogs with pictures of their owners. Results of two studies indicate that perceived personality is a cue that people can and do seem to use when matching dog and owner together.

F61

HOW TO BE AN OPEN BOOK: EXAMINING THE LINKS BETWEEN PSYCHOLOGICAL ADJUSTMENT AND EXPRESSIVE ACCURACY Lauren J. Human¹, Jeremy C. Biesanz¹, Sonia Finseth¹; ¹University of British Columbia – Why are well-adjusted individuals' personalities seen more accurately in first impressions? Results from a video perception study demonstrate that well-adjusted individuals tend to possess more normative, positive personalities than less-adjusted individuals. This normativeness is in turn associated with more positive, attention-getting behaviors, which lead one to be seen more accurately.

F62

INSANITY IN THE EYE OF THE BEHOLDER: A PERSONALITY-AND-ATTITUDES MODEL OF LAYPERSONS' EVALUATIONS OF LEGAL INSANITY Audrey K. Miller¹, Amanda M. Amacker¹, Jason M. Duncan¹, Michelle L. Stein¹, Brett O. Gardner¹, Brian S. Bitting¹, Robert J. Cramer¹; ¹Sam Houston State University – A personality-and-attitudes model, accounting for one-third of the variance in laypersons' evaluations of a murder defendant's legal insanity, is presented.

F63

THE NARCISSIST YOU KNOW: JUDGMENTS OF ADAPTIVE AND MALADAPTIVE NARCISSISM, INTERJUDGE AGREEMENT, AND RELATION TO DAILY LIFE EXPERIENCES Jana S. Spain¹; ¹High Point University – This study examined the accuracy of knowledgeable informants' judgments of narcissism. 211 targets, their friend, mother, and coworker provided ratings of targets' Autonomous, Willful, and Hypersensitive narcissism. Targets completed numerous self-assessments and a diary for one month. Narcissism judgments were related to self-ratings and daily experiences in theoretically relevant ways.

F64

BETTER YOU KILL SOMEONE: FATAL H1N1 TRANSMISSION PERCEIVED MORE FAVORABLY THAN NON-FATAL STI TRANSMISSION Amy C. Moors¹, Lane L. Ritchie¹, Ali Ziegler¹, Terri D. Conley¹; ¹University of Michigan, Ann Arbor – This research examined the stigma associated with STIs compared to other comparable infectious diseases. Results indicated that an individual who transmits an STI compared to H1N1 is perceived more negatively (e.g., immoral, risky), and that negativity is present even when H1N1 causes a more severe health outcome than the STI.

F65

CLASS ENVIRONMENT, GLOBAL CITIZENSHIP IDENTIFICATION, AND PRO-SOCIAL VALUES Marion Blake¹, Lindsey Pierce¹, Stephen Reysen¹, Iva Katzarska-Miller²; ¹Texas A&M University-Commerce, ²Transylvania University – We examined the influence of class environment on global citizenship identification and pro-social values over the course of the semester. The increase in global citizen identification over the semester mediated the relationship between the perception that the class promoted global awareness and increase in pro-social values.

F66

THANKING DOWN; A POLITE WAY TO IMPLY AUTHORITY Abbie Wazlawek¹, Daniel Ames¹; ¹Columbia Business School – Expression of gratitude is considered as an assertion of authority. A model of the production and interpretation of gratitude is presented and authoritative implications and observer perceptions are examined. In one study, observers of an exchange of gratitude ascribe authority to the target offering thanks (versus the target receiving thanks).

GSC Student Poster Award Finalist - Also presenting on board A2.

F67

MORE THAN ONE WAY TO BECOME ONE: PERSPECTIVE TAKING AND BIDIRECTIONAL SELF-OTHER MERGING Jeff Cho¹; ¹Department of Psychology & Social Behavior, University of California, Irvine – Previous research suggests that perspective taking leads to self-other merging – but in which direction? Manipulating PT using a writing task and examining bidirectional merging using a reaction latency task, the study found that PT induces merging bidirectionally, and that various individual differences can predispose perspective takers toward different forms of merging.

F68

CULTURAL CONNOTATIONS OF BICULTURALS' NAMES AFFECT HOW AMERICAN THEY ARE PERCEIVED TO BE Dushiyanthini (Toni) Kenthirarajah¹, Walton Gregory, M.¹, Cohen Geoffrey, L.¹; ¹Stanford University – This study investigates how Anglo versus ethnic names affect perceptions of the 'Americanness' of Americans of different ethnicities. Asian- and Hispanic Americans, but not African- or European Americans, were viewed as less American when they had an ethnic first name than when they had an Anglo first name.

F69

THE SELF AS A LENS FOR QUICKLY JUDGING OTHERS: EFFECTS OF SELF-CONSTRUAL ON THIN SLICING ACROSS OF INTERPERSONAL DOMAINS Tonya Shoda¹, Allen McConnell¹; ¹Miami University – We examined relations between self-construals and ability to interpret nonverbal behaviors. People whose self-construals reflected a greater emphasis on close relationships (relational self-construals) and larger group memberships (collective self-construals) were more accurate in decoding nonverbal behavior in real social interactions involving related domains of interpersonal perception (i.e., intimacy and kinship).

F70

BEING ALL THINGS TO ALL PEOPLE: MANAGING THE MULTIPLE AUDIENCE PROBLEM Brittany L. Brattain¹, Alicia C. Stedman¹, Beth A. Pontari¹; ¹Furman University – We tested three self-presentation strategies, equivocation, role-distancing (external justification), and compensatory self-enhancement before audiences with differing expectations - a Multiple Audience Problem (MAP). Introductions (actually videotapes) depicted each strategy, which participants (the audience) viewed to select a task partner. Results suggest that equivocation may achieve instrumental but not relational goals.

F71

SPONTANEOUS TRAIT TRANSFERENCES AMONG JAPANESE CHILDREN AND ADULTS Yuki Shimizu¹; ¹Faculty of Education, SAITAMA University – Is an informant who describes other's behavior perceived as having the very trait implied by the behavior? The present study suggested that this spontaneous trait transference (STT) occurred among Japanese fifth graders and adults only from negative-trait-implying descriptions, indicating the priority of responses to negative behaviors in person perception.

F72

FACE MEMORY IN CHILDREN IS MODULATED BY TARGET EMOTION, RACE, AND SEX. Maria Barth¹, Steven Young^{1,2}, Nalini Ambady¹; ¹Tufts University, ²Fairleigh Dickinson University – The current research tested children memory for emotional and neutral African-American and Caucasian-American male and female faces. The results revealed a three-way interaction with race, sex, and expression, demonstrating a developmental sensitivity to numerous social factors and the integration of multiple streams of facial information (e.g., race, sex, and emotion).

F73

PERCEIVING SEXUAL RISK IN MEN: THE ROLE OF TARGET AND PERCEIVER CHARACTERISTICS Carter A. Lennon^{1,2}, David A. Kenny¹; ¹University of Connecticut, ²Center for Health, Intervention, & Prevention – Women's willingness to have unprotected sex with targets was due almost entirely to the physical attractiveness and race of the target. Women rated targets who were perceived as physically attractive, extraverted, and conscientious as more likely to have a sexually transmitted disease. Implications for sexual risk reduction are discussed.

F74

A LENS MODEL APPROACH TO UNDERSTANDING ACUTE PAIN Mollie A. Ruben¹, Judith A. Hall¹; ¹Northeastern University – The lens model approach was utilized to examine the expression of pain, nonverbal cues related to the experience of pain and the detection of pain. The results contribute to the existing literature on pain expression and detection and highlight the potential for training, practice, or feedback to improve pain detection.

F75

PERCEIVING A STORY OUTSIDE OF CONSCIOUS AWARENESS Naoaki Kawakami¹, Fujio Yoshida¹; ¹University of Tsukuba – Using a subliminal priming paradigm, we demonstrated that story perception occurs without conscious awareness. In the experiment, participants were subliminally presented with sequential pictures that represented a certain story. Although participants could not report having seen the pictures, their automatic mental associations were shifted to line up with the story.

F76

THROUGH THE LENS OF PAST BEHAVIOR: EXPECTANCIES IMPACT IMPRESSION FORMATION AS A FUNCTION OF CONSTRUALS Katherine M. Darwent¹, Gifford Weary¹, Kentaro Fujita¹; ¹Ohio State University – The current research examined how construals impact the use of expectancies in impression formation. After expectancy and construal manipulations, participants watched a video of a child completing puzzles and continuously rated his performance. As predicted, participants assimilated impressions to expectancies when thinking abstractly but contrasted from expectancies when thinking concretely.

F77

THE BAD SENATOR EFFECT: IMMORAL BEHAVIOR CAN AFFECT PERCEIVED COMPETENCE Jennifer Stellar¹, Dacher Keltner¹; ¹University of California, Berkeley – Although research has traditionally separated perceptions of morality from perceptions of competence, we demonstrate that these two domains are interdependent. More specifically, we show that immoral behavior, which is seemingly unrelated to performance at work (e.g. cheating on a spouse), can significantly reduce perceptions of job competence.

F78

THE POWER OF PROJECTION FOR POWERLESS PEOPLE Claudia Toma^{1,2}, Vincent Yzerbyt¹, Corneille Olivier¹, Demoulin Stéphanie¹; ¹Université catholique de Louvain, ²Fonds de Recherche Scientifique – The present research investigates whether power roles influence the extent to which people project onto others. In three studies using different manipulations of power we found projection of preferences, general traits and competence to be stronger for powerless than for powerful people, while the reverse was found for warmth traits.

F79

IMPLICIT THEORIES AND FUNDAMENTAL DIMENSIONS OF IMPRESSION FORMATION Jina Park¹, Joyce Ehrlinger¹; ¹Florida State University – The present research examined the impact of beliefs about whether basic attributes are modifiable on first impression formation. Two studies demonstrate that a view that basic attributes are fixed leads people to base judgments more on competence than warmth in comparison to those who view the attributes as changeable.

F80

INTERGROUP SIMILARITY CAN ATTENUATE OWN GROUP BIASES IN FACE RECOGNITION Pirta See¹, Kurt Hugenberg¹; ¹Miami University – Three studies found that perceived intergroup similarity can attenuate Own Group Biases in face recognition. Across both minimal and pre-existing groups, outgroups manipulated to seem similar to the ingroup elicited better face recognition. A third study found a positive correlation between perceived meaningful future outgroup contact and outgroup face recognition.

F81

WE TRUST OUR FRIEND'S FRIENDS BECAUSE THEY TRUST THEM Gayle Hunt¹, Stephen Rice¹, David Trafimow¹; ¹New Mexico State University – In this study each participant (Person A) gave ratings of liking/trust toward a friend (Person B), their friend's friend (Person C), and between Person B and Person C. Results show that only the liking/trust between Persons B and C was a predictor of the liking/trust between Persons A and C.

F82

THE HUMANIZING VOICE Juliana Schroeder¹, Nicholas Epley¹; ¹University of Chicago – Observers rated speakers talking about important life decisions (Study 1) and emotional experiences (Study 2) to have diminished mental capacities when reading transcripts of the speeches compared to listening to speeches or watching videos of the speeches. Results suggest that voice is a critical component of humanization.

F83

AGENCY AND COMMUNALITY IN CONTEXT: SURGENCY AND SOCIALITY AS BROAD AND BASIC DIMENSIONS IN SOCIAL PERCEPTION Valérie D'Amour-Horvat¹, Michael Conway¹, Constantina Giannopoulos¹; ¹Concordia University, Montreal – In Study 1, participants distinguished between surgency constructs of agency, bravery, competence, and self-sufficiency, and between sociality constructs of communality, friendliness, and morality. In social perception Studies 2 and 3, bravery implied other surgency constructs more than they implied bravery. Parallel results emerged with communality for other sociality constructs.

F84

SEXY RED: PERCEIVED SEXUAL PROCEPTIVITY MEDIATES THE RED-ATTRACTION LINK IN MEN VIEWING WOMEN Adam Pazda¹, Andrew Elliot¹, Tobias Greitemeyer²; ¹University of Rochester, ²University of Innsbruck – 2 experiments using different methodologies tested the hypothesis that perceived sexual proceptivity is the mechanism that increases men's attraction to women in red. Results supported our hypothesis, indicating that red clothing worn by females may be a double-edged sword; it increases their attractiveness but does so by communicating sexual interest.

F85

DISSOCIATING PROCESSING FLUENCY FROM AESTHETIC JUDGMENT: EASY TO PROCESS DOESN'T ALWAYS MEAN MORE BEAUTIFUL Tyler Davis¹, Tim Tschumy¹, Connor Principe², Bradley Love¹; ¹The University of Texas at Austin, ²Pacific University – Processing fluency is thought to be a key contributor to aesthetic judgment, but its role may depend on the nature of the stimuli. Using sparse perceptual stimuli, objects that were most fluently processed were viewed as beautiful, whereas with faces average stimuli were preferred even though they were less fluent.

F86

THE TIME COURSE OF PERCEIVING IF...THEN...SITUATION-BEHAVIOR PATTERNS AND ITS IMPACT ON INTEGRATING MULTIPLE INFERENCES ABOUT SOCIAL TARGETS. Devin Perce¹, Raymond Green¹; ¹Texas A&M University-Commerce – In two studies, we found that primacy and recency effects emerged when perceivers integrate multiple inferences, regarding the mental states and behavioral tendencies of social targets displaying distinct if...then... situation-behavior patterns. This suggests that the time course of perceiving if...then... patterns is important when integrating multiple inferences during impression formation.

F87

THE ACCURATE DETECTION OF PREJUDICE FROM FACES Eric Hehman¹, Jordan Leitner¹, Mateusz Olechowski², Samuel Gaertner¹; ¹University of Delaware, ²University of Warsaw – The current research examines the ability to accurately detect how prejudiced a target is by looking at their face. Racial prejudice of White individuals was measured, and minority individuals evaluated "how prejudiced" the faces were. Results revealed that minority group members are better than chance at detecting prejudice.

F88

SOCIAL CATEGORIZATION AND REACTIONS TO INDIVIDUALS WITH INTELLECTUAL DISABILITIES: AN EXAMINATION OF APPEARANCE AND IDENTIFICATION FACTORS Jessica McManus¹, Donald Saucier¹; ¹Kansas State University – Social group membership is often activated in interactions. Participants reacted to a social-networking profile picturing an individual who did or did not appear to have an intellectual disability. The stigmatizing appearance influenced perceptions and reactions to the individual. Contributions include understanding social categorization's influence on person perception and intergroup relations.

F89

IMPRESSIONS AT THE INTERSECTION OF AMBIGUOUS AND OBVIOUS SOCIAL CATEGORIES: DOES GAY + BLACK = LIKABLE? Jessica Remedios¹, Alison Chasteen¹, Nicholas Rule¹, Jason Plaks¹; ¹University of Toronto – Ambiguous categories influence the effects of obvious categories on first impressions. Race-based evaluations of faces differed by targets' undisclosed sexual orientations. White straight men were liked more than White gay men; however, Black straight men were liked less than Black gay men. Sexual orientation, therefore, shapes automatic evaluations of others.

F90

SLEEP FACILITATES RECALL OF RECENTLY LEARNED PERSONAL INFORMATION Luke Engle¹, Michael A Zarate¹; ¹University of Texas at El Paso – This study examines the role of sleep in the recall of recently learned personal information about novel faces. Specifically, it extends previous research in our lab to examine the role of sleep in the recall of both unique and stereotypic (or stereotype confirming) personal information.

F91

DOES YOUR CLOTHING MAKE A LIAR OUT OF YOU? THE EFFECT OF BRAND NAME CLOTHING ON IMPRESSION FORMATION Teresa M. Madrugá¹, AnaMarie Guichard¹; ¹California State University, Stanislaus – Participants completed a purported-social interaction task to examine the effect of clothing brand personality on impression formation. Sincerity ratings of the target wearing a low sincerity brand were marginally lower than sincerity ratings in either the high sincerity or control condition. The effect was significant only in high self-monitors.

F92

PERCEPTIONS OF INDIVIDUALS IN INTERRACIAL RELATIONSHIPS Michael Penuliar¹, Emily Zitek², Juliana Leding³; ¹University of North Florida, ²University of North Florida, ³University of North Florida – Participants read about and rated a couple involving a White woman and a White, Black, or Asian man. Participants viewed the Black man as the most masculine and career-focused. For Asian male/White female couples, participants higher in SDO and conservatism gave more negative judgments.

F93

THE EFFECTS OF USING STEREOTYPES AS EXCUSES FOR STEREOTYPIC PERFORMANCE FAILURE Jade S. Jenkins¹, John J. Skowronski¹; ¹Northern Illinois University – Can invoking stereotypes as excuses minimize the negative evaluations associated with stereotypical performance failure? Results from two experiments suggest that stereotype excuses perceived

to be valid can minimize evaluative negativity or even produce more positive evaluations. These effects are driven by stereotype activation and perceptions of excuse intent and validity.

F94

ANDROGYNY QUALIFIES FOR LEADERSHIP POSITIONS. INTERACTION OF FACIAL APPEARANCE AND PERSONALITY INFORMATION Mirella Walker¹, Michaela Wänke², Sabine Sczesny³, Thomas Vetter¹; ¹University of Basel, ²University of Mannheim, ³University of Bern – By providing different sources of information about the masculinity/femininity of fictitious leadership applicants we show that inconsistent applicants (i.e., masculine-looking & communal personality) are perceived to be better qualified for a leadership position than consistent applicants (i.e., masculine-looking & agentic personality). This effect is driven by the perception of androgyny.

F95

CHANGING IMPRESSIONS: EXPECTANCY VIOLATIONS AND INTERPLAY OF LOOKS AND ACCENTS IN EVALUATIONS Karolina Hansen¹, Melanie C. Steffens¹, Tamara Rakic¹, Friedrich Schiller University Jena – We experimentally tested predictions of ethnolinguistic identity theory and expectancy violations theory by presenting targets (in)congruent with regard to look and accent and assessing their evaluations. Job candidates having foreign looks and speaking standard German were evaluated as most competent, those with German look and foreign accent - as least.

F96

PUBLIC RELATIONS DISASTER: SEWAGE, OIL SPILL, AND THE TWO FUNDAMENTAL DIMENSIONS OF SOCIAL PERCEPTION Emily Chan¹, Adam Korpusik¹; ¹Colorado College – How might a self-presenter manage the two fundamental dimensions—communion and agency following a reputation-tarnishing event? Two studies showed the primacy of communion in social judgment, but also that focusing solely on communion when trying to repair one's reputation would back-fire and cause more damage.

F97

A HYBRID PARADIGM FOR EXAMINING SPONTANEOUS TRAIT INFERENCES WITH TWO EXPERIMENTAL TRIALS Timothy C. McCall¹, James H. Wirth², Donal E. Carlston¹; ¹Purdue University, ²University of North Florida – Major paradigms for exploring Spontaneous Trait Inference require large numbers of impression targets, limiting usefulness when researchers are interested in impressions of a small number of individuals. We demonstrate the formation of STIs using a new "hybrid" method based on past work that requires only two stimulus targets.

F98

INVESTIGATING THE MEDIA EQUATION: THE INFLUENCE OF ACTOR AGENCY ON SPONTANEOUSLY AND INTENTIONALLY INFERRED TRAIT Maaïke Roubroeks¹, Jaap Ham¹, Cees Midden¹; ¹Eindhoven University of Technology – The current research suggests that participants drew comparable spontaneous trait inferences for humans, computer agents and objects. However, participants' intentional trait inferences diminished with lower actor agency. Thereby, this research provides evidence for and extends the Media Equation hypothesis that proposes that people react social automatically to non-human agents.

F99

HAPTIC SENSATIONS AFFECT THE SPONTANEOUS INFERENCE OF TRAITS Randy McCarthy¹, John Skowronski¹; ¹Northern Illinois University – Recent research suggests that physical sensations can affect various cognitive processes. In one study, participants held either warm or cold objects while reading trait-implicative behavior descriptions. Participants holding warm objects spontaneously inferred more positive traits than participants holding cold objects and vice versa. Thus, physical sensations influenced automatic trait activation.

F100

BEAUTY AND BRAINS: THE RELATIONSHIP BETWEEN PHYSICAL ATTRACTIVENESS AND PERCEIVED INTELLIGENCE Katherine Hansen¹, Alexander Todorov¹; ¹Princeton – We investigated the halo effect's finding that attractive people are seen as more intelligent. Participants rated photos representing a broad range of attractiveness for these traits. Attractiveness did lead to benefits in impressions of intelligence, but this trend only continues up to a point on the attractiveness spectrum before declining.

F101

GETTING TO KNOW YOU WITHOUT GETTING TO KNOW YOU: MEDIUM OF PRESENTATION AFFECTS PERSON-PERCEPTION ACCURACY Lara K. Ault¹, Marcel S. Yoder²; ¹Saint Leo University, ²University of Illinois, Springfield – Mode of target presentation should affect personality judgment accuracy if presentation influences scalability (Realistic Accuracy Model; RAM, Funder, 1995). Correlations between self-and-other ratings across five conditions (n=183) showed that accuracy -the match between self-perceived and other-perceived traits- increased as a function of presentation. Findings support Funder's RAM using novel methodology.

F102

MAKING PERSONALITY AND INTELLIGENCE JUDGMENTS: WHAT DOES FACIAL APPEARANCE REVEAL TO STRANGERS? Rose Mary Webb¹, Lyndsay Nelson¹, April Bleske-Rechek², Timothy Huelsman¹, Douglas Waring¹; ¹Appalachian State University, ²University of Wisconsin-Eau Claire – We found strong associations between strangers' ratings of 197 targets' facial features and overall attractiveness and strong associations between ratings of the targets' attractiveness and ratings of targets' traits. Targets whose faces were rated as more attractive were assumed to possess more desirable personality traits and higher intellect.

F103

BENEFICIAL CHARACTERISTICS RELATED TO BEING A GOOD JUDGE OF PERSONALITY Tera D. Letzring¹; ¹Idaho State University – This study sought to examine the statement that being a good judge of personality is beneficial. Accuracy was positively related to several characteristics, including interpersonal support, social intimacy, self-esteem, and life satisfaction. Additionally, these relationships appear to depend on the type of accuracy and which trait is judged.

Social Judgment/Decision-Making

F104

ROLE OF GROUP IDENTITY AND BENEFICIARY IDENTITY IN CONFORMING TO EXPECTED BEHAVIOR Jennifer Logg¹, Poonam Arora², Rick Larrick³; ¹UC Berkeley, ²Manhattan College, ³Duke University – Which norm do we follow when there is a discrepancy between descriptive (observed) and injunctive (expected) norms? In three studies, participants who identified more with a group were more willing to sacrifice personal gain to uphold injunctive norms when others fell short, but less when others were upholding it.

F105

INFLUENCING AND LEARNING THROUGH WORD OF MOUTH: AN EXPERIMENTAL STUDY Rami Zwick¹, Vincent Mak²; ¹University of California, Riverside, ²University of Cambridge – In an experimental setting where subjects can communicate and observe each other in a localized network, we show that not only the influence from others, but also the potential to influence others, may affect subjects' decisions.

F106

THE VIVID FACE OF MORALITY – AN EMG STUDY ON THE INFLUENCE OF VIVIDNESS ON EMOTIONAL REACTIONS TO (IM-)MORAL BEHAVIOR Sabine Volk¹, Atila Hoefling¹, Fritz Strack¹; ¹Department for Social Psychology, University of Wuerzburg – In an attempt to specify processes underlying moral judgment we varied vividness of presentation of (im)moral behavior in an EMG study. We found stronger activation of the Levator labii muscle (indicating disgust) when immoral behavior was presented vividly than non-vividly indicating higher emotional involvement.

F107

THE EFFECT OF OBJECTIVE SELF-AWARENESS ON SELF-ESTIMATED PERFORMANCE, SELF-PERCEIVED AUTONOMY AND SELF-ESTEEM Julie Chen¹; ¹Gettysburg College – A cross-cultural study was conducted between Americans and Hong Kong Chinese to compare the effect of Objective Self-awareness (OSA). We found that by priming OSA, American participants reported significantly lower self-esteem, lower self-estimated performance and higher self-perceived autonomy. OSA did not have any significant effects on the Chinese participants.

F108

TEMPORAL FLUENCY: EASILY PROCESSED INFORMATION MAKES THE PAST MORE FORESEEABLE Paul M. Miceli¹, Lawrence J. Sanna²; ¹University of North Carolina at Chapel Hill, ²University of Michigan at Ann Arbor – Temporal fluency refers to people's ease or difficulty of processing information presented in different temporal orders. We replicated our previous work showing that more temporally fluent information leads people to believe an outcome is more foreseeable. Also, we found evidence that openness to alternative outcomes partially mediates this relationship.

F109

BEYOND TIME: THE EFFECT OF TEMPORAL DISTANCE ON MANAGING EXPECTATIONS FOR THE FUTURE Arezou Cavanaugh¹, Kate Sweeny¹; ¹University of California, Riverside – When facing uncertain outcomes, people typically lower their expectations at the moment of truth to "brace" for bad news. We examined whether this decline in expectations can be explained by changes in construal level. We found that construal level did inform expectations but did not fully account for bracing.

F110

COGNITIVE PROCESSES UNDERLYING UNCONSCIOUS THOUGHT Rodica Damian¹, Jeffrey Sherman¹; ¹University of California, Davis – In two experiments, we directly measured the underlying cognitive processes of conscious and unconscious thought. We found that conscious and unconscious thought evoke similar levels of intuitive processing but conscious thought enhances rule-based processing. These findings suggest that reduced rule-based processing may be the reason unconscious thought improves decision-making.

F111

FREEDOM ISN'T JUST ANOTHER WORD: HOW ABSTRACT JUDGMENTS OF FREEDOM ARE AFFECTED BY PHYSICAL SPACE AND VICE VERSA. Lily Jampol¹, Tom Gilovich¹; ¹Cornell University – Two studies examined the association between psychological freedom and physical space. Participants in Experiment 1 felt less free in their lives when in a small space than in a large space. Participants in Experiment 2 perceived the room they were in to be smaller when feeling less free in life.

F112

WHERE IS THE LOOT?: PUNISHMENT IS REDUCED WHEN A CRIMINAL DOES NOT POSSESS STOLEN GOODS Simone Tang¹, Fiery Cushman²; ¹Stanford University, ²Brown University – Intriguingly, there is a special kind of "moral luck" for theft, such that a perpetrator receives less punishment simply by not possessing the items, even when criminal intent and victim harm were the same. In fact, punishment appears to be proportional to how close he came to possessing the goods.

F113

IN PURSUIT OF HAPPINESS: WHEN DO PURCHASE EXPERIENCES LIVE UP TO EXPECTATIONS? Paulina Pchelin¹, Ryan Howell¹; ¹San Francisco State University – Forecasts and retrospective evaluations were examined for experiential and material purchases by measuring hedonic and eudaimonic well-being, as well as perceived economic value. People accurately forecasted greater well-being from experiences. However, they forecasted higher economic value for material items, but in retrospect experiences were considered to have higher value.

F114

THE HARM MAGNIFICATION EFFECT: INTENTIONALITY MAKES HARMS LOOM LARGER Daniel L. Ames¹, Susan T. Fiske¹; ¹Princeton University – Participants learned about someone who harmed others either intentionally or unintentionally. Intentional harms were seen as larger, even though the extent of actual harm was held constant across conditions. Consistent with a theoretical framework based in attribution psychology and motivated reasoning, this effect was fully mediated by motivation to blame.

F115

EASE OF IMAGINATION REDUCES PSYCHOLOGICAL DISTANCE Mark Travers¹, Leaf Van Boven¹; ¹University of Colorado – Events can be psychologically “close” or “far away” independent of objective temporal distance. What influences psychological distance? We present data showing that the ease with which people can mentally simulate an event affects psychological distance such that more easily imagined events are judged psychologically closer than less easily imagined events.

F116

“ONE NATION, UNDER COGNITIVE LOAD” ARE IDEOLOGICAL DIFFERENCES IN MORAL TRADE-OFFS AUTOMATIC OR CONTROLLED? Michael Tamborski¹, Christopher P. Bartak¹, Ryan P. Brown¹, Mauricio Carvalho¹; ¹The University of Oklahoma – We investigated the degree in which ideological differences in morality are automatic versus controlled. We manipulated cognitive load while asking participants to rate their willingness to violate a variety of moral values. Ideological differences between liberals and conservatives disappeared under load, largely due to changes among liberals toward greater conservatism.

F117

EXPERIENTIAL VERSUS RATIONAL REGRET: NEED FOR INTUITION DETERMINES REGRET INTENSITY FOLLOWING SWITCHING AND STICKING DECISIONS Stephanie Smith¹, Keith D. Markman¹; ¹University of Ohio – Participants high in Need for Intuition reported experiencing more regret from failed switching than failed sticking, whereas participants high in Need for Cognition reported experiencing more regret from failed sticking than failed switching.

F118

“I DON'T WANT ANYTHING TO DO WITH THEM!”: HOW JUDGMENTS OF A GROUP'S MORAL CHARACTER SHAPE DECISIONS Shai Davidai¹, David Pizarro¹; ¹Cornell University – Individuals use information about an agent's moral character when evaluating the actions of that agent. Across three studies we show that individuals make similar assessments about the “character” of groups, and that these assessments play a similar role in judgments and decisions regarding the actions of these groups.

F119

THE INFLUENCE OF MATERIALISM ON PURCHASING FORECASTS AND EXPERIENCES Darwin A. Guevarra¹, Paulina Pchelin¹, Ryan Howell¹; ¹San Francisco State University – In a longitudinal design, forecasts and retrospective purchase evaluations of high and low materialists were measured for perceived economic value and purchase regret. High materialists, compared to low materialists, predicted higher economic value and purchase regret; however, low materialists reported greater retrospective perceived economic value and lower purchase regret.

F120

CONCRETE AND ABSTRACT MINDSETS AFFECT MORAL JUDGMENTS Job M. T. Krijnen¹, Michelle T. van Gils¹, Terri G. Seuntjens¹, Jacqueline A. van Breemen¹, Seger M. Breugelmans¹, Marcel Zeelenberg¹; ¹Tilburg University –

In this replication and extension of Effron and Monin's (2010) research on moral licensing, we showed that participants in an abstract mindset judged bad deeds after a good deed more negatively compared with participants in a concrete mindset. Moral licensing occurred in a concrete mindset, not in an abstract mindset.

F121

CONSCIOUS DELIBERATION IS MORE BENEFICIAL THAN UNCONSCIOUS THOUGHT IN COMPLEX DECISION MAKING Alan A. Penaloza¹, Dustin P. Calvillo¹; ¹California State University San Marcos – Unconscious Thought Theory (UTT) claims that a period of distraction improves judgment quality. The present study employed a pretest-posttest design and found that only a period of conscious deliberation improved judgment quality. These findings cannot be explained by UTT, and thus people should not distract themselves before making decisions.

F122

THE EFFECTS OF CHEATING ON DECEPTION DETECTION DURING A SOCIAL DILEMMA Kristina Swanenburg¹; ¹University of Pittsburgh – The literature on deception detection suggests people should be poor at detecting cheating exchange partners, whereas the literature on cheating suggests people are good at detecting such partners. Activation of the cheating detection module may explain this discrepancy. Results suggest individuals susceptible to cheating have increased deception detection accuracy.

F123

THE TIMING OF OUTCOME INFORMATION AND THE HINDSIGHT BIAS IN JUROR DECISION MAKING Dustin P. Calvillo¹, Geno Salomone², Alan A. Penaloza¹, Dayna M. Gomes³; ¹California State University San Marcos, ²Roger Williams University, ³California State University, Los Angeles – This study examined the effects of knowing a previous verdict and the timing of the presentation of that verdict on mock jurors' judgments. Participants' (N = 185) judgments were biased toward the previous verdict only when it was provided after they read a trial summary.

F124

THE FEATURE-POSITIVE EFFECT IN ALLOCATIONS OF RESPONSIBILITY FOR COLLABORATIVE TASKS Rob Adelman¹, Ken Savitsky², Justin Kruger³; ¹Arizona State University, ²Williams College, ³New York University Leonard N. Stern School of Business – People tend to believe that they have contributed more to a collaborative task than collaborators give them credit for, and this is especially likely when contributions consist of removing something rather than adding something. Though one easily recognizes one's own deletions, others often overlook what someone else has taken away.

F125

DON'T GET FRAMED AGAIN: HOW A DIVERGENT THOUGHT MINDSET MITIGATES FRAMING EFFECTS Kate E. Min¹, Robin J. Tanner², Tanya L. Chartrand¹; ¹Duke University, ²University of Wisconsin-Madison – A divergent thought mindset debiases people from the robustly documented framing effect - that is, people make consistent decisions regardless of whether the problem is framed positively or negatively. We argue that this is a result of deviation from the typical automatic association between the problem frame and decision process.

F126

THE GRASS ISN'T ALWAYS GREENER: MODERATORS OF THE OPPORTUNITY-REGRET ASSOCIATION Joshua Buchanan¹, Amy Summerville¹; ¹Miami University – Future opportunity has been examined as a predictor of regret, with conflicting findings. We show that a focus on specific events versus broad domains moderates the relationship

between future opportunity and regret. For specific events, future opportunity predicts lower levels of regret, whereas it predicts greater regret about general domains.

F127

YOU SHOULD BE NICE BUT YOUR COMPANY SHOULD BE WISE: TRUST IN INTERPERSONAL VERSUS ORGANIZATIONAL SETTINGS Daniel Alink¹, Frenk van Harreveld¹, Joop van der Pligt¹; ¹University of Amsterdam – Three studies investigated the role of competence and benevolence on trust in economic decision-making. The effects of interpersonal and organizational contexts were compared. Competence was found to be more important for trust in organizations, while benevolence was more important for interpersonal trust.

F128

DIFFERENCES BETWEEN MAXIMIZERS AND OPTIMIZERS IN CONSUMER DECISION-MAKING: HOW THEY CHOOSE AND WHAT THEY CHOOSE. Minsoo Lee¹, Incheol Choi²; ¹Seoul Nat'l University, ²Seoul Nat'l University – We compared maximizers and optimizers in how and what they choose in consumer decision-making. It turns out that maximizers 1) searched more alternatives until they made a final choice, 2) utilized the attribute-based search more than the alternative-based search, and 3) were less likely to choose a compromising option.

F129

GROUP JUDGMENTS OF PERSONALITY: TWO HEADS ARE BETTER THAN ONE (AND ABOUT AS GOOD AS FOUR) Andrew Beer¹; ¹USC Upstate – This study compared the validity of personality judgments made by groups of 2, 3, or 4 people to the validity of judgments by single individuals and aggregated independent judgments from 2, 3, or 4 individuals. Small groups outperformed single individuals, but increasing group size did not increase validity.

F130

VIRTUES, VICES, AND PERSONALITY: DO PEOPLE REASON THE SAME WAY ABOUT ALL INDIVIDUAL DIFFERENCES? Nina Strohminger¹, Gonzalez Richard¹; ¹University of Michigan – The present research examined whether there are systematic differences in how people reason about character and personality. Participants were more likely to change their assessment of someone when an action violated a character (versus personality) expectancy, and were more likely to commit the fundamental attribution error with character traits.

F131

PERCEIVED COMPLIANCE AND EXPECTED COMPROMISE IN THE ATTITUDE ATTRIBUTION PARADIGM: EMPIRICAL TEST OF A BAYESIAN MODEL Kyle E. Jennings¹; ¹University of California, Berkeley – The attitudes that observers attributed to constrained essay authors in the attitude attribution paradigm are shown to be compatible with a Bayesian model. Differences in attribution extremity and confidence are shown to be related to observers' expectations about how authors would compromise between the requested position and their own attitudes.

F132

THE EFFECT OF GEOGRAPHICAL DISTANCE ON CITIZEN SUPPORT FOR PUBLIC OFFICIALS Erin Burgoon¹, Marlone D. Henderson¹, Cheryl J. Wakslak²; ¹University of Texas, Austin, ²University of Southern California – The present research investigated evaluations of geographically near and distant public officials who used aggregate or single-case information to make policy positions. Participants offered less support (Study 1) and expressed more anger towards (Study 2) distant (vs. near) officials who relied on case-specific (vs. aggregate) information when expressing policy positions.

F133

COMPONENT PROCESSES OF DECISION-MAKING: INFLUENCES OF CONCEPTUAL KNOWLEDGE AND ASSOCIATIVE LEARNING Parezad Zarolia¹, Kateri McRae¹; ¹University of Denver – Using a social, economic decision-making task (Trust Game), the present research examines the effects of conceptual knowledge and information acquired through associative learning on one individual's decision to trust another. Results indicate that conceptual knowledge and information acquired through associative learning have interactive effects on the decision to trust.

F134

Poster withdrawn.

F135

VALUING SECRETS: THE PERCEIVED IMPORTANCE OF CONFIDENTIAL INFORMATION Christina L. Stevens¹, Daniel A. Farber¹, Kenneth A. Bamberger¹; ¹UC Berkeley – How do secrets affect the way we perceive others and evaluate information? Participants reviewing a letter of recommendation, varying both in valence and confidential status, evaluated a faculty job candidate. Results show that designations of confidentiality can enhance ratings of confidence and importance within the evaluation process.

F136

PERCEPTIONS OF SEXUAL RISK TAKING: THE EFFECTS OF RELATIONSHIP CONTEXT IN SELF-REPORT MEASURES Kyle Moxley¹, Natalie Dove²; ¹Eastern Michigan – This research examined whether the placement of relationship context within a survey regarding the riskiness of sexual behaviors would have an effect on the risk perceptions associated with the behaviors. Results were as hypothesized; perceptions of risk decreased as commitment level increased. Methodological considerations and implications will also be discussed.

F137

POLICING THE GROUP: AGREEABLE INDIVIDUALS ARE LESS TOLERANT FOR STATUS SELF-ENHANCERS Samantha Shepardson¹, Nicholas Schwab¹; ¹University of Northern Iowa – Participants completed a personality inventory, read a hypothetical work group scenario about either a status-enhancing or an accurate-perceiving member and completed a questionnaire about their thoughts on the group member. Significant interactions suggest that highly agreeable participants are less tolerant of status-enhancers; indicative of the pro-social aspect of agreeableness.

F138

CHANGING ONE'S BELIEFS: MANIPULATING BELIEF-IN-A-JUST-WORLD MODERATES THE INFRAHUMANIZATION OF THE VICTIMS OF STIGMA Katherine Gillmor¹, Michael Bernstein¹, Jacob Benfield¹; ¹Penn State – We examined the moderating role of belief-in-a-just-world in the infrahumanization of stigmatized individuals. In this study, BJW was experimentally manipulated rather than dispositionally measured. Results indicated that participants primed for high BJW infrahumanized the victim, while low BJW participants did not.

F139

INTENTIONS, WILLINGNESS, AND EXPERIENCE: THE INFLUENCE OF VISUAL PRIMES ON RISK DECISION-MAKING Megan Roberts¹, Frederick Gibbons¹, Meg Gerrard^{1,2}, Megan Brown³; ¹Dartmouth College, ²Dartmouth Medical School, ³Colby Sawyer College – Participants reported their willingness and intentions for casual sex before and after a subliminal priming procedure, which presented pictures of bikini models (sex-prime condition) or exciting, non-sexual images (control-prime condition). Results indicated that following sex primes, those with the lowest sex intentions at baseline showed the greatest increase in willingness.

F140

PATHWAYS TO HEALTH SERVICES UTILIZATION: EXAMINING SUPPORT MECHANISMS FOR OVERCOMING ECONOMIC BARRIERS Summer H.Y. Kim¹, Priscila Diaz¹, Jessica Stahl¹, David Lovis-McMahon¹, Virginia S.Y. Kwan¹; ¹Arizona State University – Low socioeconomic status (SES) consistently predicts poor health outcomes. This research identified a psychological mechanism behind how utilization of healthcare may vary by SES. Results show that lower SES individuals received less emotional and informational health support from family, which was associated with delayed healthcare utilization.

F141

PERCEPTIONS OF SEXUALLY TRANSMITTED DISEASES (STDs) AND UNINTENDED PREGNANCY: CHANGES IN PREVALENCE ESTIMATES ACROSS ANCHORED REFERENCE POINTS Sydney M. Loewen¹, Anna V. Song¹; ¹University of California, Merced – Despite attempts to use risk perceptions to reduce STDs and teen pregnancies, the role of social anchoring on perceptions is unknown. The current study tests whether perceptions of sex-related risk vary across anchored reference points. Results suggest that public health efforts could be more effective by considering social reference groups.

F142

WHEN IS LETHAL FORCE JUSTIFIED? MORAL CULPABILITY AND CRIMINAL PUNISHMENT FOR KILLING IN SELF DEFENSE Sarah Hailey¹, Ilya Altshteyn², Peter DeScioli³; ¹Yale University, ²University of California, Santa Barbara, ³Brandeis University – Motivated by normative philosophical theories, the present research investigates people's psychological and moral intuitions about killing in self-defense. Participants (N = 1245) with one of several self-defense scenarios and measured judgments about wrongness and punishment. The data suggest several interesting inconsistencies between philosophical and psychological theories. Implications are discussed.

F143

BE OPTIMISTIC: THE POSITIVE INFLUENCE OF OTHERS' PAST MORAL ACTIONS ON MORAL BEHAVIOR Xiaowei Lu¹, Kaiping Peng¹; ¹UC Berkeley – Previous research had demonstrated that individuals' prior non-prejudiced behavior credentials would lead to more prejudiced behaviors in the subsequent tasks (Maryam, 2011). In our current study, we argued that the positive feeling of individual's moral status in general domain will elicit more positive attitude in the subsequent tasks.

F144

'IF ONLY I HAD' VERSUS 'IF ONLY I HAD NOT': COUNTERFACTUAL STRUCTURE, EASE OF IMAGINATION, AND MEANING PERCEPTIONS Hyeman Choi¹, Keith D. Markman¹; ¹Ohio University – This study tested whether counterfactual structure (additive / subtractive) and the ease of imagination influence people's meaning perceptions about their past events. Generating two subtractive counterfactuals evoked higher fate and meaning perceptions than did generating two additive counterfactuals. However, this pattern was reversed when participants generated eight counterfactuals.

F145

SELF/OTHER DIFFERENCES IN FREEDOM OF THOUGHT: WHO IS RIGHT AND WHY? Erik Helzer¹, David Dunning¹; ¹Cornell University – People experience their decisions as freer than those of others, but which perspective offers greater insight, and why? People estimated the impact of social-psychological variables on their own or another person's decision-making. Estimates for others were more accurate than those for self. We link this to self/other differences in thought-simulation.

F146

HOW TO PREVENT BEING DECEIVED: THE IMPACT OF REGULATORY FOCUS ON LIE DETECTION ACCURACY Jiyin Cao¹, Adam Galinsky¹; ¹Northwestern University – The research explored the influence of regulatory focus on lie-detection. Throughout four studies, we consistently found that a prevention focus leads to greater lie-detection accuracy, but not bias, than a promotion focus by treating regulatory focus either as a individual difference or temporary psychological state and using different lie-detection tasks.

F147

AUTOMATIC LIES: TIME-PRESSURE INDUCES CHEATING, DELIBERATION SELF-JUSTIFIED LIES Shaul Shalvi¹, Ori Eladr², Yoella Bereby-Meyer²; ¹University of Amsterdam, ²Ben Gurion University – Self-justifications allow people to lie while feeling honest. Participants reported the outcome of a private die roll to earn money. We varied decision time and ability to self-justify lying. Results suggest that people's automatic reaction is lying, regardless of having self-justifications. When deliberating, people lied only when self-justifications were available.

F148

INFORMATION SEARCH AND COSTS - PAYING FOR INFORMATION REDUCES BIASED ASSIMILATION Dipl. Psych. Kathrin Asal¹, Prof. Dr. Peter Fischer¹; ¹Department of Social Psychology, University of Regensburg – People tend to select information that is biased towards their opinion or prior decision. Our results indicate that this effect diminishes when people have to spend money on receiving some information. Thus, the cost of information leads to a more symmetrical information search and a better evaluation of standpoint-inconsistent information.

F149

BEYOND MERE DISGUST: EMOTIONS AND NORMS IN THE ACQUISITION OF PURITY MORALS Josh Rottman¹, Deborah Kelemen¹; ¹Boston University – Are both cognition and emotion necessary for acquiring purity-based morals? This research answers "yes." Children judged unfamiliar behaviors as wrong or OK. They responded at chance in conditions that promoted only cognitive processing or only emotional responding, but reliably judged the actions as wrong in a condition that elicited both.

F150

NEUROPSYCHOLOGICAL CORRELATES OF SELECTIVE EXPOSURE TO INFORMATION AFTER DECISIONS Claudia Vogrincic¹, Peter Fischer², Eva Jonas³, Johannes Klackl³, Anja Ischebeck¹; ¹University of Graz, ²University of Regensburg, ³University of Salzburg – When people make decisions, they often prefer to receive information that supports rather than conflicts with their decision. Results from a first study indicate an increased activation within the ventral anterior cingulate cortex (vACC) during the processing of inconsistent information, supporting the dissonance view of selective exposure to information.

F151

SUPPORTIVE SOCIAL RELATIONSHIPS ATTENUATE THE APPEAL OF CHOICE David Lee¹, Oscar Ybarra¹, Rich Gonzalez¹; ¹University of Michigan – People like having options when choosing, but too many options can lead to negative decision-related outcomes. Examining how social relational factors can affect individual decision-making, the present study shows that thinking about supportive others by activating interdependent mindsets can lead people to prefer fewer options in a choice set.

F152**USING “COMMON SENSE” RATHER THAN EVIDENCE: INVESTIGATING AVERSIVE RACISM IN JUDGING BLACK PLAINTIFFS’ CLAIMS OF DISCRIMINATION UNDER NEW FEDERAL STANDARDS** Victor

Quintanilla¹, Mary C. Murphy²; ¹U.S. Court of Appeals for the Seventh Circuit, ²University of Illinois at Chicago – This study investigated the effects of a new federal standard that requires courts to draw on their “common sense” when deciding whether cases should proceed. Consistent with aversive racism theory, findings suggest that the “common sense” standard has resulted in significantly more dismissals of Black plaintiffs’ claims of race discrimination.

F153**THINKING WITHOUT THINKING?: IN SEARCH OF THE ELUSIVE UNCONSCIOUS THOUGHT EFFECT** David Johnson¹, H. Anna Han¹; ¹Saint

Mary’s College of Maryland – The unconscious thought effect (UTE; superior decision-making after distraction vs. deliberation) was explored in a job-hiring scenario. Results failed to support UTE, revealing higher decision quality with deliberation. The findings are discussed in light of the controversy over UTE to provide an explanation that accounts for discrepancies across studies.

F154**AGENTIC RELATIVE TO COMMUNAL BEHAVIOUR IS PERCEIVED AS MORE INTENTIONAL** Noel Nguyen¹, Michael Conway¹, Constantina

Giannopoulos¹; ¹Concordia university – The hypothesis was that people perceive agentic (i.e., assertive) relative to communal (i.e., warm) behaviour as more intentional. Participants were presented 24 agentic and 24 communal behavior descriptions, as well as 96 fillers, and rated each behaviour on an intentionality scale (from not at all to totally). Expected findings emerged.

F155**COMPUTATIONAL MODEL OF SOCIAL JUDGMENT: DOES SELF KNOWLEDGE REALLY INFLUENCE THE RESPONSE TIME IN TRAIT JUDGMENT OF OTHERS?** Tatsunori Ishii¹, Masanori Takezawa¹; ¹Sophia

University – It is argued that trait judgments of others are influenced by the self-knowledge because the self and the others are connected on the memory. Our computer simulations showed that a simple model without self-other connection can reproduce experimental results believed to support the self-other association model.

F156**EXPANSIVE BODY POSTURES AND THE PERCEPTION OF MEANING**

Kevin P. McIntyre¹, Joshua A. Hicks², Sheila R. Gokul¹, Gil A. Poplinger¹; ¹Trinity University, ²Texas A & M University – This study examined whether expansive body postures enhance the perceived meaningfulness of information, relative to constrictive postures. Participants read a Zen passage and then completed items assessing both their comprehension of the passage and its meaningfulness. Results indicate that expansive postures increased perceived meaning, but not comprehension.

F157**THE RELATIONSHIP BETWEEN COUNTERFACTUAL THINKING, BEHAVIOR AND AFFECT OVER TIME** Mike Morrison¹, Jesse Lee Preston¹, Neal J.

Roose²; ¹University of Illinois at Urbana-Champaign, ²Northwestern University – Two longitudinal studies illustrated the long-term value of upward counterfactuals. Individuals who provided an upward counterfactual were more likely to subsequently take action to improve themselves, deem such action successful and feel better over time about what they described, compared to those who provided downward counterfactual or factual event descriptions.

F158**WE’LL ALWAYS HAVE PARIS: TALKING ABOUT EXPERIENCES AND POSSESSIONS** Amit Kumar¹, Thomas D. Gilovich¹; ¹Cornell University –

Experiential purchases bring us more happiness than material ones. We suggest that experiences lend themselves to storytelling more than possessions do. Four studies demonstrate that people are more likely to talk about experiences and that taking away the ability to talk about experiences (but not possessions) diminishes enjoyment of them.

F159**DOES WELL-BEING ENHANCEMENT ATTENUATE THE IMPACT BIAS IN AFFECTIVE FORECASTS?** Yovanni Antonelli¹; ¹San Francisco State

University – Participants practicing well-being enhancement reported their emotions for expected (predictors) and actual (experiencers) warm weather. Results show comparable impact bias for predictors versus experiencers and for more frequent well-being enhancement practitioners versus the low frequency practitioners. Defocalization may explain these results.

Stereotyping/Prejudice

F160**COUNTERSTEREOTYPE TRAINING ACROSS TIME: REDUCING IMPLICIT STEREOTYPING AND PREJUDICE** Jill Lybarger¹, Margo Monteith¹, Anna

Woodcock¹; ¹Purdue University – We examined whether counterstereotyping across time reduced implicit stereotyping and prejudice. After a laboratory counterstereotype training task, participants practiced counterstereotyping daily for three weeks. Implicit bias was reduced across time relative to a control group, and processes associated with reduction were enhanced regulation and reduced automatic activation of biased associations.

F161**STOP INTERFERING! UNDERSTANDING HOW STEREOTYPE THREAT REDUCES WORKING MEMORY CAPACITY BY EXAMINING DUAL MECHANISMS OF CONTROL.** Amber Ferris¹, Jessi Smith¹, Keith

Hutchison¹; ¹Montana State University – To examine how stereotype threat interferes with working memory, men performed the Stroop task under stereotype threat conditions (or not) under mostly congruent or mostly incongruent list contexts. A three-way interaction emerged for intrusion errors suggesting that those with lower working memory experience goal neglect under stereotype threat.

F162**STEREOTYPING PRIMES ABSTRACT REPRESENTATION AND GLOBAL PROCESSING STYLE.** Scott Freng¹, Frank Wieber², Sean M. McCrea¹;

¹University of Wyoming, ²University of Konstanz – Because stereotyping involves representing people in terms of a category rather than as unique individuals, we predicted that stereotyping would be associated with more abstract construal. Consistent with this view, two studies demonstrated that stereotyping primed more abstract representations of behavior and facilitated global processing, relative to a control condition.

F163**THE EFFECTS OF TARGET CONSTRUAL ON ACTIVATING CONFLICT AVOIDANCE MOTIVES AND INFLUENCING SOCIAL JUDGMENTS** Kevin

Zabel¹, Michael A Olson¹; ¹University of Tennessee – Two motivational orientations appear to differentially predict Whites’ correction of automatic prejudice toward Blacks, depending on whether targets are construed at the individual or category level. Across two experimental studies utilizing impression formation tasks, conflict avoidance (and not positive group treatment) motives predicted automatic prejudice corrections solely in individual contexts.

F164

STEREOTYPE THREAT TRIGGERS MASTERY AVOIDANCE AND LOWERS EFFICACY FOR WOMEN ON A TASK FOCUSED SCIENCE LEARNING ACTIVITY Joo Young Lee¹, Dustin Thoman¹; ¹CSULB – The STEP model demonstrated increase in performance avoidance goals (PAV) under stereotype threat. We predicted and found that when evaluation was based on task standards, rather than performance standards, stereotype threat triggered greater mastery avoidance (MAV), not PAV. Path analysis revealed indirect effects on task-efficacy and self-esteem via MAV adoption.

F165

ACCEPTANCE OR DENIAL OF ONE'S IMPLICIT RACIAL BIAS: THE ROLE OF INTERNAL AND EXTERNAL MOTIVATIONS TO CONTROL PREJUDICE Thomas Lee Budenheim¹, Leslie Centeno¹; ¹Creighton University – Individuals internally motivated to control prejudice were more accepting of the validity of explicit measures and less accepting of the validity of implicit measures of prejudice. Internally motivated individuals more often denied they had implicit biases and were less likely to proactively learn how to combat those biases.

F166

CONSEQUENCES OF BREAKING THE RULES: ATTITUDE AND STEREOTYPE VIOLATIONS Brian A. M. Clark¹, Sean M. Laurent²; ¹University of Oregon, ²University of Wyoming – Three studies investigated the effects of stereotype-based expectancies on hypocrisy attributions. Subjects attributed greater hypocrisy to actors violating a proscriptive group norm than to actors for whom the stereotype was irrelevant. This held for stereotypes proscribing female sexuality (Study 1), male emotionality (Study 2), and religious dishonesty (Study 3).

F167

NON-PREJUDICIAL NORMS EXACERBATE INTERRACIAL ANXIETY AMONG MOTIVATED WHITES Dawn M. Howerton¹, Michael A. Olson¹; ¹University of Tennessee, Knoxville – The roles of societal non-prejudicial norms, interaction partner race, and White individuals' internal motivation to control prejudice were examined in video email interactions. Results revealed more anxious nonverbal behaviors among motivated Whites interacting with a Black partner when a non-prejudicial norm was salient.

F168

PREDICTORS FOR ANTI-GAY LANGUAGE IN ADOLESCENTS Erin R. McMichael¹, Abraham M. Rutchick², Jill L. Quilici³; ¹California State University, Northridge – The current study examined adolescents' use of anti-gay language, or "gay bashing." In contrast to previous research emphasizing peer influence, parental use of anti-gay language strongly predicted adolescents' use of such language, over and above all other predictors, including self-esteem, relationship quality with parents, and peer use of anti-gay language.

F169

REDUCTION OF EXPLICIT NEGATIVE ATTITUDES TO STEREOTYPE-BASED COMEDY Mark Daniel Davis¹, Craig Warlick¹, Kelly Pivik-Kelley¹, Stephanie Murray¹, Angel Jowers¹; ¹University of West Alabama – Two studies investigated the roll of stereotype-based comedy in changing intergroup attitudes. Study 1: participants listened to one of a series of stereotype-based comedy clips. Study 2: participants received statements to reduce negative attitudes. Listening to stereotype-based comedy increased negative attitudes, but the reactions to the statements were mixed.

F170

EXAMINING ATHEIST AND ARAB PREJUDICES: RIGID IDEOLOGIES MEDIATE THE RELATIONSHIP BETWEEN RELIGIOSITY, NEED FOR COGNITION, AND RACIAL AND VALUE-VIOLATING PREJUDICES Megan Johnson¹, Wade Rowatt¹, Jordan LaBouff²; ¹Baylor University, ²University of Maine – Three SEM studies examined the mediational effects of right-wing authoritarianism (RWA) and religious fundamentalism (RF) on the relationship between religiosity, need for cognition (NFC), and prejudice. RF most strongly mediated the religiosity--value-violating prejudice relationship, RWA aggression most strongly mediated the religiosity--racial prejudice relationship, and both mediated the NFC--racial prejudice relationship.

F171

EFFECT OF EXTREMITY OF INCONGRUENT INFORMATION ON COMMUNICATING STEREOTYPES Stefanie Maris^{1,2}, Vera Hoorens¹; ¹Katholieke Universiteit Leuven, ²Fonds voor Wetenschappelijk Onderzoek - Vlaanderen – The Communicating Stereotype (CoSt) effect implies that stereotype-incongruent information about a target group changes the stereotype of that group but also of an alternative group. In two studies we found that moderately incongruent information provokes a CoSt effect whereas extremely incongruent information affects the stereotype of the target group only.

F172

PRIMING RELIGION ECOLOGICALLY: THE INFLUENCE OF RELIGIOUS STIMULI ON IMPLICIT SEXUAL PREJUDICE Jordan LaBouff¹, Wade C. Rowatt²; ¹University of Maine, ²Baylor University – This study investigated the influence of religious contexts on implicit intergroup attitudes. Implicit sexual prejudice, measured using a pencil and paper version of the IAT, was significantly higher in a religious context than in a laboratory context even when explicit attitudes and self-reported religiousness were statistically controlled.

F173

SOCIAL CONTEXTUAL SUBLIMINAL PRIMES AFFECT MEMORY OF SKIN TONE: WHEN AN "EDUCATED" BLACK MALE BECOMES LIGHTER IN THE MIND'S EYE. Tara C. Dennehy¹, Branden S. Kolarik¹, Robin Goodrich¹, Mark W. Geisler¹, Avi Ben-Zeev¹; ¹San Francisco State University – Can social-contextual cues distort recognition memory for skin tone? Participants primed subliminally with a stereotype-incongruent label ("educated") before studying an image of a Black male were less accurate at correctly rejecting lighter (vs. darker) skin tone variations of the original photo. We discuss social-contextual memory and social justice implications.

F174

WHEN THOUGHTS OF DISCRIMINATION INCREASE VERSUS DECREASE EFFORT: EVIDENCE OF GENDER DIFFERENCES IN PERSISTENCE Lauren Miller¹, Richard Gramzow²; ¹Syracuse University – Social identity threat often leads to greater effort on subsequent tasks when the threat and task are within the same domain. However, how does discrimination impact effort on tasks in different domains? The results suggest that imagining racial discrimination facilitates effort for men, but suppresses effort for women.

F175

VULNERABILITY TO WEIGHT STIGMATIZATION EXPERIENCES: THE ROLE OF IMPLICIT AND EXPLICIT WEIGHT STEREOTYPES. Sarah Savoy¹, Joseph W. Harris¹, Elizabeth Blanke¹, Shaan Shahabuddin¹; ¹Stephen F. Austin State University – Results of a laboratory based experiment, and a large survey study, suggest that negative stereotyped associations regarding the overweight are activated by weight stigmatization experiences. For males and females, distinct weight stereotypes augment the positive association between weight stigmatization experiences and disordered eating concerns.

- F176**
SELF-VERIFICATION THEORY IN EXPLICIT PREJUDICE: A PERSONALITY FEEDBACK STUDY Christine Bennett¹, Jessica Nolan², Nicole Bianco³; ¹University of Hawaii, ²University of Scranton, ³College of William and Mary – Self-verification theory proposes that people seek interactions that reinforce their self-concept. Our study aimed to determine if individuals with higher levels of explicit racism would choose to read summaries of their personality that portrayed them as biased. Results showed participants engaged in self-verifying behavior relative to their level of prejudice.
- F177**
STEREOTYPE THREAT AND MEMORY: DO THREATENING CONDITIONS BIAS MEMORY? Kody J. Manke¹, Geoffrey L. Cohen¹; ¹Stanford University – This study examines how stereotype threat affects memory. Female participants took either a threatening or non-threatening test. Memory was assessed using a classic cognitive adjective recall task, and environmental object memory task, and an autobiographical memories task. Results show that threat has polarizing effects on valence and quality of memory.
- F178**
LONG TERM IMPACT OF BULLYING IN THE LGBTQ COMMUNITY Yesmina Puckett¹, Matt L. Newman PhD¹; ¹Arizona State University – This study examines the long-term impact of bullying in the LGBTQ community. LGBTQ individuals who were bullied show increased stress, more negative self image, and avoidant coping strategies. These results suggest LGBTQ youth are at risk for negative coping mechanisms later in life and stress related psychological disorders.
- F179**
CHALLENGING SOCIAL STEREOTYPES STIMULATES FLEXIBLE AND CREATIVE THINKING Malgorzata Gocłowska¹, Richard Crisp², Kirsty Labuschagne³; ¹University of Kent – Challenging stereotypes benefits flexible and creative thinking. In Experiment 1 challenging gender stereotypes produced less biased person perceptions, and enhanced flexibility, evidenced in the ability to avoid unconscious plagiarism. Experiment 2 demonstrated that these effects are not restricted to one stereotypic domain (gender), and can extend to creative thinking.
- F180**
THE EFFECT OF SYSTEM DEPENDENCE ON STIGMATIZED GROUP MEMBERS Kevin A. McLemore¹; ¹University of California, Davis – A community sample of 122 sexual minorities participated in an experiment. The valence of their sexual identity and perception of system dependence were manipulated. Participants then completed measures of ego, group, and system justification. Identity valence and perceiving one's ingroup as dependent affect endorsements of ego, group, and system justification.
- F181**
EFFECTING AND SUSTAINING POSITIVE INTERGROUP ATTITUDES AMONG ELEMENTARY SCHOOL STUDENTS: AN EDUCATIONAL INTERVENTION BASED ON THE EXTENDED CONTACT HYPOTHESIS Krista Aronson¹, Rupert Brown²; ¹Bates College, ²Sussex University – Using 216 participants in an extended contact intervention, we examine the durability of effects among majority and minority children. Younger participants reported significantly more positive outgroup attitudes than controls. This relationship was mediated by intergroup anxiety, remained durable 10 following the intervention and was not influenced by majority status.
- F182**
THE ROLE OF SUBTYPE ACTIVATION IN GENDER 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 examined the effectiveness of subtypes as replacement thoughts in gender stereotype suppression. The results indicated that participants showed smaller paradoxical effects in the subtype activation condition than in the stereotype activation condition. The association between subtype activation and stereotype activation was discussed.
- F183**
THE IMPACT OF JOB APPLICANT RACE AND ABILITY ON SELECTION DECISIONS AND PERCEIVED RACIAL CENTRISM Randall A. Gordon¹, James J. Kunz¹, Robert L. Lloyd¹; ¹University of Minnesota - Duluth – We examined whether race and performance level would impact evaluations and the perceived racial centrism of a job applicant's facial characteristics. Black applicants received the most positive hiring recommendations. Positive relationships were found between perceived aggressiveness and the afrocentrism ratings for both Black and White job applicants.
- F184**
PERSONAL AND MEDIA CONTACT AS PREDICTORS OF AFFECTIVE PREJUDICE TOWARD VARIOUS OUTGROUPS Stuart S. Miller¹, Jessica L. McManus¹, Russell J. Webster¹, Sara J. Smith¹, Donald A. Saucier¹; ¹Kansas State University – Two studies found that perceptions of television depictions of social and racial groups (e.g., feminists, Blacks, Arabs) predicted levels of affective prejudice above and beyond personal contact. Findings support cultivation and biased assimilation theories, suggesting it may be difficult to reduce prejudice through parasocial TV contact.
- F185**
A COGNITIVE ACCOUNT OF MINORITY GROUP STEREOTYPES Jamin Halberstadt¹, Jeffrey Sherman², Jim Sherman³; ¹University of Otago, ²University of California, Davis, ³Indiana University, Bloomington – Participants inferred more traits, and a greater proportion of personality characteristics, about groups they learned second versus first. Consistent with Attention Theory, the results support a view that at least some of the differences in majority and minority group beliefs may be explained by an individual's learning history.
- F186**
WEIGHING OUR WORDS: THE IMPACT OF TERMINOLOGY ON PERCEPTION OF BODY SIZE AND EXPRESSED PREJUDICE Leslie Crimin Johnson¹, Elizabeth C. Pinel²; ¹Finlandia University, ²The 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.
- F187**
SURPRISING DIVERSITY REDUCES STEREOTYPING Angela T. Maitner¹; ¹American University of Sharjah – I investigated how exposure to individuals who challenge traditional stereotypes impacts impressions people form of novel individuals. Two studies showed that after thinking about surprising individuals, both the desire to use stereotypes and the actual reliance on stereotypes was reduced when forming impressions of novel individuals.

F188

BODY SIZE EXPECTATIONS AND RACIAL CATEGORY REPRESENTATIVENESS Kristin N. Dukes¹, Sarah C. Cotterill², Keith B. Maddox³; ¹Simmons College, ²Harvard University, ³Tufts University – Individuals perceived as more physically representative of their racial category are more likely to be stereotyped. Likewise, race-based body size expectations may also impact perceived racial category representativeness, and subsequently, racial stereotyping. Analyses suggest that stereotyping of Black and Asian women is moderated by weight expectations for each group.

F189

ARBITRARILY ASSIGNED GROUP GOALS INCREASE TRAIT GENERALIZATIONS Jason Emory¹, Yarrow Dunham¹; ¹University of California, Merced – Researchers sought to determine if common goals increase stereotyping of groups by implying shared history and interests, or if increased stereotyping is observed even when shared history and interests are implausible. Results from two experiments suggest common goals increase stereotyping even when goals are arbitrarily assigned to the group.

F190

BLACK, WHITE, OR SHADES OF GRAY? AUTOMATIC RACE CATEGORIZATION AND ITS RELATIONSHIP WITH IMPLICIT RACE BIAS Lori Wu Malahy¹, Mara Sedlins¹, Jason Plaks², Yuichi Shoda¹; ¹University of Washington, ²University of Toronto – We examined whether automatic race categorization relates to an increase intergroup bias using a new measure of categorization – the Memory Categorization Task (MCT). Results showed that the more individuals perceived the boundary between races as discrete the greater their implicit race bias.

F191

EXTREME MAKE-OVER IN THE COURTROOM: THE INFLUENCE OF FACIAL TATTOOS ON PUNISHMENT JUDGMENTS Friederike Funk¹, Alexander Todorov¹; ¹Princeton University – We investigated effects of crime type (assault/ tax fraud) and the presence of facial tattoos on observers' perception of the offender's characteristics, observers' desire to punish, and the suggested punishment severity. Additionally, we examined which strategy proved best to avoid a potential bias of facial tattoos (make-up/ instruction to ignore).

F192

DANGER STEREOTYPES PREDICT RACIAL BIAS IN ATTENTION TO PAIN Stephanie Echols¹, Carol Swetlik¹, Jean Decety¹, Joshua Correll¹; ¹University of Chicago – Participants completed a modified dot-probe task that measured attentional capture and holding of Black and White targets with neutral or pain expressions. Implicit danger stereotypes differentially predicted racially biased attention to emotion expression: as danger stereotypes increased, Black pain was less likely to capture or hold attention than White.

F193

WHEN CLAIMING DISCRIMINATION PAYS: HIGH-STATUS ADVOCATES REDUCE SOCIAL COSTS FOR TARGETS OF PREJUDICE S. Brooke Vick¹, Julia E. Clark¹, Amanda M. Mueller¹, Benjamin J. Drury²; ¹Whitman College, ²University of Washington – This study examined the consequences of an attribution to discrimination by a higher-status outgroup member on behalf of a target of prejudice. When the advocate made a discrimination claim, the target made a more positive impression, and received stronger endorsement for an internship than when the advocate made alternative attributions.

F194

IDENTITY VS. BEHAVIOR: EXPLORING THE BASIS OF MORAL JUDGMENTS OF HOMOSEXUALITY Gabrielle Filip-Crawford¹, Allison Varley¹, Craig T. Nagoshi¹; ¹Arizona State University – Are moral judgments of homosexuality based on category membership or behavior? Individuals high in homophobia rate gay targets negatively relative to straight targets, and religiosity intensifies this effect. However, high religiosity and homophobia also predict behavior-based differentiation – that is, more positive attitudes towards gay targets who avoid “homosexual behavior.”

F195

PERCEIVING LEADERSHIP EFFECTIVENESS: THE ROLE OF SEXUAL ORIENTATION AND GENDER Crystal Thornhill¹, Crystal Hoyt²; ¹Appalachian State University, ²University of Richmond – Manipulating both sex (female/male) and sexual orientation (homosexual/heterosexual) of the candidate, participants read a speech and biography of a gubernatorial candidate. Participants indicated how likely they, and others, were to support the candidate. People perceive themselves as supporting the homosexual political candidates significantly more than they think others would.

F196

SEEING THE BIG PICTURE: INCREASING PERCEIVED SIZE OF CROSS-RACE FACES ELIMINATES THE CROSS-RACE EFFECT Claire Gravelin¹, Matthew Baldwin¹, Lucas Keefer¹; ¹Kansas University – Drawing on Conceptual Metaphor Theory we utilize the Ponzo Illusion to explore the relationship between perceived size of faces and the cross-race effect. We find that when cross-race faces appear larger, relative to same-race faces, the cross-race effect is eliminated.

F197

INTRA-RACIAL PREJUDICE IN INDIA: THE ROLE OF SKIN COLOR Nayantara Abraham¹, John Edwards¹; ¹Loyola University Chicago – Using digitally-altered photographs of Asian Indian men, this study explores Colorism (prejudice based on skin tone) in India. Dark-skinned Indians were evaluated more negatively than their light-skinned counterparts but unexpectedly, less likely to be misidentified. However, significant variation in self-reported attitudes suggests that these effects vary with context of comparison.

F198

FAT BUT AMERICAN: ASIAN AMERICANS WHO ARE OVERWEIGHT ARE SEEN AS MORE AMERICAN Caitlin Handron¹, Jennifer Wang¹, Sapna Cheryan¹; ¹University of Washington – We hypothesized that heavy Asian women are seen as more American and are associated with fewer Asian stereotypes than thin Asian women. Non-Asian participants (N=55) rated heavy Asians as more likely to be US-born and worse at math, suggesting that weight is a marker of in-group status for marginal members.

F199

THE COGNITIVE ORGANIZATION OF ETHNIC GROUPS PREDICTS IMPLICIT BIAS TOWARD THAT GROUP Andrew Leister¹, Carolin J. Showers¹; ¹University of Oklahoma – This study examines the cognitive organization of beliefs about Hispanics and implicit bias with that group (IAT measure). Compartmentalized organization of positive and negative beliefs about Hispanics was associated with less implicit bias than was integrative organization, despite a tendency to acknowledge negative attributes.

F200

PERCEPTIONS OF THREAT ON THE RIGHT AND LEFT OF THE POLITICAL SPECTRUM Daniel A. Miller¹, Kenneth Bordens¹, Stephanie Lochbihler¹; ¹Indiana University - Purdue University, Fort Wayne – The present study investigates whether some groups threaten both political extremes. Results indicate that the power of the Chinese is threatening to both left-

wing radicals (LWR) and right-wing authoritarians (RWA) but RWA's also see the Chinese as a moral threat. In addition, a similar pattern was found for Jewish targets.

F201

IMPLICIT AND EXPLICIT STEREOTYPES, SCIENCE IDENTITY, AND GENDER IDENTITY AS PREDICTORS OF PERFORMANCE AND INTEREST IN SCIENCE DOMAINS Jessica L. Cundiff¹, Theresa K. Vescio¹, Erik Loken¹, Lawrence Lo¹; ¹Penn State University – Women continue to be underrepresented in STEM domains. The present research examines undergraduates' implicit and explicit gender-science stereotypes, science identity, and gender identity across three science courses as a possible explanation for gender differences in performance and interest in science domains. Gender differences and differences between courses will be discussed.

F202

IMPORTANCE OF STANDARDIZED TEST PERFORMANCE AND STEREOTYPE THREAT SUSCEPTIBILITY IN WOMEN Jeffrey M. Hunger¹, Kristin P. Beals²; ¹University of California, Santa Barbara, ²California State University, Fullerton – Importance of standardized math test performance was examined as a moderator of the stereotype threat effect among women. Participants were randomly assigned to a stereotype threat or nullification condition. Results indicated that greater importance was associated with better performance in the threat condition and worse performance in the nullification condition.

F203

A MENTOR LIKE ME: STEREOTYPE THREAT AS A FUNCTION OF ETHNIC IDENTIFICATION STRENGTH AND MENTOR ETHNICITY Maria Aguilar¹, Anna Woodcock², Priscilla Fernandez¹, Paul R. Hernandez³, Mica Estrada¹, P. Wesley Schultz¹; ¹California State University San Marcos, ²Purdue University, ³University of Connecticut, Storrs – Strength of ethnic identification was hypothesized to predict stereotype threat in minority science students. Identification was a significant predictor of threat for Latino students. However, the identity – threat relationship was more complex for African American students; only those with a same-ethnicity mentor exhibited a negative relationship between threat and identity.

F204

PROMOTION, PREVENTION AND STIGMA IN WOMEN Angela C. Bell¹, Abraham M. Rutchick², Collette P. Eccleston³; ¹Oklahoma State University, ²California State University, Northridge, ³Syracuse University – A regulatory focus measure was adapted to examine the relation of female-identity specific regulatory focus to collective self-esteem and perceived discrimination. Findings suggest that women can have both prevention and promotion goals with respect to stigmatized identity, and that these goals differentially predict elements and consequences of group identification.

F205

GROUP AFFIRMATION PROTECTS THE SELF IN THE FACE OF PREJUDICE Daniel Forster¹, Julie Spencer-Rodgers^{1,2}, Brenda Major¹; ¹University of California, Santa Barbara, ²Tsinghua University – This study is the first to show that group affirmation moderates the association between perceptions of discrimination and psychological well-being among women experiencing gender threat.

F206

UNDERSTANDING MINORITY OPPOSITION THROUGH THE LENS OF STEREOTYPE THREAT Peter Belmi¹, Rodolfo Cortes², Geoffrey Cohen²; ¹Stanford Graduate School of Business, ²Stanford University – We examine whether stereotype threat is an underlying cause that perpetuates minority opposition -- behaviors and attitudes that defy the prescriptive norms of authority. In two experiments, we found that Blacks, but not Whites, were more likely to cheat and express intentions to deviate after exposure to a threatening episode.

F207

SUNNY DAYS AND LOTTERY WINNINGS: ASSOCIATIONS WITH LOW SELF-ESTEEM PEOPLE TAIN JUDGMENTS ABOUT UNCONTROLLABLE EVENTS Jennifer MacGregor¹, Danielle Gaucher²; ¹University of Western Ontario, ²University of Winnipeg – We tested whether people's judgements are tainted by the presence of low self-esteem individuals. Across two experiments, uncontrollable positive outcomes, (e.g., winning the lottery), were deemed less likely to occur when they had been associated with a low rather than a high self-esteem stranger (Study 1) or friend (Study 2).

F208

DISSOCIABLE EFFECT OF SELF-ESTEEM THREAT ON INTENTIONAL AND UNINTENTIONAL STEREOTYPING OF OTHERS Soyon Rim¹, S. Adil Saribay², James S. Uleman³; ¹Harvard Kennedy School, ²Bogazici University, ³New York University – Self-esteem threat differentially affects implicit and explicit stereotyping of higher-status, outgroup members. Females experiencing threat subsequently engaged in greater explicit stereotyping of males (Study 1). However, threat led to less implicit stereotyping of males (Study 2). These results may reflect implicit outgroup favoritism and processes involving justification of gender stereotypes.

F209

THE IMPACT OF SELF-PERCEIVED MENTAL FATIGUE ON REGULATION OF IMPLICIT PREJUDICE Austin Chapman¹, Joshua Clarkson²; ¹Indiana University, ²University of Florida – Participants performed a mentally-depleting (or non-depleting) task, reported self-perceived mental fatigue, and then completed a Black/White race IAT. Independent of the depletion manipulation, self-perceived mental fatigue significantly predicted, and was positively correlated with, implicit prejudice. This suggests mere perceptions of one's mental state can impact one's ability to regulate prejudice.

F210

CONGRATULATIONS! YOU ARE (NOT) PREJUDICED! EMOTIONAL AND BEHAVIORAL RESPONSES TO FEEDBACK OF BIAS VS. NONBIAS Alexander M. Czopp¹; ¹Western Washington University – Many prejudice reduction techniques rely on awareness of one's discrepant behavior, but directly attributing a desired trait may be effective. Participants given false feedback suggesting bias felt guilty and were less likely to help minority groups. Participants told they were nonbiased reported more positive affect and less interracial avoidance.

F211

CONTRIBUTION OF EXECUTIVE-CONTROL ABILITY TO THE MANIFESTATION OF IMPLICIT RACIAL BIAS: A DUAL-TASK INVESTIGATION Daniel Gustavson¹, Akira Miyake¹, Lee Altamirano¹, Nick Haynes¹, Tiffany Ito¹; ¹University of Colorado at Boulder – Subjects completed a race Implicit Association Test (IAT) with or without a concurrent secondary task. High-capacity subjects showed a smaller race bias than low-capacity subjects under no load, but a greater bias under load, suggesting that they ordinarily use their superior executive-control ability to minimize their bias scores on IAT.

F212

IT IS NOT ALWAYS AS SIMPLE AS BLACK AND WHITE: THE EFFECTS OF POLITICAL ORIENTATION ON EXPRESSIONS OF PREJUDICE Sara Richardson¹, Robert Murphy¹, Kodi Nordahl¹, Helen C. Harton¹; ¹University of Northern Iowa – Participants rated an editorial written by a Black or White man. In Study 1, liberals rated the Black-authored essay more positively than the White-authored essay. In Study 2, liberals rated the White author more positively than the Black author. Results are discussed in terms of the integrated model of racism.

F213

SUBTLE BIAS IN DECISION-MAKING: IMPLICIT BIAS SCORES PREDICT EVIDENCE JUDGMENTS Danielle M. Young¹, Justin D. Levinson¹, Huajian Cai²; ¹University of Hawaii at Manoa, ²Institute of Psychology, Chinese Academy of Sciences – A study was conducted to investigate the role of implicit bias in juror decision-making. Results demonstrate that while race of perpetrator predicts evidence judgments, biased participants rate evidence as more indicative of guilt when viewing a Black perpetrator. These higher evidence judgments predict a defendant being found guilty.

F214

THE APPROPRIATENESS OF INTER-RACIAL ADOPTION Libier Isas¹, Cynthia Willis-Esqueda¹, Aaron Hurtado¹; ¹University of Nebraska-Lincoln – The study goal was to examine factors that predict the appropriateness of inter-racial adoption (IRA). Participants (N=248) rated IRA of varied parent and child race scenarios. Modern racism, multiethnic, and ethnic identity explained appropriateness of IRA. Individuals high on other group orientation perceived IRA as more appropriate. Colorblind adoption policies are discussed.

F215

THE IMPACT OF DANGER STEREOTYPES AND VISUAL PROCESSING ON RACIAL BIASES IN THE DECISION TO SHOOT Adam Beavers¹, Carly S. Hennessy¹, Joyce Tiu¹, Heather Holden¹, Melody S. Sadler¹; ¹San Diego State University, ²CA – The current research examines whether manipulating object clarity in a shooter task exacerbates the association between danger stereotypes and racial bias. Participants set a lower criterion to shoot Black than White targets, but it was not found to vary as a function of danger stereotypes or object clarity.

F216

GIVE THE KID A BREAK—BUT ONLY IF HE'S STRAIGHT: MORAL OUTRAGE DRIVES BIASES IN JUVENILE SEX OFFENDER PUNISHMENT DECISIONS Jessica Salerno¹, Mary C. Murphy¹, Bette L. Bottoms¹; ¹University of Illinois at Chicago – Two studies revealed that people support harsher punishments for gay (versus straight) sex offenders in ambiguous contexts (consensual sex between two juveniles)—but not in less ambiguous contexts (adult-juvenile sex). This effect replicated for gay juvenile males—but not lesbians—who “sext.” Anti-gay biases are mediated by moral outrage—not concerns about protecting society.

GSC Student Poster Award Finalist - Also presenting on board A15.

F217

A LITTLE BIRD TOLD ME: IMPLICIT ASSOCIATION BETWEEN WOMEN AND BIRDS AND ITS IMPACT ON STEREOTYPE ENDORSEMENT Corey Columb¹, E. Ashby Plant¹; ¹Florida State University – Two studies demonstrate that men possess an implicit association linking women and birds. Additionally, priming men with birds heightened endorsement of stereotypes of women that are conceptually related to birds (e.g., chatty), particularly for men who were explicitly unaware of the bird/woman association.

F218

JUVENILE DEFENDANTS WHO RAPE DIFFERENT-RACE VICTIMS ARE TREATED MORE PUNITIVELY Allison L. Skinner¹, Margaret C. Stevenson², Katlyn Sorenson Farnum¹; ¹University of Nebraska-Lincoln, ²University of Evansville – We investigated the effects of defendant and victim race (Black/White) on perceptions of a juvenile rapist. As expected, participants were more supportive of juvenile registration when victim and defendant were different (versus the same) races – an effect mediated by retributive goals of punishment (not utilitarian goals of protecting society).

F219

MOCK JURORS WHITE RACIAL IDENTITY AND PREJUDICE AGAINST LATINO IMMIGRANT DEFENDANTS Staci Ziegler¹, Erica Sanchez¹, Russ Espinoza, Ph.D.¹; ¹California State University, Fullerton – This study examined level of White Racial Identity (WRI) and prejudice towards Latino immigrant defendants by European-American mock jurors. Results showed participants who were high in WRI showed significantly more juror bias against illegal Latino immigrant defendants compared with European-American or legal Latino defendants by verdict, sentencing, and culpability.

F221

STEREOTYPES OF FRATERNITY MEMBERS HELD BY STUDENTS AND FACULTY Amber M. Sanchez¹, Nadia Monosov¹, Andrew T. Ainsworth¹, Abraham M. Rutchick¹, Mark P. Otten¹; ¹Cal State Northridge – In two studies, evaluators rated a scholarship applicant whose fraternity involvement was manipulated. Both students (Study 1) and faculty (Study 2) judged fraternity-affiliated applicants to have more fraternity-consistent traits, to be less studious, to receive lower grades, and to be less likely to receive the scholarship for which they applied.

F222

EXECUTIVE FUNCTION PREDICTS CONTROLLED PROCESSING DURING IMPLICIT RACIAL BIAS TASKS Geoffrey Kerr¹, Lee Altamirano¹, Naomi Friedman¹, Akira Miyake¹, Joshua Correll², Bruce Bartholow³, Tiffany Ito¹; ¹University of Colorado- Boulder, ²University of Chicago, ³University of Missouri – This study investigates the relationship between executive function and performance on racial bias tasks. Better performance on EF tasks was associated with the implementation of greater control on a racial bias task as well as larger neural responses associated with cognitive control.

F223

NEURAL SYSTEMS FOR INTERPERSONAL SENSITIVITY ARE UNRESPONSIVE TO OUTGROUPS; PERSPECTIVE TAKING HELPS. Jennifer Gutsell¹, Michael Inzlicht¹; ¹University of Toronto – The neural simulation of action states, a process important for interpersonal understanding, is known to be restricted to the in-group. Using EEG oscillations as an index for neural simulation we show that taking the perspective of an out-group member can alleviate these biases.

F224

THE EFFECTS OF STEREOTYPIC PRIMES ON THE ATTENTIONAL PROCESSING OF BIRACIAL FACES Julie Kittel¹, Cheryl Dickter¹; ¹College of William and Mary – This study examined how stereotype activation affects the early attentional processing of biracial faces. Participants were presented with racial stereotypic primes followed by target faces while EEG data were recorded. White participants showed larger P200 and P300 amplitudes to biracial targets when preceded by a Black than a White stereotype.

F225

ARE DEHUMANIZED DEFENDANTS MORE GUILTY THAN “HUMAN-LIKE” DEFENDANTS?: IMPLICATIONS OF DEHUMANIZATION ON THE JURY SYSTEM Saori Tsukamoto¹, Minoru Karasawa¹; ¹Nagoya University – We examined the possibility that dehumanized defendants are punished more severely than those possessing human-defining characteristics. Judgments were made about defendants in murder trials who varied in four different types of humanness. Results demonstrated that acts by defendants lacking in “essentially human” characteristics were perceived as more intentional and threatening.

F226

WEIGHT-BASED REJECTION SENSITIVITY: SCALE DEVELOPMENT AND CONSEQUENCES FOR WELL-BEING Kimberly J. McClure Brenchley¹, Diane M. Quinn¹; ¹University of Connecticut – A Weight-based Rejection Sensitivity (W-RS) scale was created to capture an anxious expectation of rejection due to weight. In Studies 1 and 2 we examined the psychometric properties of the scale. In Study 3 we examined how W-RS may impact the psychological and physical well-being of college freshmen over time.

F227

RELATIVELY GOOD OR ABSOLUTELY NOT: EXAMINING RELATIVE VS ABSOLUTE STEREOTYPING IN EMOTIONAL REACTIONS TO DISCRIMINATION Brandon Cosley¹, Shannon McCoy²; ¹University of South Carolina Beaufort, ²University of Maine – The present work investigates the emotional consequences of endorsing relative versus absolute stereotypes following discrimination. Women were exposed to pervasive discrimination, given relative or absolute stereotypes, and emotional reactions were measured. Across two studies, the more women endorsed relative stereotypes, not absolute, the less negative their emotional reactions to discrimination.

F228

COMPENSATORY STRATEGIES FOR DISCLOSURE OF CONCEALABLE STIGMAS Lauren Wong¹, Jenessa Shapiro¹, Christine Dunkel Schetter¹; ¹University of California, Los Angeles – This study investigated emotional expression as a strategy individuals with concealable stigmas can use during disclosure. Design: 2 (health condition: breast cancer, genital herpes) X 2 (disclosure strategy: control, emotional expression) between-participants (N=83 females). Emotional expression increased positive perceptions for both groups; providing information was only effective for breast cancer.

F229

SUCCESSING IN THE FACE OF THREAT: THE ADAPTIVE ROLE OF DOMAIN ATTACHMENT REGULATION Jordan B. Leitner¹, James M. Jones¹, Eric Hehman¹; ¹University of Delaware – Two experiments examined the activation and consequences of Domain Attachment Regulation, the systematic disengagement or engagement of self-esteem in a threatening performance domain following negative or positive evaluative feedback, respectively. Results showed that engagement diminishes downstream performance when it precedes negative feedback, but improves performance when it precedes positive feedback.

Self-Regulation

F230

WHEN DOES THE FUTURE MATTER? CONNECTING FUTURE SELF TO CURRENT BEHAVIOR Cecile Nurra¹, Daphna Oyserman²; ¹University of Grenoble (UJF/UPMF), ²University of Michigan – Children often do not act in the interest of future self. We predict that it is so only when the future self feels connected to the current self. We present six studies with elementary, middle, and high school children, using three different primes to highlight the generalizability of our results.

F231

IMAGINING DISTANCE FROM A CHOICE INCREASES USE OF PROSPECTIVE SELF-CONTROL STRATEGIES. Joseph C. Roberts¹; ¹The Ohio State University – Two studies tested a novel and brief construal level manipulation based on imagining a distant/near future perspective on a present choice. In each study, greater imagined distance increased use of prospective self-control strategies when goals were valued and threatened by anticipated self-control failures.

F232

MINDFUL ATTENTION PREVENTS MINDLESS IMPULSES Esther Katharina Papies¹, Lawrence W. Barsalou², Ruud Custers¹; ¹Utrecht University, ²Emory University – We show that mindful attention can prevent impulses towards attractive food. Participants completed a newly developed mindful attention procedure, observing their reactions to food and non-food stimuli. This strongly reduced approach-reactions elicited by food, as well as experienced cravings. Thus, mindfulness may be a powerful method for impulse-regulation.

F233

THE LIMITS OF SELF-CONTROL: SUSCEPTIBILITY OF GOAL-RELATED REPRESENTATIONS TO EXTERNALLY-TRIGGERED DISTRACTION Shanna Cooper¹, Tiffany Jantz¹, Jason Hubbard¹, Ezequiel Morsella^{1,2}; ¹San Francisco State University, ²University of California, San Francisco – Successful self-regulation requires the effortful, sustained foregrounding of (A) goal-related representations in the face of (B) distracting, environmentally-triggered representations. Response-interference experiments revealed that B systematically interferes with A even under optimal conditions (response certainty and ample response-preparation time). Implications for the study of self-regulation are discussed.

F234

SOCIAL INFLUENCES ON SELF-REGULATION: THE EFFECT OF MODELS ON EGO-DEPLETION Rachel Burns¹, Heather Scherschel¹, Traci Mann¹; ¹University of Minnesota – A between-subjects 2 (depleted, control) x 2 (models, alone) design was used to explore the impact of others modeling self-regulation on ego-depletion. As expected, participants exposed to confederates modeling self-regulation persisted longer on math problems than participants in the alone condition.

F235

PROVOCATIVELY DEPLETING: SELF-CONTROL IN A 'REVEALING' CONTEXT Sarai Blincoe¹; ¹University of Kentucky – This study examined whether self-regulation during an interaction with a modestly or provocatively dressed female affects subsequent emotion, attitudes (liking for partner), performance (anagrams), and behavior (time spent looking at provocative ads). Male and female participants were differentially affected. Potential implications of sexual self-restraint in social interactions are discussed.

F237

NEW INSIGHTS INTO CORRUPTION: PARADOXICAL EFFECTS OF APPROACH ORIENTATION FOR THE POWERFUL Mindi Rock¹, Ronnie Janoff-Bulman¹; ¹University of Massachusetts, Amherst – Current research explored mechanisms by which power might lead to corruption. We predicted powerholders' approach-based motivation would produce a focus on moral shoulds and an undervaluing of moral should nots. We found powerholders' prescriptive moral preference was associated with greater acceptance of immoral behavior for the sake of "good" outcomes.

F238

MENTAL SIMULATION, DIETARY RESTRAINT, AND EATING Jennifer Isherwood¹, Rick H. Hoyle¹; ¹Duke University – We examined how mentally simulating eating affects actual food consumption. Participants imagined eating or restraining from eating candy. They were then given the opportunity to consume as much candy as desired. Unrestrained eaters ate less and restrained eaters ate more after the mental simulation.

F239

EFFECTS OF SOCIAL EXCLUSION ON SELF-REGULATION: THE ROLE OF FAIRNESS AND IDENTITY Shaida Akbarian¹, Donna M Garcia¹, Paula M Brochu², Monica Biernat³, Victoria Esses⁴, Aaron Silverman⁵; ¹California State University, San Bernardino, ²Yale University, ³University of Kansas, ⁴University of Western Ontario, ⁵University of Toronto – Building on contrasting predictions offered by self-evaluation maintenance (Tesser, 1988) and social identity theory (Tajfel & Turner, 1986), this study used an online game of

Survivor to examine the effects of social exclusion on self-regulation. Our findings suggest, whether or not exclusion impairs self-regulation, can depend on fairness and self-categorization.

F240

THE EFFECTS OF PERSPECTIVE TAKING ON THE ABILITY TO SUCCESSFULLY CONTROL UNWANTED THOUGHTS Stephanie Molina¹, Carrie Wyland¹; ¹Tulane University – Participants completed a perspective-taking or control task and then suppressed a stressful thought. It was found that perspective-taking did not inhibit performance on an initial thought suppression task, however it did produce a greater rebound of the stressful thought, suggesting that perspective-taking requires self-regulation and is subject to ego depletion.

F241

THE SUBJECTIVE COST OF EVERYDAY THINKING (COMPARING, ATTENDING, AND CHOOSING): IMPLICATIONS FOR SOCIAL COGNITION RESEARCH Maria Robinson¹, Ezequiel Morsella^{1,2}; ¹San Francisco State University, ²Neurology, University of California, San Francisco – We investigated how subjective effort and the 'psychological-self' vary in minimalist instantiations of deliberation, vigilance, and choice tasks. Participants (n = 24) reported more effort for deliberating and attending than for the choice conditions, $F(3, 69) = 9.98, p < .001$. Associations between effort and psychological-self ratings are discussed.

F242

THE HISTORY OF A THOUGHT: INTROSPECTION-BASED 'PSYCHIC DETERMINANTS' OF SPONTANEOUS THOUGHT Christine A. Godwin¹, Ezequiel Morsella^{1,2}; ¹San Francisco State University, ²University of California, San Francisco – In a new paradigm, participants (n = 103) self-reported the number of thoughts/percepts ('links') that they believed led to a spontaneous thought that was just experienced. Participants most frequently reported one link per spontaneous thought. Whether the thoughts were attributed primarily to external stimuli or context-irrelevant cognitions was examined.

F243

MEDITATION, PRAYING, AND SELF-CONTROL DEPLETION Malte Friese¹, Claude Messner², Lea Schweizer¹, Yves Schaffner¹, Michaela Wänke³; ¹University of Basel, ²University of Bern, ³University of Mannheim – A brief period of mindfulness meditation (Study 1) or personal prayer (Study 2) counteracted the effect of self-control depletion. In addition, personal prayer reduced the susceptibility to self-control depletion (Study 3) and this effect was mediated by the extent to which participants sought social contact during praying (vs. control activity).

F244

WHEN PROMOTION FOCUS AND AVOIDANCE ORIENTATION RESULT IN THE SAME EFFECTS: THE CASE OF PERSPECTIVE TAKING Claudia Sassenrath¹, Kai Sassenberg¹; ¹Knowledge Media Research Center – Successful perspective taking requires sufficient self-other differentiation. Four studies demonstrate that a Promotion Focus and avoidance orientation – two self-regulatory orientations that often result in the opposite rather than the same effects – both result in enhanced perspective taking performance as they allow for self-other differentiation.

F245

THE EFFECTIVENESS OF THREE MINDFULNESS-BASED SKILLS IN CURBING FOOD CRAVINGS Julien Lacaille¹, Jinshia Ly¹, Natalie Zacchia¹, Bärbel Knäuper¹; ¹McGill University – There is evidence that mindfulness-based approaches may be effective in coping with food cravings. In the current research we tested the individual effectiveness of three mindfulness-based skills on various chocolate craving measures. Compared to a control group, experimental groups experienced either less intense cravings or were less bothered by them.

F246

SELF-AFFIRMATION COUNTERS SELF-CONTROL DEPLETION IN RESTRAINED EATERS Amber Emanuel¹, John Updegraff¹; ¹Kent State University – Self-affirmations may afford individuals better self-control during critical situations, such as resisting foods, when failure is common. In a lab-based experimental manipulation, when participants had self-control depleted, self-affirmations effectively limited consumption of high-caloric foods. Self-affirmation counters the effects of self-control depletion in the context of a health behavior.

F247

BUFFERING AGAINST WEIGHT LOSS FOLLOWING DIETING SETBACKS: AN IMPLICIT THEORY INTERVENTION Emma Berry¹, Jeni L. Burnette¹, Eli Finkel²; ¹University of Richmond, ²Northwestern University – We investigated how an incremental theory intervention, focusing on the changeable nature of body weight, could help prevent setback-related weight gain over a twelve week period. Results supported this incremental buffering hypothesis. Implications for integrating incremental theory interventions with obesity relapse prevention programs are discussed.

F248

MENTAL CONTRASTING WITH IMPLEMENTATION INTENTIONS (MCII) AS A BEHAVIOR CHANGE INTERVENTION TO REDUCE DRINKING IN COLLEGE STUDENTS Sandra Wittleder¹, Andreas Kappes¹, Gabriele Oettingen¹, Peter Gollwitzer¹, Jon Morgenstern²; ¹New York University, ²Columbia University – We tested how combining mental contrasting with implementation intentions (MCII) helps to reduce drinking. Three studies showed that mental contrasting strengthened commitments to reduce drinking, that implementation intentions reduced drinking when commitment was high, and that the combination of both strategies reduced drinking in all students valuing drinking less.

F249

EGO DEPLETION DECREASES TRUST IN ECONOMIC DECISION MAKING Sarah E Ainsworth¹, Roy F Baumeister¹, Dan Ariely², Kathleen D Vohs³; ¹Florida State University, ²Duke University, ³University of Minnesota – Acts of self-control deplete self (ego) resources and thereby impair subsequent self-control. Our experiment used a trust game in which trusting a partner yields the potential for maximum gain for both people. Ego depletion caused decreased trust, but only when participants anticipated no future interactions with their partner.

F250

WHEN TRAIT SELF-CONTROL ISN'T ENOUGH: PREDICTORS OF CHALLENGING PROSOCIAL BEHAVIOUR Cassandra Cortes¹, Lara K. Kammrath²; ¹Wilfrid Laurier University, ²Wake Forest University – Self-control is important for regulating behaviour in various situations. What about interpersonal behaviour regulation? Participants worked on a difficult counting task, which was either framed as social (helping), or personal. When the task was personal, trait self-control predicted task effort, but when the task was social, trait agreeableness predicted effort.

F251

REGULATORY FOCUS AND REWARD SENSITIVITY: INTEGRATING SOCIAL-COGNITIVE AND BIOBEHAVIORAL PERSPECTIVES Elena Goetz¹, Ahmad Hariri¹, Diego Pizzagalli², Timothy Strauman¹; ¹Duke University, Department of Psychology & Neuroscience, ²Harvard Medical School, Department of Psychiatry – Individual differences in regulatory focus and genetically based variability in the dopaminergic system were examined as predictors of reward-related behavior in a signal-detection task. Participants' perceived success at attaining promotion goals was significantly positively associated with total response bias, but only for those individuals with a COMT Val/Val genotype.

F252

IMPROVE SELF-CONTROL BY SWISHING (BUT NOT SWALLOWING) GLUCOSE Matthew Sanders¹, Steven Shirk², Chris Burgin³, Leonard Martin¹; ¹University of Georgia, ²Massachusetts General Hospital and Harvard Medical School, ³The University North Carolina at Greensboro – According to ego depletion theory self-control failure results from lowered levels of blood glucose. We found that performance following self-control improves if participants swish (without swallowing) lemonade made with glucose versus Splenda. The results suggest glucose improves performance by serving as a signal to the self rather than a resource.

F253

RESOURCE DEPLETION IMPACTS PERCEPTIONS OF SOCIAL RISK AND SOCIAL ENGAGEMENT. Kristy K. Dean¹, Monika Bauer²; ¹Grand Valley State University, ²New York City, NY – When regulatory resources are depleted, people with interdependent self-construals disengage from social interactions with strangers. The current work shows this effect may emerge because depletion exacerbates perceptions of social risk among interdependents (but not independents), and discourages engaging in social situations that may yield negative evaluation from others.

F254

WAITING FOR REVENGE, POWER, EXCITEMENT, AND ADMIRATION: THE INFLUENCE OF NARCISSISM, GENDER, AND RELEVANCE ON DELAY DISCOUNTING Stephan Horvath¹, Mark R. Leary¹, Michael W. Asher¹; ¹Duke University – We examined the relationship between narcissism and impulsivity using a temporal discounting paradigm. Narcissistic women (but not men) sacrificed more for immediate revenge and excitement. However, narcissism was related to making fewer concessions for immediate power and was unrelated to admiration. Personal relevance of the situation was unrelated to discounting.

F255

MONEY MANAGEMENT MEDIATES THE RELATION BETWEEN MATERIALISM AND COMPULSIVE BUYING Grant Donnelly¹, Wan Tien Chong¹, Ryan T. Howell¹; ¹San Francisco State University – Materialism predicts less active money management and may be an antecedent to compulsive buying. We tested if a lack of money management may be a mediator of the materialism-compulsive buying link. The results demonstrated that poor money management partially mediates the relation between materialism and compulsive buying.

F256

THE BITTER TRUTH ABOUT MORALITY: EXPLORING THE EFFECTS OF MINDFULNESS AND MORAL EVENT TYPES ON GUSTATORY PERCEPTION Kendall Eskine¹, Natalie A. Kaciniak²; ¹Loyola University New Orleans, ²Brooklyn College, City University of New York – The present research showed that reading about a moral transgression or virtue engenders gustatory disgust or delight, respectively. Further, inducing mindfulness decreases the effects of taste on moral judgments. Together, these results show that morality and perception share a bidirectional relationship that can be moderated by mindfulness.

F257

SOCIAL DISTRESS LEADS TO ENHANCED FOOD CUE REACTIVITY IN DIETERS Rebecca Boswell¹, Dylan Wagner¹, Todd Heatherton¹, William Kelley¹; ¹Dartmouth College – This fMRI study explored the influence of social distress on dieters' (n=30) neural reactivity to food images. Results revealed that the orbitofrontal cortex, a brain region involved in reward salience, was most responsive to food images following social distress. This suggests that social distress can lead to self-regulation failure.

F258

THE NEURAL CORRELATES OF EGO-DEPLETION: SELF-CONTROL EXERTION RESULTS IN REDUCED ACTIVATION OF PREFRONTAL BRAIN AREAS NEEDED FOR SUBSEQUENT SELF-CONTROL DEMANDS Julia Binder^{1,3}, Malte Friese¹, Roger Luechinger², Peter Boesiger², Björn Rasch³; ¹University of Basel, ²University and ETH Zürich, ³University of Zürich – We investigated the neural correlates of ego-depletion during both an initial act of self-control and its subsequent failure using fMRI. Ego-depletion effects on brain activity were most prominent in the dorsolateral prefrontal cortex (DLPFC) and to a lesser extent in an area close to the anterior cingulate cortex (ACC).

F259

EFFICIENT CONTROL REGULATES BIAS UNDER TIME PRESSURE Jimmy Calanchini¹, Jeffrey Sherman¹, Alison Ledgerwood¹; ¹University of California, Davis – Participants completed an explicit measure of bias either with or without constrained cognitive capacity. Participants' strength of automatic associations and ability to regulate their associations was estimated. Results showed that the tendency to demonstrate increased explicit bias under time pressure depended on the extent of efficient self-regulatory processes.

F260

WHAT DOES SELF-CONTROL LOOK LIKE? EXPLORING CONSTRUCTS WITH SIMILAR OUTCOMES Stuart J Daman¹, Mark Muraven¹; ¹University at Albany, SUNY – This study demonstrated correlations between dispositional self-control, grit, need for cognition, and consideration of future consequences. Evidence that these constructs are related to positive outcomes and that self-control can be increased suggests that training self-control may increase tendencies linked to the other traits and a wider range of positive outcomes.

F261

MINDFULNESS AND PSYCHOLOGICAL FLEXIBILITY JEN HO CHANG¹, Chin Lan Huang², Yi Cheng Lin¹; ¹National Taiwan University, ²National Taiwan University of Science and Technology – Three studies demonstrated the relationship between mindfulness and psychological flexibility. Results revealed that mindfulness positively correlated with executive function (study 1) and working memory capacity (study 2), both indicated cognitive flexibility. For social domain of psychological flexibility, study 3 revealed that mindfulness positively correlated with coping flexibility.

F262

THE JOY OF CHANGE: TRAIT LOCOMOTORS PREFER ENVIRONMENTAL CHANGES IN ACTIVE, BUT NOT INACTIVE STATES Ellie Lord¹, Sebastian Wagner^{1,2}, Gertraud Stadler¹, Baruch Eitam³, Tory Higgins¹; ¹Columbia University, ²Department of Psychology, University of Frankfurt, ³Department of Psychology, University of Haifa – This study explored whether trait locomotors prefer environmental changes during active versus inactive states. Participants were assigned to walk or stand while observing changing stimuli. Locomotion was correlated with preference for changes in walking, but not standing, participants. This highlights the important distinction between active and inactive states for locomotion.

F263

THE FRAYED EDGES OF WILLPOWER: PERCEPTIONS OF STRESS INHIBIT SELF-REGULATORY PERFORMANCE Will Crescioni¹, Joyce Ehrlinger¹, Roy Baumeister¹; ¹Florida State University – We tested the hypothesis that thinking about stressors would impair self-regulation. Study 1 showed a strong ($r = -.60$) negative correlation between life stress and trait self-control. Study 2 showed that experimentally inducing the perception of life stress impaired state self-control. These results indicate that perceived life stress impairs self-regulation.

F264

RELIGIOUS COPING STYLES PREDICT SELF-CONTROL AND SELF-EFFICACY

Jeffrey Goodman¹, Andrea Rice¹, Anne Gullickson¹; ¹University of Wisconsin - Eau Claire – Religious coping may not always confer psychological benefits. Participants wrote about an event that exceeded their coping ability prior to completing measures of religious coping, self-control, self-efficacy, and religious beliefs. Among believers, positive religious coping predicted higher self-control and self-efficacy, whereas higher negative religious coping predicted lower self-control and self-efficacy.

Poster Session G

Saturday, January 28, 6:15 – 7:45 pm, Sails Pavilion

Culture

G1

CULTURAL DIFFERENCES IN AD RETENTION Shali Wu¹, Clifton Emery²; ¹Assistant Professor of Marketing, SEM, ²Associate Professor of Psychology, Tsinghua University, Beijing, China – The study manipulates the font size in Dell advertisements and examines whether the effects differ between American and Chinese participants. It hypothesizes that Americans (analytic thinkers) retain focal (large font) information better than contextual (small font) information. Chinese (holistic thinkers) should recall both equally well. The hypotheses were supported.

G2

THE IMPACT OF FAMILY AFFIRMATION ON MATH PERFORMANCE FOR MEXICAN AMERICAN MIDDLE SCHOOL STUDENTS Sarah Herrmann¹, Stephanie Fryberg², Rebecca Covarrubias²; ¹Arizona State University, ²The University of Arizona – Past research demonstrates that a self-affirmation can increase academic achievement for African-American students. We explored whether a culturally relevant family affirmation for Mexican-American middle school students increases performance relative to a self-affirmation. Results suggest that considering a student's cultural background when providing an affirmation is valuable for enhancing academic performance.

G3

AFFECTIONATE AMERICANS OR TOUCHY TICOS? A CROSS-CULTURAL COMPARISON OF PDA BETWEEN COUPLES IN CONTACT VS. NON-CONTACT CULTURES. Tara McCoy¹, Kerry Kleyman²; ¹Metropolitan State University, ²Metropolitan State University – How do affectionate behaviors differ between cultures? In this study, public displays of affection were observed between a contact culture (Costa Rica) and a non-contact culture (Minnesota). Similarities were found in types of PDA displayed but the frequency of PDA was significantly higher in the contact culture vs. non-contact culture.

G4

MESSAGE ORDER AND CULTURE: UNPACKING THE PRIMACY VS. RECENCY EFFECT Tracy Xiong¹, Wendi Adair¹; ¹University of Waterloo – The current research examined how information processing styles that differ across cultures impact the effect of order in which information is presented. By manipulating the order of arguments presented, we found that East-Asian-Canadians are influenced by the primacy effect, whereas Euro-Canadians are equally influenced by the primacy and recency effects.

G5

WHAT ARE THE DIFFERENCES OF INTERPERSONAL COMMUNICATION BETWEEN JAPANESE AND CHINESE PEOPLE? : MOTIVATION, COGNITION, AND BEHAVIOR Masanori Kimura¹, Xinhua Mao²; ¹Kobe Gakuin University, ²Osaka University – We examined the differences of interpersonal communication between Japanese and Chinese female undergraduates. As a result, Japanese wanted to present themselves friendly more than Chinese. But, there is no difference in perception of their interaction. Moreover, while Japanese smiled, talked, and nodded more than Chinese, Chinese gazed more than Japanese.

G6

CULTURE, SOCIAL NETWORK, AND MIND: DO WEAK INTERPERSONAL TIES FACILITATE CREATIVE PROCESSES ACROSS CULTURES? Takeshi Hamamura¹; ¹Chinese University of Hong Kong – Research suggests weak interpersonal ties (e.g., relationships with acquaintances) facilitate creative problem solving, but this process may not generalize to East Asians. Supporting this hypothesis, whereas the amount of weak ties in one's social network predicted divergent thinking among American participants, there was no such relationship among Japanese participants.

G7

A SOCIO-ECOLOGICAL INVESTIGATION OF THE PSYCHOLOGICAL IMPACT OF SOCIAL EXCLUSION IN JAPAN AND THE US Shohei Aizu¹, Masaki Yuki¹, Shigehiro Oishi², Felicity F. Miao²; ¹Hokkaido University, ²University of Virginia – We tested whether relational mobility (RMob), a socio-ecological factor defined as the number of options to form new relationships, affects psychological and behavioral reactions after social exclusion. Comparing post-exclusion results from the US and Japan, which differ in RMob, Americans showed greater self-esteem decline and self-improving behaviors than Japanese.

G8

THE INFLUENCE OF CULTURE ON SEXUAL SELF-SCHEMAS AND SATISFACTION IN ROMANTIC RELATIONSHIPS Katherine Aumer¹, Taryn Phan¹, Jennifer Cabe¹, Alyssa Nuno¹; ¹Hawaii Pacific University – The authors of this study propose that a person's sexual self-schema is dependent on his/her cultural background and couple's with dissimilar sexual self-schemas will have less relationship and sexual satisfaction. Surveying 33 couples, the authors found that both gender and cultural background was related to differences in sexual self-schema.

G9

CULTURAL VALUES AND ALEXITHYMIA IN DEPRESSED CHINESE OUTPATIENTS Jessica Dere¹, Shuqiao Yao², Xiongzhao Zhu², Qiuping Tang², Lin Cai², Andrew G. Ryder^{1,3}; ¹Concordia University, ²Central South University, ³SMBD-Jewish General Hospital – This study examined the association between cultural values and the components of alexithymia in a sample of 268 Chinese outpatients. As hypothesized, cultural values were associated with the importance placed on emotional experience, but not with emotional difficulties. These results suggest a non-pathological explanation for cultural differences in alexithymia.

G10

CULTURE AND PERCEIVED FUNCTIONS OF SADNESS Yulia Chentsova Dutton¹, Gerrod Parrott¹; ¹Georgetown University – Cultures foster different beliefs about sadness. Individuals in the U.S. and Russia described recent episodes of sadness. Participants in the U.S. were more likely than those in Russia to report that sadness negatively affected their concentration and sociability. These culturally-specific beliefs may have implications for regulation and communication of distress.

G11

WHEN YOU FEEL DEPRESSED, SHOULD YOU SUPPRESS? SOCIAL EFFECTS OF EMOTION-REGULATION DEPEND ON CULTURE Alice Moon¹, Oliver P. John¹; ¹UC Berkeley – We examined the effects of culture and emotion suppression on relationship outcomes. For Asian Americans, suppressing depressive emotions was related to higher peer-rated relationship closeness, whereas for European Americans, suppressing depressive emotions was related to lower peer-rated relationship closeness. The utility of emotion regulation strategies may depend on culture.

G12**THE EFFECTS OF CULTURAL FRAME SWITCHING AND BICULTURAL IDENTITY INTEGRATION ON IDEAL AFFECT AMONG BICULTURALS**

Carmel Gabriel¹, Veronica Benet-Martínez², Richard W. Robins¹, Wesley G. Moons¹; ¹University of California, Davis, ²Pompeu Fabra University – Americans prefer more high arousal positive affect (HAP) than Chinese. However, these preferences may shift in response to cultural cues among biculturals. We culturally primed 426 Chinese-Americans before assessing HAP. Highly integrated biculturals preferred HAP more after American versus Chinese primes. Less integrated biculturals preferred HAP more after Chinese primes.

G13**CULTURAL DIFFERENCES IN ANTICIPATORY, MOMENTARY, AND RETROSPECTIVE AFFECT: THE COMPARISON BETWEEN HISPANIC AMERICANS, EUROPEAN AMERICANS, ASIAN AMERICANS, AND RUSSIAN AMERICANS**

Eunsoo Choi¹, Yulia Chentsova-Dutton¹; ¹Georgetown University – Culture affects how people experience and conceptualize their emotions. Hispanic Americans (HA) are known to value positive emotions compared to other cultural groups (e.g., European Americans, Asian Americans, Russian Americans). The present study examined if this tendency is reflected in anticipatory, momentary, and retrospective affect.

G14**CULTURE, CONTEXT, AND INTERPRETING EMOTIONAL EXPRESSIONS**

Sandra Hanesana¹, Yuri Yano², Mary Alice Davis¹, Janxin Leu¹; ¹University of Washington, ²Kyoto University – Although emotions may be universally recognized, cultural differences may exist in how context is used to infer emotions from facial expressions. Data from two experiments suggest Asian Americans and European Americans may differ in their use of external attributions to infer an emotional expression when provided with different contexts.

G15**CULTURAL UNIVERSALITY AND UNIQUENESS OF MIND READING EXPECTANCY: DATA FROM FOREIGN EXCHANGE STUDENTS IN KOREA**

Shinhwa Suh¹, Monica Kim¹, Taekyun Hur¹; ¹Korea Univ. – Intimacy was found as a major determinant of Mind Reading Expectancy (MRE). This research investigated its cultural universality and uniqueness by surveying 58 foreign exchange students in Korea. The results supported the proposed role of intimacy in MRE: Intimacy moderated the impacts of interaction with Koreans on MRE toward Koreans.

G16**CONTEMPT, ANGER AND DISGUST IN THE SPANISH USED IN NORTH AMERICA**

Margarita G. Marquez¹, Ana R. Delgado¹; ¹Universidad de Salamanca – The experience of Contempt, Anger and Disgust (CAD) in the Spanish used in the USA and Puerto Rico is described. Results from the thematic analysis of contextualised words show the diversity of CAD representations; they do not differ from those found in previous studies of the Spanish of Spain [MICINN-PSI2009-09490].

G17**CULTURE, AFFECT, AND SELF-REGULATION: A MODERATION ANALYSIS OF AFFECT ATTRIBUTION**

Meng Zhang¹, Susan Cross¹, Hou Yubo²; ¹Iowa State University, ²Peking University – Americans and Chinese tend to use affective information differently in self-regulation. When participants attributed affect to academic performance, Americans were more motivated in school work when they felt positive, whereas Chinese were more motivated when they felt negative. This pattern did not emerge if they attributed affect to non-academic events.

G18**THE INFLUENCE OF SEROTONIN TRANSPORTER GENE POLYMORPHISM (5HTTLPR) AND CULTURE IN EMOTIONAL EXPERIENCE**

Christie Napa Scollon¹, Sharon Koh¹, Derrick Wirtz²; ¹Singapore Management University, ²East Carolina University – This study examined self-reported emotions and 5-HTTLPR in Singapore and the U.S. Individuals with short alleles reported more negative and less positive emotion than people with long alleles. Overall, Singaporeans reported more negative and less positive emotions than Americans. Cultural differences in emotion remained even after controlling for genetic differences.

G19**THE CULTURE I HOLD INFLUENCES WHAT I REMEMBER: THE EFFECTS OF CULTURAL PRIMING ON EMOTIONAL MEMORY BIASES AND INTERPERSONAL RELATIONS**

Brandon W Ng¹, Lisa A Hechtman², Joan Y Chiao²; ¹Northwestern University, University of Virginia, ²Northwestern University – In the present study, participants were primed with individualism or collectivism and encoded complex visual emotional scenes. Participants then completed a surprise memory task after a filler task. For bicultural Asian-American participants, collectivism was associated with reduced recognition memory for positive stimuli, as distinct from enhanced recognition for negative stimuli.

G20**HOW CULTURES INFLUENCE SEXUAL MOTIVES: A COMPARATIVE STUDY BETWEEN CHINESE AND AMERICANS**

Nu Tang¹, Elaine Hatfield¹, Dan Landis¹, Yiyuan Xu¹, Kentaro Hayashi¹; ¹University of Hawaii at Manoa – This study used surveys to investigate cultural and gender differences in sexual motives among Chinese and American college students. Cultural and gender interactions were found to be significant on “please the partner” and “pleasure stimulation” sexual motives. Gender main effects were found on “maintain the relationship” and “stress reduction”.

G21**CULTURAL DIFFERENCES IN DETECTING FACIAL CUES OF PATERNAL INVESTMENT**

Donna Tadler¹, Emily WuHsuan Shih², Sun-Mee Kang³; ¹California State University, Northridge – Cultural differences in detecting facial cues of paternal investment were examined with Caucasian and African-American groups in this study. Results showed that a clear pattern of an in-group advantage in detecting the cues emerged across both groups, with African-American females having the highest sensitivity toward their own in-group mates.

G22**BEHAVIORAL IMMUNE SYSTEM STRENGTH MEDIATES SEX DIFFERENCES IN COLLECTIVISM**

William Clay¹, John A. Terrizzi, Jr.², Natalie J. Shook²; ¹Virginia Commonwealth University, ²West Virginia University – Two studies were conducted to investigate the relations between the Behavioral Immune System (BIS), biological sex, and collectivism. We found that sex differences in endorsement of collectivism were fully mediated by BIS strength, suggesting that these differences may arise as a result of differential sensitivity in disease avoidance mechanisms.

G23**POLITICAL ORIENTATION AND ACCULTURATION STRATEGIES IN US-BORN MEXICAN-AMERICANS**

Laura P. Naumann¹, Veronica Benet-Martínez²; ¹Sonoma State University, ²Pompeu Fabra University – How does political orientation influence Mexican-American’s acculturation strategies? Conservative Mexican-Americans (and those with strong American and weak Mexican identities) were more likely to pursue assimilationist strategies, while liberal Mexican-Americans (and those with strong Mexican identities) were more likely to pursue integrationist strategies, yet both acculturation strategies predicted lower acculturative stress.

G24

TO WHAT EXTENT CULTURE INFLUENCES VISUAL ATTENTION? EYE TRACKING STUDIES EXAMINED EUROPEAN CANADIANS, ASIAN CANADIANS, AND JAPANESE DURING MOVIE PERCEPTION. Sawa Senzaki¹, Takahiko Masuda¹, Keiko Ishii²; ¹University of Alberta, ²Kobe University – Using an eye-tracker, we investigated cultural variations in visual attention among three groups. Participants either passively and silently observed movies, or actively engaged by reporting their observations. Findings suggest that the cultural effect is most pronounced when people are expected to communicate their experience.

G25

CROSS NATIONAL INSIGHTS REGARDING EVALUATION OF LIE- AND TRUTH-TELLING IN PROSOCIAL SITUATIONS Yuichiro Yamagiwa¹, Chiajung Lee², Yayoi Watanabe²; ¹Tokyo Metropolitan University, ²Hosei University – This study will explore the modesty effect on concepts of, and moral judgment about, lying among elementary school children. Findings from Taiwanese and Japanese children will be presented, including differences of grade level and situational factors in prosocial situations. Implications of cross-national similarities and differences will be discussed.

G26

MASCULINE IDEOLOGY OF CULTURES OF HONOR AND THE STIGMATIZATION OF MENTAL HEALTH CARE Mikiko Imura¹, Ryan Brown¹; ¹University of Oklahoma – Cultures of honor place a high premium on toughness and self-reliance. We hypothesized that these values would lead to the stigmatization of mental health care. Results revealed that honor states invest less in mental health services, and honor ideology endorsers are especially concerned about seeking help for mental health needs.

G27

PREVALENCE OF ACCULTURATIVE STRESS IN YOUTH WITH SUICIDAL IDEATION Amanda Haboush¹, Taylor Oliver², Alexa Parker³, Hilary N. Billings⁴; ¹University of Nevada Las Vegas, ²University of Nevada Las Vegas, ³University of Nevada Las Vegas, ⁴University of Nevada Las Vegas – The purpose of this study was to determine the prevalence of acculturative stress in adolescents seeking treatment for suicidal ideation and to examine ethnic differences. We found that approximately 50% of participants experienced some acculturative stress, and Hispanic youth demonstrated significantly more stress compared to Caucasian and African American youth.

G28

CULTURE AND SCALE RELIABILITY: SCALE RELIABILITY TENDS TO BE SMALLER FOR EAST ASIANS THAN FOR NORTH AMERICANS Tiyuan Guo¹; ¹University of Macau – East Asians attend more to conversational contexts than North Americans (Haberstroh et al., 2001). Consequently, when answering a question in a scale, East Asians may exclude information provided in answering preceding questions to avoid redundancy, and result in lower scale reliability. An examination of published reliabilities supported such hypothesis.

G29

VERTICAL COLLECTIVISM AND REPRESSIVE SUFFERING CONSTRUAL Daniel Sullivan¹, Mark J. Landau¹, Aaron C. Kay²; ¹University of Kansas, ²Duke University – Repressive suffering construal (RSC) involves seeing suffering as caused by deviation from norms, and as preserving order. We propose RSC is associated with collectivism. In Study 1, priming collectivist (versus individualist) self-construals increased RSC. In Study 2, individuals dispositionally high in RSC showed more vertical collectivist self-construal after imagining suffering.

G30

SITUATION-SCAPES: THE INFLUENCE OF CULTURALLY MODAL AND PRIMED SITUATIONS ON SITUATION RECALL AND CONSTRUAL Nicholas Camp¹, Krishna Savani², Michael Morris²; ¹Columbia University, ²Columbia Business School – We tested the hypotheses that cultures differ in the frequency of self vs. other-motivated influence situations, and that these situations influence subsequent construal. Indian and American participants were primed with Indian or American situations and completed measures of situation recall and construal. Results demonstrate objective and subjective aspects of situation-scapes.

G31

ARE CHINESE STILL MODEST? AN EMPIRICAL EXAMINATION Huajian Cai¹; ¹Key Laboratory of Behavioral Science, Chinese Academy of Sciences – Modesty has been thought as a core value in Chinese culture. Based on accumulating evidence (Simon, 2007; Kwan, Kuang, & Hui, 2009), we argue that modesty is losing its appeal in current China. Six studies confirmed that modesty is not desirable currently and Westernization could account for this decreasing desirability.

G32

CHINESE VS. WESTERN CONCEPTS OF MORAL CHARACTER: BEING CULTIVATED Emma E. Buchtel¹, Yanjun Guan²; ¹Hong Kong Institute of Education, ²Renmin University of China – Chinese and Western moral concepts grew from very different philosophical and linguistic roots. What does this mean for modern concepts of morality? Using a prototype approach, lay concepts of “excellent moral character” from Hong Kong and Beijing were compared to previous Western research (Walker & Pitts, 1998), finding significant differences.

G33

HOW LATINO ARE YOU? THE ROLE OF ETHNIC IDENTIFICATION IN EVALUATING PERCEIVED RISK TO DIABETES Camille D. Basilio¹, Angela G. Pirlott¹, Kelli Byrnes¹, Virginia S. Y. Kwan¹; ¹Arizona State University – Ethnic differences in health are large. This research examined the role of ethnic identification in estimating perceived disease risk. Results showed that as ethnic identification increased, so did perceived risk to diabetes. Perceived similarity to the typical person who gets diabetes mediated the link between ethnic identification and perceived risk.

G34

ONE "JUSTICE" FOR ALL? CROSS-CULTURAL DIFFERENCES IN SUPPORT FOR JUSTICE OUTCOMES Caroline Bennett-AbuAyyash¹, Stephanie Vieille¹; ¹University of Western Ontario – This research examines whether cross cultural differences in behavioural attribution and self-construal translate to differences in support for retributive versus restorative justice practices following a transgression. This contrast focuses on Canadian and Chinese participants.

G35

IS FACE A UNIVERSAL MATTER? COMPARISON OF FACEWORK BETWEEN EAST ASIA (CHINA, JAPAN AND KOREA) AND NORTH AMERICA (USA) Chunchi Lin¹; ¹University of Tokyo – This study examined the factors and effects of facework in two different cultural systems: East Asia and North America. Dyad data were collected from undergraduates in China, Japan, Korea and USA. Cultural differences were found in the factors of facework, whereas facework enhanced relationship, mediated by closeness, in all cultures.

G36

CULTURAL DIFFERENCES IN GUESSING A PERSON'S STATUS AND PERSONALITY TRAITS WHEN WATCHING 30SEC LONG VIDEO-CLIPS Matthias S. Gobel¹, Heejung Kim²; ¹University College London, ²University of California, Santa Barbara – Cultures differ in the extent to which social hierarchical differences between individuals (i.e., power distance) are fostered. We predicted and found that watching 30sec long video-clips,

French (i.e., higher power distance) were more accurate guessing targets' status, whereas Americans (i.e., lower power distance) were more accurate guessing targets' personality traits.

G37

THE MEANING OF GENERALIZED TRUST: COMPARATIVE STUDY IN JAPAN AND KOREA. Motoko Harihara¹; ¹Tokyo Woman's Christian University – This study examined correlation between generalized trust (measured as “most people can be trusted”) and vertical/horizontal-individualism/collectivism in Japan and Korea. The results of questionnaire study showed that generalized trust was positively correlated with horizontal individualism among Koreans, but it was positively correlated with horizontal and vertical collectivism among Japanese.

G39

THINKING STYLE AND WOMEN'S BODY IMAGE: A CROSS-CULTURAL COMPARATIVE STUDY BETWEEN JAPAN AND RUSSIA Atsushi Oshio¹, Tatiana Meshkova²; ¹Chubu University, ²Moscow State University of Psychology and Education – This study explored cross-cultural differences of women's body images and an effect of a dichotomous thinking tendency on them between Japan and Russia. Participants were 419 Japanese and 187 Russian college women. Results showed that Japanese women have leaner ideal body images than Russians.

G40

THE RELATIONSHIP AMONG NEGATIVE EATING ATTITUDES, ACCULTURATION, AND EARLY MALADAPTIVE SCHEMAS IN LATINA COLLEGE STUDENTS Stacey Cardoz¹; ¹California State University San Bernardino – The study examined prevalence of negative eating attitudes (NEAT) in Latina college students and delineated cultural differences and Early Maladaptive Schemas (EMS) that may be responsible for increase in NEAT. Acculturation and EMS were individually predictive of NEAT. Identification with Latino culture resulted in a negative relationship with NEAT.

G41

DO EUROPEAN CANADIANS EVALUATE THEIR CROSS-ETHNIC FRIENDS MORE POSITIVELY? Hyunji Kim¹, Ulrich Schimmack¹; ¹University of Toronto – Previous study found that European Canadians, compared to Asian Canadians, evaluated themselves and their (mostly) same-ethnic friends more positively on the big five personality traits. The current study examines rating biases in cross-ethnic friendship pairs. We predict a stronger positivity bias for European Canadian raters than for Asian Canadian raters.

G42

SELF-CONCEPT INCONSISTENCY: THE CASE OF BICULTURALS Rui Zhang¹, Kimberly Noels¹; ¹University of Alberta – Cultural differences in cross-role consistency have often been attributed to dialectical thinking. We conducted a study among biculturals to test whether inconsistency relates more to cultural frame switching. Results from a survey of East-Asian and non-East-Asian biculturals that measured both their cultural identity shifting and dialectical beliefs supported this hypothesis.

G43

SELF-IMAGE AND SOCIAL-IMAGE IN CULTURAL CONTEXT Toshie Imada¹, Patricia M. Rodriguez Mosquera¹, Keiko Ishii²; ¹Wesleyan University, ²Kobe University – The study cross-culturally compared the discrepancy between how individuals view themselves and how their friends view them. The discrepancy was significantly larger for Japanese than for Americans, and this difference was fully mediated by self-monitoring. The discrepancy size was negatively correlated with friendship satisfaction for Americans but not for Japanese.

G44

TWO SOULS, TWO THOUGHTS, TWO SELF-SCHEMAS: DOUBLE-CONSCIOUSNESS AS CULTURAL FRAME-SWITCHING Tiffany Brannon¹, Hazel Rose Markus¹, Valerie Jones-Taylor²; ¹Stanford University, ²Princeton University – Although not an immigrant story, across three experiments, we ask whether double-consciousness can function as cultural frame-switching—a capacity that has been observed in samples whose twoness stems from recent contact (e.g., globalization). Using behavior in a naturalistic setting, Prisoner's Dilemma game, and Commons Dilemma game we confirm this prediction.

G45

WHAT DO YOU SEE WHEN YOU REMEMBER ME? CLOSENESS OF CO-ACTORS IN RECALLED EVENTS AFFECT VISUAL PERSPECTIVE Camille Johnson¹; ¹San Jose State University – Do co-actors in the memories influence whether we view memories from the first or third person perspective? Participants recalling events involving family or friends reported recalling family more than friend events from the first person, suggesting that closeness of the others in the memory influences recall. Cultural moderators are discussed.

G46

THE VALIDATION OF THE MULTICULTURAL IDENTITY INTEGRATION SCALE (MULTIIS) Maya A. Yampolsky¹, Catherine E. Amiot¹, Roxane de la Sablonniere²; ¹Universite du Quebec a Montreal, ²Universite de Montreal – The cognitive-developmental model of social identity integration (Amiot et al., 2007) proposes several organisations for multiple cultural identities: identifying with only one culture; maintaining separate identities; and connecting identities. Evidence from two validation studies supports the factorial structure and predictive value of the Multicultural Identity Integration Scale (MULTIIS).

G47

DO YOU LIKE WHAT YOU HEAR? THE ROLE OF CULTURE IN PREFERENCE FOR LEADER COMMUNICATION STYLE Lindie Liang¹, Zhaleh Semnani-Azad¹, Omar Ganai¹, Wendi Adair¹; ¹University of Waterloo – We examined influence of leader communication on effectiveness, moderated by leader/participant culture and bicultural-identity-integration (BII). Caucasian-Canadian, Chinese-Canadian, and Mainland-Chinese read negative feedback by a leader, manipulated on leader culture and communication. Low BII Chinese-Canadians rated indirect feedback as effective for culture-ambiguous leader but rated indirect feedback negatively for Chinese leader.

G48

HIGH RELATIONAL MOBILITY CAUSES HIGH SELF-ESTEEM: A CROSS-REGIONAL ANALYSIS IN JAPAN WITH A SOCIO-ECOLOGICAL APPROACH Kosuke Sato¹, Masaki Yuki^{1,2}; ¹Hokkaido University, ²Center for Experimental Research in Social Sciences – High self-esteem should be adaptive in social ecologies where there are abundant options to form new relationships, such as urban areas. As predicted, we found that self-esteem was higher in urban (high RMob) regions than in rural (low RMob) regions within Japan, and the difference was mediated by relational mobility.

G49

PERCEIVED GROUP DISCRIMINATION AND PROBLEM BEHAVIOR: THE MODERATING ROLE OF TRADITIONAL CULTURAL VALUES AND FAMILIAL RELATIONSHIPS IN MEXICAN AMERICAN ADOLESCENTS Priscila Diaz¹, Delia Saenz¹; ¹Arizona State University – The current study investigated how traditional cultural values and parent-adolescent relationships prospectively interact with perceived group discrimination to predict Latino adolescent risky behavior. The findings demonstrated that endorsing traditional cultural values, particularly familism, as well as better parental relationships moderated the effects of perceived group discrimination on risky sexual behavior.

G50

CROSS-CULTURAL DIFFERENCES IN OUTCOME PREDICTIONS FOR EVERYDAY LIFE EVENTS Ning Zhang¹, Li-Jun Ji¹, Zhiyong Zhang²; ¹Queen's University, ²Peking University – We investigated how Chinese and Euro-Canadians predict outcomes following hypothetical life events (positive vs. negative). For positive events, Chinese forecasted a greater number of negative outcomes and a smaller number of positive outcomes than did Euro-Canadians. Cultural difference was expected but not found for negative events. Possible explanations are discussed.

G51

CROSS-CULTURAL DIFFERENCES IN ATTRIBUTIONAL STYLES AFFECT PERCEPTIONS OF SOCIAL PSYCHOLOGICAL EXPLANATIONS OF WRONGDOING Ying Tang¹, Leonard S. Newman¹; ¹Syracuse University – Given dispositional explanations for wrongdoing, Chinese and Americans perceived their own perspective on the blameworthiness of the wrongdoer to be consistent with that of the researcher. However, given situational explanations, only Chinese viewed own and perceived researcher's perspective to be consistent, whereas Americans thought the researchers were exonerating the wrongdoer.

G52

CHANGE IN THE LEVEL OF INTIMACY IN FRIENDSHIPS BY SEEKING SOCIAL SUPPORT IN CANADA AND JAPAN Kenichi Ito¹, Takahiko Masuda¹, Asuka Komiya²; ¹University of Alberta, ²Kyoto University – Using descriptions of support-seeking behaviors collected in our previous situation sampling study in Canada and Japan, we investigated culturally-specific effect of the trouble they caused to friends by seeking support on the intimacy in friendships. Results showed a distinct effect of perceived trouble on intimacy in friendships across cultures.

G53

INTERPRETING A HELPING HAND: CULTURAL VARIATION IN RESPONSES TO SOLICITED AND UNSOLICITED SOCIAL SUPPORT Taraneh Mojaverian¹, Heejung Kim¹; ¹University of California Santa Barbara – Two experimental studies examined cultural variation in the effectiveness of two types of social support, comparing support sought directly (solicited support) and support received without request by the recipient (unsolicited support). Results found that Asian-Americans reported better outcomes from unsolicited than solicited support and suggested an opposite pattern for European-Americans.

G54

CULTURE AND SOCIAL SUPPORT PROVISION: WHO GIVES WHAT AND WHY Jacqueline M. Chen¹, Heejung S. Kim¹, Taraneh Mojaverian¹, Beth Morling²; ¹University of California, Santa Barbara, ²University of Delaware – We examined cultural differences in social support provision to close others. European-Americans reported providing more emotion-focused than problem-focused support. Japanese reported providing both types equally. For European-Americans, provision was motivated by wanting to increase closeness and the recipient's self-esteem. Among Japanese, provision was associated only with the motive for closeness.

G55

THE EFFECT OF CULTURAL BACKGROUND ON THE COPING SKILLS OF MEN Stephany Giovinazzo¹, Dina Karafantis¹; ¹New York Institute of Technology – Possessing a support system can have a therapeutic affect on stress levels. Do men from collectivistic cultures exhibit lower perceived stress than those from individualistic cultures? Perceived stress scores were lower for men from collectivistic cultures than individualistic cultures. Social support (actual or perceived) seems to be the driving force.

G56

RACE DIFFERENCES IN FEMALE STEM MAJORS AND THE BENEFITS OF SUPPORT Gabrielle Smith¹, Joan Barth², Debra McCallum³, Rosanna Guadagno⁴, Lindsay Rice⁵; ¹University of Alabama, ²Institute for Social Science Research – This research explores race differences as it relates to female STEM majors and the impact encouragement from key members of their academic environment has on their perceived competency and attitude toward STEM subjects.

G57

HELPED, BUT NOT HELPLESS: HOW AMERICANS AND JAPANESE CONSTRUCT SOCIAL SUPPORT SITUATIONS Beth Morling¹, Yukiko Uchida², Sandra Frentrop¹, Yuri Yano²; ¹University of Delaware, ²Kyoto University – Americans and Japanese, both college students and working adults, described situations in which they received support from others. Observer data suggested that Americans emphasized the support giver's free choice to help – protecting self-esteem. Japanese emotional support, more than problem support, was constructed and described in positive and helpful ways.

G58

ATTITUDES TOWARD SOCIAL DEVIANCE IN TIGHT VERSUS LOOSE CULTURES Janetta Lun¹, Michele Gelfand¹, Rebecca Mohr¹; ¹University of Maryland at College Park – Recent research has illustrated wide variation in the degree to which cultures are tight – have many norms and low tolerance of deviance versus loose – have few norms and high tolerance of deviance. We will present evidence that shows how tightness-looseness is related to differences in attitudes toward 'deviant' others.

G59

THE COST OF CULTURE: THE MEDIATING ROLE OF DEPRESSION IN SOCIAL SUPPORT AND STIGMA AMONG ASIAN VS. EURO-CAUCASIAN STUDENTS Miki Talebi¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – It was observed that depressive symptoms mediated social support and stigma (by self and others) in seeking mental health and academic help, particularly among Asian versus Euro-Caucasian students. This is consistent with the view that perceptions of stigma by close others extols a significant barrier towards help-seeking, particularly among Asians.

G60

DOES PERSONAL ACHIEVEMENT ORIENTATION HAVE NEGATIVE EFFECT FOR JAPANESE? CULTURAL ANALYSIS OF PERSONAL ACHIEVEMENT VERSUS RELATIONSHIPS ORIENTATION Yuji Ogihara¹, Yukiko Uchida¹; ¹Kyoto University – We investigated whether people in Japanese cultural contexts that emphasize relationship harmony would feel more negative emotions when exposed to an achievement-oriented social environment. Results indicated that Japanese predicted more negative emotions when they imagined achievement-oriented work settings, suggesting that inverse cultural task orientations can reduce subjective well-being.

G61

STIGMA OF BEING TOO HEAVY OR TOO LIGHT: CULTURE, BMI, AND PSYCHOSOCIAL PROBLEMS IN THE US AND JAPAN Mayumi Karasawa¹, Chiemi Kan², Carol Ryff³; ¹Tokyo Woman, ²University of Tokyo, ³University of Wisconsin – Obesity has become an increasingly serious concern in the United States. In fact, previous research suggests that people with high BMIs (body mass index) are at a greater risk for various health problems and it is not the case for Japanese.

Self/Identity

G62

AGENCY AND AUTOMATICITY: SOCIAL-PSYCHOLOGICAL CONSEQUENCES OF RESTRICTED CIVIL LIBERTIES Philip J. Cozzolino¹, Panagiotis Rentzelas¹, Marco Perugini²; ¹University of Essex, ²University of Milan – Three studies show that restricting civil liberties generates heightened levels of negative arousal states, reduces self-awareness, generates a greater willingness to be controlled, and increases automatic aggression, particularly among individuals who believe they are in control of what happens to them (i.e., internal locus of control).

G63

DISSECTING IDENTITY: DIMENSIONS OF RELIGIOUS IDENTITY DIFFERENTIALLY MODERATE THE EFFECT OF PERCEIVED RELIGIOUS DISCRIMINATION ON NATIONAL IDENTITY. Sadia Zafar¹, Michaela Hynie¹; ¹York University – We examined whether dimensions of religious identity differentially moderate the relationship between perceived religious discrimination and national identity, using Cameron's three-factor model of social identity (ingroup-ties, ingroup-affect, centrality), among Christian, Jewish, and Muslim Canadians (N=285). Religious ingroup-ties and centrality moderated the negative effects of perceived discrimination only for national ingroup-affect.

G64

ABSTRACT REFRAMING: ENCOURAGING BROAD PERSONAL GENERALIZATIONS FROM A SUCCESS EXPERIENCE Peter Zunick¹, Russell H. Fazio¹; ¹Ohio State University – People may not draw appropriately favorable conclusions about themselves following a personal success. In the current study, describing a success abstractly (vs. concretely) increased state self-competence and perceived importance of the success, and helped participants overcome low trait self-competence to generalize to future successes. Applications are discussed.

G65

DOES CHANGING WHAT WE EAT CHANGE WHO WE ARE? THE RELATIONSHIPS AMONG FOOD, SELF-CONCEPT, AND EMOTIONS Karen Naufel¹, Jeremy Gay¹, Haley Mann¹; ¹Georgia Southern University – The present study examined how food modifications related to the self-concept and emotions. Self-concept overlapped with foods people liked or associated with traditions. Ingredient modifications weakened this overlap and caused people to feel "different." Overall, these data suggest that food changes may also change a person's sense of self.

G66

IMPLICIT SEXUAL ORIENTATION: ASSESSING THE CONSTRUCT VALIDITY OF A REACTION TIME MEASURE William Ryan¹, Netta Weinstein², Nicole Legate³, Cody DeHaan³; ¹UCSB, ²University of Essex, ³University of Rochester – Two studies examine the construct validity of a reaction time measure of implicit sexual orientation. Results indicate that straight and gay/lesbian participants' scores differ significantly in the predicted direction and also relate to a preference for same-sex images. Implications for sexual orientation research and dual process models are discussed.

G67

ALL CREATURES GREAT AND SMALL! THE ROLE OF HUMANITY-ESTEEM AND ENVIRONMENTAL ATTITUDES IN PROMOTING SELF-ENHANCEMENT AND SELF-TRANSCENDENCE VALUES Michelle A. Luke¹, VerBon Cheung¹; ¹University of Southampton – Do attitudes toward humanity and the environment affect social values and environmental motives? We examined the relations between humanity-esteem, environmental attitudes, self-enhancement values, self-transcendence values and environmental motives. Overall, humanity esteem was associated with concerns for human-beings, whereas environmental attitudes were associated with concerns for both humanity and the environment.

G68

EMBODIMENT AND CONSUMER BRAND ATTACHMENT Cynthia Gangi¹; ¹University of Tampa – My research applied Embodied Cognition Theory to investigate the impact of consumers' bodily movements toward products on self-relevant trait judgments. Essentially, I investigated whether meaningful movements toward products, specifically approach and avoidance movements, could lead consumers to identify themselves as the type of person who uses those products.

G69

OPPOSITION TO LEGALIZING SAME-SEX PARTNERSHIPS: THREAT AND REACTANCE Cody Packard¹, Brian Coaxum¹, Jared Chapman¹, David Somlo¹; ¹Claremont Graduate University – We examined effects of threat (heterosexual identity, realistic, symbolic, personal-freedoms) on support for same-sex partnerships law. Opponents of the law felt more threatened in all threat types. Only opponents who felt their freedoms threatened were willing to take action to oppose the law. Implications for extending reactance theory are discussed.

GSC Student Poster Award Finalist - Also presenting on board A16.

G70

EXAMINING THE RELATIONSHIP BETWEEN SEXUAL ORIENTATION IDENTITY AND ROMANTIC PARTNER PREFERENCES Lisa M. Brown¹, William Harpham¹, Crystal Tse², Stephen Reysen³, Steven Spencer², Penny McNatt Devine⁴; ¹Austin College, ²University of Waterloo, ³Texas A&M University - Commerce, ⁴Florida State College at Jacksonville – We investigated sexual orientation identity and partner preferences. Heterosexuals' and bisexuals' relative preferences for female/male partners were correlated with gender identity. Sexual orientation identity was correlated with relative preference for heterosexuals but not bisexuals. Bisexuals' sexual orientation political consciousness was correlated with selecting more sexual orientation identity labels (e.g., queer).

G71

VISUALIZING RELATIONSHIPS AND SOCIAL SITUATIONS Caitlin Ducate¹, Beth Pontari¹; ¹Furman University – We investigated whether imagining a close-positive (vs. neutral) relationship helped people cope with a challenging social interaction. Participants visualized a positive or neutral relationship then imagined an interaction during which someone disagreed with them. Participants expressed they would feel more anxiety and utilize passive social strategies in the positive condition.

G72

HOW FAR WILL YOU GO TO FIT IN?: THE DESIRE FOR ACCEPTANCE CAUSES REJECTED PEOPLE TO MODIFY THEIR SELF-CONCEPT Stephanie Richman¹, Erica Slotter², C. Nathan DeWall¹, Wendi Gardner³; ¹University of Kentucky, ²Villanova University, ³Northwestern University – Rejection motivates people to behave in ways designed to regain social connection. This research demonstrates that rejection can lead people to modify their self-concept by taking on novel attributes and preferring others faces as much as their own. This self-concept modification also had implications on rejected people's financial risk-taking behavior.

G73

IT'S NOT LONELY AT THE TOP: THE EFFECT OF POWER ON EXISTENTIAL ISOLATION Muping Gan¹, Serena Chen¹; ¹UC Berkeley – Two studies examined power's effect on existential isolation (EI) – the sense that one's views are unshared by others. Trait power was negatively associated with trait EI (Study 1), and high-power-primed participants reported less state EI than low-power-primed participants (Study 2), suggesting that power buffers against feelings of existential loneliness.

G74

AGE OF MIGRATION AND PERCEPTION OF CHANGE MODERATE BICULTURAL IDENTITY INTEGRATION AMONG FIRST GENERATION ASIAN CANADIANS Andy H. Ng¹, Michaela Hynie¹; ¹York University – Bicultural Identity Integration (BII) was regressed onto the Analysis-Holism Scale (AHS) and migration age (MA) for first generation East-Asian and South-Asian-Canadians. Cultural Distance (CD) of BII was positively (non-linearly) predicted by MA and the interaction between MA and Perception of Change of AHS. Results support developmental theories of cultural sensitivity.

G75

"SO NOW, I WONDER, WHAT AM I?": A NARRATIVE APPROACH TO BICULTURAL IDENTITY INTEGRATION Jennifer Pals Lilgendahl¹, Veronica Benet-Martinez², Emily Dix¹, Lindsay Festa¹, Chloe Levenson¹, Rena Rosenblum¹; ¹Haverford College, ²Pompeu Fabra University – A narrative approach was used to examine how bicultural college students make sense of biculturally-significant memories in the process of developing an integrated identity. Exploratory narrative processing was associated with a blended bicultural identity, whereas positive narrative endings were associated with a blended and harmonious (i.e., less conflicted) bicultural identity.

G76

THE RELATION BETWEEN SELF-COMPLEXITY AND SELF-CONSTRUAL BY CULTURE AND SEX Aaron A. Shilling¹, Christina M. Brown¹; ¹Saint Louis University – We examined how self-complexity, a measure of self-concept organization, relates to another feature of the self-concept: self-construal. We also compared American-born and foreign college students in the U.S. to examine cultural differences in self-complexity. Results suggest that having a relational self-construal may foster greater self-complexity, particularly in men.

G77

PRIMING INDEPENDENT AND INTERDEPENDENT SELF-CONSTRUALS: EFFECTS ON GLOBAL CITIZENSHIP IDENTIFICATION Shonda Gibson¹, Stephen Reysen², Iva Katzarska-Miller³; ¹Texas A&M University-Commerce, ²Texas A&M University-Commerce, ³Transylvania University – We investigated the effect of priming independent and interdependent self-construals with students from the U.S. and China on identification as a global citizen and pro-social values. Participants primed with interdependent self-construal expressed a greater degree of global citizenship identification, and pro-social values (e.g., intergroup empathy) than in a control condition.

G78

ADOPTING A VICTIM-MENTALITY TO COPE WITH TRANSGRESSIONS TOWARD OTHERS Shannon Rauch¹, Megan Bella¹, Kelly Lang¹, Kara Flynn¹; ¹Providence College – The present study tested the use of self-victimization in justifying transgressions toward others. Participants who wrote about transgressing against another wrote more self-victimizing thoughts than participants who wrote about witnessing a transgression or another negative event. Results also show that self-victimizing after a transgression reminder can reduce negative affect.

G79

THE OUTLOOK'S NOT SO BLEAK: MORTALITY SALIENCE, DISGUST SENSITIVITY, AND THE OPTIMISTIC PERCEPTION OF FUTURE LIFE EVENTS. Nicholas Kelley¹, Adrienne Crowell¹, Eddie Harmon-Jones¹, Brandon Schmeichel¹; ¹Texas A&M University – Amoebic self and terror management theories suggest that mortality salience represents a fundamental self-threat. Optimism about the future is an effective means of dealing with mortality salience. From this theoretical perspective, the current research showed that disgust sensitivity moderated mortality salience effects on optimism.

G80

PAIN AS EMBODIED PUNISHMENT Brock Bastian¹, Jolanda Jetten²; ¹University of Queensland – Pain is aversive, however people interpret and give meaning to their pain. One meaning that people give to pain is that it is a punishment or penalty. In two studies we demonstrate that people respond to pain using an implicit judicial model, allowing pain to resolve guilt and motivate self-reward.

G81

IDENTITY THREAT AMPLIFIES IMPLICIT (BUT NOT EXPLICIT) SOCIAL IDENTIFICATION Emily Rosenzweig¹, Melissa Ferguson¹; ¹Cornell University – We found identity threat produced increases in implicit social identification. Women who were confronted with information suggesting their gender is at a disadvantage in the workforce or is predictive of failure in college showed significantly increased identification with this purportedly dysfunctional identity. These effects emerged while explicit identification remained unchanged.

G82

GLOBAL CITIZENSHIP, AMERICAN, STUDENT IDENTIFICATION, AND PRO-SOCIAL VALUES Lindsey Pierce¹, Stephen Reysen¹, Iva Katzarska-Miller², Jamie Snider¹; ¹Texas A&M University-Commerce, ²Transylvania University – We examined the relationship between identification with three social identities (global citizen, American, student) and various pro-social values. Results showed that global citizenship, rather than American or student identification, predicted greater endorsement of pro-social values and beliefs (e.g., social justice).

G83

THE ROLE OF REGIONAL IDENTITY IN SOUTHERNERS' SUPPORT FOR THE CONFEDERATE FLAG L Taylor Phillips¹, Aneeta Rattan¹, Hazel R Markus¹; ¹Stanford University – The Confederate flag is highly contested; however, pro-flag Southerners argue their support reflects Southern pride, not racial prejudice. Among white Southerners, but not Northerners, increasing regional identity centrality predicts flag support, even when controlling prejudice. Results have implications for why Confederate flags, which upset so many, nevertheless receive widespread support.

G84

DIETING HISTORY AND PERCEIVED PERMEABILITY AMONG THE OVERWEIGHT Eileen V. Pitpitan¹, Diane M. Quinn¹; ¹University of Connecticut – The perception that weight is controllable may lead overweight people as a stigmatized group to engage in dieting attempts. However, it may also be that dieting history alters perceptions of weight controllability, and perceptions of permeability. We examine this and the implications among overweight dieters and fat acceptance movement members.

G85

BELONGINGNESS AMONG MINORITY AND MAJORITY GROUP MEMBERS: THE DIFFERENTIAL IMPACT OF SELF-ANCHORING AND SELF-STEREOTYPING. Ruth van Veelen¹, Sabine Otten², Nina Hansen³; ¹Rijksuniversiteit Groningen – Being a minority member generally implies being deviant from prototypical group norms, which negatively affects group belongingness. We show that self-stereotyping (focusing on shared group norms) hinders minority members' group identification and endorsement of diversity-beliefs, while self-anchoring (focusing on personal self) fosters this for both minority and majority members.

G86

INFLUENCE OF RELIGIOUS AND SPIRITUAL STRENGTH ON RELIGIOUS IDENTIFICATION AND GROUP-PROTECTIVE EXPRESSION FOLLOWING SELF-UNCERTAINTY Jared Chapman¹, Michael Hogg¹; ¹Claremont Graduate University – We explored the influence of self-uncertainty, religious and spiritual strength on religious identification and group-protective expression. Survey responses indicated people high in religious and spiritual strength identified more with religion following an uncertainty

manipulation while people low in religious and spiritual strength dis-identified. Uncertainty increased some group-protective expressions for both.

G87**OCCUPATIONAL IDENTITY AND THE DIVIDED SELF: SELF-DISCLOSURE CONCERNS AND COGNITIVE ORGANIZATION OF THE SELF IN PROFESSIONAL AND NONPROFESSIONAL GAY WORKERS** Kevin

Montiel¹, Nick Camp¹, Andrew Pearlmuter², Richard Eibach³, Valerie Purdie-Vaughns¹, Steven Mock³, ¹Columbia University, ²Yale University, ³University of Waterloo – Two studies examine how professional vs. nonprofessional status influence consequences of workplace sexual identity concealment. In study 1, professional status moderated the relationship between concealment and both implicit and explicit identity compartmentalization among gay workers. In study 2, professional status predicted sick days among gay (but not straight) workers.

G88**STORYING AWAY SELF DOUBT: CAN PERSONAL NARRATIVES DISPEL CHALLENGES TO THE SELF?** Lauren E. Jennings¹, Kate C. McLean¹;

¹Western Washington University – This study examined the utility of personal narratives, in comparison to other mechanisms, for making sense of contradictory feedback about the self (i.e. false evidence of racist behavior). Additionally, it explored how individual differences within narratives predicted their effectiveness in dispelling this threat to the self.

G89**ELABORATION VERSUS FRAGMENTATION REVISITED: THE ROLE OF SELF-UNITY AND SELF-PLURALISM IN FOSTERING COPING WITH CHANGE** Magdalena Cholakova¹, Martin Fellenz²;

¹Bocconi University, Italy, ²Trinity College Dublin, Ireland – This study explores the influence of self-unity and self-pluralism factors on people's efficacy in coping with negative change events. It focuses on the importance of understanding the interaction of the two factors, and shows that having both high unity and high pluralism of one's self improves coping and decreases burnout.

G90**A MODEL OF GLOBAL CITIZENSHIP: ANTECEDENTS AND OUTCOMES** Stephen Reysen¹, Iva Katzarska-Miller²;

¹Texas A&M University-Commerce, ²Transylvania University – We tested a model of the antecedents and outcomes of identification with global citizens. Global awareness and normative environment (e.g., friends, family) are antecedents to global citizenship identification, and identification predicts valuing diversity, intergroup empathy, social justice, intergroup helping, environmental concern, and felt responsibility to act as outcomes.

G91**GLOBAL CITIZENSHIP, RELIGIOSITY, POLITICAL ORIENTATION, AND PRO-SOCIAL VALUES** Iva Katzarska-Miller¹, Carole Barnsley¹, Stephen Reysen²;

¹Transylvania University, ²Texas A&M University-Commerce – In four studies (N = 1,261), we examined the relationship between global citizenship identification, religiosity, political orientation, and pro-social values (e.g., valuing diversity). Overall, global citizenship identification, liberal political orientation, and quest religious motivation were related to pro-social values.

G92**SPEAKING OF RACE: CONFRONTING RACE IN INTERPERSONAL INTERACTIONS** Christopher Marshburn¹, Eric D. Knowles¹;

¹University of California, Irvine – Investigated whether racial disidentification allows Whites to cope with anxiety in racially-tinged interactions. Results suggest that Whites who expected to discuss a racial topic with a Black partner implicitly disidentified with the White ingroup. Analysis of nonverbal behavior suggests that such disidentification buffers Whites from experiencing anxiety in racial contexts.

GSC Student Poster Award Finalist - Also presenting on board A21.

G93**COLLECTIVE MEMORY AND IDENTITY: DO I IDENTIFY TO MY GROUP BECAUSE OF ITS PAST ACTIONS?** Aurelie Mercy¹, Laurent Licata¹, Virginie

Marmier², Adrienne Everard de Harzir¹; ¹Universite Libre de Bruxelles, ²Universite Catholique de Louvain – This study investigates the direction of the relation between collective memory and identification. Indeed, level of identification is often operationalized as a predictor of the perception of one's group history. In this experimental study, we tested the opposite relation between these variables.

G94**GROWING UP GAY: HOW PARENTAL AUTONOMY SUPPORT AND CULTURAL CONTEXT IMPACT SELF-CONCEPT AND WELLNESS OF GAY, LESBIAN AND BISEXUAL ADULTS** Nicole Legate¹, William Ryan², Richard

Ryan¹; ¹University of Rochester, ²University of California, Santa Barbara – Research on sexual minorities commonly identifies negative outcomes of internalized homophobia, but how does self-directed prejudice develop in the first place? Results of two studies showed that perceiving greater parental autonomy support in childhood predicted later self-concept integration (less internalized homophobia, shame and tendency to suppress emotions, and greater outness).

G95**SEPARATE, BUT RELATED: DISTINGUISHING RACIAL IDENTITY AND IDENTIFICATION THROUGH COMPUTERIZED "PIPING".** Rachel

Tennial¹, Richard Harvey¹; ¹Saint Louis University – The current study sought to provide data for a conceptual distinction between racial identity and racial identification using a "piping" methodology. African-American participants completed an online survey assessing each construct. Findings indicate that the constructs can be conceptually distinguished and related to one another as well as other important constructs.

G96**LOOKING BACK FOR FREEDOM AND CONTROL: NOSTALGIA, AUTONOMY, AND COMPETENCE** Matthew Baldwin¹;

¹University of Kansas – The effect of nostalgia on basic needs is explored using a humanistic approach to motivation. Across two studies nostalgia has positive effects on competence and autonomy as well as meaning in life. Implications for the growth-function of nostalgia are discussed.

GSC Student Poster Award Finalist - Also presenting on board A30.

G97**UNDERSTANDING THE EFFECTS OF A VALUES AFFIRMATION MANIPULATION ON ACADEMIC PERFORMANCE UNDER STEREOTYPE THREAT** Kimberly Hartson¹, Kevin Binning¹, Geoffrey Cohen², David

Sherman¹; ¹University of California, Santa Barbara, ²Stanford University – Studies examined a process by which self-affirmation attenuates underperformance of Latino students in response to stereotype threat – specifically the decoupling of psychological states from adversity. Results indicate that affirmed Latino students were relatively more likely to be buffered against the impact of threat on academic motivation and had improved grades.

G98**INCREASING STUDENT EFFORT ON IDENTITY CONGRUENT TASKS** George Smith¹, Daphna Oyserman¹;

¹University of Michigan – The present study sought to link effort to identity. Participants were primed with an effort cue while their student identity was salient and were given a difficulty identity congruent problem. Participants in the effort cue condition (versus control conditions) were more accurate and made more attempts on the problem.

G99

EVIDENCE FOR A MOTIVATIONAL HIERARCHY AMONG THE INDIVIDUAL, RELATIONAL, AND COLLECTIVE SELVES Lowell Gaertner¹, Constantine Sedikides², Michelle Luke², Erin M. O'Mara³, Jonathan Iuzzini¹, Lydia Eckstein Jackson¹, Huajian Cai⁴, Quiping Wu⁵; ¹University of Tennessee, ²University of Southampton, ³University of Dayton, ⁴Chinese Academy of Sciences, ⁵The Chinese University of Hong Kong – Multi-method studies conducted in China, the UK, and the US identified a culturally stable three-tiered motivational-hierarchy within the self-concept, with the individual self at the top, followed by the relational self, and trailed at the bottom by the collective self.

G100

WHICH GOAL TO APPROACH? SELF-UNCERTAINTY AND GOAL SHIELDING Alysso Light¹, Kimberly Rios Morrison¹, Kenneth DeMarree²; ¹University of Chicago, ²Texas Tech University – We investigated the effects of self-uncertainty on goal pursuit and goal shielding. Participants induced to feel uncertain about themselves performed better than self-certain participants on an anagram task in the absence of alternative goals. However, when primed with a conflicting goal, uncertain and certain participants performed equally.

G101

VOLUNTEERING AFTER 50: WHAT'S SELF-EXPANSION GOT TO DO WITH IT? Susan G. Harris¹, Markus Kemmelmeier¹; ¹University of Nevada, Reno – Key findings from longitudinal study focused on self-expansion (SEM, Aron & Aron, 1986) in adults aged 50+ engaged in volunteering activities include: self-expansion Time-1 predicted development of volunteer identity at Time-2; volunteer function of understanding was predicted by self-expansion at Time 1. Further exploration of SEM in volunteering is warranted.

G102

IMPLICIT AND EXPLICIT DRINKING IDENTITY PREDICT PERCEPTIONS OF AND CONFORMITY TO DRINKING NORMS Erin Westgate¹, Kristen P. Lindgren¹, Clayton Neighbors², Carson Robinson³; ¹University of Washington, ²University of Houston, ³Vassar College – 300 undergraduates completed measures of implicit and explicit drinking identity, drinking, and peer drinking norms. Explicit identity predicted higher norms and was moderated by implicit identity. Implicit identity predicted smaller discrepancies between norms and drinking, moderated by explicit identity. Results suggest contrasting influences of explicit versus implicit drinking identity.

G103

DOES BEING APPROACHED OR AVOIDED LEAD TO ASSIMILATION AND CONTRAST? Marie-Pierre Fayant¹, Muller Dominique^{1,2}, Alexopoulos Théodore³, Schwarz Norbert⁴; ¹University of Grenoble 2, ²University Institute of France, ³University Paris Descartes, ⁴University of Michigan – We argue that being approached versus avoided by others moderates the impact of social comparison on self-evaluation. Being approached should induce assimilation, while being avoided should induce contrast. One study confirmed these predictions for low-perceived competency participants. We will discuss the meaning of distance decrease/increase.

Gender**G105**

RELIGIOSITY, FUNDAMENTALISM, AND FEMINISM: WHY RELIGIOSITY IS ASSOCIATED WITH CONSERVATIVE ATTITUDES TOWARDS WOMEN Jamie Pond¹, Richard S. Pond Jr.¹; ¹University of Kentucky – Religiosity is commonly associated with traditional attitudes about women. The current study explored one mechanism underlying this effect, namely one's level of religious fundamentalism. Among 250 participants, greater religious commitment was associated with greater adherence to fundamentalist doctrine, which led to a decrease in feminist attitudes.

G106

CULTURAL GROUNDING OF PERCEPTIONS OF MALE HOMOSEXUALITY AND COMMUNICATION Sabiha Gokce Gungor¹, Monica Biemat²; ¹Allegheny College, ²University of Kansas – This study assessed the bias in communication about the origins of homosexuality. KU participants (N=88) read some research findings that vary on the causes of homosexuality (nature vs. nurture) and communicated them to an audience. To the extent that homosexuality is perceived controllable, preference for nurture over nature findings increased.

G107

"WHAT IS UGLY CAN BE USEFUL": A MEDIATED MODERATION MODEL OF PHYSICAL ATTRACTIVENESS, INSTRUMENTALITY AND ATTRIBUTION OF HUMAN NATURE Philippe Bernard¹, Christophe Leys¹, Olivier Klein¹; ¹Université Libre de Bruxelles – This study investigates the effect of attractiveness on instrumentality and whether this effect is mediated by mechanistic dehumanization. Participants were exposed to a fictional situation involving interacting with an opposite-sex target. As predicted, low attractiveness heightened instrumentality, but only for male participants. Moreover, this effect was mediated by mechanistic dehumanization.

G108

INVESTMENT IN MASCULINITY, RELATIONSHIP SECURITY, AND PSYCHOLOGICAL NEED FULFILLMENT Jessica J Good¹, Diana T Sanchez²; ¹Rutgers University, ²Rutgers University – The present research tested whether men who were highly invested in masculinity would be more likely to believe their female relationship partners' love was contingent on masculinity, and report lower relationship satisfaction and psychological need fulfillment. Path modeling using self-report data from 102 heterosexual men in romantic relationships confirmed predictions.

G109

GENDER AND DEPENDENCY AS PREDICTORS OF STRATEGIES TO COPE WITH CONFLICT IN ROMANTIC RELATIONSHIPS Francisca Exposito¹, Inmaculada Valor-Segura¹, Miguel Moya¹; ¹University of Granada – Two studies showed effect of dependency and gender in manage the partner conflict. Results demonstrated that dependency was related with less effective conflict resolution strategies. Also, women managed their couple conflict with voice, compromising and problem solving strategies and men used avoiding or forcing to solve the conflict.

G110

GENDER INEQUALITY AND GENDER DIFFERENCES IN AUTHORITARIANISM ACROSS 55 SOCIETIES. Mark Brandt^{1,2}, P.J. Henry²; ¹DePaul University, ²New York University-Abu Dhabi – Authoritarianism may help manage psychological threats faced by women in gender unequal societies. Consistent with this hypothesis, data from 55 diverse societies found that women endorsed authoritarian values more than men, especially in individualistic societies with high levels of gender inequality.

GSC Student Poster Award Finalist - Also presenting on board A13.

G111

INTERSECTIONAL EMOTION: SOCIAL CATEGORIES AND STEREOTYPES Jacqueline S. Smith¹, Marianne LaFrance¹; ¹Yale University – Although gender stereotypes for emotional expression are well-established, they are mostly derived from studies of White, middle-class men and women. We employed a series of reaction time studies to demonstrate that the associations of angry expressions with men and smiling with women are moderated by target status and race.

G112

MATERNALISM, NOT STIGMA CONSCIOUSNESS, PREDICTS CONTEMPT DURATION ON MALE FACES Katherine S. Sorensen¹, Chuck Tate, PhD¹; ¹San Francisco State University – Extending Inzlicht, Kaiser and Major's (2008) research on emotion perception and stigma consciousness in women, we examined the role of hostile and benevolent sexism toward men relative to stigma consciousness when predicting the perception of contempt on male faces. Benevolent sexism toward men – but not stigma consciousness – predicted contempt perception.

G113

PERCEIVED SEXUAL CAPABILITIES PREDICTS ACCEPTANCE OF CASUAL SEX OFFERS IN AN LGB SAMPLE Brandon Brown¹, Bernadette Blanchfield¹, Jes L. Matsick¹, Terri Conley¹; ¹University of Michigan – This study investigated the influence of anticipated sexual capabilities of a casual sex proposer on the acceptance rates of casual sex among lesbians, gays and bisexuals. Results indicated that perceived sexual capabilities of the proposer was the only significant predictor of both hypothetical and actual casual sex offers.

G114

EFFECTS OF GENDER AND MEDIA ON READING FACIAL CUES FOR PATERNAL INVESTMENT Emily WuHsuan Shih¹, Donna Tadler², Heather Coffin³, Sun-Mee Kang⁴; ¹California State University, Northridge – We hypothesized men's likely paternal investment would be more accurately predicted by females and when using video stimuli. Results supported both hypotheses, except females were consistently accurate across the two presentation modes whereas males were better in the video condition, suggesting men might need more information to detect parental cues.

G115

OPTING OUT OR DENYING DISCRIMINATION? HOW THE FRAMEWORK OF FREE CHOICE IN AMERICAN SOCIETY INFLUENCES PERCEPTIONS OF GENDER INEQUALITY Cynthia Levine¹, Nicole Stephens²; ¹Stanford University, ²Northwestern University – The media often suggests that women "choose" to stay home without mentioning other factors that contributed to this decision (Williams, Manvell, & Bornstein, 2006). What consequences does this message have? We demonstrate that framing women's departure as a choice may decrease recognition of gender discrimination and barriers in the workplace.

G116

WHY ARE SO MANY GENIUSES MATHEMATICIANS? PERCEPTIONS OF NATURAL ABILITY IN DIFFERENT FIELDS ARE INFLUENCED BY GENDER PROPORTION Sarah Grover¹, Martin Ryan¹, Sapna Cheryan¹; ¹University of Washington – Two studies demonstrated that male dominated fields are perceived by students as requiring more natural ability than gender balanced fields. Study 1 examined perceptions of actual fields (e.g. engineering, history), and Study 2 varied the gender proportion of a fictional field.

G117

THE PSYCHOLOGICAL CONSEQUENCES OF CLAIMING DISCRIMINATION: THE ROLE OF PERCEIVED COMMON FATE Nina D. Acosta¹, Carla Zimmerman¹, Donna M. Garcia¹, Nyla R. Branscombe², Molly Rottapel³; ¹California State University, San Bernardino, ²University of Kansas, ³Claremont Graduate School – This study demonstrates that perceived "common fate" can buffer the psychological costs of publicly labeling experiences with discrimination. After receiving sexist test feedback, women reported improved outcomes when they assessed whether discrimination occurred publicly (versus privately) in front of another woman who had the same "sexist" (versus a different) evaluator.

G118

BOYS DON'T CRY---OR DO THEY? PRIMING FEMININITY CAN REDUCE PAIN TOLERANCE FOR MEN Stephanie L. Fowler¹, Katharine Sroka¹, Monica Dev¹, Chelsea Wymer¹, Rebecca Kamody², Suzanne G. Helfer², Heather M. Rasinski¹, Andrew L. Geers¹; ¹University of Toledo, ²Adrian College – We predicted that priming femininity would reduce pain tolerance for chronically feminine men. Chronic gender roles were pre-screened and gender role cues were primed before a laboratory pain task. Results indicate that when feminine men are reminded of their femininity via a temporary feminine cue, they show reduced pain tolerance.

G119

GENDER DIFFERENCES IN DOMAIN-SPECIFIC IMPULSIVE BEHAVIOR Eli Tsukayama¹, Angela Duckworth¹; ¹University of Pennsylvania – Whether men or women are more impulsive may depend on the type of behavior in question. A meta-analysis (Feingold, 1994) suggests no differences in overall impulsivity; however, domain-specific subscales in this investigation uncovered gender differences. Mediation analyses suggested that gender differences in behavior are driven by corresponding differences in temptation.

G120

SEXIST HUMOR IN FACEBOOK PROFILES: LIKE OR DISLIKE? Megan Strain¹, Donald Saucier¹; ¹Kansas State University – Sexist humor is prevalent in society. We embedded jokes (anti-men, anti-women, neutral) in student (man or woman) Facebook profiles in a 2 x 3 between-groups design. Perceptions of the woman did not vary by joke type, but perceptions of the man were more negative when his profile contained anti-women jokes.

G121

REACTIONS TO TARGETS WHO PREFER NOT TO INTERACT WITH THE "OPPOSITE" SEX Lauren Ruth¹, Marianne LaFrance¹; ¹Yale University – We assessed reactions to targets varying in sex and sexual orientation who either preferred to associate or not with the opposite sex. Benevolent sexism repudiated both lesbians and straight women who prefer little interaction with men. Results support idea that women should demonstrate dependence on men.

G122

ETHICAL DECISION MAKING: A SOCIAL STATUS PERSPECTIVE Heather Schmitz¹, Crystal L. Hoyt¹; ¹University of Richmond – Predicting that high, opposed to low, status individuals are more likely to make unethical decisions to regain status when in low power positions, women and men were experimentally assigned to leader and follower positions. Male followers were more likely to make unethical decisions than those in all other conditions.

G123

STRIKE A POSE! EMPOWERING WOMEN UNDER STEREOTYPE THREAT Lindsey Streamer¹, Lora E. Park¹; ¹University at Buffalo – This research investigated diminished power as a mechanism underlying stereotype threat (ST), and tested whether enacting high power poses attenuated these effects. Specifically, women under ST showed decreased power activation, but those who enacted high power poses reported greater interest in masculine fields in the ST versus no ST condition.

G124

MEN DIFFERENTIATE LESS BETWEEN GOOD AND BAD LEADERSHIP THAN WOMEN DO Marie Gustafsson¹; ¹Department of Psychology, Stockholm University, Sweden – In a survey about leadership (N = 86) we tested men's and women's ratings of female, male, preferred and unpreferred attributes. We found ingroup bias such that women favored female attributes and vice versa. We also found that men discriminate less between preferred and unpreferred leadership attributes than women do.

G125

SHOW ME THE MONEY! ECONOMIC INSECURITY AFFECTS TRADITIONAL WOMEN'S GOALS AND PARTNER PREFERENCES Ariana F. Young¹, Lora E. Park¹, Grainne M. Fitzsimons²; ¹University at Buffalo, SUNY, ²Duke University – This research examined women's responses to perceived future economic insecurity. Results showed that traditional women who expected economic insecurity reported greater preference to be a homemaker and desire for a partner who pursued agentic goals. Thus, traditional women shifted their goals and career aspirations in response to anticipated economic conditions.

G126

GENDER BIAS IN EMPHASIS ON MORAL PURITY Vanessa Hettinger¹, Joseph Vandello¹; ¹University of South Florida – We propose that purity norms are more central for perceptions of women than men. Study 1 found that women were judged more harshly for purity violations than were men, and study 2 found that women placed a higher personal premium on purity than men did, with significant implications for self-esteem.

G127

CLOSING THE GENDER GAP IN CASUAL SEX: THE MEDIATIONAL ROLE OF STIGMA AND PLEASURE Ali Ziegler¹, Jennifer Rubin¹, Joe H. Kazemi¹, Brandon Valentine¹, Terri D. Conley¹; ¹University of Michigan – Using both sexual double standards and pleasure theory, we employed multiple mediation analysis and found that situational variables of interest mediated the relationship between gender and two outcomes: agreement to the casual sex offer and emotional reactions to casual sex.

G128

GENDER INEQUALITY IN THE HOME: THE ROLE OF RELATIVE INCOME AND SEX NORMS Janell Fetterolf¹, Laurie A. Rudman¹; ¹Rutgers University – Undergraduate students imagined future lives in which they were married parents who earned less than, the same as, or more than their spouse. Both men and women anticipated a traditional division of household labor, even in situations in which women earned 70% of the household income.

G129

LINKS BETWEEN MUSCULARITY AND MASCULINITY: COGNITIVE, BEHAVIOURAL AND PERCEPTUAL IMPACTS OF A THREAT TO MASCULINITY Christopher John Hunt¹, Karen Gonsalkorale¹; ¹University of Sydney – The current studies threatened men's masculinity and found reduced self-reported appearance concerns and drive for muscularity, reduced belief in physical capacity and a decrease in perceived muscularity. The discrepancy between self-report and less direct measures is thought to reflect a desire to disavow appearance concerns, despite holding such concerns.

G130

THE ROLE OF GENDER NORMS AND COUNTERFACTUALS IN PERCEPTIONS OF MALE SEXUAL ASSAULT VICTIMS Nicolette M. Dakin^{1,3}, Anthony F. Lemieux^{2,3}; ¹New York University, Silver School of Social Work, ²Emory University, ³State University of New York, Purchase College – In the present study, we attempted to utilize counterfactuals to explore the social stigma faced by male victims of sexual assault. We found that subjects drew on gender norms to generate counterfactuals in response to male victims, and that this counterfactual focus positively predicted victim blame and rape minimization.

G131

SUPPORTING CHANGE VERSUS STABILITY: HOW POLITICAL POLICY SUPPORT, THREAT, AND CANDIDATE SEX INFLUENCE VOTING PREFERENCES Elizabeth R. Brown¹, Amanda B. Diekmann¹; ¹Miami University – We found that threats benefit female leadership candidates because threats elicit a desire for change and female leaders are associated with change (Brown, Diekmann, & Schneider, 2011). In this experi-

ment, we find that threats benefit female leadership candidates regardless of whether the candidate supported changing or retaining a political policy.

G132

WHEN ATTEMPTS TO RECRUIT WOMEN INTO TRADITIONALLY MALE-DOMINATED DOMAINS BACKFIRE Justin Friesen¹, Danielle Gaucher², Aaron C. Kay³; ¹University of Waterloo, ²University of Winnipeg, ³Duke University – Employers in traditionally male-dominated domains often attempt to recruit women in order to rectify historic inequalities. Two experiments show that some of these attempts--that is, employment equity notices and direct recruiting appeals--can backfire, leading women to report less anticipated belongingness and interest in the advertised jobs.

G133

AMBIVALENT ATTITUDES ABOUT SEXUAL EXPRESSION RENDER WOMEN MORE SUSCEPTIBLE TO INFLUENCE BY SITUATIONAL CUES Cinnamon L. Danube¹, Karen Gasper¹; ¹The Pennsylvania State University – Women receive conflicting messages to suppress their sexuality yet also appear sexually available. Endorsing both messages simultaneously creates sexual ambivalence. We hypothesized, and found, that when making sexually-relevant decisions, sexually ambivalent women were more influenced by situational cues than low ambivalent women, who were more influenced by their pre-existing attitudes.

G134

OPINION LEADERSHIP, OCCUPATIONAL STATUS, AND VICARIOUS STATUS: GENDER DIFFERENCES IN MULTIPLE ROUTES TO POWER Neneh Kowai-Bell¹, Rosanna E. Guadagno², Cassie A. Eno³, Katherine G. O'Brien², Julia C. James²; ¹University of Houston-- Clear Lake, ²University of Alabama, ³Waldorf College – People perceive and pursue status in a variety of gendered ways. We compared occupational status, opinion leadership and status derived from a spouse's occupation. Compared to men, women were more perceptive of opinion leadership; men were more perceptive of occupational status. Opinion leadership bolstered the power of a power-broker's spouse.

G135

THE GENDERING OF LANGUAGE: A COMPARISON OF GENDER EQUALITY IN COUNTRIES WITH GENDERED, NATURAL GENDER, AND GENDERLESS LANGUAGES Jennifer Prewitt-Freilino¹; ¹Rhode Island School of Design – The current work examines the differences in gender equality between countries with gendered, natural gender, and genderless language systems. Our findings suggest that countries where gendered languages are spoken evidence less gender equality, and countries with natural gender languages demonstrate greater gender equality comparatively.

G136

DOES SALIENCE OF MASCULINE AND FEMININE PRONOUNS AFFECT READERS' PERCEPTION OF A GENDER-BIAS IN WRITTEN LANGUAGE? Ashley E. O'Hearn¹, Laura Madson²; ¹New Mexico State University – When there are equal amounts of alternating masculine and feminine pronouns, readers overestimate the frequency of feminine pronouns; the goal was to manipulate salience of specific pronouns to see if feminine pronouns are more salient than masculine pronouns. Results indicate that overestimation of feminine pronouns is related to greater salience.

G137

GENDER DIFFERENCES IN FREQUENCIES AND CORRELATES OF STUDENTS' RISK BEHAVIORS Yunchang Kwak¹, Sara Prot¹, Ksenija Bosnar², Amanda Jaminet¹; ¹Iowa State University, ²University of Zagreb – To expand findings on gender as a moderator of risk taking, a survey study was conducted exploring risk behaviors in a sample of 997 students. Men displayed higher scores on overall risk taking and 14 specific behaviors. Gender differences were also found in associations with peer pressure and emotion regulation.

G138

GENDER PERFORMANCE THROUGH BODY POSITION Margaret A. Thomas¹, Nicole E. Noll²; ¹Earlham College, ²Harvard University – Feminist scholars argue that gender is something performed, not possessed, and it can be performed through myriad large and small behaviors. This research indicates that body positions are perceived as gendered, and that they influence perceptions of others' gender, as well as perceptions of our own gender.

G139

MIND ATTRIBUTION HELPS EXPLAIN THE PHENOMENON OF GENDER VANGUARDS. Jamie Hughes¹, Kristopher Smith¹, Mary Gourley²; ¹Daemen College, ²Gaston College – The effect of gender deviance and behavioral norms on mind attribution was investigated. Gender deviants' actions were rated more intentional than neutral targets partly because gender deviants were seen as more agentic. This research sheds light on the phenomenon of gender vanguards – those who act as more than 'token' subtypes.

G140

LAY MISPERCEPTIONS OF THE RELATIONSHIP BETWEEN MEN'S BENEVOLENT AND HOSTILE SEXISM Amy Yeung¹, Richard Eibach¹; ¹University of Waterloo – We examined whether people perceive an illusory negative association between men's hostile (HS) and benevolent (BS) sexism. As expected perceivers erroneously judged low BS men to be high in HS and this erroneous perception was only corrected if low BS targets explained that their low BS was motivated by egalitarianism.

G142

AN INTERSECTIONAL SOLO STATUS EFFECT: GENDER+RACE SOLO STATUS AFFECTS WOMEN'S GENDER-RELEVANT OUTCOMES MORE THAN GENDER-ONLY SOLO STATUS Jill Bennett¹, Denise Sekaquaptewa¹; ¹University of Michigan – White and Black women were assigned to either gender-only or gender+race solo status, or were non-solos. Gender-relevant outcomes including gender representativeness and gender identity were measured. Results suggest a linear effect from non-solo to gender-only to gender+race solo status. Gender-relevant outcomes were more affected by gender+race than gender-only solo status.

G143

WHAT DOES IT MEAN TO BE A WOMAN? GENDER IDENTITY CONTENT AND PERCEPTIONS OF SEXISM Nia L. Phillips¹, Glenn Adams²; ¹University of Prince Edward Island, ²University of Kansas – Two studies examined the relationship between gender identification, gender identity content, and sexism perception. Identity content consistently emerged as a better predictor of sexism perception than strength of identification, suggesting that what it means to be a woman may be more influential than how strongly one identifies with the group.

G144

EXAMINING THE INFLUENCE OF SEXUALIZED IMAGES ON PERCEIVED LEADERSHIP ABILITY Nicole M. Overstreet¹, Diane M. Quinn¹; ¹University of Connecticut – The current study examined whether the ethnic similarity of sexualized targets differentially affected Black and White women's perceptions of leadership ability. Findings revealed that those exposed to same race targets felt less assertive, trustworthy, and confident whereas those exposed to different race targets felt more assertive, trustworthy and confident.

G145

A UNIVERSAL TOOL FOR PREDICTING GENDER SELF-CATEGORIZATION FOR TRANSGENDER AND CISGENDER INDIVIDUALS: THE GENDER-SELF OVERLAP INDEX Jay Ledbetter¹, Chuck Tate¹; ¹San Francisco State University – The Gender-Self Overlap Index (GSOI) measures the degree of self and gender category overlap for multiple gender categories as an indication of one's gender identity. Discriminant function analysis showed that the GSOI was the only instrument that predicted female or male self-categorization for both transgender and cisgender identities.

G146

MALE PATTERN BLINDNESS: THE CONSEQUENCES (AND POSSIBLE MECHANISMS) OF DEFENDING MANHOOD Matthew Jackson¹, Phillip Atiba Goff¹; ¹U.C.L.A. – Might men experiencing threats to masculinity become so absorbed in the moment that they myopically ignore the future consequences of their actions? Two studies demonstrate that attention to the future consequences of behavior can be obscured by gender identity threats (but not other identity threats) for men, but not women.

G147

IMPLICATIONS OF CRITICAL CONSCIOUSNESS AND PERCEPTIONS OF STEM MASCULINIZATION FOR CULTURAL VARIATION IN STEM PARTICIPATION Elliott Hammer¹, Glenn Adams², Alison Blodorn³, Nelanhta Riley¹; ¹Xavier University of Louisiana, ²University of Kansas, ³Tulane University – African American women at historically Black institutions participate in STEM with greater frequency than do European American women at predominantly White institutions. This study suggests that implicit perceptions of STEM fields as masculine domains and perceptions of common fate (a manifestation of critical consciousness) may partially account for cultural variations.

G148

A TWO-QUESTION METHOD FOR ASSESSING GENDER CATEGORIES IN THE SOCIAL AND MEDICAL SCIENCES Cris Youssef¹, Jay N. Ledbetter¹, Chuck Tate¹; ¹San Francisco State University – To create measurement precision for self-reported gender, three studies evaluated the usefulness of asking two questions (i.e., one for current gender identity and another for birth-assigned gender category). Results across college and community samples showed near-zero missing data and twice the transgender response rate compared to asking a single question.

G149

GENDER (IN)CONGRUENCE AND GENDER ROLE EXPECTATIONS: CONSEQUENCES OF THE RACE AND GENDER OVERLAP Erika Richardson¹, Katherine Phillips², Adam Galinsky³; ¹Northwestern University, ²Columbia University, ³Northwestern University – Blacks and Hispanics are perceived as masculine, whereas Whites and Asians are perceived as feminine (Galinsky et al, 2011). We examine how an androgynous identity (i.e. Black female- feminine gender, masculine race) can promote more relaxed gender role expectations than a congruent identity (i.e. Asian female- feminine gender, feminine race).

G150

DOES GENDER-PROFESSIONAL IDENTITY INTEGRATION MATTER FOR MEN IN FEMALE DOMINATED FIELDS? Aaron S. Wallen¹, Shira Mor¹, Beth A. Devine¹; ¹Columbia University – We investigate whether Gender-Professional Identity Integration (GPII) affects work motivation, organizational commitment and job satisfaction for men who work in a field where women hold most of the jobs--nursing. Data from a survey of male nurses suggests that GPII has important consequences for these outcomes.

- G151**
WAS SHE “ASKING FOR IT?”: PERCEPTIONS OF THE STREET HARASSMENT OF SEXY WOMEN Kimberly Fairchild¹, Bridget Gerstel¹, Katherine Krauss¹, Margaret Hoban¹, Paul Sgro¹, Karen Tshinkel¹; ¹Manhattan College – Are sexy women more likely to be blamed for street harassment than non-sexy women? Two internet studies address this question through manipulation of the appearance of a target woman. The participants believed that the sexy target was more to blame for the harassment she received than the non-sexy target.
- G152**
“GAYDAR” GENDER BIAS: THE EFFECT OF TARGET GENDER ON PERCEPTIONS OF SEXUAL ORIENTATION Christine Naya¹, Mariana A. Preciado², Kerri L. Johnson³; ¹University of California Los Angeles – This study examines the effect of target gender on social judgments of sexual orientation. Participants perceived female targets as more likely to be heterosexual or bisexual than homosexual and were less confident about their judgment of female than male targets. Results reflect predominant social beliefs about female sexual fluidity.
- G153**
BRAIN STRUCTURE CONTRIBUTIONS TO GENDER DIFFERENCES IN BEHAVIORAL INHIBITION Robert Chavez¹, Catherine Norris¹; ¹Dartmouth College – Gender differences in the behavior inhibition system (BIS) have been well established. We investigated gender differences in brain structure and found that BIS correlates with such differences in multiple areas of the prefrontal cortex. Our results suggest a possible neural mechanism for gender differences in BIS using structural neuroimaging.
- G155**
SCIENCE=WE: EMPHASIZING COLLABORATION IN SCIENCE REDUCES THE NEGATIVE RELATIONSHIP BETWEEN STEREOTYPING AND SCIENCE IDENTITY FOR WOMEN Laura Ramsey¹, Garrett Marks-Wilt², Denise Sekaquaptewa²; ¹Bridgewater State University, ²University of Michigan – Students experimentally exposed to a manipulation emphasizing the communal (versus agentic) aspects of science had an attenuated relationship between their implicit gender-science stereotyping and implicit science identity, suggesting this intervention could foster women’s interest in science careers despite negative stereotypes about their science aptitude.
- G156**
WOMEN’S BENEVOLENT SEXISM AS REACTION TO DIFFERENT THREATS Miguel Moya¹, Roxana Espinoza², Francisca Expósito¹; ¹Universidad de Granada, ²Universidad Autónoma de Ciudad Juárez – In three studies, two experimental and one correlational, we examined how fear of different kind of crimes and of unemployment negatively impact women psychological wellbeing and increase their benevolent sexist beliefs and preferences.
- G157**
WHERE ARE THE WOMEN? EXAMINING PERCEPTIONS OF GENDER BIAS AND JOB SATISFACTION AMONG UNIVERSITY FACULTY Shannon McCoy¹, Ellen Newell¹, Susan Gardner¹; ¹University of Maine – As one moves up the academic ladder, women are decreasingly represented. Among faculty at a north-eastern land grant university, women had higher perceptions of gender bias, lower job satisfaction, and lower perceived departmental/university support than men. The roles of gender bias and perceived support in retaining women faculty are discussed.
- G158**
DOUBLE ISOLATION: HOW CURRENT COMPUTER SCIENCE STEREOTYPES DETER WOMEN Martin Ryan¹, Sapna Cheryan¹; ¹University of Washington – Women may avoid computer science because “geek” stereotypes of CS imply they will be devalued inside and outside CS. When viewing CS classrooms decorated neutrally or stereotypically (e.g. Star Trek posters), women, unlike men, preferred the neutral classroom, mediated by anticipated devaluation by classmates and outside peers.
- G159**
HOW DOES AWARENESS OF THE CONTINUATION OF GENDER DISPARITIES AFFECT WOMEN’S CAREER ASPIRATIONS?: RESISTANCE AND ACCEPTANCE Richard H. Gramzow¹, Joseph R. Castro¹; ¹Syracuse University – Media reports regularly emphasize gender gaps in income and career advancement. What impact does awareness of these continued disparities have on women’s career aspirations? In three studies, women provided with information about disparities reported higher aspirations. (Men’s were not affected.) Beliefs about whether disparities result from discrimination moderated this effect.
- G160**
MASCULINITY AND THE EXCLUSIONARY LANGUAGE USED ON ONLINE MESSAGE BOARDS Kevin S. Weaver¹, Theresa K. Vescio¹; ¹Pennsylvania State University – Language used on online message boards was analyzed for insulting and aggressive content in masculine vs. non-masculine domains. As predicted by theories of masculinity, results showed more insulting content in masculine domains, including language implying the inferiority of women. Broader implications for women in masculine domains are discussed.
- G161**
A PERFECT STORM? THE COLLECTIVE UNDERMINING OF WOMEN’S GENDER-BASED COLLECTIVE ACTION BY BENEVOLENT SEXISM AND SELF-OBJECTIFICATION Rachel Calogero¹; ¹Virginia Wesleyan College – The present research moves beyond prior work documenting the negative psychological impact of self-objectification to highlight its system-justifying function in response to legitimizing sexist ideologies. The findings suggest that exposure to an unstable benevolently sexist system increases women’s gender-based collective action; but this effect was undermined by self-objectification.
- G162**
LIBERAL IS FEMININE; CONSERVATIVE IS MASCULINE Amanda L Mahaffey¹; ¹Lisbon University Institute – Based on bipolar responses to 100 personality traits, political and gender stereotypes were determined to be similar in that liberals are considered to be like women and conservatives like men. This evidence has far-reaching impact in treatment of liberals and conservatives in society related to traditional gender roles and stereotypes.
- G163**
GENDER THREAT AND MEN’S IMPLICIT EVALUATIONS OF TRADITIONAL AND NON-TRADITIONAL WOMEN Joshua Lenes¹, Jennifer Bosson¹; ¹University of South Florida –
- This study examined the effects of a gender threat versus an intelligence threat on men’s evaluations of traditional and non-traditional women. Results indicate that gender-threatened men who were high (versus low) in benevolent sexism showed a weaker preference for traditional over non-traditional women. Intelligence-threatened men did not show this pattern.
- G164**
INVISIBLE LESBIANS: THE SOCIAL INVISIBILITY OF FEMALE (HOMO)SEXUALITY Rachel Montana¹, Deborah Prentice¹; ¹Princeton University – To explore the idea of lesbian social invisibility, we examined the prevalence and cues of homosexual labeling through three studies in which participants listened to masculine, feminine, and non-gendered statements. Results showed that women are less likely to be labeled as homosexual than men, though rates increased under specific circumstances.

G165

NAVIGATING GENDER IN POLITICS: THE PSYCHOLOGICAL EFFECTS OF CANDIDATES' APPEALS TO MOTHERHOOD Grace Deason¹; ¹University of Minnesota – Female political candidates increasingly emphasize their maternal identities, yet social-psychological theories predict that motherhood will have detrimental effects on their campaigns. Two experiments revealed that maternal appeals produced more liberal attitudes, but also increased gender prejudice. The findings suggest novel psychological connections among gender, the family, and political attitudes.

G166

THREATS TO MANHOOD ENHANCE MASCULINE BIAS IN CONSTRUCTIVE MEMORY Samantha Groene¹, Vanessa Hettinger¹, Jennifer Bosson¹; ¹University of South Florida – This study examined men's implicit scripts for restoring threatened manhood using a memory task. Participants were more confident and accurate in their memory for stereotypically masculine rather than feminine or neutral behaviors performed by a threatened male character, especially when the participants themselves had just experienced a gender threat.

G167

"DO I CALL THE POLICE?" AN EXAMINATION OF BIAS IN ASSISTANCE TO SAME-SEX VICTIMS OF RELATIONSHIP VIOLENCE Christina L. Belknap¹, Joseph D. Wellman¹, Shannon K. McCoy¹; ¹University of Maine, Orono – Across 2 experimental studies we demonstrate bias in response to relationship violence toward gay/lesbian victims relative to heterosexual female victims. We find differences in participant's willingness to call the police and serve as a witness, even when controlling for the perceived severity of the incident.

G168

EFFECTS OF A SUGGESTION OF SEXISM ON WOMEN'S PERCEPTIONS OF INSTRUCTOR COMPETENCE: BIASED PERCEPTION OR BEHAVIORAL CONFIRMATION? Donna M Garcia¹, Glenn Adams², Carla Zimmerman¹, J. Guillermo Villalobos³; ¹California State University, San Bernardino, ²University of Kansas, ³University of Nevada Reno – We exposed (or did not expose) participants to a suggestion that a male tutor was sexist. Naïve observers' ratings confirm that the suggestion elicited behavioral confirmation (poor tutor performance), but only in sessions with female participants. Results suggest complex interactive processes by which systems of oppression cause harm.

G169

THE PRINCESS AND THE PATRIARCHY: HOW IDENTIFICATION WITH PRINCESSES AND PRINCES AFFECTS GENDER BELIEFS AND SOCIAL VIEWS Jennifer S. Hunt¹, Holly Nowak¹, Amanda Ciminelli¹; ¹SUNY College at Buffalo – To test whether the cultural salience of princesses and princes may contribute to traditional gender roles and social views, we analyzed questionnaire data from 260 participants. Stronger prince(ss) identification and positive attitudes towards princes(ses) predicted traditional relationship expectations and gender role beliefs, benevolent sexism, and for men, social dominance orientation.

G171

WITH THE CLINTONS BY YOUR SIDE: EXPOSURES TO POWERFUL ROLE MODELS IMPROVE WOMEN'S PERFORMANCE AND SELF-POWER ASSOCIATIONS IN LEADERSHIP TASKS Ioana Latu¹, Dario Bombari², Marianne Schmid Mast¹, Joris Lammers³, Manuel Bachmann¹; ¹University of Neuchâtel, ²Columbia University, ³Tilburg University – Women tend to underperform men on leadership tasks. Exposures to either a female (Hillary Clinton) or a male (Bill Clinton) powerful role model while giving a speech circumvented this tendency and increased women's self-power associations. Results suggest that role models, regardless of gender, improve women's performance and feelings of power.

Motivation/Goals**G172**

A DUAL-MOTIVATIONAL MODEL OF PUNITIVE ATTITUDES: AUTHORITARIANS AND DOMINATORS FAVOUR HARSH SENTENCING FOR DIFFERENT REASONS AND UNDER DIFFERENT CONDITIONS Monica M. Gerber¹; ¹London School of Economics and Political Science – This paper applies Duckitt's (2001) dual-motivational model to the study of punitive attitudes. Findings suggest that both RWA and SDO predict punitive attitudes but for different reasons: authoritarians support harsh sentencing to maintain collective security, while dominators are punitive because punishment can help maintaining hierarchies in society.

G173

HELPING PARENTS MOTIVATE THEIR TEENS IN MATHEMATICS AND SCIENCE: AN EXPERIMENTAL TEST Chris Rozek¹, Chris Hulleman², Janet Hyde¹, Judith Harackiewicz¹; ¹University of Wisconsin-Madison, ²James Madison University – We conducted a randomized, longitudinal field experiment with an intervention aimed at promoting conversations about STEM utility value between parents and their high-school aged teens. Teens in the experimental group took more science and mathematics courses in the last 2 years of high school, compared with the control group.

G174

A LOOK AT OPTIMAL NEGATIVE FEEDBACK IN SPORT: THE RELATIVE IMPACT OF QUANTITY AND QUALITY Joelle Carpentier¹, Genevieve A. Mageau¹; ¹Université de Montréal – This study aimed at defining high quality negative feedback in sport and investigating the relative impact of negative feedback's quantity and quality. Results show that high quality negative feedback can be defined using 6 characteristics. Analyses also show that negative feedback quality predicts athletes' outcomes above and beyond its quantity.

G175

BACKWARD PLANNING: EXAMINING CONSEQUENCES OF PLANNING DIRECTION FOR MOTIVATION Jessica Wiese¹, Roger Buehler²; ¹Wilfrid Laurier University, ²Wilfrid Laurier University – Three experiments demonstrated that backward planning –first imagining goal attainment and then identifying the required steps in reverse-chronological order– can increase motivation. However this effect depends on whether the target goal is close or distant, and whether the planning is guided by a structured timeline or is relatively unstructured.

G176

PREVENTION-PROMOTION MESSAGE FRAMING IMPACTS PERSUASION & ECOLOGICAL CONCERNS Chelsea Paul¹, Joseph D. Wellman¹, Shannon K. McCoy¹, Caroline Noblet¹, Mario Teisl¹, Ellen E. Newell¹, Brandon Cosley², Stacia Dreyer¹, Ryan Pickering¹, Lauren Hawthorne¹; ¹University of Maine, ²University of South Carolina - Beaufort – Promotion/Prevention message framing may be a useful tool for increasing support for environmental policy in these tough economic times. Study 1 examines the impact of framing wind power benefits in terms of gains or preventing loss. Study 2 examines an economic growth message frame vs. an economic security frame.

G177

THE EFFECTS OF COLLEGE ADMISSION POLICIES ON PERCEIVED INSTITUTIONAL THEORIES OF INTELLIGENCE: IS FLEXIBLE ALWAYS BETTER? Amy Fleig¹, Emily Chan¹; ¹Colorado College – This study explores the psychological mechanisms involved in college alternative testing policies. Specifically it investigates the promotion of entity or incremental theories of intelligence and the effects on participants' view of the institution. The effects of portfolio versus standardized testing policies may vary by gender and minority status.

G178

IDEOLOGY AND EFFECTANCE MOTIVATION: THREATENING IDEOLOGICAL BELIEFS INCREASES ANTHROPOMORPHISM. Geoffrey Wetherell¹; ¹DePaul University – Anthropomorphism (Waytz et al., 2010), and potentially ideologies, fulfill the desire to understand the world. Hence, threatening ideology may increase effectance motivations and the tendency to anthropomorphize. Participants whose beliefs about global warming were threatened increasingly anthropomorphized the earth, suggesting that ideology threat increases anthropomorphism.

G179

THE END IS NEAR: SUBJECTIVE TEMPORAL DISTANCE AFFECTS PRO-ENVIRONMENTAL MOTIVATION Nadia Y. Bashir¹, Penelope Lockwood¹, Alison L. Chasteen¹; ¹University of Toronto – We examined the extent to which the perceived temporal proximity of climate change consequences described in pro-environmental messages affects pro-environmental motivation. Results revealed that participants were more motivated to behave sustainably when they perceived (Study 1) or were induced to subjectively experience (Study 2) climate change consequences as temporally close.

G180

THE ROLE OF DEATH-THOUGHT ACCESSIBILITY IN THE PRODUCTION OF WORLDVIEW DEFENSE FOLLOWING AN ANXIETY-BUFFER THREAT Joseph Hayes¹, Andrea Howard², Jeff Schimmel¹; ¹University of Alberta, ²University of North Carolina - Chapel Hill – Terror management theory maintains that worldview defense following anxiety-buffer threats result from high death-thought accessibility (DTA). This study tested this reasoning by threatening participants' worldview and thereafter measuring DTA and two types of worldview defense (derogation and accommodation). Results show that DTA following threat predicted the first available defense.

G181

I'M THIRSTY: I'M NOT SCARED OF THAT DRINK! A GOAL-RELEVANT LINK BETWEEN CS AND US INCREASES EVALUATIVE CONDITIONING EFFECTS. Thijs Verwijmeren¹, Johan Karremans¹, Wolfgang Stroebe², Daniël Wigboldus¹; ¹Radboud University Nijmegen, ²Utrecht University – The present research demonstrated that evaluative conditioning effects are larger when there is a goal-relevant link between conditioned stimulus and unconditioned stimulus, even when the conditioned stimulus is presented subliminally. This suggests that associative learning processes are (partly) dependent on goals.

G182

DOES CHANGING PEOPLE'S RISK PERCEPTIONS AND FEELINGS CHANGE THEIR BEHAVIOR? A META-ANALYSIS OF THE EXPERIMENTAL EVIDENCE Peter R. Harris¹, Paschal Sheeran¹, Epton Tracy¹; ¹University of Sheffield – Does increasing people's risk appraisals engender precautionary behavior? Using meta-analysis we answered this question by testing whether significant changes in risk appraisals (risk perceptions, anticipated and anticipatory emotions, perceived severity) engenders subsequent changes in intentions and behavior. Findings confirm that increasing risk appraisals indeed strengthens intentions and promotes behavior change.

G183

IDEOLOGICAL PURITY: HOW LIBERALS AND CONSERVATIVES DIFFER AND HOW DEATH THOUGHTS AFFECT THEM IN OPPOSITE WAYS Pelin Kesebir¹, Erik Phillips¹, Jackie Anson², Tom Pyszczynski¹, Matt Motyl³; ¹University of Colorado at Colorado Springs, ²University of Rochester, ³University of Virginia – We conceptualized ideological purity as the extent to which an individual's attitudes toward different political issues are consistent among themselves. Across diverse samples and measures, self-identified liberals consistently emerged as being higher in ideologi-

cal purity than conservatives. Nonetheless, whereas conservatives become ideologically purer after mortality reminders, liberals become less pure.

G184

FORLORN AND FERVENT: RELIGIOUS RADICALIZATION OF THE MEEK Chelsea Ferriday¹, Kyle Nash¹, Ian McGregor¹; ¹York University – In two studies, threats to external sources of agency made religion more appealing for meek people. Meek participants were more likely to attribute control of goals to god after a relational external agency threat in Study 1, and more religiously zealous after an economic external agency threat in Study 2.

G185

MOTIVATING POLITICAL PREFERENCES: THE EFFECT OF PROMOTION AND PREVENTION MOTIVATIONS ON PUBLIC POLICY ATTITUDES Vera Warren¹, Gale M. Lucas², Surya Nagarajan¹, Paige E. Mullins¹, Andrew M. Hallberg¹, Nicolette L. Bacci¹; ¹Willamette University, ²Western Oregon University – Lucas and Molden (2011) found that prevention motivations predicted support for security-related public policies, whereas promotion motivations predicted support for growth-related public policies. We extend this previous research by demonstrating that priming prevention motivations increases support for security-related public policies, and priming promotion motivations increases support for growth-related public policies.

G186

VIRTUAL AGENTS AND MOTIVATION: TOWARD AN EMPIRICAL LINK Dustin Beasley¹, Gabriel Recchia¹; ¹Indiana University, Bloomington – Can connecting the health or growth of a virtual agent to an activity increase motivation? Preliminary results from an anagram solving task suggest so. Intriguingly, performance differences across conditions were unrelated to implicit/explicit attitudes, implying that motivational gains were not simply due to a change in attitude.

G187

FROM ANXIETY TO MUSICOPHILIA: EFFECTS OF MORTALITY SALIENCE AND ACTION ORIENTATION ON MUSICAL DEVOTION Ewelina Piotrowska¹, Chelsea Ferriday¹, Kyle Nash¹, Ian McGregor¹; ¹York University – Do approach-motivated people defend against anxiety with increased devotion to their favourite music? Undergraduate participants completed a dispositional approach-motivation (i.e., action orientation) measure and were randomly assigned to a dental pain control or anxiogenic mortality salience condition. Mortality salience amplified musical devotion in those with high action orientation scores.

G188

WHAT MATTERS MOST? INITIAL EVIDENCE FOR A MASLOVIAN HIERARCHY AMONG THE FUNDAMENTAL PSYCHOLOGICAL NEEDS FOR AUTONOMY, COMPETENCE, AND RELATEDNESS M. Joy McClure¹, Kirstie Kellman-McFarlane², John E. Lydon²; ¹Columbia University, ²McGill University – We propose that the fundamental psychological needs from self-determination theory may be organized in a Maslovian hierarchy, such that relatedness is relatively more fundamental than competence, which in turn is relatively more fundamental than autonomy. Results from a study of goals and goal sacrifice were consistent with the proposed hierarchy.

G189

ATTACHMENT TO OBJECTS AS COMPENSATION FOR THREATS TO CLOSE INTERPERSONAL RELATIONSHIPS Lucas Keefer¹, Mark Landau¹; ¹University of Kansas – Recent research on the role of attachment in religion suggests that people turn to divine targets to seek security when close others fail to meet their needs. Drawing on this perspective, we show similarly that people compensate for threats to interpersonal attachment by increasing in attachment to objects.

GSC Student Poster Award Finalist - Also presenting on board A34.

G190

EXPLORING THE EXISTENTIAL FUNCTION OF RELIGION AND SUPERNATURAL AGENT BELIEFS AMONG CHRISTIANS, MUSLIMS, ATHEISTS AND AGNOSTICS Kenneth E. Vail III¹, Jamie Arndt¹, Abdolhossein Abdollahi^{2,3}; ¹University of Missouri-Columbia, ²University of Limerick, Ireland, ³Islamic Azad University-Zarand Branch, Iran – Three studies explored how death awareness influences religious and supernatural beliefs among Christians, Muslims, Atheists and Agnostics, and how these extant beliefs determine which god(s), if any, people rely on when managing death awareness. Individuals' pre-existing worldview beliefs guided their patterns of existentially motivated religiosity and supernatural agent beliefs.

G191

IS THE LONELY SCIENTIST AN "AMERICAN DREAM"? BELIEFS ABOUT WHETHER STEM CAREERS AFFORD COMMUNAL GOALS IN INDIA AND THE U.S. Yun Lu¹, Elizabeth R. Brown¹, Mia Steinberg¹, Amanda B. Diekman¹, Emily K. Clark¹; ¹Miami University – This research applied a goal congruity perspective to understanding differences between the U.S. and India in STEM interest. Although all participants highly endorsed communal goals, Indian participants were more likely to believe that STEM careers afforded opportunities for collaboration or helping, and these beliefs mediated country differences in STEM interest.

G192

INSPIRATION IN A WRITER PREDICTS THE CHILLS IN A READER Chris Martin¹, Laura Maruskin², Todd Thrash¹; ¹College of William and Mary, ²Stanford University – We examined if inspiration in a writer predicts chills in the reader. An undergraduate sample wrote poems while reporting levels of motivational variables. Literary judges evaluated poetic creativity. Another sample reported if each poem elicited chills. Inspiration was the only motivational variable that predicted chills. Poetic creativity was a mediator.

G193

EFFECTS OF MASKED FACIAL EXPRESSIONS ON MENTAL EFFORT: THE ROLE OF FEELINGS Ruta Lasauskaite¹, Guido H. E. Gendolla¹, Nicolas Silvestrini¹; ¹University of Geneva – This experiment investigated the role of conscious emotional feelings in happiness vs. sadness primes' effect on mental effort intensity by manipulating awareness of the possible primes' affective impact. However, this manipulation did increase instead of eliminating the prime effect. Moreover, the primes influenced difficulty experiences, but not emotional feelings.

G194

PROMOTING A BRIGHTER FUTURE: THE ENERGIZING ROLE OF DOWNWARD COUNTERFACTUAL THINKING Christina I. Anthony¹, Elizabeth Cowley¹; ¹The University of Sydney – Research on counterfactual thinking assumes a motivational tradeoff between protecting positive affect and future preparation. We examine the moderating role of regulatory focus to demonstrate that downward counterfactual thoughts provide promotion-focused individuals with the motivational energy necessary to pursue future better outcomes. Thus, a tradeoff may not always be necessary.

G195

THE INFLUENCE OF REGULATORY FOCUS ON TYPE OF REGRET Minha Lee¹, Incheol Choi²; ¹University of Virginia, ²Seoul National University, Seoul, Korea – The present research examined the relationship between regulatory focus and type of regret (action/inaction regret). Study 1 & 2 analyzed their correlation. Study 3 tested the causal relationship. All these studies revealed that prevention-focused individuals, on average, have a greater number of inaction regrets than promotion-focused individuals.

G196

WHO'S THREATENED BY WHAT? RELATIONSHIPS BETWEEN AUTONOMY, VALUE-AFFIRMATION, AND THREATS TO MOTIVATION AND PERFORMANCE. Tara M. Thacher¹, Daniel S. Bailis¹; ¹University of Manitoba – Relationships between autonomy and threat were examined. Participants read threatening paragraphs, then reported values and emotions. Supporting our predictions, higher autonomy related to negative emotion and value-affirmation in the motivation-, but not in the performance-threat condition. Results suggest that reactive value-affirmation may result from motivation threat when autonomy is high.

G198

PERSUADED BY TECHNOLOGY: PERSON VS. THING ORIENTED MESSAGE EFFECTIVENESS Sara Branch¹, Anna Woodcock¹, William Graziano¹; ¹Purdue University – This study experimentally examined individuals' evaluations of messages as a function of Person-Thing Orientation. Participants (N=183) read an article that was either person-framed or thing-framed and then rated it on seven criteria. Results showed that high Thing-Oriented individuals were significantly less positive about person-framed than thing-framed messages.

G199

SEEING A CHALLENGE: HOW SELF-EFFICACY AFFECTS PERCEPTIONS OF AND REACTIONS TO SELF-DISCREPANCIES Melissa Marie Raymundo¹, Stephanie Tobin²; ¹University of Houston Downtown, ²University of Queensland – Acknowledging a discrepancy between one's current and desired selves can be demoralizing. However, believing in one's ability to reach desired outcomes (high self-efficacy) can change these negative feelings and lead to positive affect, challenge perceptions, and increased motivation. The results of two studies (correlational and experimental) support this possibility.

G200

PROMOTING UTILITY VALUE: EXPLORING THE MECHANISMS OF VALUE TRANSMISSION Elizabeth Rempel¹, Judith Harackiewicz²; ¹University of Wisconsin-Madison – One way to develop interest in academic topics is to discover utility value or personal relevance. Utility value can be presented to students (external) or students can be encouraged to find utility value on their own (internal). We examined why internal and external utility value work differently for different students.

G201

OPENING THE CREATIVE MINDS OF HIGH NEED-FOR-CLOSURE INDIVIDUALS THROUGH ACTIVATING UNCREATIVE IDEAS Laysee Ong¹, Angela K.-y. Leung¹; ¹Singapore Management University – We confirmed a three-way interaction between Task Context (un/awareness of uncreative ideas), Ideational Creativity (IC), and Need-for-Closure (NFC): Individuals high in NFC and IC performed most creatively when they were first made aware of uncreative ideas. This PersonXSituation logic sheds new light to the well-documented finding that NFC hampers creativity.

G202

RELATIONAL REASONS FOR SELF-IMPROVEMENT Jonathan Gore¹; ¹Eastern Kentucky University – Two studies tested the hypotheses that relational reasons for self-improvement would be associated with positive goal outcomes, and this association would be moderated by relational self-construal and agreeableness. Study 1 employed a survey design, and Study 2 employed an experimental design. Both studies provided support for the hypotheses.

- G203**
GOAL ORIENTATION AND THE MOTIVATION TO ENGAGE IN ORGANIZATIONAL CITIZENSHIP BEHAVIORS Joseph M. Goodman¹, Terry W. Noel¹, Grant C. Corser²; ¹Illinois State University, ²Southern Utah University – The current study tests goal orientation as a direct and as a moderator upon the felt accountability-organizational citizenship behavior relationship. Findings indicate different interaction effects for OCBs across the working adult (performance orientation x felt accountability: increased OCB) and working student samples (performance orientation x felt accountability: decreased OCB-O).
- G204**
TEMPORAL DISCOUNTING: CONTEXTUAL EFFECTS WITH A FOCUS ON LOSS AND INDIVIDUAL DIFFERENCES Mary Kay Stevenson¹, Nicole Gim², Denise Kennedy³; ¹California State University East Bay – This presentation illustrates the impact of context on the perception of future outcomes. The results are presented within a general theory of temporal discounting, using a multi-faceted experimental design. The importance of individual differences in the measurement model is shown as crucial in the interpretation of the data.
- G205**
INDIVIDUAL DIFFERENCES IN WORKING MEMORY: THE MODERATING ROLE OF ACHIEVEMENT GOALS Annique Smeding¹, Céline Darnon¹; ¹Clermont University and Centre National de la Recherche Scientifique – This research examined whether manipulated achievement goals moderated the effect of working memory (WM) on female college students' math performance in low and high pressure situations. Findings suggest that holding a mastery goal helps low WMs to overcome their disadvantage in achievement situations. Implications for classroom practices are highlighted.
- G206**
INTRINSIC ASPIRATIONS AND WELL-BEING: THE ROLE OF PERSONAL GROWTH AND COMMUNITY CONTRIBUTION ASPIRATIONS AT DIFFERENT LIFE STAGES Nora Hope¹, Natasha Lekes¹, Nathalie Houffort², Richard Koestner¹; ¹McGill University, ²Université du Québec à Montréal – Integrating research on intrinsic aspirations with an Eriksonian life-stage framework, we predicted that aspirations for personal growth would be particularly important for well-being in early adulthood, while aspirations for community contribution would be important in mid-life. Studies with college students and teachers confirmed these predictions using cross-sectional and prospective analyses.
- G207**
FREQUENT REWARDS IMPROVE OUTCOMES FOR METHAMPHETAMINE ADDICTION: A BEHAVIORAL ECONOMIC ANALYSIS OF A CONTINGENCY MANAGEMENT TREATMENT PROGRAM Kimberly Ling¹, Tamar Krishnamurti², Steven Shoptaw¹; ¹UCLA, ²Carnegie Mellon University – In a trial of methamphetamine-using gay men, participants earned money in exchange for drug abstinence. We examined their purchase patterns and what they purchased and how this correlated with treatment outcomes. Participants who redeemed frequently were more likely to give negative urine results compared to those that saved up.
- G208**
THE MERE SENSE OF WORKING TOGETHER FUELS INTRINSIC MOTIVATION Priyanka B. Carr¹, Gregory M. Walton¹; ¹Stanford University – Four experiments demonstrate that subtle cues that evoke a psychological sense of working together on a task fuel intrinsic motivation, resulting in 53% longer persistence on the task, decreased ego-depletion after persistence, better performance, greater spontaneous expression of motivation, and greater choosing of a similar task weeks later.
- G209**
COSTS OF NEO-LIBERAL CAPITALIST VALUES IN EDUCATION: INTROJECTED REGULATION OF MOTIVATION, PERFORMANCE-APPROACH GOALS AND CHEATING Caroline Pulfrey¹, Fabrizio Butera¹; ¹University of Lausanne – Does self-enhancement predict student cheating? Results of four studies (N = 2048) reveal that adherence to values of power and achievement predict the condoning of cheating, a relationship mediated by performance-approach goal adoption. However, exposure to a high status source of influence promoting opposing values of self-transcendence annuls this relationship.
- G210**
MOTIVATION LOVES COMPANY: COMPARING THE EXPERIENCE OF UNDERGRADUATE WOMEN IN BIOLOGY, CHEMISTRY, AND PHYSICS LABS Justin Chase¹, Meg Huntoon¹, Jessi L. Smith¹, Eric D. Deemer², Dustin B. Thoman³; ¹Montana State University, ²Louisiana Tech University, ³California State University-Long Beach – Stereotype threat is triggered from minority status. Given that women are more underrepresented in physics than other science fields we predicted and found that women undergraduates enrolled in physics labs reported greater social identity threat and lower research motivation and science identity compared to other science domains with more women.
- G211**
ACADEMIC RECOLLECTION AND MOTIVATION: THE EMBODIMENT OF WARMTH Matthew E. Barrett¹, Abraham M. Rutchick¹; ¹California State University Northridge – Students assigned to hold warm or cold therapeutic pads wrote essays about a past academic experience. Students holding warm pads wrote essays with more affect words and more cognitive process words, suggesting that they recalled essays more “warmly” and deeply. This finding suggests the context-sensitivity of academic experiences.
- G212**
THE EFFECTS OF ACHIEVEMENT GOALS AND DIFFICULT, SPECIFIC GOALS ON COMPLEX REMOTE ASSOCIATE TASK PERFORMANCE Allison Seitchik¹, Stephen Harkins¹; ¹Northeastern University – This study examined the effects of achievement goals and difficult, specific goals on complex Remote Associate Task performance. Consistent with past research, without the specific goal, performance-approach participants outperformed performance-avoidance participants. However, with the specific goal, this relationship was reversed. Mastery goal participants were unaffected by the specific goal.
- G213**
MOTIVATIONAL INEQUALITY: THE RELATIVE STRENGTH OF PREVENTION OVER PROMOTION Jennifer Pattershall¹, Scott Eidelman¹; ¹University of Arkansas – Because prevention focus involves a greater focus on negative outcomes compared to promotion focus, and negative outcomes tend to be more psychologically powerful than positive outcomes, we predicted that prevention focus is stronger than promotion focus. We confirmed this hypothesis in two studies involving comparisons of prevention- and promotion-framed goals.
- G214**
THE N-EFFECT AND EXPECTATIONS: UNDERWHELMED BY THE COMPETITION? Christina Carino¹, Stephen Garcia¹, Norbert Schwarz¹; ¹University of Michigan – This research examines the impact of one's pre-task expectations about the number of competitors he/she will face on competitive motivation and performance. Results across two studies show that individuals who encounter a larger number of competitors than expected reported lower competitive motivation than individuals encountering fewer competitors than expected.

G215

THE EFFECTS OF EXISTENTIAL THREAT ON COMPREHENSION OF WORLDVIEW CONSISTENT AND INCONSISTENT INFORMATION Todd John Williams¹, Jeff Schimel², Joseph Hayes², Erik Faucher²; ¹Grand Valley State University, ²University of Alberta – Three studies examined whether mortality salience (MS) would affect learning of information that was either consistent or inconsistent with one's worldview. Results showed that MS facilitates learning of worldview consistent information and inhibits learning of worldview inconsistent information. Furthermore, these effects are limited to information that is perceived as valid.

G216

EXPLICIT MOTIVATION AND INTUITIVE CHOICE: MONEY BOOSTS THE INFLUENCE OF SUBLIMINAL CUES ON CATEGORY-BASED INTUITIVE CHOICE Maxim Milyavsky¹, Ran Hassin², Yaacov Schul³; ¹The Hebrew University of Jerusalem – A recently developed category-based choice task was used to examine whether and how explicit monetary incentives boost the influence of subliminal cues on choice. Payment improved recognition of subliminal cues and choices based on unrecognized cues. The mechanisms of motivational enhancement of subliminal cues influence on choice are discussed.

G217

THE EFFECTS OF MULTIPLE NONCONSCIOUS GOAL PRIMES ON GOAL-RELATED BEHAVIOR Travis Crone¹; ¹University of Houston-Downtown – The current study tested for the presence of an order effect of nonconscious goals. Semantic priming would predict a recency effect. Goal systems theory would predict a primacy effect. Results show participants given the competing nonconscious goals of speed and accuracy displayed behavior congruent with the first nonconscious prime encountered.

G218

MOTIVATED BELIEF IN FREE WILL, FATE, AND SCIENTIFIC DETERMINISM Cory Clark¹, Peter Ditto²; ¹University of California, Irvine – Motivational determinants of people's belief in free will, fate, and scientific determinism were examined. Two experiments demonstrate greater belief in free will after writing about another's immoral behavior, but not after one's own, and higher belief in fate after one's own immoral behavior or failure, but less after another's.

G219

PERCEPTIONS OF PAST, PRESENT, AND FUTURE SOCIAL STATUS: CAUSAL CONCEPTIONS AND CONTROL STRIVINGS AS MEDIATORS Jacob Shane¹, Jutta Heckhausen¹; ¹University of California, Irvine – The mediation pathways between perceived family socioeconomic status (SES) and expectations for future SES were analyzed in a sample of 419 students. Meritocratic-oriented causal conceptions and goal engagement led to enhanced expectation for future SES, while luck-oriented causal conceptions and downward goal adjustment led to decreased expectation for future SES.

GSC Student Poster Award Finalist - Also presenting on board A28.

G220

THE ROLE OF VISUAL PERSPECTIVE IN IMAGINING FUTURE HEALTH BEHAVIOURS: THE ROLE OF PUBLIC SCRUTINY Mariko Kikutani¹, Ays,e Üskü¹; ¹University of Essex – Mental imagery of a future event motivates people to make the event come true, but the impact can differ for used visual perspectives (first or third-person). The effect of perspective is moderated by individuals' level of public scrutiny and whether others are present in the imagined situation or not.

G221

STUCK BETWEEN A ROCK AND A HARD PLACE: AVOIDANCE CONFLICTS ARE MORE DIFFICULT TO RESOLVE THAN APPROACH CONFLICTS Ryan L. Boyd¹, Michael D. Robinson¹, Adam K. Fetterman¹; ¹North Dakota State University – Miller (1944) contended that avoidance conflicts should be more difficult to resolve than approach conflicts. On the basis of such ideas, we designed a joystick paradigm in which movements were made in relation to unsolvable conflicts. As hypothesized, movements were slower when conflicts involved avoidance rather than approach.

G222

'BUT IT'S FOR A GOOD CAUSE': ETHICS AND THE SOCIAL ROLE THEORY OF LEADERSHIP Laura Poatsy¹, Crystal Hoyt²; ¹University of Richmond – Testing the prediction that the obligation of goal achievement associated with the leader role influences ethical decision-making, participants were assigned to leader or member roles in a laboratory task. Leaders were more unethical in their decisions and behaviors and the value placed on the group's goals mediated the unethical decisions.

G223

SOCIAL ROLES AND PERSONAL GOALS Z Reisz¹, Daniel Ozer²; ¹University of California, Riverside – This research examines goal choice as a function of social roles and relationship status. In a heterogeneous volunteer sample (N = 107), students, parents, and romantically-involved participants all reported goals related to these roles. Participants without a professional or romantic role reported more goals directed at acquiring these roles.

G224

TRUE OR FALSE; THE IMPLICIT TRUTH VALUE OF IMAGINARY EVENTS AND ITS EFFECT ON SELF DECEPTION. Daniella Shidlovski¹, Ruth Mayo¹, Yaacov Schul¹; ¹The Hebrew University – The current research suggests that experiences can be characterized by their Implicit Truth Value, which is the automatic judgment of an experience's realness. Data from two studies show that even when imagined experiences are known to be untrue (explicitly characterized as false) they are implicitly truer than their non-imagined counterparts.

G225

END GAME STRATEGIES: THE BENEFIT OF FEARING FAILURE LATE IN THE SEMESTER Chelsea M. Lovejoy¹, Amanda M. Durik¹; ¹Northern Illinois University – The current study investigated five aspects of fear of failure (Conroy, 2001) throughout a college course to determine how fear of failure can be used to predict classroom performance. It was found that fear related to potential shame/embarrassment late, but not early in the semester positively predicted overall class performance.

Groups/Intragroup Processes

G226

A NEW EXPLANATION OF OUTGROUP INFLUENCE ON INGROUP ACTION: CONTRASTING DYNAMIC NETWORK THEORY, GROUP THEORY, AND SOCIAL NETWORK THEORY Nathan M. Gerard¹, James D. Westaby¹; ¹Columbia University, Teachers College – This poster provides a new explanation of outgroup influence on ingroup action through the use of dynamic network theory. Empirical results show the incremental value of using a "dynamic network system" conceptualization to account for how outgroup entities influence ingroup performance over and above that explained by traditional approaches.

G227

POLITICIZED SPACES: IMPLICATIONS OF MEMORIALS ON AFFECT AND COLLECTIVE IDENTITY Chris Goode¹, Sahana Mukherjee¹, Mary Pisciotta¹, Ludwin Molina¹; ¹University of Kansas – We argue that memorials are politicized spaces that influence individual affect, meaning, and memory for events (Till, 2003). The present study investigates how memorials impact

individual experience about historical events by contrasting two U.S. memorials. Findings indicate that these two memorials have distinct affective influence on those who experience them.

G228

BEHAVIORS THAT PROMOTE STATUS IN DOMINANCE AND PRESTIGE HIERARCHIES Wendy de Waal-Andrews^{1,2}, Aiden Gregg¹, Joris Lammers²; ¹University of Southampton, ²Tilburg University – What behaviors promote status in groups? A field study and a lab experiment revealed that agentic behavior promotes status regardless of hierarchy type, whereas the effect of communal behavior on status is moderated by hierarchy type, augmenting it in more prestige-based hierarchies but diminishing it in more dominance-based hierarchies.

G229

WOULD YOU DO SOMETHING FOR ME? THE EFFECTS OF MONEY ACTIVATION ON SOCIAL BEHAVIOR AND SOCIAL PREFERENCES IN YOUNG CHILDREN Agata Gasiorowska^{1,2}, Tomasz Zaleskiwicz², Sandra Wygrab²; ¹Wroclaw University of Technology, ²Warsaw School of Social Sciences and Humanities – From the psychological point of view money is more symbolic than instrumental. To check if the two meanings of money develops at the same stage of lifespan, we conducted two experiments on children. After money activation, children were less helpful and more selfish in economic games than in control group.

G230

MORTALITY SALIENCE AND PROCESSING OF INFORMATION FROM DEVIANT IN-GROUP MEMBERS Bernice L. Z. Khoo¹, Ya Hui Michelle See¹; ¹National University of Singapore – A 2(salience: mortality vs. dental pain) X 2(target membership: ingroup vs. outgroup) X 2(arguments: strong vs. weak) between-subjects study examined effects of mortality salience on the processing of counter-attitudinal information. Relative to the control, mortality salient participants distinguished between strong and weak arguments for the in-group but not out-group member.

G231

POWER IS IN THE EYE OF THE BEHOLDER: COMMONALITY MINDSETS PROMOTE PERCEPTIONS THAT RACIAL MINORITIES HOLD POWER IN DIVERSE GROUPS. Chadly Stern¹, Tessa West¹, Joe Magee¹; ¹New York University – The present study investigated how identity representations influence power perceptions. Participants in racially diverse workgroups rated the power of fellow workgroup members. Perceivers who endorsed a common school identity viewed racial minorities as more powerful, suggesting that endorsing a common identity allows perceivers to recognize the leadership capabilities of minorities.

G232

HIERARCHIES ENHANCE GROUP PERFORMANCE Denise Frauendorfer¹, Marianne Schmid Mast¹, Dayra Sanchez-Cortez², Daniel Gatica-Perez²; ¹University of Neuchatel, Switzerland, ²IDIAP Martigny, Switzerland – We tested whether groups with more pronounced dominance hierarchies perform better than groups with flatter hierarchies. The more hierarchically organized the group was, the better the group performed. Dominance hierarchies within groups were based on speaking time: The more a group member talked the more he/she influenced the task solution.

G233

ENTITATIVITY PERCEPTIONS OF MULTIRACIAL FAMILIES BY WHITE AND MINORITY AMERICANS Sun No¹; ¹Macalester College – Multiracial individuals are often misperceived as possessing a single racial ancestry, which may impede the perception of multiracial families as forming a coherent unit. Entitativity judgments of multiracial, White, and minority family photos suggest that multiracial families are not judged to be lower on entitativity than White monoracial families.

G234

WE SEE WHAT WE WANT TO SEE: RACIAL IDENTIFICATION AND INTERGROUP PERCEPTIONS OF RACIALLY AMBIGUOUS BIRACIAL TARGETS Leigh S. Wilton¹, Diana T. Sanchez¹, Lisa Giamo²; ¹Rutgers University, ²Simon Fraser University – We exposed seventy one White participants to racially ambiguous Asian/White Biracial faces. Facial similarity (of biracial to White faces) and group distinctiveness ratings depended on the racial label and respondents' racial identification. The results are discussed in terms of Social Identity Theory and motivated perception of outgroup and ingroup faces.

G235

WHO COOPERATES AND WHO THEY COOPERATE WITH: THE RELATIONSHIP BETWEEN AGGRESSION, SOCIAL CLOSENESS, AND COOPERATION Adam Stivers¹, Jordan Leitner¹, Michael Kuhlman¹; ¹University of Delaware – We investigated how participants aggression and information about their partners aggression influence cooperation in the measurement of Social Value Orientation. More aggressive participants were less cooperative and the degree to which they felt socially close to the other person was a strong mediator of this relationship.

G236

COOPERATION AND WITHIN-GROUP COMPETITION FOR SHARED RESOURCES Pat Barclay¹, Jessica Barclay², H. Kern Reeve²; ¹University of Guelph, ²Cornell University – People often cooperate to provide collectively-shared resources, but these can be monopolizable due to within-group competition. In two experiments, people provide these monopolizable resources less than equally-shared resources, these resources decrease group welfare due to within-group competition, and people invest in equally-shared resources as protection against competition over private resources.

G237

OUT-GROUP PERSPECTIVE-TAKING LEADS TO DECREASES IN HELPING BEHAVIOR Elizabeth Jacobs¹, Scott Tindale²; ¹Seton Hill University, ²Loyola University Chicago – In an attempt to extend helping behaviors to out-groups as a whole, an experimental study manipulated the perspective from which participants interpreted a negative event experienced by a fictional out-group. Characteristics of the out-group (social warmth and competence) were also manipulated. For socially cold and incompetent out-groups, perspective-taking backfired.

G238

SOCIAL IDENTITY MODERATES SOCIAL DOMINANCE ORIENTATION (SDO) EFFECTS: WOMEN'S GENDER IDENTITY AND THE RELATIONSHIP BETWEEN GROUP STATUS, SDO, AND SELF-ESTEEM. Aaron Wichman¹, Carrie Guggenmos¹; ¹Western Kentucky University – We examined whether women's gender identity would moderate the relationship between SDO, manipulated group status, and self-esteem. Women's higher SDO predicted higher self esteem only when their group status was boosted and their gender identity was strong. SDO effects are moderated by both group status and social identity.

G239

WHEN YOU CANNOT FLEE, YOU MUST STAY PUT : THE IMPACT OF THE TRAJECTORY OF RELATIVE DEPRIVATION ON COLLECTIVE WELL-BEING Emilie Auger¹, Galina L. Gorborkova², Roxane de la Sablonniere¹; ¹Universite de Montreal, ²American University - Central Asia – Our goal is to understand how people cope when confronted with dramatic social change. We propose that experiencing different levels of relative deprivation over time (e.g., an unstable trajectory of relative deprivation) negatively affects well-being. Three laboratory experiments and one field study conducted in Kyrgyzstan confirmed our hypothesis.

G240

IS AMERICAN POLITICAL INDEPENDENCE A SOCIAL IDENTITY OR THE ABSENCE OF SOCIAL IDENTITY? Carlee Beth Hawkins¹, Brian A. Nosek²; ¹University of Virginia – American political independence is understood as the alternative to party identification. We found evidence that for some Independents, independence functions as a social identity rather than alternative to party identities. Social identities may be forged even in the absence of a physical social group.

G241

THE IMPACT OF MORTALITY SALIENCE AND GROUP STATUS ON SELF-INGROUP OVERLAP Takumi Watanabe¹, Kaori Karasawa¹; ¹The University of Tokyo – This research examines the prediction derived from terror management theory that mortality salience increases self-ingroup overlap. The overlap was measured with IAT and we manipulated mortality salience and group status. The analysis revealed mortality salient participants more readily paired the self with ingroup names, indicating mortality salience facilitated self-ingroup overlap.

G242

SOCIAL CLASS CUES INFLUENCE CHILDREN'S INTERGROUP ATTITUDES IN A NOVEL GROUPS PARADIGM Suzanne R. Horwitz¹, Sarah Sentmore², Kristin Shutts³, Kristina R. Olson¹; ¹Yale University, ²Baylor University, ³University of Wisconsin - Madison – We used a novel groups paradigm to examine the role of a group's social class in guiding children's attitudes. Children favored wealthier groups. Additionally, membership in one of the groups influenced preferences: children assigned to the high-status group developed pro-ingroup attitudes but children in the low-status group did not.

G243

REWARDING HONESTY AND PUNISHING DECEPTION: COMPARING DIRECT AND THIRD-PARTY RESPONSES S. Cynthia Wang¹, Jennifer Whitson², Keith Murnighan³; ¹University of Michigan, ²University of Texas, ³Northwestern University – Two studies reveal that reward and punishment behavior differs depending on whether one is directly influenced by honesty or deception versus observes it. In the former case, individuals rewarded more than punished, but in the latter rewarded and punished equally (with rewards similar in both contexts, but observers punishing more).

G244

WHY DO ATTRIBUTIONS MATTER? UNDERLYING PERCEPTIONS OF VALUE VIOLATION DRIVE OPPOSITION TO GAY RIGHTS Caitlyn Yantis¹, Geoffrey Wetherell¹, Christine Reyna¹, Mark Brandt¹; ¹DePaul University – The link between attributions and opposition to gay rights is examined via perceptions of value violations. Attributions that sexual orientation is controllable and stable predicted perceptions that gays and lesbians violate cherished values. Furthermore, specific value violations (e.g. traditionalism and tolerance) predicted opposition to specific policies relevant to those values.

G245

EFFECTS OF THE ANTICIPATION OF FUTURE INTERACTIONS ON GROUP DECISION QUALITY Alvaro San Martin¹, Roderick Swaab¹, Dimitri Vasiljevic¹, Marwan Sinaceur¹; ¹INSEAD – Group decision quality depends on whether the minority and/or the majority anticipate future interactions (FI). When anticipating FI, the minority shares less information and the majority pays more attention to new information. Groups perform best when the majority (but not the minority) expects FI and worst when both expect FI.

G246

THE DIFFERENTIAL EFFECTS OF SECONDARY AND SCHELLING SALIENCE IN MATCHING AND MISMATCHING COORDINATION TASKS Christopher Chartier¹, Susanne Abele¹; ¹Miami University – We investigated the relative effects of primary, secondary, and Schelling salience strategies on tacit coordination in groups asked to match or mismatch. The use of Schelling salience increased coordination success over secondary salience for groups attempting to match. For groups attempting to mismatch, there was no benefit from Schelling salience.

G247

"YOU'RE SUCH A PAIN!" SOCIAL PAIN MOTIVATES THE OSTRACISM OF BURDENSOME GROUP MEMBERS Angie S. LeRoy¹, James H. Wirth¹, Michael J. Bernstein²; ¹University of North Florida, ²Penn State University - Abington – Does social pain indicate when we should ostracize (exclude and ignore) a burdensome group member? Participants played Cyberball with a target player who took 4, 10, or 16 seconds to throw the ball. Social pain triggers ostracism of a burdensome group member, but some degree of burden is tolerated.

G248

SOCIAL-EMOTIONAL OUTCOMES OF SECOND LIFE® FOR INDIVIDUALS WITH DISABILITIES Nora A. Murphy¹, Richard L. Gilbert¹, Alice Krueger², Ann Ludwig², Torri Efron¹; ¹Loyola Marymount University, ²Virtual Ability Inc. – The current study investigated possible psychological benefits for individuals with disabilities after using Second Life® for three months. Depressive symptoms, anxiety, and loneliness significantly decreased while positive affect, satisfaction with life, and self-esteem significantly increased. Results suggest that individuals with disabilities can experience increased psychological benefit from 3D immersive environments.

G249

HOW THINKING IN CATEGORIES OR ALONG A CONTINUUM AFFECTS CHILDREN'S INFERENCES AND ATTRIBUTIONS Allison Master^{1,2}, Ellen M. Markman¹, Carol S. Dweck¹; ¹Stanford University, ²University of Washington – Two studies with preschool children characterized faces as falling along a continuum ("really mean" to "really nice") or divided into categories ("mean" versus "nice"). The continuum framing prevented the signature pattern of categorization for children's inferences about behavior (hitting/sharing), and deservingness (Study 1) and stable/internal attributions for behavior (Study 2).

G250

THE EXTREME OF A CONTINUUM: HOW CULTURAL INERTIA PREDICTS RESPONSES TO IMMIGRATION IN A STABLE U.S. COMMUNITY Stephanie A. Quezada¹, Robert Hitlan, Ph.D.², Jessica M. Shenberger¹, Michael A. Zárate, Ph.D.¹; ¹University of Texas at El Paso, ²University of Northern Iowa – According to the cultural inertia model, stable communities in the U.S. resist cultural change caused by immigration. In this study, cultural change caused by documented or undocumented immigrants was manipulated and threat was measured. Consistent with cultural inertia, greater threat was expressed when undocumented immigrants changed American culture.

G251

RESPONSES TO HIGH STATUS DISCRIMINATION CLAIMANTS Alison Blodom¹, Laurie T. O'Brien¹; ¹Tulane University – The present research explores responses to high status discrimination claimants. In study 1, Whites who claim discrimination are rated as less likeable and greater complainers than Blacks who claim discrimination. In study 2, Whites who make attributions to discrimination are evaluated as more prejudiced than Whites who make internal attributions.

G252

CLIMBING AND KICKING OR CLIMBING AND LIFTING: GROUP IDENTIFICATION MODERATES TREATMENT OF INGROUP SUBORDINATES Kerry Spalding¹, Cheryl Kaiser¹; ¹University of Washington – We demonstrate that group identification influences treatment of ingroup subordinates by members of devalued groups in contexts in which they are underrepresented. We found that strongly gender identified female managers in a male-dominated context favored the ingroup; whereas, weakly gender identified women favored the outgroup.

G253

SHHH! DON'T TELL THE IN-GROUP THAT: DIFFERENCES IN SELF-DISCLOSURE TO BLACK SAME-RACE INTERVIEWERS Ekeoma Uzogara¹; ¹University of Michigan – Among Blacks, skin-tone based discrimination from in-group members (i.e. other Blacks) is a sensitive topic that is not well understood. Contrary to expectations, Black women of light skin tone disclosed significant intra-racial in-group discrimination when interviewers were White (but did not admit to this to Black interviewers).

G254

EFFECT OF GROUP SELECTIVITY AND INDIVIDUAL FAMILIARITY ON PERCEPTIONS OF INGROUP STEREOTYPE VARIABILITY Amy Walzer¹, Shane McFeely¹, Carey S. Ryan¹; ¹University of Nebraska Omaha – New members of collegiate organizations rated the selectivity of their groups, familiarity with the group, and the perceived variability of group members on stereotypic attributes. Multilevel analyses indicated that more selective groups were perceived as less variable. This effect was stronger among individuals who were less familiar with their groups.

G255

INTRAGROUP COMMUNICATION: WHEN PEOPLE PROCESS STEREOTYPE-INCONSISTENT INFORMATION GLOBALLY Hedy Greijdanus¹, Tom Postmes¹, Martijn van Zomeren¹, Ernestine H. Gordijn¹; ¹University of Groningen – When people encounter stereotype-inconsistent information, they usually process this at a local level. Ironically, as stereotypes are abstract, generalized representations, stereotype-relevant information should only influence stereotypes when it is processed globally. The current experiments show that people can process stereotype-inconsistent information globally when they anticipate collective intragroup interpretation.

G256

ABSTRACT MINDSETS IN POLITICAL CONSERVATIVES: A CONSTRUAL LEVEL THEORY APPROACH TO PREJUDICE REDUCTION Kerra Bui¹, Helene Ganzer², Jamie Lugin¹, John Dovidio¹; ¹Yale University, ²University of Heidelberg – Abstract thinking should increase perceived power, thus reducing threat and negativity towards outgroups. In two experiments, abstract (compared to concrete) mindsets caused positive or less negative relationships between conservatism and evaluations of outgroups that violate the sanctity foundation of morality, as sanctity is of greater concern for conservatives than liberals.

G257

BORDERLINE RACIST: HOW MEDIA FRAMING IMPACTS RACIAL MINORITY REACTIONS TO SB 1070 Bradley M. Weisz¹, David M. Marx¹; ¹San Diego State University – The present research investigated how various media framings of SB 1070 (i.e., the Arizona immigration law) may differentially impact how connected different racial minorities feel with America. Results indicate that politicizing controversial social issues might cause targeted racial groups to become less motivated to engage in "American" behaviors (e.g., voting).

G258

PERSISTENCE OF GROUP REPUTATIONS IN GREEK ORGANIZATIONS: DIFFERENTIAL PREFERENCES VS. MARKET FORCES Elaine Shing¹, Dustin Wood¹; ¹Wake Forest University School of Medicine, ²Wake Forest University – How do group personalities persist despite regular changes in membership? Data from 231 participants rating preferences for Greek organizations suggest two major mechanisms: reputational stability in communal traits results from differential preferences (like attracts like), while stability in status-related traits results from market forces (desirable groups select desirable applicants).

Other**G259**

NARCISSISM AND COGNITIVE BIAS ON SOCIAL NETWORK: THE MEDIATING EFFECT OF FEAR OF NEGATIVE EVALUATION Hanjoo Kim¹, Gayoung Lee²; ¹Behavioral Science Research Center, Korea University, South Korea, ²Department of business administration, Yonsei University, South Korea – This study investigates the link between narcissism and cognitive bias on social network. The results shows that people with higher covert narcissism tend to have more negative perceptions on their social relations and this link is fully mediated by their fear of negative evaluation.

G260

MORALIZING THE ENVIRONMENT: LIBERAL AND CONSERVATIVE MORALITY AND ENVIRONMENTAL ATTITUDES Matthew Feinberg¹, Robb Willer¹; ¹University of California, Berkeley – Liberal and conservative environmental attitudes have become increasingly polarized. We argue that environmental issues are usually discussed within the harm-care moral domain, consequently catering to liberal moral foundations. We find support for our hypothesis and show that couching pro-environmental rhetoric within the purity-sanctity domain increases conservative support for environmental policy.

G261

RECALLING PAST EXPERIENCES INFLUENCES THE METAPHORICAL CONSTRUAL OF TIME Albert Lee¹, Li-Jun Ji¹; ¹Queen's University – Remembering the past may influence the metaphorical construal of time. Two experiments showed that recalling unpleasant experiences facilitated the ego-moving perspective of time, whereas recalling pleasant experiences encouraged the time-moving perspective of time. Current feelings, as triggered by these past experiences, fully mediated the differences in time construal.

G262

SOCIAL CONTAGION OF MEMORY: FACT REALLY IS MORE CONTAGIOUS THAN FICTION. Ryan Rush¹, Steven Clark¹; ¹University of California, Riverside – Research on social contagion and conformity effects on memory has focused primarily on the transmission of error between individuals. The present study examined how social interaction affects the transmission of both correct and incorrect information. The results suggest that fact may be more contagious than fiction.

G263

PRIMING "STRICT FATHER" VALUES CHANGES POLITICAL JUDGMENTS Ryan Bremner¹, Norbert Schwarz¹; ¹University of Michigan – An examination of George Lakoff's "nation as family" model revealed that participants primed with "strict father" values judged a neutrally-described welfare mother's character more negatively, had less sympathy for her situation, and thought that both the federal government and the local government were less responsible for her situation.

G264

FREE WILL, URINATION, AND SEXUAL DESIRE: BODILY STATES AFFECT FREE WILL BELIEFS Michael Ent¹, Roy F. Baumeister¹; ¹Florida State University – The current investigation took an embodied cognition approach to studying free will beliefs. The authors found that people's belief in their personal free will was negatively correlated with both their need to urinate and their desire for sexual intercourse. This suggests that free will beliefs are contingent on bodily states.

G265

PSI ABILITY AND BELIEF: A REPLICATION OF BEM (2011) Jon Pedersen¹, Samantha Shepardson¹, Zachary Lemka¹, Helen Harton¹; ¹University of Northern Iowa – Participants viewed a string of words, subsequently recalled as many as possible, and finally studied half of the words at random. Although there was no significant difference between the recall of studied vs. non-studied words, there was a strong correlation between belief in psi and an individual's evidence of psi.

G266

IS GENERALIZED TRUST DECREASING BECAUSE OF RISING INCOME INEQUALITY IN THE U.S.? John B. Nezlek Ph.D.¹, Chris Martin¹; ¹The College of William and Mary – Using multilevel modeling, we found a negative longitudinal relationship between income inequality (Gini coefficient) and generalized trust (from the General Social Survey) in the US over four decades. As income inequality rose, trust declined. We believe that income inequality increases perceived unfairness, increasing cynicism and decreasing trust.

G267

COPING AND EGO-DEPLETION: THE EFFECTS OF COPING PREFERENCE ON PERSISTENCE AND ACCURACY Lillian Reuman¹, Michele Tugade¹; ¹Vassar College – The role of coping preference on ego-depletion was examined. In an experiment, participants used a preferred (vs. unpreferred) strategy to cope with distress, and then completed an anagram task. Using unpreferred strategies resulted in greater perseverance, but not accuracy. These results reveal the ego-depleting nature of using unfamiliar coping strategies.

G268

SIMULATED MOVEMENTS ENHANCE SUBJECTIVE EXPERIENCES OF PERCEPTUAL FLUENCY Isaiah Jones¹, Meghan Housley², Heather Claypool¹; ¹Miami University, ²Colby College – Recent work illustrates that fluency affects the motor system. Embodied theories suggest that this relation should be bidirectional and that mental simulations of movement should produce effects analogous to actual movements. This study finds that mental simulation of approach movements enhances the subjective experience of perceptual fluency.

G269

DIFFERENTIAL APOLOGETIC NEEDS FOR VICTIMS AND PERPETRATORS AFTER A INTERPERSONAL TRANSGRESSION Joost Leunissen¹, David De Cremer^{1,2}, Chris P. Reinders Folmer¹, Marius Van Dijke¹; ¹Rotterdam School of Management, ²London Business School – In a series of 3 studies we show that victims want an apology significantly more after an intentional than after an unintentional transgression while perpetrators mainly want to give an apology after an unintentional transgression.

G270

JUSTICE MOTIVE EFFECTS IN AGEISM: THE EFFECTS OF A VICTIM'S AGE ON OBSERVER PERCEPTIONS OF INJUSTICE AND PUNISHMENT JUDGEMENTS Rael J. Dawtry¹, Mitchell J. Callan¹, James M. Olson²; ¹University of Essex, ²University of Western Ontario – Drawing on just-world theory, we examined the impact of an innocent victim's age on observer perceptions of injustice and punishment reactions. Across three experiments, we demonstrated that observers perceived the suffering of an older (vs. younger) person as less unfair, which, consequently, reduced their willingness to punish the harm doer.

G271

THE EFFECT OF EXPRESSIVE WRITING ON WORKING MEMORY CAPACITY AND MOODS. Yuna Ishiyama¹, Naoto Suzuki¹; ¹Doshisha University – This research examined the effect of expressive writing on working memory capacity (WMC) and moods. Reading Span Test to examine reading comprehension. Participants were randomly assigned to write about their negative experiences, best possible selves, or control topic for 15 minutes.

G272

SAY CHEESE: SMILE INTENSITY IN PHOTOS PREDICTS OVERALL FIGHTER PERFORMANCE AND MATCH OUTCOME Teh-way David Chen¹, Michael W. Kraus²; ¹University of California, Berkeley, ²University of Illinois, Urbana-Champaign – Previous research has shown that smiles are used as signs of appeasement. In this study, the posed facial expressions of professional fighters were examined prior to their scheduled fights. Results showed that fighters who smiled more pre-match were more likely to perform poorly and lose the fight.

G273

THE LONG AND WINDING ROAD TO UNCERTAINTY: THE LINK BETWEEN PSYCHOLOGICAL DISTANCE AND FEELING OF UNCERTAINTY Tina Glaser¹, Jessica Duesing², Eva Walther²; ¹University of Bielefeld, ²University of Trier – Two studies tested the assumption that psychological distance and uncertainty are bi-directionally related. Study 1 revealed that perceived distance leads to a feeling of uncertainty. Study 2 demonstrated that uncertainty leads to a perception of greater distance. The implications of this distance-uncertainty link for Construal Level Theory are discussed.

G274

TWO CAN PLAY THAT GAME: THE EFFECTS OF GAME-PLAYING MESSAGES ON SOCIAL MOTIVATION DURING RELATIONSHIP INITIATION Patti, C. Parker¹, Christine, L. Hole², Jessica, J. Cameron³; ¹B.A. (Hons.) University of Manitoba, Department of Psychology, ²M.A. University of Manitoba, Department of Psychology, ³Ph.D. University of Manitoba, Department of Psychology – The present research tested whether game-playing messages, pitting men and women against each other, prevalent in popular psychology dating books alter social motivation. As predicted, game-playing titles intended for the reader's own gender increased approach motivation. However, game-playing titles intended for the opposite gender tended to increase avoidance motivation.

G275

WHEN A HAPPY FRIEND BESTS YOU: CONTRAST IN SENSITIVITY TOWARDS SOCIAL COMPANIONS AND SOCIAL COMPARISONS BETWEEN HAPPY AND UNHAPPY PEOPLE Jinhung Kim¹, Incheol Choi¹; ¹Seoul National University – This study examined differences between happy and unhappy individuals in sensitivity towards social companions and social comparisons. Our hypothesis that the mood of happy people is influenced by their partner's "character" (social companion) but that the mood of unhappy people is influenced by their partner's "performance" (social comparison) was supported.

G276

HOW LONG DOES THE EGO-DEPLETION EFFECT PERSIST? Sarah Vella¹, Jennifer Fitzpatrick¹, Kelly E. Brown¹, Jessica Williamson¹, Ginette C. Blackhart¹; ¹East Tennessee State University – This study examined the duration of the ego-depletion effect. Results showed an ego-depletion effect regardless of whether participants were assigned to a 1-, 5-, 10-, 15-, or 20-minute delay condition. This suggests that the ego-depletion effect may persist for longer than 20 minutes.

G277**EXPLORING CONCEPTS OF MATERIALISM AND POSTMATERIALISM**

Julia Godzikovskaya¹, Ryan T. Howell¹; ¹San Francisco State University – This study examined the relationships between materialism, postmaterialism, consumption, and well-being. Materialism was strongly related to decreased well-being; postmaterialism was only weakly related to increased well-being. Interestingly, postmaterialism was the strongest predictor of reduced material buying. This suggests that postmaterialism has important implications for consumer behavior.

G278**WHO BLOGS REVISITED: ANOTHER LOOK AT INDIVIDUAL DIFFERENCES AND BLOGGING**

Neal Pollock¹, Bradley M. Okdie², Rosanna E. Guadagno³, Daniel M. Rempala⁴, Cassie A. Eno⁵; ¹University of Northern Iowa, ²The Ohio State University at Newark, ³The University of Alabama, ⁴The University of Hawaii at Manoa, ⁵Waldorf College – In an extension of Guadagno, Okdie, and Eno (2008), this study used personality measures, including the Big Five, to predict blogging. Results replicated prior work and indicated that in addition to Openness, individual differences, such as self-focus and personality, predict who is likely to keep a blog.

G279**SEEING IS CONNECTING: GAZE EFFECTS IN VIRTUAL REALITY**

Zhenxiang Zhang¹, Kerry Marsh², Justin Mahalak³; ¹University of Connecticut – In immersive virtual reality (IVR), an experiment tested predictions regarding gaze from a relational, dynamical perspective. College women chatted with a male avatar and reactions to the avatar and virtual immersion were assessed. Participants felt more connected to the avatar under high gaze conditions, providing encouragement to further IVR experimentation.

G280**MORTALITY SALIENCE AND CREATIVITY: CREATING A LEGACY**

Daniel Sligte¹, Carsten De Dreu¹, Bernard Nijstad²; ¹University of Amsterdam, ²University of Groningen – Making mortality salient leads to worldview defense, lowered self-esteem, tending to large groups and increased conformity, implying mortality salience will deteriorate creative performance. We show that mortality salience only has negative consequences for creativity when the creative product will be ephemeral, not when it can result in leaving a legacy.

G281**SELF-THREAT AND SELECTIVE ATTENTION: BEYOND****DEPLETION, TOWARDS PRIORITIZATION**

Alice Normand¹, Jean-Claude Croizet¹, Jens Förster²; ¹University of Poitiers, ²University of Amsterdam – Three studies investigate how and when self-threat modifies selective attention. Self-threatened participants allocate their attention differently than control participants. Results suggest that the adoption of a local processing style is the key factor. This research allows to go beyond the traditional working memory depletion hypothesis.

G282**PASSION OR PREJUDICE?: UNDERSTANDING PROTOTYPES OF GENDER-****BIAS CRIMES**

Courtney Sparks¹, H. Colleen Sinclair¹; ¹Mississippi State University – We assessed the role of race, gender, and victim-perpetrator relationship on the application of “hate crime” or “sex crime” labels and prejudice or passion motives to an act of discriminatory violence. When it came to gender-based assaults, individuals were more likely to see the passion/sex crime than the prejudice/hate crime.

G283**THE STIGMA OF UNEMPLOYMENT: WHEN JOBLESSNESS LEADS TO BEING JOBLESS.**

Daniel Walters¹, Geoffrey Ho¹, Margaret Shih¹; ¹UCLA Anderson School of Management – We find that unemployment stigma occurs instantaneously, leads to hiring biases against the unemployed and persists even after the individual is no longer unemployed. This

stigma-based account of the unemployed stands in contrast to economic theories purporting that individuals base their judgments on the skill deterioration the unemployed should experience.

G284**THE MORAL OF THE STORY: MORAL SANCTIONS WITHIN NARRATIVES****MODERATE PRIME-TO-BEHAVIOR EFFECTS**

Simon Laham¹, Yoshihisa Kashima¹; ¹University of Melbourne – Often ‘the moral of the story’ comes in the form of a moral sanction (positive or negative) of a protagonist’s actions. Two studies show that providing a negative moral sanction of a protagonist’s actions decreases the impact of the action-related constructs on reader behaviour.

G285**WHEN OUR THOUGHTS ARE NOT OUR OWN: INVESTIGATING AGENCY MISATTRIBUTIONS AND THE EFFECTS OF THOUGHT CONTENT USING THE MIND-TO-MIND PARADIGM**

Lauren Swiney¹, Paulo Sousa¹; ¹Institute of Cognition & Culture, Queen’s University, Belfast – We present a novel experimental paradigm that provides plausible ambiguity as to the agentive source of thought. We find that a high number of participants (72%) misattribute agency for self-produced thought in a single five-minute trial and that, as hypothesized, misattributions are greater when thought content is negative.

G286**POWER BUFFERS STRESS**

Caroline A. Wilmuth¹, James McGee², Andy Yap², Dana R. Carney³; ¹Harvard University, ²Columbia Business School, ³Haas School of Business, University of California, Berkeley – The current experiments explored whether a buffer against stress is among one of the many advantages to being in a position of power. Our findings support a stress-buffering effect rather than a rapid recovery effect of power, and showed that the effect is exerted regardless of the type of stress.

G287**MANIFESTATIONS OF THE DARK TRIAD IN REALITY AND IN A GAMING ENVIRONMENT**

Shabnam Deriani¹, Noel Purdy², Dr. Seth Wagerman³; ¹California Lutheran University – The Dark Triad and moral choice were examined in “reality” and a gaming environment. Those high on the Triad made significantly more antisocial choices and avoided playing as supportive characters (e.g., a priest); participants made significantly more prosocial choices as themselves in reality than as their “character” in the game.

G288**THE EFFECT OF PSYCHOLOGICAL DISTANCE ON MEMORIES AND INTERPRETATION OF EVENTS: CASE OF IRANIANS' PROTEST OF PRESIDENT AHMADINEJAD'S RE-ELECTION**

Mostafa Salari Rad¹, Jeremy Ginges²; ¹The New School for Social Research – How psychological distance influences the way people interpret significant events and how different dimensions of distance interact to influence our recollection was the purpose of this research. We investigated the Iranians' memories of post election protests by interviewing people subject to different levels/

dimensions of psychological distance from the events.

G289**IF I AM UNATTRACTIVE, SO ARE YOU: APPEARANCE FEEDBACK, SELF-AFFIRMATION AND RATINGS OF PHYSICAL ATTRACTIVENESS, WARMTH, AND COMPETENCE**

Narayesi Meza¹, Nathan A. Heflick¹, Jamie L. Goldenberg¹; ¹University of South Florida – We hypothesized that women would respond to negative appearance feedback by denigrating other people’s personality and attractiveness, but that affirming an important value would reduce these effects. The results partially supported the hypotheses; self-affirmation only reduced the more negative evaluation of other people’s personality, but not their appearance.

of other people’s personality, but not their appearance.

G290

EQUILIBRIUM THEORY OF INTIMACY IN HUMAN-HUMANOID INTERACTION Hiroko Kamide¹, Mika Yasumoto¹, Yasushi Mae¹, Koji Kawabe², Satoshi Shigemi², Masato Hirose², Tatu Arai¹; ¹Osaka University, ²Honda Research Institute Japan Co., Ltd. – We investigated how the equilibrium theory works in human-humanoid interaction. A humanoid introduced itself in two equilibrium and two not equilibrium conditions. Sixty participants observed the humanoid and evaluated impressions and eye-contact was videotaped. As results, its non-verbal behavior didn't affect impressions but participants' eye-contact as the equilibrium theory predicts.

G291

MINDFULNESS ENHANCES PERFORMANCE IN DISTRIBUTIVE NEGOTIATIONS Jochen Reb¹, Jayanth Narayanan²; ¹Singapore Management University, ²National University of Singapore – Across three experiments, mindful negotiators outperformed their counterparts. In Study 1, participants who performed a short mindfulness exercise before the negotiation achieved a larger bargaining surplus than control group counterparts. Study 2 extended this effect to subjective measures of negotiation performance. Study 3 found that reduced anxiety mediated the effect.

G292

USING THE COMMON LANGUAGE TO MAP THE ENERGY DOMAIN Jessica Rolincik¹, Donnan Canavan¹; ¹Boston College – This study maps and describes the domain of human energy using language that ordinary people use to express their energy experiences. Given 28 terms (second wind, breeze, charged), undergraduates wrote definitions, and then read definitions and matched them with a term. 70% chose the right term for 80% of terms.

G293

CONSTRUAL LEVEL INFLUENCES MEMORY FOR SOCIAL EVENTS Natalie Wyer¹, Jean Roper¹, Sabine Pahl¹, Tim Perfect¹; ¹University of Plymouth – Differences in construal level produce differences in many forms of information processing. We report evidence that recall and recognition memory are among such processes. High-level construal improves memory for faces and for event meaning. Low-level construal aids memory for details. Implications for event (and specifically, eyewitness) memory are discussed.

G294

IN OR OUT OF CONTROL: THE NATURE OF ACTION PRIMES ON EXPERIENCES OF AGENCY Tom Damen¹, Ap Dijksterhuis¹, Rick van Baaren¹, Matthijs van Leeuwen¹, Marcel Brass¹, Simone Kuehn²; ¹Behavioural Science Institute, ²Ghent University – A major part of the action sequence, namely planning and selection, has only scarcely received attention in the agency domain. In three studies we found that sense of agency is dependent on the nature of an action prime, freedom of choice to follow a prime, and action and prime congruency.

G295

WARM AND TOGETHER: WARMTH AND HAND MOVEMENTS AFFECT ASSIMILATION IN SOCIAL COMPARISON Janina Steinmetz¹, Thomas Mussweiler¹; ¹University of Cologne – We examine incidental contextual influences on similarity perception and social comparison as a means of self-evaluation. In Studies 1-3, physical warmth fostered general similarity perception and assimilative social comparison. In Study 4, moving their hands together to activate an embodied similarity focus led participants to assimilate to a comparison standard.

G296

SOCIAL TALK AND IMPRESSION FORMATION: COMPARING THE EFFECTS OF GOSSIP AND SELF-DISCLOSURE ON LIKING Ishani Banerji¹, Eliot Smith¹; ¹Indiana University – Although both gossip and self-disclosure increase liking for the communicator, few studies have directly compared their effects. Participants in Study 1 predicted that message valence and intimacy would increase liking, but gossip and self-disclosure would produce equivalent liking. However Study 2 participants' ratings of actual communicators diverged from these predictions.

G297

MIND PERCEPTION OF BENEFICIARIES Chelsea Schein¹; ¹University of Maryland – Our mind perception of others is influenced by the role they play in moral relationships. This project explored how people perceive beneficiaries, recipients of good-deeds. Through two studies, I found that beneficiaries are perceived as having a lower capacity for emotional experience, but only when they are viewed as blameworthy.

G298

SAVINGS IN RELEARNING PARADIGM VS. FALSE RECOGNITION PARADIGM Jae Lee¹, James S. Uleman²; ¹New York University – We examined the sensitivity for detecting spontaneous trait inferences (STIs) of two paradigms: savings in relearning (SR) and false recognition (FR), using the same materials and temporal intervals. Both showed STIs. We compared effect sizes and control conditions used in each, and discuss their relative strengths.

G299

FROM SEEING DOTS TO PERCEIVING SOCIAL CUES: MAPPING THE RELATIONSHIP BETWEEN VISUAL PROCESSING AND SOCIAL PERCEPTIVENESS Sujin Jang¹, George Alvarez¹, Richard Hackman¹; ¹Harvard University – What accounts for differences in social perceptiveness? Could it have something to do with the way we process visual information? This study found that social perceptiveness, the ability to effectively interpret social interactions, is correlated with both visual processing capacity (working memory) and style (field dependence).

G300

SOBERING STORIES: REDEMPTIVE NARRATIVES OF ADDICTION PREDICT SUBSEQUENT SOBRIETY AND HEALTH AMONG RECOVERING ALCOHOLICS William Dunlop¹, Jessica Tracy¹; ¹The University of British Columbia – Newly sober alcoholics (N=42) provided narratives about the last time they drank. These were coded for redemption (i.e., expressions of characterological improvement). Three-six months later, participants were assessed for changes in drinking behaviors. Eighty-three percent of participants who narrated redemption maintained sobriety between assessments, compared to 37% of non-redemptive participants.

G301

THE REAL IN THE VIRTUAL: EVIDENCE FOR THE ECOLOGICAL VALIDITY OF VIRTUAL SOCIAL BEHAVIOR Justin Mahalak¹, Kerry L. Marsh¹; ¹University of Connecticut – A study with urban, Latina participants addressed a fundamental question regarding the plausibility of using (no-risk) virtual reality dating contexts to examine precursors to sexual risk. Responses of participants (e.g., refusal of those in steady relationships to lie down with an avatar) supported the ecological validity of virtual reality responses.

G302

PREDICTING SPECIFIC BEHAVIORS FROM GENERAL VALUES: THE EXAMPLE OF BODY AND ORGAN DONATION IN BOTSWANA John K. Rempel¹, Temo M. Segopolo²; ¹St. Jerome's University, ²University of Botswana – The impact of general values on specific behaviors involving body and organ donation was examined in 186 Psychology students in Botswana. Personally relevant acts (donating one's kidney or a dead

child's organs) were associated with Schwartz's self-transcendence/self-enhancement dimension whereas body donation for research purposes was associated with the conservation/openness-to-change dimension.

G303

AFTER DARKNESS, LIGHT: ADVERSE LIFE EXPERIENCE AND PROSOCIAL BEHAVIOR Jasenka Turkusic¹, Michael Poulin², Howard Friedman¹, Roxane Cohen Silver³, ¹University of California - Riverside, ²State University of New York - Buffalo, ³University of California - Irvine – The relationship between experience of adverse events and engagement in prosocial behavior was examined in a nationally representative US sample. Lifetime and recent experience of adversity were found differentially to predict interpersonal and organizational prosocial behavior. Overall, history of adversity is associated with higher reported levels of prosocial behavior.

G304

THE RELATIONSHIP BETWEEN INTERPERSONAL GOALS, ENVIRONMENTAL ATTITUDES, AND ENVIRONMENTALLY RESPONSIBLE BEHAVIOR Hannah Gordon¹, ¹Oberlin College – This study tested the hypotheses that the relationship between self-image goals and environmentally responsible behavior (ERB) is mediated by external environmental attitudes and that the relationship between compassionate goals and ERB is mediated by internal environmental attitudes. Using questionnaires and behavioral measures, the data supported the first hypothesis.

G305

TEMPORAL JUDGMENTS OF UNCONSCIOUS EVENTS Travis A Riddle¹, Hakwan Lau¹, Betsy Sparrow¹, ¹Columbia University – To what extent can individuals introspect on the temporal sequence of events which occur unconsciously? Using continuous flash suppression, we mask stimuli from awareness and ask participants to make temporal judgments. Our data show that participants can make temporal judgments of events which are below the threshold of awareness.

G306

COLLEGE SMOKERS' RESPONSES TO HYPOTHETICAL GENETIC LUNG CANCER SUSCEPTIBILITY FEEDBACK Corinne Novell¹, James A. Shepperd¹, Suzanne C. O'Neill², Colleen M. McBride³, Saskia C. Sanderson⁴, Sharron L. Docherty⁵, Isaac M. Lipkus⁵, ¹University of Florida, ²Georgetown University, ³Social and Behavioral Research Branch, National Human Genome Research Institute, ⁴Mount Sinai School of Medicine, ⁵Duke University School of Nursing – We examined college smokers' interest in being retested following hypothetical favorable vs. unfavorable genetic lung cancer susceptibility feedback. More smokers wanted a retest in response to unfavorable than favorable results. Retest intent was highest among smokers who expected favorable results and was partially mediated by anticipated negative affect.

G307

CLARIFYING THE ROLE OF UNCERTAINTY IN TERROR MANAGEMENT PROCESSES: THE IMPACT OF THE UNCERTAIN ASPECTS OF DEATH ON INGROUP BIAS Andrew Abeyta¹, Tom Pyszczynski¹, Emily Chan², ¹University of Colorado at Colorado Springs, ²Colorado College – The present research attempted to clarify the role of uncertainty in mortality threats. Participants contemplated the certain aspects of death, the uncertain aspects of death, or death in general. Results indicated that death in general motivated greater ingroup bias relative to when participants focused on the uncertain aspects of death.

G308

SEEING FAILURE IN YOUR LIFE: THIRD-PERSON IMAGERY CAUSES SELF-ESTEEM TO INFLUENCE THE NEGATIVITY OF ACCESSIBLE SELF-KNOWLEDGE WHEN IMAGINING FAILURES Greta R. Valenti¹, Lisa K. Libby¹, Alison M. Pfenf², Richard P. Eibach³, ¹The Ohio State University, ²The Strategy Team, ³University of Waterloo – We manipulated the visual perspective (first-person, third-person) that low and high self-esteem individuals used to picture failure events, and then measured the negativity of accessible self-knowledge. Among low self-esteem individuals (but not high self-esteem individuals), picturing failures from the third-person rather than first-person perspective increased the negativity of accessible self-knowledge.

G309

THE POWERFUL AS OBJECTS: HOW POWER INCREASES SELF-OBJECTIFICATION Margaret Ena Inesi¹, Sunyoung Lee¹, Kimberly Morrison², ¹London Business School, ²University of Chicago – Although objectification is typically enacted by the powerful on the powerless, we propose that power increases the belief that the self is objectified, leading to self-objectification. Two experiments showed that power-holders are more likely to believe that colleagues objectify them, and to base their self-concept and self-esteem on object traits.

G310

FACEBOOK: FRIENDS WITH BENEFITS? Ronald Laye¹, Tim Walters¹, Asli Kucukbumin¹, Kelly Wong¹, Aviva Laye-Gindhu², ¹University of the Fraser Valley, ²University of British Columbia – The relationship between personality and number of Facebook friends was examined in university students (N=139), to test the hypothesis that larger numbers of Facebook friends (>200) provide benefit. Participants with greater than 200 Facebook friends were higher in extraversion and self-esteem and lower in loneliness, social anxiety and neuroticism.

G311

INHIBITING ATTENTION TOWARDS REJECTION INFORMATION AMONG INDIVIDUALS WITH LOW SELF-ESTEEM: A NOVEL METHODOLOGY Alexander S. Browman¹, Mark W. Baldwin², Stéphane D. Dandeneau³, ¹Northwestern University, ²McGill University, ³Université du Québec à Montréal – We tested a novel training task designed to inhibit attention toward rejection in low self-esteem individuals. Participants repeatedly searched for an acceptance stimulus while ignoring a rejecting one, and then completed an anagram-threat task. Trained low self-esteem participants demonstrated less attention to rejection stimuli and less increase in post-threat anxiety.

G312

THE STRUCTURE AND FUNCTION OF FIT-FOCUSED SECONDARY CONTROL IN ACHIEVEMENT SETTINGS Raymond P Perry¹, Tara L Stewart¹, Judith G Chipperfield¹, Robert H Stupnisky², Steve Hladkyj¹, Reinhard Pekrun³, ¹University of Manitoba, ²University of North Dakota, ³University of Munich – Secondary control (SC) helps individuals deal with intractable circumstances until they become more manageable. A four-year study examined SC that arises in response to failure and uncertainty in adverse learning conditions. Fit-focused SC enabled individuals to adapt to adverse learning conditions in terms of inwardly-directed processes and outward-directed performance outcomes.

G313

THE GOOD NEWS ABOUT GIVING BAD NEWS: NEWS ORDER INFLUENCES RECIPIENT REACTIONS Angela Legg¹, Kate Sweeny¹, ¹University of California, Riverside – When people relay bad news they often pair it with good news. We examined whether news order influenced recipients' responses. Participants viewed good personality results first or last. Results indicate that delivering good news last buffers negative affect and increases positive perceptions. However, giving bad news last promotes behavior change.

G314**“IF ONLY I COULD STOP GENERATING COUNTERFACTUAL THOUGHTS”: WHEN COUNTERFACTUAL OPTIMISM INTERFERES WITH ACADEMIC PERFORMANCE**

Lauren B. Prince¹, John V. Petrocelli¹; ¹Wake Forest University – Counterfactual thinking is believed to have benefits for the individual (e.g., improving academic performance). However, it was hypothesized that counterfactuals inhibit improvement by providing false senses of competence and optimism. In two studies, spontaneous counterfactuals and a manipulation of counterfactual salience inhibited studying behaviors that otherwise aided in improving performance.

G315**DO PEOPLE WHO FORGIVE, FORGET?**

Sana Rizvi¹, Ramona Bobocel¹; ¹University of Waterloo – Participants were randomly assigned to write about a recent transgression that they had either forgiven or not forgiven. Compared to the not forgiven condition, those in the forgiven condition wrote shorter and less detailed narratives, although unaware of omitting details. Results suggest that those who forgive may in fact forget.

G316**NO SUCH THING AS NONSENSE? NO MATTER HOW STRANGE, ACTIONS HAVE REASONS**

Joanna Korman¹, Bertram Malle¹; ¹Brown University – People explain intentional actions by citing the person’s reasons for acting. What about extremely puzzling actions? Do people still cite reasons or do they resort to background information about the agent’s personality and circumstances? Free-response coding revealed that people explain puzzling actions with even more reasons, particularly the agent’s beliefs.

G317**SELF-EFFICACY, POSITIVE AFFECT, AND THE BELIEF IN FREE WILL**

Kathy Espino-Pérez¹, Abraham M. Rutchick¹; ¹California State University, Northridge – Mounting evidence suggests that the belief in free will can promote important outcomes. Participants in the current study completed measures assessing their self-efficacy, affective state, and belief in free will. Greater belief in free will (vs. determinism) significantly predicted self-efficacy and more positive affect, emphasizing the importance of this belief.

G318**PARTNER RESPONSIVENESS AND EMOTIONAL SUPPORT RECEIPT IN ROMANTIC DYADS**

Jamie Chiel¹, Niall Bolger¹, Jeffrey P. Craw¹, Gertraud Stadler¹, Kenzie A. Snyder¹; ¹Columbia – Prior research shows that a support provider’s responsiveness is positively associated with relationship well-being (Maisel, Gable & Strachman, 2008). The current study recruited dating and married couples to engage in supportive interactions. Results extend research on responsiveness by showing that responsive behaviors are positively associated with emotional support receipt.

G319**THE MYTH OF THE ANGRY ATHEIST**

Brian P. Meier¹, Adam K. Fetterman², Michael D. Robinson², Courtney M. Lappas³; ¹Gettysburg College, ²North Dakota State University, ³Lebanon Valley College – Atheists are characterized as angry, but are such perceptions accurate? Two studies revealed that people believe atheists are angrier than believers. Five studies, however, did not support this belief. These novel results reveal that an angry-atheist perception exists, but the evidence for the legitimacy of this perception is absent.

G320**WHEN DISTRUST FREES YOUR MIND – COGNITIVE EFFECTS OF TRUST AND DISTRUST ON STEREOTYPING**

Ann-Christin Posten¹, Thomas Mussweiler¹; ¹University of Cologne – We demonstrate that distrust – rather than its counterpart trust – leads to reduced stereotyping via an induced comparison focus on dissimilarities. Distrust-primed partici-

pants made less stereotypical person judgments and focused more on dissimilarities than trust-primed participants. Furthermore the stereotype-reducing effect of distrust was diminished, when the dissimilarity-focus was disturbed.

G321**JAIL INMATES’ PERCEPTIONS OF STIGMA AND IMPLICATIONS FOR POST-RELEASE EMPLOYMENT AND RECIDIVISM**

Kelly Moore¹, Jeffrey Stuewig¹, June Tangney¹; ¹George Mason University – Jail inmates reported higher perceptions of public stigma toward criminals when compared to students’ self-reported attitudes toward criminals, measured by a parallel non-offender survey. Inmates’ perceptions and expectations of stigma just prior to release predicted post-release arrests and employment, with the effects varying as a function of inmates’ race.

G322**PRIMING RELIGIOUS CONCEPTS INCREASES PREJUDICE IN BOTH SINGAPOREAN CHRISTIANS AND BUDDHISTS**

Jonathan Ramsay¹, Joyce Pang¹, Hong Yuen Sor¹, Wade Rowatt², Megan Johnson², Jordan LaBouff²; ¹Nanyang Technological University, ²Baylor University – The present study investigates the effects of subliminal religious priming on out-group attitudes in Christian and Buddhist students. When primed with religious vs. neutral words, members of both religions demonstrated more negative attitudes towards homosexuals. This provides the first indication that activation of religious constructs enhances out-group derogation by non-Christians.

G323**THE IMPACT OF INDIVIDUALISM AND COLLECTIVISM ON TRAIT PREFERENCES IN SOCIAL JUDGMENT**

Jeong Min Lee¹, Fang Fang Chen¹; ¹University of Delaware – This study is aimed at examining the associations between individualism/collectivism, importance of likeability, competence, and social competence traits, and social judgment. We recruited 272 participants and measured their I/C, values, and ratings of a hypothetical candidate. Findings suggest a theoretical bridge between I/C, trait inference, and social judgment literature.

G324**A SENSE OF CONTROL: ITS STRUCTURE AND LONGITUDINAL EFFECTS ON PSYCHOLOGICAL AND PHYSICAL HEALTH**

Jeremy M. Hamm¹, Tara L. Stewart¹, Raymond P. Perry¹, Judith G. Chipperfield¹, Steven Hladkyj¹, Kate M. A. Dubberley¹; ¹University of Manitoba – The structure of a sense of control measure was determined using exploratory factor analysis and its effects assessed longitudinally with a three-step regression procedure. The new sense of control measure predicted longitudinal depression negatively, physical health positively, and mediated primary and secondary control’s effects on five longitudinal health measures.

G325**HOW DIFFERENT ARE THEY? SOCIABILITY, TEMPERAMENT, AND EXECUTIVE FUNCTION IN WILLIAMS SYNDROME VERSUS AUTISM**

Rowena Ng^{1,3}, Anna Järvinen-Pasley^{1,3}, Doris Trauner^{2,3}, Ursula Bellugi^{1,3}; ¹The Salk Institute for Biological Studies, ²University of California, San Diego--Dept. of Neurosciences, ³Project in Cognitive and Neural Development – The present study examined social, temperamental and neuropsychological similarities/differences across populations with varying social phenotypes, Williams syndrome (WS), autism (HFA), and typical-developing (TD) controls. Results suggest that both WS and HFA demonstrate similar general social impairments (awareness, communication) relative to TD, however, differing interpersonal behaviors attribute to these social deficiencies.

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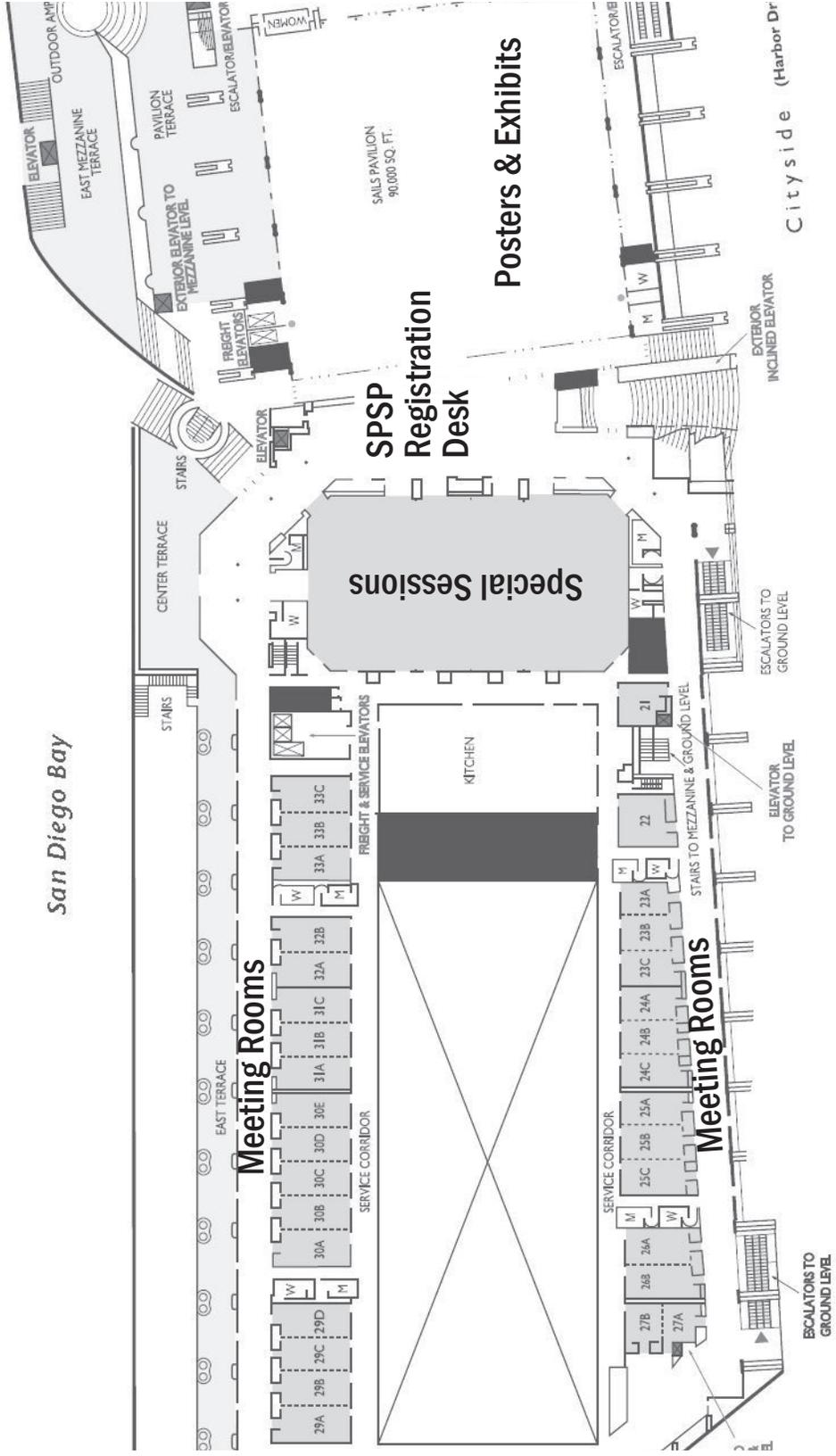
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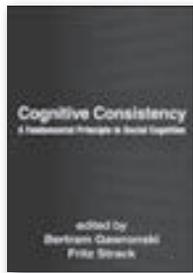
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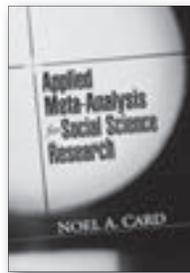
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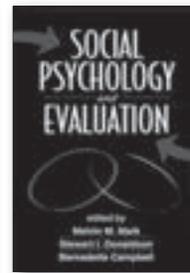
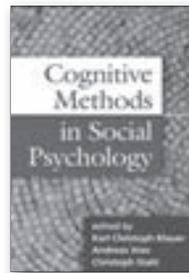
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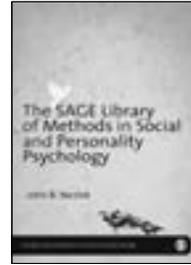
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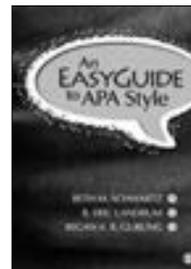


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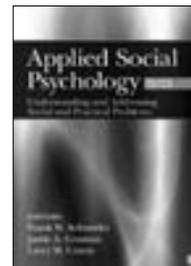
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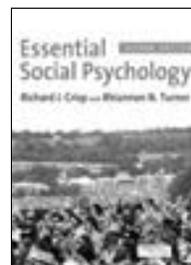
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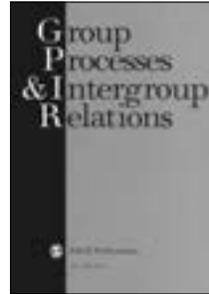
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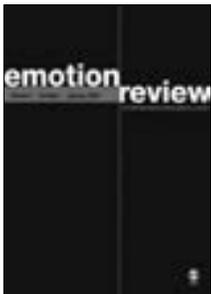


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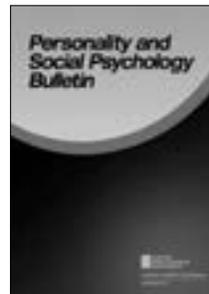


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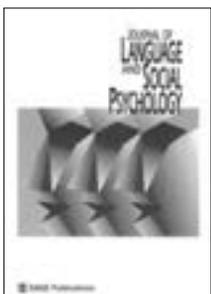
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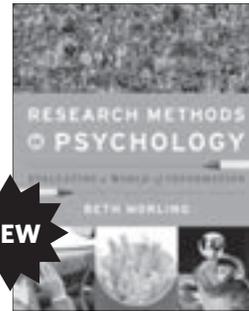


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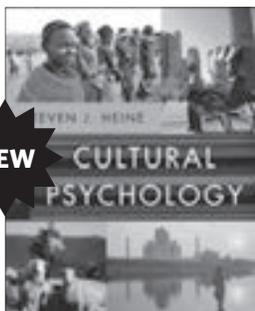


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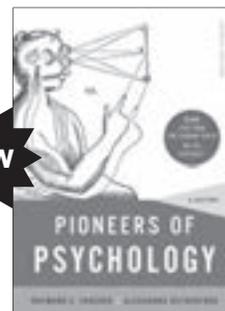


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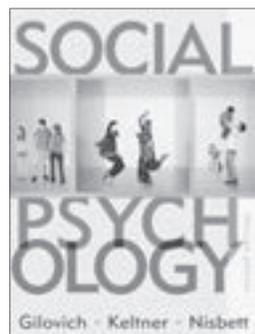


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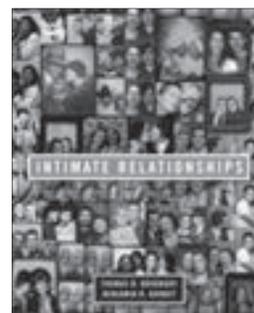


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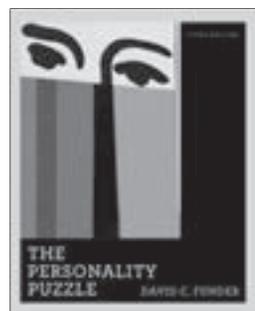


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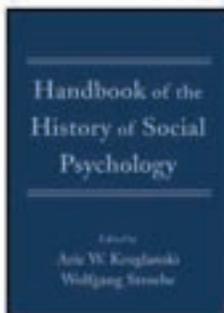
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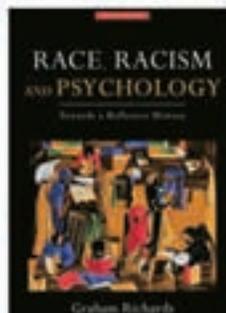
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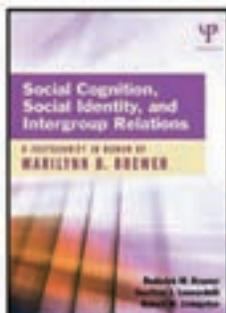
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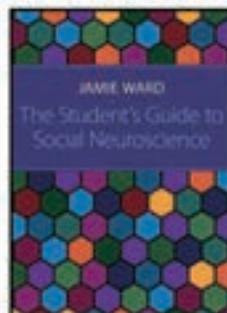
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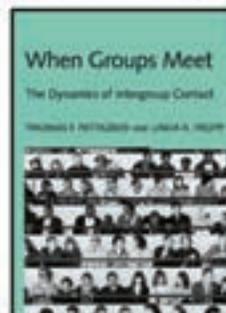
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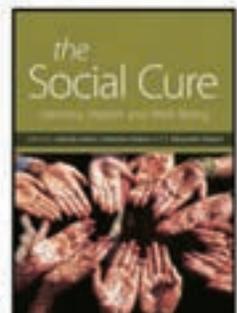
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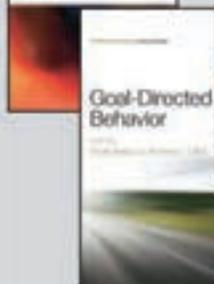
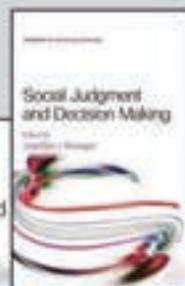
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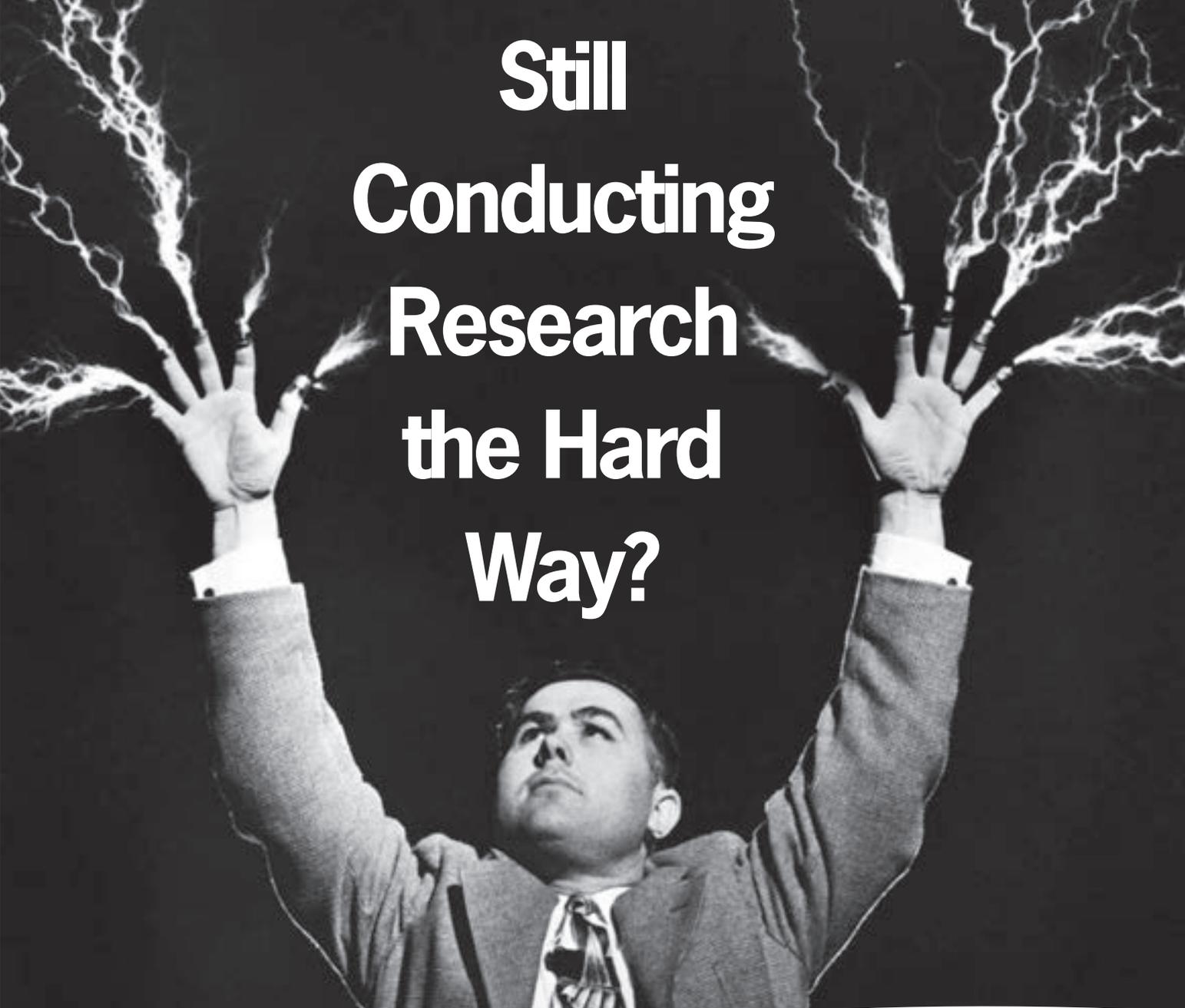
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