SPSP 2012
January 26-28 San Diego, California
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 2 ½ 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 Lilgendaahl, 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 Noftle, 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

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<tr>
<td>New Orleans</td>
<td>Austin, Texas</td>
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**SAVE THE DATES!**

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The SPSP Program Committee reserves the right to change the meeting program at any time without notice.

This program was correct at the time of print.
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

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 Noftle
- Francesca Righetti
- Krishna Savani
- Julie Spencer-Rodgers
- Randy Stein
- Kate Sweeney
- Carmit Tadmor
- Kali Trzesniewski
- Dylan Wagner

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
Other 2011 Committees

APSA Division 8 2011 Program Chair
Jennifer Tickle

APSA Division 8 2012 Program Chair
Ashby Plant

Awards Committee
Jennifer Crocker, chair
Richard Petty
Lynne Cooper
John Dovidio

Award Nomination Panels

Block Award
Oliver Schultheiss, chair
Roy Baumeister
Veronica Benet-Martinez
Michael Furr

Campbell Award
Susan Fiske, chair
Russ Fazio
Tony Manstead
Nicole Shelton

Career Contribution Award
Mark Snyder, chair
Ed Diener
Hazel Markus
Shelley Taylor

Cialdini Award
Lynne Cooper, chair
Phoebe Ellsworth
Elizabeth Levy Paluck
Brad Sagarin

Diener in Personality Award
Todd Heatherton, chair
Oliver John
Suzanne Segerstrom

Diener in Social Psychology Award
Jeff Simpson, chair
Mike Hogg
Brenda Major

Media Awards
Sam Gosling, chair
Jennifer Eberhardt
Sonja Lyubomirsky
Greg Maio

Murray Award
Monisha Pasupathi

Theoretical Innovation Prize
Hart Blanton, chair
Carey Morewedge
Aarti Iyer
Jamie Goldenberg
Jeff Sherman

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 Banton
Carolyn Morf

Dialogue Co-Editors
Hart Blanton
Diane Quinn

PSPB Editor
Shinobu Kitayama

PSPR Editor
Mark Leary

SPSP Consortium Liaison
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
Martii 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
Director
Tara Miller

Registration Manager
Renee Smith

Submissions Manager
Shauney Wilson

Exhibits Manager
Joan Carole

Website & Program
Jeff Wilson

Event Associates
Kerry Bosch
Linda Hacker
Shawna Lampkin
Ariana Luchsinger
Brenna Miller
Dustin Miller

Diversity & Climate Committee
Rudy Mendoza-Denton, chair
Stephanie Fryberg
Denise Sekaquaptewa

Fellows Committee
Andrew Elliot, chair
Dolores Albarracin
Nancy Collins
Richard Lucas
Shige Oishi
# SPSP 2012 Schedule Overview

## Thursday, January 26, 2012

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

## Friday, January 27, 2012

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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</thead>
<tbody>
<tr>
<td>7:30 am - 6:30 pm</td>
<td>Pre-Registration Check-In and Onsite Registration, Ballroom 20 Foyer</td>
</tr>
<tr>
<td>8:00 - 8:30 am</td>
<td>Continental Breakfast, Sails Pavilion</td>
</tr>
<tr>
<td>8:00 - 9:30 am</td>
<td>GSC First-Timers Breakfast, Room 29CD</td>
</tr>
<tr>
<td>8:00 - 9:30 am</td>
<td>Poster Session B, Sails Pavilion</td>
</tr>
<tr>
<td>8:00 am - 2:00 pm</td>
<td>Exhibits Open, Sails Pavilion</td>
</tr>
<tr>
<td>8:15 - 9:30 am</td>
<td>Early Morning Special Session, Various Rooms</td>
</tr>
<tr>
<td>9:45 - 11:00 am</td>
<td>Symposium Session A, Various Rooms</td>
</tr>
<tr>
<td>11:00 - 11:15 am</td>
<td>Coffee Break, Sails Pavilion</td>
</tr>
<tr>
<td>11:15 am - 12:30 pm</td>
<td>Symposium Session B, Various Rooms</td>
</tr>
<tr>
<td>12:30 - 2:00 pm</td>
<td>Lunch Time Meet/Chat with Representatives from the Funding Agencies, Sails Pavilion</td>
</tr>
<tr>
<td>12:30 - 1:30 pm</td>
<td>Box Lunch Offered, Sails Pavilion</td>
</tr>
<tr>
<td>12:30 - 2:00 pm</td>
<td>Poster Session C, Sails Pavilion</td>
</tr>
<tr>
<td>1:00 - 2:00 pm</td>
<td>GSC Mentoring Luncheon, Room 29CD</td>
</tr>
<tr>
<td>1:00 - 2:00 pm</td>
<td>GASP Mentoring Luncheon, Room 27</td>
</tr>
<tr>
<td>2:00 - 3:15 pm</td>
<td>Symposium Session C and Presidential Address, Various Rooms</td>
</tr>
<tr>
<td>2:00 - 6:00 pm</td>
<td>Exhibits Hall Closed, Sails Pavilion</td>
</tr>
<tr>
<td>3:15 - 3:30 pm</td>
<td>Coffee Break, Ballroom 20 Foyer</td>
</tr>
<tr>
<td>3:30 - 4:45 pm</td>
<td>Symposium Session D and Block Award Address, Various Rooms</td>
</tr>
<tr>
<td>5:00 - 6:15 pm</td>
<td>Plenary Address: Brian Wansink, Ballroom 20</td>
</tr>
<tr>
<td>6:00 - 7:45 pm</td>
<td>Exhibits Open, Sails Pavilion</td>
</tr>
<tr>
<td>6:15 - 7:45 pm</td>
<td>Poster Session D, Sails Pavilion</td>
</tr>
<tr>
<td>6:15 - 7:45 pm</td>
<td>Diversity and Climate Committee Reception, Room 22</td>
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## Saturday, January 28, 2012

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

**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**

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-Ruten, 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 E3
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, 2012, 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

Pre-Conferences

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

Onsite Registration and Pre-Registration Check-In
Ballroom 20 Foyer

5:00 - 7:00 pm

Opening Session and Presidential Symposium

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

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: Gregory Walton, Stanford University, Addressing Questions About Belonging: Interventions to Close Achievement Gaps

6:30 - 8:30 pm

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 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

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

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

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. Noltle, 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 Prouls, Tilburg University
Speakers: Matt Vess, Travis Prouls, 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. Stasny, 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


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
Schedule of Events

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

Symposia Session C & Presidential Address

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

C3: SOCIAL NETWORK ANALYSIS IN PERSONALITY AND SOCIAL PSYCHOLOGY
Room 25
Chair: Gregory Webster, University of Utah
Co-Chair: Wesley Moons, University of California, Davis
Speakers: Heather Patrick, Bill Klein, National Cancer Institute (NIH); Kellina M. Craig-Henderson and Brett Pelham, National Science Foundation

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

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

6:00 – 7:45 pm
Exhibits Open

6:15 – 7:45 pm
Poster Session D and Social Hour

6:15 – 7:45 pm
Diversity and Climate Committee Reception

5:00 – 6:15 pm
MINDLESS EATING: WHY WE EAT MORE THAN WE THINK
Ballroom 20
Speaker: Brian Wansink

8:00 am – 2:00 pm
9:15 – 9:30 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 Haleyev

Schedule of Events

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 am – 8:30 am
Continental Breakfast
Sails Pavilion

9:00 – 9:30 am
Poster Session E
Sails Pavilion

Exhibits Open
Sails Pavilion

Early Morning Special Session
GSC SYMPOSIUM: CAREERS OUTSIDE ACADEMIA
Room 23
Chair: 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 Geneseec

NIH PANEL DISCUSSION: SCIENTIFIC ADVANCES AT THE INTERFACE OF SOCIAL/PERSONALITY PSYCHOLOGY AND NIH – BEYOND FUNDING
Room 24
Chair: 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.

Symposia Session E
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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 Haleyev
Schedule of Events

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 Szczurek, Stanford University
Co-Chair: James Gross, Stanford University
Speakers: Ann M. Kring, Piotr Winkielman, Lauren Szczurek, 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: Akira Miyake, Piotr Winkielman, Lauren Szczurek, Jamil Zaki

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 Buhmester, Julie S. Downs, Pam A. Mueller, Siddharth Suri

Coffee Break
Sails Pavilion

11:00 – 11:15 am

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
Room 31
Chair: Andrew Galinsky, Northwestern University
Speakers: Sheena Iyengar, Benjamin Scheibehenne, Barry Schwartz, Erin Sparks

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 Akinin

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: Yaakov Trope, New York University
Speakers: Nira Liberman, Klaus Fiedler, Lawrence Williams, Kent Harber
Schedule of Events

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, MOTIVA-TION, 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: Benoit 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

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: Jeffry Simpson, Jamin Halberstadt, C. Raymond Knee, Laura King

H7: MEANING-MAKING: FROM THEORY TO INTERVEN-TION
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 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
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.

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

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

<table>
<thead>
<tr>
<th>Location</th>
<th>Early Morning Special Session 8:15 - 9:30 am</th>
<th>Session A 9:45 - 11:00 am</th>
<th>Session B 11:15 am - 12:30 pm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room 30</td>
<td>A4: The Many Faces of Social Rejection Gili Freedman and Jennifer Beer</td>
<td>B4: The Emergence of Wise Crowds and Individuals: Social Psychological and Group and Individual Processes of the Wisdom-of-Crowds Effect Laura Rees and Jeffrey Sanchez-Burks</td>
<td></td>
</tr>
<tr>
<td>Room 31</td>
<td>A5: The Power of Uncertainty and the Uncertainty of Power Paul K. Piff and Vladas Griskevicius</td>
<td>B5: Money Talks (and Has Plenty to Say) about the Self, Relationships, and even Generosity Kathleen D. Vols</td>
<td></td>
</tr>
<tr>
<td>Room 33</td>
<td>A6: False-Positive Findings Are Frequent, Findable, and Fixable Joseph Simmons and Leif Nelson</td>
<td>B6: Causes and Consequences of Social Transmission Jonah Berger</td>
<td></td>
</tr>
<tr>
<td>Room 25</td>
<td>A7: Confronting Important Questions in the Study of Moral Personhood Patrick Hill</td>
<td>B7: Personality development in adulthood: Further exploring the whys and wherefores of stability and change Wiebke Bleidorn and Joshua Jackson</td>
<td></td>
</tr>
<tr>
<td>Room 24</td>
<td>Funding Opportunities at the National Institutes of Health Heather Patrick and William Klein</td>
<td>A8: Interpersonal emotion across boundaries: Bridging neural, cultural, clinical, and personality approaches Kateri McRae and Stephanie Preston</td>
<td>B8: Downstream Benefits of Emotion Regulation: New Insights on Psychological, Neural, and Hormonal Mechanisms Pranjali Mehta and Thomas Denson</td>
</tr>
<tr>
<td>Room 23</td>
<td>Funding Opportunities at the National Science Foundation Kellina M Craig-Henderson and Brett Pelham</td>
<td>A9: The Up-Side of Existential Threat: Adaptive Outcomes of Meaning Violation and Meaning Compensation Travis Proulx</td>
<td>B9: The Varieties of Conscious Experience Adrian F. Ward and Daniel Wegner</td>
</tr>
<tr>
<td>Room 32</td>
<td>A10: “There is no sweet without bitterness”: Cultural differences in the experience of mixed emotions Jeff T. Larson</td>
<td>B10: Bridging Intellectual Cultures: Intergroup Processes across Cultural Contexts Janetta Lun and Jeanine Skorinko</td>
<td></td>
</tr>
<tr>
<td>Room 26</td>
<td>A11: The Psychology of Food: How Everyday Cues Shape Our Choices and Cravings Sapna Cheryan and Benoit Monin</td>
<td>B11: The power of connecting with others: Investigating empathy, admiration, compassion, and social connection in the brain Sylvia A. Morelli and Matthew D. Lieberman</td>
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</tbody>
</table>
### Friday, January 27 - Afternoon Sessions

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

**Saturday, January 28 - Morning Sessions**

<table>
<thead>
<tr>
<th>Location</th>
<th>Early Morning Special Session 8:15 - 9:30 am</th>
<th>Session E 9:45 - 11:00 am</th>
<th>Session F and Data Blitz 11:15 am - 12:30 pm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ballroom 20A</td>
<td>E1: Political Ideology and Morality: New Empirical Intersections Jesse Graham</td>
<td>F1: Moral Ironies Eleanor F. Williams and Mary Steffel</td>
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<tr>
<td>Ballroom 20D</td>
<td>E3: A Double-Edged Sword: Prejudice, Stress, and the Health of Both Targets and Perceivers Elizabeth Page-Gould and Brian Karl Finch</td>
<td>F3: Data Blitz Andrew Elliot and Wendy Berry Mendes</td>
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<tr>
<td>Room 30</td>
<td>E4: The Pursuit of Social Status Joey T. Cheng and Jessica L. Tracy</td>
<td>F4: Group-Bounded Cognition: How Social Groups Shape Learning, Motivation, and Attitudes Adam Galinsky</td>
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<tr>
<td>Room 31</td>
<td>E5: A Rollercoaster Named Desire: The Interplay of Motivation and Self-Regulation Kathleen D. Vohs and Roy Baumeister</td>
<td>F5: Assessing the choice overload debate: Is there such a thing as too much choice? Joyce Ehrlinger and Yoel Inbar</td>
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<tr>
<td>Room 33</td>
<td>E6: Every Rose Has Its Thorns: Navigating the Risks and Rewards of Relationships Vivian Zayas</td>
<td>F6: Giving is good for you: Effects on academic growth, self-compassion, health, and team performance Juliana Breines and Serena Chen</td>
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<tr>
<td>Room 25</td>
<td>E7: Authoring an Agentic Life: The Powerful Theme of Agency in Personal Narratives Jonathan Adler and Dan McAdams</td>
<td>F7: The Deep Functionality of Personality: Trait Variation as Sensible Strategies to Differing Realities Dustin Wood</td>
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<tr>
<td>Room 24</td>
<td>Panel Discussion: Scientific Advances at the Interface of Social/Personality Psychology and NIH – Beyond Funding Heather Patrick and Alex Rothman</td>
<td>E8: Understanding What Others Feel: Emotion Perception and Social Evaluation Lauren Szczurek and James Gross</td>
<td>F8: What physiology can (and cannot) tell us about emotion Eliza Bliss-Moreau and Kristen Lindquist</td>
</tr>
<tr>
<td>Room 32</td>
<td>Panel Discussion: How to Publish your Manuscript Ayse Keyce Uskul and Susan Cross</td>
<td>E10: Novel Approaches to the Study of Culture and Honor</td>
<td>F10: Culturally Situated Power Yuri Miyamoto</td>
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<tr>
<td>Location</td>
<td>Session G</td>
<td>Session H</td>
<td>Session I</td>
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<tr>
<td>Ballroom 20B/C</td>
<td></td>
<td>H2: Menstrual Cycle Effects on Women's Mate Preferences? Critical Perspectives Wendy Wood</td>
<td>I2: Ecological, environmental, and cultural factors influencing sexual health decision making and behavior Joshua M. Tybur and Angela Pirlott</td>
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<tr>
<td>Room 31</td>
<td>G2: The Consequences of Being Low on the Totem Pole: Deprivation, Status, and Resource Choice Crystal Hall and Cynthia Ryder</td>
<td>H5: Psychological Approaches to Understanding and Preventing Unethical Behavior Hal Hershfield and Taya Cohen</td>
<td>I5: Money as a Motivator: From Brain to Behavior Erik Bijeleveld</td>
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<tr>
<td>Room 33</td>
<td>G3: The Role of the Self in Cheating and Unethical Behavior Gabrielle Adams and Benoit Monin</td>
<td>H6: How to Be Good (and Bad) Authors, Reviewers, and Editors: Advice to All Concerned Michael Robinson and Jennifer Bosson</td>
<td>I6: Putting interpersonal processes into their interpersonal context. What’s good can be bad and what’s bad can be good. James Kevin McNulty</td>
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<tr>
<td>Room 24</td>
<td>G4: The Egocecentrist and the Stranger: Making Sense of Others from a Self-Focused Perspective Oleg Urminsky and Julia Minson</td>
<td>H8: Pride, Power, and Social-Status: The Impact of Expanded Posture on Self and Others Jason P. Martens and Jessica L. Tracy</td>
<td>I8: The many benefits of self-expansion: Reduce nicotine craving, improve your relationship, cope with break-up, and make new out-group friends Xiaomeng Xu and Natalie Nardone</td>
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<tr>
<td>Room 23</td>
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<td>H9: Embodied Morality: Beyond Reasoning in Deciding What’s Right and Wrong Simone Schnall and Francesca Gino</td>
<td>I9: Visualizing mental representations: The application of reverse correlation methods in social psychology Ron Dotsch and Rachael Jack</td>
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<tr>
<td>Room 32</td>
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<td>H10: Cultural Change Over Time William Keith Campbell and Jean Twenge</td>
<td>I10: Latino Culture and the Shaping of Social and Personality Processes Belinda Campos</td>
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<tr>
<td>Room 26</td>
<td></td>
<td>H11: Toward a Psychology of Interpersonal Situations: Unique Contributions of Intensive Longitudinal Designs to Understanding Relationship Processes Gertraud Stadler and Matthias Mehl</td>
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</tr>
</tbody>
</table>
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 a variety of demographic information on graduate students' teaching and research careers including number of publi-
Graduate Student Committee Events

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.
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 Personology 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.
*Supported 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.”
*Supported 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.
*Supported 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.
*Supported by SPSP*

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

**SPSP Diversity Fund Award Recipients**

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 a 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.

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.

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 psychological 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 UC Santa 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.

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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.

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 dedicated 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.

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.

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 Windschil 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.

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.

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.

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 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
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 receive 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 tapping 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 too 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 student 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

Trolly

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 Uhmann1, 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. Ebach1, 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-
mements 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. Rai
Keith J. Holoyoak

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 offer evidence for this potential conflict between religious obedience and other-sex desire. In each study, two lodestones of ‘conservatism’—religiosity and anti-egalitarian Social Dominance Orientation (SDO)—were significantly inversely related when authoritatianism and ordinary ‘authoritarian’ obedience. 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 authoritatianism and other related measures were held constant in multiple regression. These results corroborate other findings in the literature that religiosity 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 208/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 Diamond
Janna Dickinson
University 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 Anders
University 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 Thompson
Mariana Preciado
University of Arizona
University 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 Preciado
Letitia Anne Peplau
Kerri Johnson
University 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 SUCCED 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 succeeded and failed. 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 Yeager2, Valerie Purdie-Vaughns3, Jonathan Cook4, Gregory Walton5, 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-TARGET 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
FUELS POST-REJECTION HOSTILITY

Geraldine Downey1, Rainer Romero-Canayas1, Kavita S. Reddy2, Sylvia Rodriguez2; 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 findings of prior research and theory on relational accommodation.

SOCIAL REJECTION SHARES SOMATOSENSORY REPRESENTATIONS WITH PHYSICAL PAIN

Ethan Kross1, Marc Berman1, Walter Mischel2; 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 also demonstrate the overlap between rejection and physical pain in these areas by comparing both conditions in the same people using fMRI. We 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.

REJECTING TO BE ACCEPTED: WHEN PROSOCIAL MOTIVATIONS COLLIDE

Gili Freedman1, Jennifer S. Bear2; 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 publicly 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.
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. Maner; 1 Florida 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 John; 1 George Loewenstein; 2 Drazen Prelec; 3 Harvard University, 2 Carnegie Mellon University, 3 Massachusetts 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 Simmons; 1 Leif Nelson; 2 Uri Simonsohn; 1 University of Pennsylvania, 2 University of California, Berkeley – Despite our field’s commitment to infrequent false-positive findings (p ≤ .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 Simonsohn; 1 Leif Nelson; 2 Joseph Simmons; 3 University of Pennsylvania, 2 University 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. Bollich; 1 Erika N. Carlson; 1 Washington University in St. Louis, St. Louis, MO – Do individuals, new acquaintances, and their close others see eye-to-eye on one’s moral-ity? There is reason to think their views may differ (Batson, Thompson, Seuferling, 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., 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 Allemand; 1 University 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 forgivingness. Studies 1 and 2 examine age differences in forgivingness 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-
generosity 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. Noffke1; 1Williamette 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, 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 role of forgivingness and racial status play in how individuals interpret and react to an ambiguous, yet potentially racial discriminatory event. After imaging 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. Cheon2, 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 temporo-parietal 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. Ciesieliski2, Pareezad 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. Preston2; 1Department of Psychology, University of Michigan — Perception-action models of empathy assume that we understand another’s emotion for the purpose of helping. Here, we explore the role of empathy and altruism across observers who 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 Association 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 Amdt3; 1Ohio University, 2North Dakota State University, 3University of Missouri – Fast 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 Heine2; 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 McGregor1,2, 1University of Missouri, 2University 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: transcendental 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. Larsen2; 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, Jeannie 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.

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**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 Gabriel1, Alyssa Geisler1; 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 Broscoll2, 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 Finkelstein, Ayele Fishbach; Columbia University, University 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 these food cues is stronger for individuals who are less committed to watching their weight.

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**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 Sherman; University of Pennsylvania, University 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; University of Florida, University 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 little 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 Villar2; Stanford 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 Judd2; University 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 due to the projection of underlying attitudinal processes, people projected their self-perceived processes such as extensive thought onto others.

**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 Hoyle2; Duke 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 HIGHE TЕНED SENSITIVITY TO SOCIAL EVALUATIVE CUES Leah Somerville, Todd Heatherton, William Kelley, Rebecca Jones, B. J. Casey; Weill Cornell Medical College, Dartmouth 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 circuits 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 Hughes, Jennifer Beer; The 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 DeWall; University 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 attunements to positive emotional information, which was strongest among people with high self-esteem.

Symposia Session B3
PREJUDICE AGAINST SOME PREJUDICES? UNDER-STERUDED 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. North, Susan T. Fiske; Princeton University — Ageism has been understudied partly due to beliefs about “realities of aging,” making it one of society’s most conditioned 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 in-group 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. Stephens, Hazel Rose Markus; Kellogg School of Management, Northwestern University, Stanford 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 independent 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 yourself) 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 Hegarty; University 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 these 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”**

Chabris,
dice, and what kinds of prejudice social psychologists study. Determines what people consider a prejudice, who shows the most prejudices, the relationships between prejudice and social change (and resistance to it) and prejudice. This leads to the idea of the “normative window” and the relationship 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, 2University 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 Soll1, Jack Soll1, 2University of Michigan — 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 & Hortwig, 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. Akin1, Michael I Norton2, 3University 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. Lee3; 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 Jung2, Aylet 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 perceived fairness 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 decreases 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.

A B S T R A C T S

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 Tausschik2; 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.
**Symposia Session B**

**DEVELOPMENT OF BIG-FIVE DOMAINS AND FACETS ACROSS 40 YEARS OF ADULTHOOD: MEAN-LEVEL CHANGES AND BROADLY VERSUS NARROWLY ACTING MECHANISMS**

**Christopher J. Soto**; **Oliver P. John**

Colby College, University 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 changed or remained stable over time.

**CAUSES AND CHARACTERISTICS OF CHANGES IN PERSONALITY – INTRINSIC MATURATION VERSUS MAJOR LIFE EXPERIENCES**

**Jule Specht**; **Boris Egloff**; **Stefan Schmucke**

University of Munster, Johannes Gutenberg University Mainz, University 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. Jackson**; **R. Chris Fraley**

Washington University in St. Louis, University 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 over time. 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 Bleidom**; **Christian Kandler**; **Rainer Riemann**

Bielefeld 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**

**Pranjal Mehta**

Erasmus University — 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.
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. Denson; 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 Dapretto2; 1University of Oregon,  
2University of California, Davis —  
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 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.

**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.

**THE VARIETIES OF CONSCIOUS EXPERIENCE**  
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. MacLean**1, Balajinder K. Sahdra2, Emilio Ferrer3, Phillip R. Shaver4, Stephen R. Alchese6, David A. Bridwell1, Anthony P. Zanesco5, Tonya L. Jacobs2, Brandon G. King3, Erika L. Rosenberg4, B. Alan Wallace5, George R. Mangun6, Clifford Saron2,1

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 ECOCOLOGIES LEAD TO DIFFERENT GROUP PROCESSES: THE CASE OF RELATIONAL MOBILITY**

Maasaki Yuki1, Kosuke Takemura2,3; Hokkaido 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 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.

**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 differentiate 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)

**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.

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

Melody M. Chao1, Jiing-Lih Farh2; 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.

**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 Yang2; 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 words 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—relate to reward-related neuro regions. In study 1, participants supported their partners (held their arms) as they received painful stimulation. Support-giving 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; Emilianna 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 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 override 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 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 Chan\(^1\), Leaf Van Boven\(^2\), Eduardo B. Andrade\(^3\), Dan Ariely\(^4\); \(^1\)University of Pennsylvania, \(^2\)University of Colorado at Boulder, \(^3\)University of California, Berkeley, \(^4\)Duke 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. Berman\(^1\), Amit K. Bhattacharjya\(^1\), Americus Reed II\(^2\); \(^1\)University 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 reconstituting 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 Inbar\(^1\); \(^1\)Tilburg 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 Apprear Moral Without Behaving Morally**  Marco Piovesan\(^1\), Natalia Montinari\(^2\), Francesca Gino\(^1\), Michael I. Norton\(^2\); \(^1\)Harvard University, \(^2\)Max Planck 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 Crosier\(^1\), Gregory Webster\(^1\), David Stillwell\(^2\), Michal Kosinski\(^2\), Tatiana Orozco Schember\(^3\), Corinne Novell\(^1\); \(^1\)Department of Psychology, University of Florida, \(^2\)The 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 6,300 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 ego-centric 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 Clifton\(^1\); \(^1\)Department 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 TIP) 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?**  Skylar S. Place\(^1,2\), David Lazer\(^1,3\), Brian Rubineau\(^4\), Michael Neblo\(^2\); \(^1\)College of Information and Computer Science, \(^2\)Department of Psychology, University of Pennsylvania, \(^3\)Kaplan-Weatherhead School of Business, Case Western Reserve University, \(^4\)Department of Computer Science, Vassar College — Personal factors (e.g., personality) and social factors (e.g., peer influence) can both drive changes in health behavior. Given the importance of social influence in sociocultural contexts, we focus on social influence processes. Using a mixed-methods approach, we investigate the role of social factors in driving changes in health behavior over a year. We find that social factors influence behavior both in direct and indirect ways, and we identify specific mechanisms through which they influence behavior.
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 Yang4; 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 requires 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 (F2F) 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 F2F, 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 Luckhurst1; 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-

Society for Personality and Social Psychology — 2012 Annual Meeting
Comparison, competition, and egocentrism: When expecting differences increases social projection

Sara D. Hodges, Nicole M. Lawless, University 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, Gillian Ku, Adam Galinsky, University of Michigan, National University of Singapore, London Business School, Northwestern 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 Silverman, Jason Gwinn, Leaf Van Boven, University of Colorado at Boulder

Several theories in psychology assume two simultaneous modes of processing, one more basic and reactive, the other more deliberate and planful. This presentation will relate these 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.
experiences from the past seems to embellish past perceptions. In both, participants believed past experiences (television shows explored the cognitive underpinnings of this perception. In both, participants believed past experiences were superior to present experiences of the same kind (television shows were, the less they savored mundane pleasant experiences. A memory bias to recall and generalize atypically positive experiences from the past seems to emboss 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, Catolica-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).
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 postponement 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: Hoonjung 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 Neuberg1, Stephen Miser2, Anna Berlin1, Gabrielle Filip-Crawford1, Eric Hill1, 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 neuropetide 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, Hoonjung 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-
Behavioral and Neural Responses in Arabs, Israelis and South Americans to Each Other’s Pain and Suffering

Emile Bruneau, Nicholous Dufour, Rebecca Saxe; Massachusetts 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 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 Spunt, Matthew Lieberman; University of California, Los Angeles — Explaining behavior requires the identification of embodied actions (“smile”) and the attribution of identified actions to an inferred cause (“friendly”). Ex tant 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 Lieberman, Meghan Meyer, Robert Spunt, Sylvia Morelli; University 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 Saxe, Jorie Koster-Hale; Massachusetts 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, 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.
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 Genese
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 Genese, 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 Genese 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 workshops that 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.
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 prescriptive 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 Graham**

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 political 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.

### Symposium Session E2

**Social Bodies: How and Why Social Interactions Influence Health**

**Jesse Graham**

1University of Chicago

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**

**Shedding Light on the Role of Disgust in Political Orientation**

David Pizarro1, Yoel Inbar2, Chelsea Helion1, Ravi Iyer3, Jonathan Haidt2; 1Cornell University; 2Tiburg 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. Tagar2, Eran Halperin1; 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 Sheikh2; 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
UPWARD SPIRALS OF THE HEART: RECIPROCAL VAGAL/SOCIAL EFFECTS
Bethany E. Kok1, Barbara L. Fredrickson2; 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 loving-kindness 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. Gonski2; 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 received 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.

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 based 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 heterosexuals. We will discuss our findings in the context of how social marginalization harms health.

STRESS AND HPA-Axis FUNCTIONING AMONG BOTH TARGETS AND PERPETRATORS OF PREJUDICE
James S. Jackson1, Courtney Cogburn1, Cleopatra Abdou1, Ekeoma Ugozara1; 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 perpetuator 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 (CSS). 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.

A B S T R A C T S
DOMINANCE AND PRESTIGE: DISTINCT ROUTES TO SOCIAL INFLUENCE  
Joey T. Cheng1, Jessica L. Tracy2, Tom Foulsham3, Alan Kingstone1, Joseph Henrich2; 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 Simpson2; 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 generatively 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. Cohen1, 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.

A B S T R A C T S
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. Baumeister2; 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. Finkel*; 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 impelance—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, impelance, 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 Schmeichel*; 4Texas 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. Baumeister*; 1Kathleen D. Vohs; 3Nicole L. Mead; 4Suresh Ramanathan; 4Wilhelm Hofmann; 5Brandon J. Schmeichel; 4Florida State University; 3University of Minnesota; 2Tilburg University; 5Texas A&M University; 4University of Chicago — Exerting self-control causes a state of diminished access to 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.

**Implicit and Explicit Predictors of Relationship Development and Deterioration**

*Harry T. Reis*; 1Ronald D. Rogge; 1Michael R. Maniaci; 1Soohnie Lee; 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 Holmes*; 2Sandra Murray; 1University of Waterloo; 3University 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; Brigham 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; Northwestern 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; University 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; University 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; Franklin 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 Szczurek, 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 (Kringle), shows the negative reactions elicited when observers witness others displaying ambiguous (Winkielman) or discrepant (Szczurek) emotions, and offers a model for why understanding others’ emotions is so important to us (Zaki).
When Emotion Responses Go (A Little) Awry: The Case of Schizophrenia

Ann M. Kring; University 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 Winkielman; University 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 Szczurek; Stanford 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 pervasive force of emotional norms.

A Feedback Learning Perspective on Emotion Perception

Jamal Zakel; Harvard 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 individuals 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 and nonsociality 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

Bartholow; University of Chicago — Executive functions (EFs)—general-purpose control processes that regulate one’s thought and behavior—have become prominent 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. Ito; University of California, Berkeley — 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. 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.
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. Meditation 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. Sheldon1; 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 Kucye 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  Ayse K. Uskul1, Susan E. Cross2; 1Iowa State University, 2Rutgers, The State University of New Jersey — 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 Hernandez2; 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 Buhmester1, Tracy Kwang1, Sam Gosling2; 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 conditions, 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 walkthrough 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 Grecian 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 advantageous 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.
TROLEYOLOGY: ON THE MISAPPROPRIATION OF A THOUGHT EXPERIMENT
Christopher W. Bauman1, A. Peter McGraw2, Daniel M. Bartels3, Caleb Warren4; 1University of California, Irvine, 2University 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.

Symposia Session F2
THE SATURDAY, January 28, 11:15 am - 12:30 pm, Ballroom 208/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 Navarrete3; 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, psychology, 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 Griskevicius2, Jeffry Simpson3, Stephanie Cantu1, Joshua Tybur2; 1University of Minnesota, 2University of Minnesota —

While the Tulane problems have been generative, the field has critical realism, which limits the external validity of trolley studies. In sum, 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.
Regulatory Resources

WHAT YOU DON’T KNOW CAN HURT YOU: UNCERTAINTY DEPLETES SELF-REGULATORY RESOURCES  Jessica L. Alquist, Roy F. Baumeister, Dianne M. Tice; Florida 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 Chan, Eunice Kim Cho; University 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 Major, Wendy Berry Mendes; University of California - Santa Barbara, University of California - San Francisco – The current research expands knowledge of how discrimination claims are perceived by examining women’s responses to individuals who claim vs 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”: CARDIOVASCULAR COOtIONS LEAD TO ABSTRACT PROCESSING  Yousef 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 game increase aggression. We know far less about why they do. The present study investigates a new mediator of the violent video game-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, absurb (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 Shannette 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 in-group vs. out-group 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 in-group–out-group 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. Amodio2, 1 New York University, 2 Princeton University, 3 Radboud University Nijmegen — The current research was designed to examine whether people spontaneously generate different expectations of ingroup and out-group 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 in-group or out-group. 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 in-group face as significantly more pleasant and sociable than the averaged out-group face, implicitly evaluating 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 Stilte, 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 prey 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 hemisphere 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 Sly, 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 Schotz2, 1 University of Michigan, 2 Washington 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, in-groups 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; 1 University of Toronto — Recognizing 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...
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 Stityemburg1, Adam Galinsky2; 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 extremitized 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 Kopiez1, 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: Yovel Inbar, Tilburg University
Recent work has reignited a debate over whether one can have too much choice. Iyengar and Schiebenehne 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.

A B S T R A C T S

THE OBLIGATION TO CHOOSE Sheena Iyengar2; 2Columbia 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 barely 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 Schiebenehne1, Rainer Greifeneder2, Peter Todd2; 1University of Basel, 2University of Mannheim, 1Indiana 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 SATISFYING 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.
INCREASES SELF-COMPASSION
ACTIVATING THE INNER CAREGIVER: GIVING SUPPORT TO OTHERS

Erin Sparks1, Joyce Ehrlinger1, Richard Elbach2
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 Niya2, Amy Canевello2, Scott Moeller3
1The Ohio State University, 2Hosei University, 3University of North Carolina, Charlotte

Brookhaven National Laboratory – In close relationships, compassionate goals to support others have many benefits for relationships, emotional experience, and well-being (e.g., Crocker & Canевello, 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 posttest, 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-compassion 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
Charlotte, Florida State University, Sara Konrath1, Julia Seng1, William Lopez2, Stony 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 Akin1, Michael Norton2, Lulin Anik3, Elizabeth Dunn4, Jordi Quoidbach4, University of British Columbia, Harvard Business School, Duke University Fuqua School of Business, Harvard University – Giving resources, such as time and money, to others has been shown to promote higher levels of happiness for the giver, but do the benefits of generous acts end there? Using two field studies, we explored whether spending money on others may carry benefits that extend beyond the individual, influencing group functioning. In Study 1, we found that randomly assigning employees to donate to charity led to increases in happiness and job satisfaction. In Study 2, we found that randomly assigning individuals to spend on others rather than on themselves improved team performance in two very different settings: pharmaceutical sales teams in Belgium and dodge ball teams in Canada. Taken together, these results suggest that providing people with the opportunity to spend money on other people—whether the recipients are in the same group or beyond—can improve satisfaction and group performance.

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.
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 Murray2; 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; 1University of Colorado — 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.

Symposium 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 Colorado — 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, 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.

**AFFECTIONAL VALENCE MODULATES RHESUS MACAQUE CARDIAC RESPONSIVITY** Eliza Bliss-Moreau1,2, University 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, hypothetical) 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**

**INTERRELATION BETWEEN PSYCHOLOGICAL DISTANCES: A CONSTRUAL LEVEL THEORY PERSPECTIVE** Nira Liberman1, Yaacov Trope2; Tel Aviv University, 2New York University — Construal Level Theory proposes that psychological distances (temporal, spatial, social, and hypothetical) 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 constructs. 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 distant 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, University 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; University 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; Rutgers 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 for those with few 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 for those with few 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 for those with few 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 for those with few 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 for those with few 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 for those with few 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 for those with few...
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 Galinsky2; 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 Hiki1; 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 Chiu2, Ying-ji Hong2; 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
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

DEVOSCIAL 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 devoscial 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 Rozek2, 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 maleability 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 structural adversity that daily events of ostracism and rejection took on a different, less stressful, meaning. Over time, this reduction in stress prevented structural adversity from undermining performance during this developmental transition.

CHANGING LAY THEORIES ABOUT WILLPOWER IMPROVES SELF-REGULATION UNDER STRESS

Katharina Bemecker1, 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.
feelings to an extraneous source. Diminished when scarce stimuli were limited because other people had deprivation motivated consumers to attend to, choose, and consume.

In five studies, we highlight a deficit in their financial position, they pursue strategies that similarly assess their financial wellbeing, and when these evaluations others and to their own state earlier in time. We suggest that consumers by comparing the present state of their lives to the state of comparable external others (e.g. stereotypes), instead of using projection. How about dissimilar others people rely on

A NOVEL RESPONSE TO ECONOMIC HARDSHIP: FINANCIAL DEPRIVATION ENHANCES THE DETECTION, SELECTION, AND CONSUMPTION OF SCARCE GOODS Eshaa Sharma1, Adam Alter2; New 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.

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.

CHEATING DOESN'T MAKE YOU A CHEATER
Christopher Bryan1, Gabrielle Adams2, Benoît Monin3; Stanford University, London 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 Mazur2, Francesca Gino1, Max Bazerman3, Dan Ariely2; Harvard Business School, University of Toronto, Rotman School of Management, Duke 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 Wiltemuth1; University 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; Harvard 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.

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; Carnegie 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 Weber³; 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 opposite sex partners. 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 Ross⁴; 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 H1**

**Social Influence on Risky Decision Making: Neural Mechanisms and Predictors of Real World Outcomes**

Shannon Peake¹, Tom Dishion¹,², 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 Weisner², Matthew Lieberman², Adriana Galvan; 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 Bingham2, Andrea Baretto2, 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 Berkman1, 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**

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; 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 facial 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**

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...
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 Wynn1, The University of British Columbia, 1Yale University — Classic results in social psychology suggest adults prefer similar to dissimilar others along a variety of dimensions, including appearance (Fersch, 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, Mahtzarin 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, & Loblinder, 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**

Yarrow 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. Tafel, 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 outcomes 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.

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**Abstracts**

**Let’s get serious: Communicating commitment in romantic relationships**

Josh Ackerman1, Vladas 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 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 Maner2, 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 aggressively attract 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 Acevedo1, Xiaomeng Xu4, 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 Grafton4, Lucy L. Brown5, 6Comell Medical College, 7State University of New York at Stony Brook, 8University of California, Santa Barbara, 9Albert 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.

A B S T R A C T S

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 these 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 Canuso1, 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 immorals 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**  Jeffry Simpson; 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 Halberstadt; 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 Knee; 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. Feedback will focus on both positive and negative aspects of the manuscripts in a way that will help the authors be more efficient in revising their manuscripts. The authors will also be given some suggestions for constructing cover letters for revisions from an autonomous rather than defensive perspective.

**The Editor as an Active Organism**  Laura King; 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.

**Meaning-Making in Cancer Survivorship: Testing Intentional and Unintentional Meaning-Making as Reducing Violations of Global Meaning**  Crystal Park; 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 Paunesku; 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 well-being, 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 Ramirez; 1Stanford University, Sian Beilock; 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**  Jiyoung Park; 1University of Michigan, Ethan Kross; 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 facilitate adjustment? Finally, what psychological mechanisms underlie the effects of meaning-making interventions.
Symposium 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. Camey1, 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.

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 Zarkadi2, 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 House²; 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 PROSOCially 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**

**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 culturologic 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’s 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 culturologic 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 Sedikides¹; 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 on 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.
Symposium 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. Snyder2, Andrea B. Horn3, Patrick E. Shroot3, Niall P. Bolger1; 1San Diego State University, 2University of California, 3University of Zurich, 4New 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 intimacy 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 Mehl1,2, Megan L. Robbins3, Ashley E. Mason4, Elana C. Graber5, Elizabeth Pasipanodya6; 1University of Arizona, 2University of California, 3University 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 above and beyond perceiving responsiveness from one’s partner? 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 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 interdisciplinary symposium includes scholars using a variety of methodological approaches to examine the psychological and behavioral sources of subjective interpreta-
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.

OPENING THE POLITICAL MIND? THE EFFECTS OF SELF-AFFIRMATION AND GRAPHICAL INFORMATION ON FACTUAL MISPERCEPTIONS

Brendan Nyhan1,2, Jason Reifler2; 1Dartmouth College, 2University of Michigan

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. Binning2, Geoffrey L. Cohen1; 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
DATING ECOLOGY FACTORS’ INFLUENCE ON SEXUAL HEALTH DECISION MAKING
Angela G. Pirtle1, 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 ECOCOLOGIES AND SOCIOCULTURAL VALUES MODERATE THE COSTS OF SEXUAL ENTITLEMENT?
David P. Schmitt1,1Bradley University — Subclinical 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 sociocultural 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, Jinxun 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 MISCATEGORYIZATION 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 miscategory, a specific form of racial microaggression. Study 1 indicated that Asian Americans who imagined interacting with someone who ethnically miscategory 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 miscategory, expanded on these findings by demonstrating that these miscategory effects were stronger as individuals increased in ethnic centrality (Study 2). These findings suggest that the experience of ethnic miscategory, 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 the extent to which partners 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 Laurin1, Eli Finkel1, Kathleen Carswell2, Veronica LaMarche3; 1University of Waterloo, 2Northwestern University, 3SUNY 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, highlighting how good intentions may fall 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 Canivezzo2; 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, Hilek Plassmann2, Antonio Rangel1; 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 prac-
tices.

**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 sup-
ported by a series of recent studies in which the intensity of money stim-
uli 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. Caruso1;  
1University 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 Inven-
tory; 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 Meltzer2;  
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 Benevo-
 lent 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 discus-
sions. 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 con-
trast, 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 Aniaga1, Kaleigh Sands1, Nicole Capeza2, Wind Goodfriend1;  
1Purdue University, 2University of Massachusetts, 3Buena Vista University — Relationship com-
mitment encourages prosocial behavior toward a partner, such as forgiv-
ing 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. Consis-
tent with this possibility, two studies indicated that individuals were more accepting of partner aggression to the extent that they were depend-
dent on that partner. In Study 1, targets of aggression in a current rela-
tionship were less likely to condemn aggression than those who experienced past or no aggression. In Study 2, more-committed individ-
uals 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—commit-
tment and dependence—can be harmful in the context of partner aggres-
sion.

**DOES LOW SELF-ESTEEM REALLY UNDERMINE INTIMACY? IT DEPENDS ON RELATIONAL SELF-CONSTRUAL**  
Levi Baker1, James McNulty2;  
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 dat-
ing partners the opportunity to disclose personal information and Study 3 assessed intimacy promotion in marriage. In all studies, low self-
estee was associated with lower 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) the 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 Sheldon; University 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 decoupled; causes and consequences of this will be considered.

NEED SATISFACTION IN EPISODIC MEMORIES AS A CORE PSYCHOLOGICAL COMPONENT OF THE SELF  
Frederick Philippé, Richard Koestner; University of Quebec at Montreal, McGill 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 Milyavskaya, Frederick Philippé, Richard Koestner; McGill University, University 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 Radél, Luc Pelletier; Laboratoire LAMHESS, Université de Nice, School of Psychology, University of Ottawa — Radél 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  
Xu Xiaomeng, Jin Wang, Wei Lei, Arthur Aron, Lee Westmaas, Xuchu Weng; Stony Brook University, Chinese Academy of Sciences, American 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 (cooperative 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 Nardone, Arthur Aron; Stony 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 identify specific experiences of self-expansion that produce greater 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 Lewandowksi, Gina Radice

WHY BEFRIEND ONE OF “THEM”? OUTGROUP MEMBERS AS A SOURCE OF SELF-EXPANSION Stephen Wright, Odelia Dys-Steenbergen, Stephanie Paddock, Shelly Zhou, Simon Fraser University

REVEALING THE CULTURAL SPECIFICITY OF FACIAL EXPRESSIONS OF EMOTION Rachael Jack, Olivier Garrod, Hui Yu, Roberto Caldara, Philippe Schyns

OMITTED SOCIAL CATEGORIZATION OF FACES Ron Dotsch, Daniël Wigboldus, Ad van Knippenberg, Alexander Todorov, Princeton University, Radboud University Nijmegen

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ABSTRACTS

BIASED SOCIAL CATEGORIZATION OF FACES Ron Dotsch, Daniël Wigboldus, Ad van Knippenberg, Alexander Todorov, Princeton University, Radboud University Nijmegen

ACROSS-CULTURAL RACIAL STEREOTYPING: THE EFFECT OF EMOTION TREATMENT ON PREJUDICE ANGELA C. HAYNES, UNIVERSITY OF VIRGINIA

REVEALING THE CULTURAL SPECIFICITY OF FACIAL EXPRESSIONS OF EMOTION Rachael Jack, Olivier Garrod, Hui Yu, Roberto Caldara, Philippe Schyns, University of Glasgow, University 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 Karremans, Ron Dotsch, Olivier Cornelle, Radboud University Nijmegen, Princeton University, Université Catholique de Louvain

Omitting an attractive other from the face improves memory for the attractive mate’s face and impairs memory for the unattractive other’s face. Although this result is consistent with a theory of positive selection, it is also consistent with a theory of positive discrimination. In this study, we test these theories using a reverse correlation technique. We find that both theories can account for the memory effect, but that the theoretical implications of the two theories differ. The data suggest that the positive selection theory is supported by the reverse correlation technique, whereas the positive discrimination theory is not. The results of this study have implications for the study of social perception and social cognition.

SYMPOSIUM 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 psycholog...
USING REVERSE CORRELATION TO RENDER THE DYNAMICS OF SOCIAL SIGNAL PROCESSING IN THE BRAIN Philippe Schyns

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-Esparza, Cindy K. Chung, Samuel D. Gosling, Matthias R. Mehl, James W. Pennebaker, Institute for Learning and Brain Sciences, University of Washington, University of Texas at Austin, University 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 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 Ickes

In a recent study (Holloway, 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 attempt 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 Campos, David Busse, Adam Dayan, Linett Chevez, Christine Chu, Roxanne Cohen-Silver, Ilona S. Yim

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. Rheinschmidt, Rodolfo Mendoza-Denton, Neha John-Henderson, University 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

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. Robinson1, 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 Pronin2; 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 Asano1,2, 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 Canterberry2, 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. Neff2; 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 Reeder1, 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 Lockwood2, 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 ACTIVITY: THE ROLE OF DISCREPANT THREAT PERCEPTIONS Meanne Chan1, Edith Chen2; 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 Boucher\textsuperscript{1}, Robert Rydell\textsuperscript{1}; \textsuperscript{1}Indiana 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 Steinberg\textsuperscript{2}, Amanda Diekmann\textsuperscript{2}; \textsuperscript{2}Miami 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 AUTOCRATISM ACROSS 55 SOCIETIES.
Mark Brandt\textsuperscript{1,2}, P.J. Henry\textsuperscript{2}; \textsuperscript{1}DePaul University, \textsuperscript{2}New 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. DelPriore\textsuperscript{1}, Sarah E. Hill\textsuperscript{1}; \textsuperscript{1}Texas 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 Salerno\textsuperscript{1}, Mary C. Murphy\textsuperscript{1}, Bette L. Bottoms\textsuperscript{1}; \textsuperscript{1}University 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 “sex.” 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 Packard\textsuperscript{1}, Brian Coaxum\textsuperscript{1}, Jared Chapman\textsuperscript{1}, David Somlo\textsuperscript{1}; \textsuperscript{1}Claremont 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. Kirby\textsuperscript{1}, Anthony G. Greenwald\textsuperscript{1}; \textsuperscript{1}University 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 Gaither\textsuperscript{1}, Samuel Sommers\textsuperscript{1}; \textsuperscript{1}Tufts 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
Jenny Xiao\textsuperscript{1}, Jay J. Van Bavel\textsuperscript{1}; \textsuperscript{1}New 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 ingroup 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 Jurcevic\textsuperscript{1}, Jenessa Shapiro\textsuperscript{1}, Miguel Unzueta\textsuperscript{1}, Sophie Trawalter\textsuperscript{1}; \textsuperscript{1}University of California, Los Angeles, \textsuperscript{2}University 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 Marshburn\textsuperscript{1}, Eric D. Knowles\textsuperscript{1}; \textsuperscript{1}University 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 Launin\textsuperscript{1}, Azim Shariff\textsuperscript{1}, Joseph Henrich\textsuperscript{3}, Aaron Kay\textsuperscript{3}; \textsuperscript{1}University of Waterloo, \textsuperscript{2}University of Oregon, \textsuperscript{3}University of British Columbia, \textsuperscript{4}Duke 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 ANTISOCIAL AND PRO-SOCIAL BEHAVIORS
Amber DeBono¹, Loni Petricone², Andrew D’Agostino², Marija Kalas², Jackie Ansbrow², Molly Orth², Debbera Baldwin², Sana Bhatti³, Winston-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; ¹Comell 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. Wagner¹,², Lesley A. Hernandez², 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. Garzynski¹, 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; ¹University of Western Ontario — 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 Lima²; 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 Keefér¹, 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.
Rescuing Social Neuroscience from Essentialism

**A41 Extreme Political Opinions Are Linked with Enhanced Early and Late Neuro-Physiological Responses to Threat**

Shona Tritt\(^1\), Jordan B. Peterson\(^1\), Michael Inzlicht\(^1\); \(^1\)University 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 Earls\(^1\), Mark Varvaris\(^1\), James Morris\(^1\); \(^1\)University 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 Ishii\(^1\), Fumie Sugimoto\(^1\), Jun’ichi Katayama\(^1\); \(^1\)Keio University, \(^2\)Kwansei 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 Shane\(^1\), Christina Weywadt\(^1\), Ben Wasserott\(^2\); \(^1\)The Mind Research Network, \(^2\)University 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 Xu\(^1\), Jason E. Plaks\(^1\); \(^1\)University 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 Welborn\(^1\), Matthew D. Lieberman\(^1\), Michael Inzlicht\(^1\); \(^1\)UCLA — 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.
effects of task on the recognition of own- and other-race faces

Keith B. Senholzi, Tiffany A. Ito; University of Colorado Boulder — ERP’s 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.

A58

proactive control of implicit race bias: role of frontal cortical activity

Jillian K. Swencionis, David M. Amadio; New 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.

A47

Effects of task on the recognition of own- and other-race faces

Keith B. Senholzi, Tiffany A. Ito; University of Colorado Boulder — ERP’s 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 Mendes-Siedlecki, Yang Cai, Alexander Todorov; Princeton 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 Diagonsticity Modulates the Medial Prefrontal Cortex During Spontaneous Person Perception

Dylan D. Wagner, Todd F. Heatherton; Dartmouth 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 Oliveira, Allison Shaw, Michael Kotowski, Mark Zorzie; East Tennessee State University, Michigan State University, University 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 Nash, Michael Inzlicht, Jacob Hirsh, Mike Prentice, Ian McGregor; York University, University of Toronto, University 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 Meyer, Bob Spunt, Elliot Berkman, Shelley Taylor, Matthew Lieberman; UCLA, University 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 Kubota, Jian Li, Eyal Bar-David, Elizabeth Phelps; New 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 dissimilar acquaintances.

Will Moore, Junaid Merchant, Jennifer Pfeifer; University 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 Merchant, Will Moore, Jennifer Pfeifer; University 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 Patel, Angela Carey, Lora Black, Omri Gillath, Sarah Pressman; University 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.
A60 NEURAL CORRELATES OF LEARNING AND REVERSAL OF APPROACH VERSUS WITHDRAW RESPONSES TO IN- AND OUTGROUP FACES  Jaclyn Ronquillo1, John Monterosso2, Xochitl Cordova1; Dara Ghahremani1; 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 ELECTROCRYTICAL 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 Sijtsma1, Renee Veenstra2,3; 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; 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. 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 Melzer1; 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. Piliersworth2; 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 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 Yoshuke Ohtsubo1, Esuka Watanebe1, Feixue Wang2, Gabriela Nizar3, 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 EXPPLICIT MATE PREFERENCES  John Edlund1, Mark Oakes2, Maya Mosner2; 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 Buss2; 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. Smith1, Rosanna E. Guadagno3, Shannon Q. Murphy2, Christopher D. Lynn4; 1The University of Alabama, 2The University of Alabama, 3The University of Mississippi, 4The University of Alabama, 5The 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
Soyeon Sung1, Jeffry 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 Ketelaar2; 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, Jeffry Simpson2; 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
Ashalee C. Hurst1, Robert D. Mathers2; 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, Jeffry 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
Raelyne, L. Dopko1, John, M. Zelenski1; 1Carleton University — Based on the evolution- ary 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 Gollwitzer2; 1Philips-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

Kaori Ishizaki, Mitsurol Kurokawa, Toshikazu Yoshida
Nagoya University, Toyama 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 Murakami, Ako Agata, Zentarou Uemura, Naoki Kugihara
Kobe Yamate University, Osaka University, Fukuoka 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 Goldenberg, Jennifer Wiley
University of Illinois at Chicago — This research examined 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 Tsai, Margaret Shih
UCLA — 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 Michaels, Robin Vallacher, Larry Liebovitch
Florida Atlantic University, 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. Jones, Janice R. Kelly
Southern Illinois University Carbondale, Purdue 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 Poulsen
Indiana 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

Namji Koudenburg, Tom Postmes, Ernestine H. Gordijn
University of Groningen — Extending the literature on interaction 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. Butz, Jonathan W. Kunstman
Morehead State University, University 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 Cacace, Travis Knight, Scott Pion
North 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 Malki
Université Libre de Bruxelles — We are interested in the process of identity construction of Syrian immigrants. Syrian people are Christian minorities of the Near-East, descendants of antique Assyrian and Armenian peoples. In recent decades they have been facing internal conflicts as far as their ethnonym was concerned: are they Syrian/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 Steele, Brian Lickel
University of Massachusetts Amherst — An experiment examined emotion regulation (Manipulation: Rumination, Reflection, Control), personal values, and national identifications 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 SCAN

Elicia C. Lair, Linda M. Isbell
University 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.
**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 Anisman4, Christina Botwinick5
1University of British Columbia, 2University of Western Ontario, 3University of Toronto, 4University of Calgary, 5University of Prince Edward Island

**A101**
DO SELF-ESTEEM, LOCUS OF CONTROL AND CULTURAL CONTEXT MODERATE THE RELATIONSHIP BETWEEN UNCONTROLLABLE DEATH SALIENCE AND WORLDVIEW DEFENSE? Zenobia Talati1, Immo Fritzsche2, Hongfei Du3, Jana Rantala4, Emanuelle Castano5, Vance Locke6, Thomas G. Brummel7
1University of Western Australia, 2University of Jena, Germany, 3University of Hong Kong, 4University of Salzburg, Austria, 5New School University, USA — Reminders of uncontrollable death have 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 Lowery2, 1Stanford University — 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, Hitomi Sugiura1, Hiroshima University, 2University of Berlin
1Hiroshima 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 out-group derogation.

**A104**
WHO IS LOOKING? GROUP MEMBERSHIP MODERATES GAZE CUEING.
Anthony Nelson1, Reginald Adams2, 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 Crisp2, 1University of Kent, 2University of Birmingham

**A106**
The contrasting effects of self and group affirmation on in-group 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**
VICTARIOUS SHAME AND SYMPATHY FOR INTRAGROUP VERSUS INTERRGROUP OFFENSE
Mayuko Onuki1, 1University of Southern California, 2University of South Carolina — Vicarious shame and sympathy were examined as emotional reactions to in-group 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 Ren2, 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**
EXPRESS VERSUS IMPLICIT MEASURES OF DOMINANCE: PREDICTIVE UTILITY OF SELF-REPORTED DOMINANCE VERSUS TESTOSTERONE DEPENDS ON SOCIAL CONTEXT
Scott Liening1, Robert Josephs2, 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. Staglano1, Robert Josephs2, 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 Debroosse1, Donald Taylor1, Stephanie Lafleamme1, 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, & Livianan, 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. Gaertner2; 1University of Tennessee — This experiment tested the crucial tenet of moral disengagement theory (Bandura, 1999) that self-exoneration 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.

A119
EXAMINING RESPONSES TOWARD THEORETICAL AFFILIATION AND DISAFFILIATION FOR BELIEVERS IN GOD AND NON-BELIEVERS IN GOD.  Melisa 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 DiLelio2; Nebojsa Petrovic3, Iris Zezelj3, Sabina Cehajic3, Bernhard Leidner3; 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 NARCISISM 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.
GROUP MEMBERS’ WILLINGNESS TO APOLOGIZE AND COMPENSATE FOR WRONGDOING: THE SOURCE OF INFORMATION ABOUT THE INJUSTICE MATTERS

Leonard S. Newman1, Lauren S. Miller2, Mark A. Ferguson2, Michaelae Webb2, Arjun Mishra3; 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.

COLORBLINDNESS IDEOLOGY OF PAST INJUSTICE ASSOCIATED WITH LOWER LEVELS OF COLLECTIVE GUILT

Crystal Gray1, Danielle Naghi2, Ruth Ditmann1, Valerie Purdie-Vaughns3; 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.

CROSSING COLOR LINES FOR YOUR LOVE OF ME: INTERRACIAL DIVERS’ HIGH LEVELS OF PERCEIVED POSITIVE REGARD FROM ROMANTIC PARTNERS

Karen Wu1, Chuansheng Chen1, Ellen Greenberger2; 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.

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.

THE PARADOX OF EXTENDED CONTACT WITH AN INTERETHNIC ROMANTIC RELATIONSHIP: BENEFICIAL INTERGROUP CONSEQUENCES DESPITE NEGATIVE INTERPERSONAL PERCEPTIONS

Jennifer Paterson1, Rhiannon Turner1, Mark Conner2; 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.

BIG FIVE PREDICTORS OF REPORTED CLOSENESS TO OUTGROUPS FOLLOWING INTERGROUP CONTACT

Lynsey Baker1, Keith Welker1, Danya Alawi2, Kevin Kuehn2, 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.
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 Yangs2; 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; 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 INTRACELLAR 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, Denis 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 Velasco3, Angela Pizarro1; 1Cristina Velasco1, Alejandro Salgado-Montejo1, Luisa Fernandez Ramirez2; 2Pontificia Universidad Javeriana, 3Universidad 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 Tsuboi1, 2, Motoki Watabe1; 3Kyoto 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, 2The 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, Robbye 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; 1University of California Irvine, 2Psychology Beyond Borders, Austin, Texas, 3Sanata Dharma University, Yogyakarta, Indonesia — Citizens 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 INGROUP 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 Sehovic2, Sang Hee Park2, Jack Glaser2, 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 Vohs1, Jessica Beaton1, Jack Leggett1, 1University of Queensland, 2Exeter University, 2University 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, reactance 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 Steffens2, 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. Busseri3, 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. Unzueta2, 1University of California, Los Angeles — Three studies validate 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 OBIGATION 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 Perkins3, 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, Jacqueline D. Vorauer2, 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.
However, only those expecting to be trusted by their partner expected that one will trust or be trusted by a same-race or cross-race series of ingroup (White) and outgroup (Black) faces. Memory for those positively and those who felt could be unfavorable actually had favorable attitudes produced more negative psychological well-being and ingroup attitudes. Indeed, White subjects were more likely to categorize racially-ambiguous images of racially ambiguous targets, making a biracial pair from the White participants' perspective and increasing their ascriptions of racial identity to the target than when assigning negative traits, greater attention was given to White faces, specifically eyes, suggesting individuation.

RACE AND SPATIAL LOCATION MEMORY

Nate Way, David Hamilton

UCSB — 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.

TO TRUST OR BE TRUSTED? THE EFFECT OF TRUST EXPECTATIONS ON INTRARACIAL AND INTERRACIAL COORDINATION

Lindy Gullett, Tessa V. West, New 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.

THE INFLUENCE OF DISCUSSING INTERGROUP COMMONALITIES AND DIFFERENCES IN POWER DISCREPANT GROUPS

Tessa West, Chadly Stern, New 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.

 WHICH CHILD IS NAUGHTY OR NICE? VISUAL ATTENTION DURING PERSON PERCEPTION

Amanda Sharples, Amanda Williams, Corey Lipman, Jennifer R. Steele, York 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.
Norms and Social Influence

A173
THE EFFECT OF FAVORS AND FEELINGS OF APOLOGY ON INCONSIDERATE BEHAVIOR Satoshi Yoo1,2, Toshikazu Yoshida1; 1Nagoya University, 2The Japan Society for the Promotion of Science — This study examined whether and how favors deter inconiderate behavior. The results showed that favors reduced noisy inconiderate 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, Nugler Armelle3, Moisuc Alexandrina1; 1Blaise Pascal University, 2Blaise Pascal University, 3Blaise 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 Hudzinski2, 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 experiimenter.

A176
ENERGY CONSERVATION AND PUBLIC BATHROOMS: THE POWER OF SOCIAL INFLUENCE Alexander Maki1, Patrick C. Dwyer2, Alexander J. Rothman2; 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, 2University of Washington — We investigated sex differences in normative beliefs about using condoms. Women believed that other people were having sex more often, had more sexual partners, had different 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. Differences in normative beliefs about using condoms. Women believed that other people were having sex more often, had more sexual partners, and important others would disapprove of them not using condoms.

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 Lewis2; 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 Lazowitz2, 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 Osnabrück — 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 Halbesleben2; 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’ confirmed 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 habitation.

**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 effect-
ive compliance tactic, but could decrease compliance if scarcity indi-
cates 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 CONSTRUAL AND ATTITUDE POLARIZATION**

Timothy Hayes¹, Wendy Wood¹; ¹University of Southern California — Polar-
ized 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 experi-
enced 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 con-
formed 13-51% more than those pro and showed significantly more atti-
dude change.

**A189**

**EXPECTATIONS OF DRINKING IN COLLEGE STUDENTS: THEIR
RELATIONSHIP TO ROOMMATE DRINKING PATTERNS**

Frederick D. Clavel¹, Patrick E. Shroot¹, Niall Bolger¹; 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 Queens-
land — Behaviors that occur in different contexts may be impacted
on by the norms of multiple ingroups, and the extent to which they con-
flit. Experimental and correlational studies demonstrate the divergent
effects of norm conflict on behavioral decision-making via changing effi-
cacy perceptions.

**A191**

**GENDER NORMS, INEQUALITY AND POWER: PREDICTING CONDOM USE
IN TANZANIAN RELATIONSHIPS**

Jennifer Harman¹, Michelle Kaufman², Deo Ng’wanansabi¹, Benjamin Kamala², Robert Karam², Anna McCartney-Melstad³; 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 moder-
ated 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 mim-
icry 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
SUPPOT REDUCES NORMATIVE INFLUENCE ON DRINKING
BEHAVIOR**

Megan A. O’Grady¹, Jerry Cullum², Patricia Sandoval², Stephen Ameli³, Howard Tennen³; 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) moder-
ated 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 NARCISSM,
ENY, AND CONSUMERISM?**

Kris Munaksh¹, Kimberly Knight¹, Carlos G. Flores¹, Joseph Salib¹, Kelly Campbell¹; ¹California State University at San
Bernardino — We examined the effects of reality television viewing on eny and consumerism. Findings indicated that watching reality tele-
vision was positively and significantly associated with envy and consum-
erism, 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**

Natasa Marrouch¹, John T. Jost¹; ¹NYU — We hypothesized that increasing system justification moti-
vation would increase one’s adherence to traditional gender roles. Consis-
tent 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: PROFANIY, 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 lan-
ger 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 profan-
ity.

**A197**

**NA-NA-NA BOO-BOO, I’M BETTER THAN YOU: PLURALISTIC IGNORANCE IN PERCEPTIONS OF SEX AND BODY IMAGE**

Sara Strever¹, Michelle Henny¹, Sabrina Roll¹, Helen C. Harton¹; 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 per-
ceived others to have, but there were no differences on behaviors.
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.

DON’T THINK ABOUT IT: COGNITIVE PROCESSING INCREASES SUSCEPTIBILITY TO THE DOOR-IN-THE-FACE COMPLIANCE TACTIC  
Matthew P. Kassner¹, William G. Graziano¹; ²Purdue 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).

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.

THE EXTENT OF INDIVIDUALS’ ENGAGEMENT IN INTERPERSONAL “RISKY” BEHAVIOR  
Alexandra Moisuc¹, Markus Brauer¹; ²Clemont 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 immoral behaviors.

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.

“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.

BREATHING FRIENDLY MAY NOT MEAN FRIENDLY BEHAVIOR: HOW CHEWING GUM MAY BLOCK THE POSITIVE CONSEQUENCES OF NONCONSCIOUS BEHAVIORAL FACIAL IMICRY  
K. Rachele 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. Participants 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.
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 IRRATIONAL EFFECT OF INCRIMINATING EVIDENCE** Bethany Burum, Daniel Gilbert; 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 irrational tendency to deny an undesirable response more when evidence could contradict them.

**A214**

**POWER AND LEGITIMACY: THE MODERATING EFFECT OF LEGITIMACY ON CONFORMITY** Nicholas Hays, Noah Goldstein; 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. Lutsky; 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 Han, Nathanael Fast; 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 Cahill; 1Geert-Jan Wilf; 2Gordon Kraft-Todd; 2Davis Bennett, Julie Rhee; 1Adam Mandelvie; 1Harvard University, 2Leiden University, 1University of New Mexico, 1Vassar — 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 Miura, Fujio Yoshida; 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. Walker, H. Colleen Sinclair, William Cockrell; 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 Estrada, 1Randall Chance; 2California 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 Lacasse; 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 Earl; 1Dolores Albarracin; 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. Jacobi; 1Kori Lynn Jackson; 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 Zweig; 1Jennifer S. Labrecque; 1Wendy Wood; 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. Coy; 1Benjamin Le; 2Jody Davis; 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
willingsness 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 Le2; 1Haverford College — We applied Rusbuldt’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
Elin P. Hennes1, Nevin Solak2, Gizem Sürenköy2, 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 Aycan2; 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 leadership and empowerment is strongest when the task entails low enrichment, and the person is low on autonomy but high on relatedness dimensions (Kagitçibasi et al., 1996).

A230
THINKING VERSUS FEELING: DIFFERENTIATING BETWEEN COGNITIVE AND AFFECTIVE COMPONENTS OF PERCEIVED CANCER RISK.
Eva Janssen1, Liesbeth van Osch1, Lilian 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, Deviita 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 Wills2; 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
De Leon 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. Worthington1, Christopher M. Casey2; 1University of Washington, 2Imperial College — We develop and test a model focused on the effects of three forms of trust—identification-, affect- and cognition-based—on knowledge workers’ trust form. Evidence 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; 1The Ohio State University, 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.
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.

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 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 asymmetric-competitive interactions was detrimental to outcome.

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.

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.

PROMOTERS VERSUS VICTIMS OF OBJECTIFICATION: WHEN AND WHY FEMALES DEHUMANIZE SEXUALLY OBJECTIFIED FEMALES

Elisa Puwa1, 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.

TOLERANT OF TOYOTA OR FAVORABLE TOWARDS FORD? LIBERALS AND CONSERVATIVES DISPLAY AVERSIVE BIASSES 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.

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).”

ASSESSING THE FIT OF INTERPERSONAL COMMUNICATION CODING SYSTEMS AT END-OF-LIFE

Maia 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.

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.

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.

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.

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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 Laplante, Francine Tougas2, Natalie Rinret3, Ann M. Beaton1, Christiane Ngo Manguelle1; 1McGill University, 2École nationale d’administration publique, 3Université de Moncton — This study evaluated gender-related, 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 Karpoff2; 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, Kimberly Weaver3; 1Philips-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 Karpinski2; 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 Montanaro1,2, Angela Bryan1,2; 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 Frazier1,2, Brian Nosek1, Jonathan Haidt; 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; 2University of Washington, 1University of Oregon — 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, 2University of Arizona, 3Hobart and William Smith Colleges, 4Ozarks 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 Dixon1, 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. Jacobson2; 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. Guadagno2, 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 Albarracin1;
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. Mohr2, Staci Wendt2, 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. Mahler1,2; 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. Reimer2; 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
EFFETS 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 demonstrated 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 comparison to after reaching the milestone; however, this pattern didn’t hold for players suspected of the performance-enhancing-drugs use, suggesting 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 Mech1; 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, curried out among teachers of secondary school.

**A276**
TOUGH CHOICES IN THE DESERT: THE PSYCHOLOGY UNDERLYING RESIDENTIAL WATER USE  
Anna Berlin1, Edward Sadalia1, 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.
FAMILY FUNCTIONING AND ADOLESCENT SOCIAL WELL-BEING AMONG SECONDARY SCHOOL STUDENTS IN BARBADOS
Nicora Stubbs;
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.

UNEMPLOYMENT AND LIFE SATISFACTION: MODERATING EFFECTS OF PERCEIVED EMPLOYABILITY AND SOCIAL SUPPORT
Nevin Solak1, Nebi Sümer1, Mehmet Hamza1;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.

FEELING OF CERTAINTY ENHANCES CONGRUENCY BETWEEN PERSONAL VALUES AND BEHAVIORS
Helene Font1, Markus Brauer2;1LAPSCO - Clermont Universite, 2LAPSCO - CNRS - Clermont Universite — 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.

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.

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.

PROCESSING FLUENCY DECREASES LANGUAGE STYLE MATCHING IN READING AND WRITING
Molly E. Ireland1, James W. Pennebaker2;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.

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.

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.

AFFECTIVE PRIMING WITH HIGH AROUSING PARAFOVEAL PRIMES
David R. Herrng1, Stephen L. Criles1, Katherine R. White1, Linsa N. Jabeen1, Jorge I. Zamora1, Ana R. Rodriguez2, Jatonne Y. Triana3, Alejandra Burielga4, 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 intentional bias of affective arousal.

POWER MOTIVATES SOCIAL CONNECTION FOLLOWING SOCIAL EXCLUSION
Jayanth Narayanan1, Kenneth Tai2, Zoe Kinias3;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.

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. Ledbetter2;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 anatmies. 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 Rounding2, 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 APOLGY 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, 2 University 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
Amame Kawano1, Masanori Takezawa2; 1Sophia University – Natural Pedagogy (Cibra & Gergely, 2009) is human-specific communication transmitting generic knowledge whose existence among children is experimentally well-established (Gergely, Kirany & Egyed, 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, Vladas Griskevicius2, Kristina Durante3, 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 Majeed2; 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 Sedlovskaya1, Joshua Ackerman2, John Bargh3; 1M.I.T., 2Yale University, 3University of Toronto – 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 Curren2, 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. Saucier 2; 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, Gerry Murray1, Michael A. Price1, Kelly R. Marsh1; 1University of New South Wales — We test the influence 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.

A321  
EYE ON THE PRIZE: SUBJECTIVE REWARD PREDICTS INITIAL DOMINANCE IN BINOCULAR RIVALRY  
Yael Granot1, Keren Kiger1, David Dunning2; 1New York University — Results demonstrate that learning the majority has an opposing viewpoint will necessitate more change in opinion and in perception of one’s options.

A322  
WHEN TIME FLIES: THE INFLUENCE OF CONSTRUAL LEVEL AND LEVEL OF SITUATIONAL CHANGES ON THE PERCEPTION OF TIME  
Jochim Hansen1, 2; 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 concrete 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, Valérie Repta1, Hymie Anisman1, Kimberly Matheson1, 2; 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 Cherkassky3; 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.
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 “hardheadness” 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**  
Donnah 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. Ferrell1,2, Brittany M. Riggin1, Ashley Montgomery2, Alicia Limke1; 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 Monamara1, James Lambdon2, Peary Brug1, Thomas Dacre1, Nicholas Cooper1,2; 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. Gaëlle Hortop1, Carsten Wrosh1, 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. Bailis1, 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, Kenneth 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 motivational primes primed with affiliation were most successful.

B16 THE EFFECTS OF CONTRAST LEVEL AND PERCEIVED CONTROLLABILITY ON THE NECESSITY JUDGMENTS OF A NEGATIVE EXPERIENCE. Ema Kuwayama1, Osamu Higuchi1, Koji Murata1; 1Hitotsubashi University — We 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.

B17 GOAL FUSION: WHEN THE GOAL BECOMES YOU. Jessica Curtis1, Edward Burkle1, 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; 1Skiudmore 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. Dawtry3; 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 Kruglanski2; 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 Tessa1; 1University of Connecticut, 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, Hagiya 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 Koestner4; 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 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 when 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 Reutner2, 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 Camevole1, Karen MacGregor1, Kentaro Fujita2; 1The Ohio State University — It is hypothesized that people have intuitive theories that greater abstract 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 distracting 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, Ham Veling1, Henk Aarts2; 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-Jiménez2; 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, Barbara Carnevale1, Karen MacGregor1, Kentaro Fujita2; 1The Ohio State University — 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 Taleyich1, Stephen J. Read2, David A. Walsh1; 1University of Southern California — We provide a general measure that can be used in any domain of real-life 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 CONTROL
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 Lohmus2; 1University of Bremen, 2University of Oldenburg — Implicit motives involve pictorial and emotional goal representations and generate 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
Toshikiko 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 college. 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 Aguilair2, Priscilla Fernandez1, P. Wesley Schultz2; 1Purdue University, 2University of Connecticut, 3 California 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 Graweys1, Kaitlin Spanjar1, Rachel Kallen3, Stephanie Chaudhuri 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, M.A.3, 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 Heckhausen2; 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 OBSESIVE PASSION AND PATHOLOGICAL ENGAGEMENT IN THE QUALITY OF MOTIVATIONAL INVOLVEMENT TOWARD VIDEO GAMES  Jeremie Vemer-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, Genevieve A. Mageau1, Robert J. Vallerand1; 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 Ozer2; 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.

B58  WHY PLAY DUMB OR ACT MEAN? USING COMPENSATION BETWEEN WARMTH AND COMPETENCE TO MANAGE IMPRESSIONS  Deborah Holoen1, Susan Fiske1; 1Princeton University – Do self-presenter 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. Goldenberg2, Nathan A. Hefflick3; 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 Verani1; 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 Barden2; 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 religiosity and risk behavior

Wendi Miller1, James Shepperd2; 1University of Florida – We tested a theoretical model that proposes upstream and downstream features of religiosity that are responsible for lower rates of risk behavior among religious adolescents. Ninth-graders (N=1428) completed an online questionnaire that measured religiosity, upstream and downstream features of religiosity, and risk behavior. Analyses generally supported the model.

**B64**

BEWARE OF COMPARING: PEOPLE DISLIKE SELF-SUPERIORITY CLAIMS BECAUSE THEY SEE 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 Slotter2; 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

Felicia Webb1, Kahill 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 Areola1, 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

Kathryne 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 behavior 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. Deci2; 1University of Rochester, 2Stevenson University – 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 Guerrettaz1, Robert M. Arkin2; 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 NARCISISM 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. Gardner2; 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 Strawsinska1,2,3, Laura A. D’Andrea4, Tadeusz Nowak2,4, Andrzej Nowak2,4; 1Queens College, CUNY, 2Warsaw School of Social Sciences and Humanities, 3Florida 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 their 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. Naufel2; 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 Kural1, Cynthia Pickett2; 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 Okawa1, Haruka Okawa1; 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-TAN-AVERAGE EFFECT Corey L Guenther1, Elizabeth A Timberlake2; 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, Berkley — 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 Heller2; 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 Cheng; 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 Rubin; 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 Sott; 1Leandre Fabrigar1, Louise Wasyliw2, Lizabeth Deciano3; 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 Leary; 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 DeHaan; 1Edward DeCl1, 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.
Self-Regulation

B100
DON'T GET CAUGHT UP IN OTHER PEOPLE'S ANGER: THE IMPACT OF VICARIOUS EMOTION ON SELF-CONTROL  A. Hahn1, W. C. Pedersen1, T. F. Denson2, C. Caldera1, S. Fuentes1, W. Herrera1, J. Lopez1, J. Nieva1, M. Romero1, C. Shibata2, T. Stribling1, E. Vaughn2; 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 Eglin1, 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? HARNESING 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 Carocco1, 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-control capacity.

B105
HOW BIG IS YOUR EGO?: DEVELOPMENT AND VALIDATION OF AN EGO DEPLETION INVENTORY Stephen Miller1, Yuliyana Beleva1, Lori Garner1, Andria Zaveri1, 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 Carvallo1, 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, 2Ochanomizu 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 Shapira2; 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 expectancies and performance over reappraisal, suppression, and control conditions.

B110
ASSUMPTIONS ABOUT “INTENTIONS OF WORDS AND ACTIONS BY OTHERS” AND SUPPRESSION OF EMOTIONAL EXPRESSIONS Hirona 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. Neals1,2, John M. Zelenski1,2; 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.
WHERE COULD WE STAND IF I HAD…? HOW POWER AFFECTS MESSAGING RATE, URGENCY, AND USE AT INAPPROPRIATE TIMES LOSING CONTROL: SELF-CONTROL AS A PREDICTOR FOR TEXT SHIFTS TO ENHANCEMENT

SHIFTS TO ENHANCEMENT

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.

DISTINGUISHING BETWEEN FORMS OF SELF-CONTROL Erin K. Davison1, Rick H. Hoyle1, Kimberly N. Gajewski1, 2, 3 Duke University, Emory 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.

THE EFFECTS OF DELAY-DISCOUNTING, SENSATION-SEEKING, AND PEER GROUP ON DRINKING IN ADOLESCENTS Yuki Shibata1, 3, Osaka 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.

SELF-REGULATORY DEPLETION AND ATTENTION: WHEN IMPAIRMENT SHIFTS TO ENHANCEMENT Michael J. Cahill1, 2, Amanda C. Meyer1, 2, Thomas L. Scott1, Stephanie Parker1, Chris Newberry1, Saint Louis University, Washington 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.

LOSING CONTROL: SELF-CONTROL AS A PREDICTOR FOR TEXT MESSAGING RATE, URGENCY, AND USE AT INAPPROPRIATE TIMES Rosanne Roy1, Teresa Madruga1, Andrew G. Heise1, California State University, Stanislaus — We examined the relationship between texting behaviors and self-control. Results indicate participants low in self-control tend to 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).

WHERE COULD WE STAND IF I HAD…? HOW POWER AFFECTS COUNTERFACTUAL THINKING AFTER FAILURE Annika Scholl1, Kai Sassenberg1, Knowledge 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.

REEFER MADNESS: EXPLORING THE CAUSAL RELATIONSHIP BETWEEN EXECUTIVE FUNCTIONING AND CANNABIS USE Erika A. Henry1, Akira Miyake1, Tiffany A. Ito1, University 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.

I FEEL BLUE AND CAN’T GET GOING*: DEPRESSION MODERATES THE INTENTION-ACTION LINK Linh Tchang1, Sebastian C. Wagner1, 2, Gertraud Stadler1, Lesley A. Hernandez2, Lena Kraemer3, Columbia University, University of Frankfurt, University 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.

PROACTIVE VERSUS REACTIVE BARRIER PLANNING: INVESTIGATING THE UNDERLYING MECHANISM OF TWO DIFFERENT TYPES OF PLANNING FOR IMPLEMENTING BEHAVIOR CHANGE Sebastian C. Wagner1, 2, Lesley A. Hernandez2, Gertraud Stadler1, Caterina Gawrilow2, Niall Bolger1, Columbia University, Goethe 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.

EXECUTIVE FUNCTIONING AND CANNABIS USE

I KNOW I CANNOT RESIST THE TEMPTATION: EGO DEPLETION AS A CUE TO Activate-counteractive SELF-CONTROL Lile Jia1, Edward R. Hirt1, Indiana 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.

DO DEPRESSED INDIVIDUALS HAVE LATER INTENTIONS OR TROUBLE TRANSLATING THEIR INTENTIONS INTO ACTION?
**B125**

**THE EFFECTS OF REGULATORY FOCUS ON SELF-ENHANCEMENT BIAS: A SOCIAL RELATIONSHIP MODEL APPROACH**

Yi Cheng1, Jen-Ho Chang1, Jenny Su2; 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 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.

**B128**

**BELIEFS ABOUT A TASK’S SELF-CONTROL DEMANDS CAN MODERATE EGO DEPLETION**

Nicholas Freeman1, Crystal Rohwer1, Jennifer Ferrell1; 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.

**B129**

**METAREGULATION: A NEW APPROACH TO UNDERSTANDING SELF-REGULATORY SUCCESS**

Brittany Eckard1, Sarah Corrigan1, 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 Dettloff1, 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 Krizan2; 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 Huston 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 minimalization, 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 Dillen1; 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 Rechter1,2, Noga Sverdluk1,4; Ono Academic College, The Hebrew University, The Open University of Israel, Interdisciplinary 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 Dazzi2; University of Milano - Bicocca, University of Twente, University 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; University 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, Virginia 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; Texas A&M University-Commerce, Transylvania 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; Texas 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

Naoli Sbai1, Michel Dubois1, Rémi Kouabane1; laboratoire 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 Petrican1, Tammy English2, James Gross2, Cheryl Grady3, Morris Moscovitch1,2; University of Toronto, Stanford University, Rotman 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, Deepthi Duggal1; Shammukh Kamble1, Emily Butler1; University of Arizona, Karnatak 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-Prince1, Karen Peereboom1; Case 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; University 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; San 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 Kayai1, 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 Ho1, Helene Fung1; 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 on 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?
Joceffen De Leersnyder1, Batya Mesquita1, Heejung Kim1; 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 Monter2, 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 Wigboldus2; 1Behavioural Science Institute, Radboud University Nijmegen — We tested the spontaneous activation of emotion-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 emotion-gender associations in a surprise memory task.
B163

MEN AND WOMEN HOLD THE SAME GENDER-RELATED STEREOTYPICAL ATTRIBUTIONS OF DISGUST SENSITIVITY Alexander Skolnick1, Katerine Bascom2, 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 Eros1, 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 Yoo2; 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 demonstrated that happiness leads individuals to rely on currently dominant processing styles (local or global), whereas sadness reverses these tendencies.

B167

PRESEIDENTIAL RALLY EFFECTS AND BIN LADEN’S DEATH: THE RELATIONSHIP BETWEEN NEGATIVE EMOTIONS AND PRESIDENTIAL SUPPORT Stephanie Peak1, Wade Eadeh2, Alan Lambert2, John Paul Schott1; 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 Tybur1,2, Angela D Bryan1,3; 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 King2; 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 montagrin1,2, Claudia-Maude Mailloux Stohler1, David Sander1,2; 1Laboratory for the Study of Emotion Elicitation and Expression (E3 Lab), Department of Psychology, University of Geneva, Switzerland, 2Swiss Center for Affects 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 Zomeren1,2, Emilie 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 Tecle1, 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 Rauers1, 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 Skogsbreg1, 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 Layous1, 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.

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 less 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 Briñol2; 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 Sheeran1; 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 Oceja2, Sergio Saligado1; 1University of Laval, 2University of 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: ATITUDES 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 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 Hashimoto1,2; Kaori Karasawa2; Japan Society for the Promotion of Science, 1University 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; 2Eindhoven 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 persuasive behavior 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. Hyeyeon Hwang1, David Traffimow1; 2New 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; 2Duke 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; 2Southern 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; 2Stephen 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 (α = .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; 2York 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; 2CUNY Graduate Center/Brooklyn College, 3Brooklyn 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; 2University 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. Confidate 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. Lehr1,2, Greg Willard1, Peter B. Gray1,2, Caitlin R. S. Merrill1,2, Harvard University, 2University of Missouri, Tusculum 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.

B198
INTOLERANCE OF INTOLERANCE: THE LIMITS OF LIBERAL WORLDVIEWS. Nolan Ramzy1, Kenneth Vail1, Jamie Andt2, 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; 2Loyola 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, Demot 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 discussed 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. Wegener2; 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. Barton3; 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  
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 Iyer1, 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 Albarracin1; 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. Nadolny1, David Cwir2, 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 AMERICANS’ 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. Fiske2; 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 DENIERGATION 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) misclassified 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 Kinias2; 1INSEAD — This study correlationally 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
COPIING COLLECTIVELY: CLARIFYING THE RELATIONSHIP BETWEEN PERCEIVED ILLEGITIMACY OF DISCRIMINATION AND SELF-ESTEEM AMONG MEMBERS OF DISADVANTAGED SOCIAL GROUPS H. Robert Outter1, 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 Morrison2; 1University of
Chicago — This study examined how information about institutional rac-
ism 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 institu-
tional 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 Ginges2; 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  Apty 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 pro-
mote 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
Roszcynska-Kurasinska1, Marta Kacprzyk1, Andrzej Nowak1, Anna
Banaszkiewicz1, 1University of Warsaw — We examined the effects of part-
ner’s group membership on the dynamics of trust in an iterated two-per-
son 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 posi-
tivity 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 Esbes1; 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 preju-
diced, 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 pro-
cess accounts of recognition bias.

B233
METASTEREOTYPES AND INTERGROUP RELATIONS: THE ROLE OF
VALENCE  Lori Vezzali1, Dino Giovannini1, Giulia Salzillo1, Margherita
Righi1; 1Department of Education and Human Sciences, University of Modena
& Reggio Emilia — We tested whether positive metastereotypes have ben-
eficial 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 neg-
ative, 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 mem-
bers’ 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 — Nor-
malizing 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. Garcia2; 1University of California,
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, rela-
tive to baseline, strongly (but not weakly) ethnic-identified White hetero-
genital 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 Anderson2;1 Iowa State University — The goal of the present study was to test the effects of insecure, neutral, and secure attachment primes on implicit bias outcomes. Results found that participants in the secure attachment prime condition yielded significantly lower implicit bias outcomes, relative to participants in the neutral and insecure prime conditions.

B238
Aneta Rattan1, Carol Dweck1;1 Stanford 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;1 University 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;1 University 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;1 University 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’ partisanship and willingness to sacrifice civility when advocating for morally-mandated policies. In recent research on moral convictions suggests that people may be willing to sacrifice civility when advocating for morally-mandated policies. In recent research on moral convictions suggests that people may be willing to sacrifice civility when advocating for morally-mandated policies.

B242
PRESENTING WARMTH TO MAKE COUNTER-STEREOTYPING A MORE EFFECTIVE BIAS-REDUCTION STRATEGY FOR WOMEN
Jeff Stone1, Elizabeth Focella1;1 University 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 King1;1 Williams 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 social status, targeted social referencing, and the spotlight effect.

B244
GOT PAIN? RACIAL BIAS IN PERCEIVING OTHERS’ PAIN
Kelly Hoffman1, Sophie Travalier1, Adam Waytz2;1 University 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;1 UCLA, 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.
María von Oettingen1, Amélie Mummendey1, Melanie Steffens1;1 University 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, Hiroiyuki Yamaguchi1;1 Kyushu 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 MacImln1, Gordon Hodson1;1 Brock University — Using an experimental sexual attraction false-feed-back 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.
Racial-minority and racial-majority group members reported confronting the perpetrator.

Friends or family members, discriminate against a racial-minority group with their behavioral responses to witnessing strangers, compared to more negative emotional reactions and less satisfaction and confidence. Individuals who strongly believe in a complementary world are consequently more likely to support hierarchy-attenuating policies.

Two experiments examined the effects of multiculturalism, colorblindness decreased prejudice toward Hispanic-Americans, but not legal or illegal immigrants.

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.

Factors that influence responses to witnessing discrimination Robyn Mallett, Hilary Slover; Loyola 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.

The effects of sociocultural ideologies on prejudice toward Hispanics with different immigration status Alyssa Gaudet, Kumar Yogeewarans; University 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.

Complementary worldview as a motivator to redress inequality Tomoko Ikegami; Osaka 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.

Communicating ingroup criticism: a step towards reducing misunderstandings between groups Maayan Dvir, Tamar Saguy, Eran Halperin; Interdisciplinary 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.

How do minority and majority group members differ in their responses to recalling discrimination? Norann Richard, Stephen C. Wright; Simon 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.

The language of social movements and group identity: African-Americans' tolerance towards “gay rights” versus “civil rights” for gays. Or'Shaundra Benson; DePaul 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.

Men’s resistance to confrontations about sexism: Using linguistic markers to examine changes in resistance Stephanie Luca, Mindi D. Foster; Wilfrid 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.

Ageism at work: impact of a multi-age perspective and of intergenerational contact Caroline Iweins de Wavrans, Florence Stinglhamber; Université 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).

When diversity is too much: effects of superordinate group inclusiveness Janine Dieckmann, Melanie C. Steffens, Amélie Mummendey; Friedrich Schiller University Jena, Germany—Superordinate groups (SOG) are ingroups at a higher self-categorization level. In our research, we directly address intra-group 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.

Not all apologies are created equal: evidence that affirming group identity can increase intergroup forgiveness in women Steven Arthur; University 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.
EUROPE’S REAL AND PRESENT THREAT: AN ANALYSIS OF MODELS OF DIVERSITY IN FLEMISH-BELGIUM

Kaat Van Acker1, Batja Mesquita1, Norbert Vanbeselaere2, Karen Phalet1; 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.

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.

INTERGROUP DISTINCTIVENESS AND INTERGROUP DIFFERENTIATION: THE MODERATION OF REFLECTIVE AND REACTIVE DISTINCTIVENESS PROCESSES BY PRO- AND ANTI-DISCRIMINATION INGROUP NORMS

Fabrice Gabarro1, Juan Manuel Falomir-Pichastor2, Gabriel Mugny2, Clémentine Bry1; 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.

INTERGROUP ANXIETY AS A LIMITATION OF IMAGINED CONTACT INTERVENTIONS

Manana Jaworska1, Paulina Górska1, Michał 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.

THE EFFECTS OF OUTGROUP CONTACT AND SOCIAL IDENTITY ON NEGATIVE OUTGROUP ATTITUDES

Asha Jassani1, Patricia A. Lyons1, Jared B. Kenworthy1; 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.

THE POSITIVE EFFECT OF PRIMING INTERRACIAL INTERACTIONS ON YOUNG CHILDREN

Arianna E. Eason1, Sarah E. Hailey1, Angela L. Senn2, 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.

THAT’S SO GAY: THE RELATION BETWEEN ATTITUDES TOWARD HOMOSEXUALS AND THE USE OF THE EXPRESSION ‘THAT’S SO GAY’

Victoria M. Essex1, 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.

THE MAKING OF AN AMERICAN PLURALISM: MULTIPLE ETHNIC DISTINCTIONS INCREASE NATIONAL INCLUSION

Thierry Devos1, David Hamilton2, Hafsia 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.

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.

INVESTED OR INVASIVE: APPLYING THE INVESTMENT MODEL TO UNDERSTANDING OBSESSIVE RELATIONAL INTRUSION

Katherine Collier1, H. Colleen Sinclair2; 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.

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; 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.

PERCEIVED TYPICALITY OF PARTNER AGGRESSION

Kaleigh Sands1, Ximena Amraka1, Lisa Cravens-Brown1; 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 Smolders2, Wijnand Usselteijn3, Yvonne De Kort4; 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. Conroy3, Patrick E. Shront4; 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 equivalence, 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, 3University of California, Los Angeles — 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 attention to ads and products that signal an opportunity to reconnect with others.

B284
DEPENDS ON YOUR DEFINITION: ATTITUDE CHANGE AND DISSONANCE IN INFIDELITY Jana Hackathom1; 1Murray State University — The current study examined the existence of cognitive dissonance processes in infidelity. Results indicated that individuals who wrote pro-monogamy or radio essays 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 Jordan2; 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. Gonzalez2,1; Emily M. Maywood1; 1Harmony 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 Tran; 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 Javan1, Anika Rasheed2; 1SiSi Tran; 2University 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 He1,2; Anbo Yang2; Dong Xie; 1Dong Hua University, Shanghai, China; 2East China Normal University, Shanghai, China; 1University 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 identifying 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’ unconventional-ity.

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-

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 relation-

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 Osvold1, Julie A. Bronson2; Linda K. Actellia; Mai-Ly Nguyen2; 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 anticipat-

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; Western 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**

Darshan Anderson1; Oklahoma State University-Stillwater —

The development and validation of the Goal Multiplicity Scale are discussed as well as 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; University of Baltimore, Albright 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. Powell2; Georgia 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; San 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**

Immaculada Valor-Segura1, Francisca Expósito1, Moya Miguel1, Esther Kluwer2; University of Granada, Utrecht 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 Gasper2; The 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**

Yanhu Chong1, Daniel Grün1; North 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; University 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; University 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 Case2; Macquarie University, Macquarie University, Macquarie University —

Participants were required to make cost-and-benefit decisions about 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.

**B310**

**I NEED (PREFER) A HERO: MATE PREFERENCES FOR COURAGE**

Garrick D. Garcia1, Teresa M. Madruga1, Victor X. Luevano1; CSU 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; University 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 Schuykill — 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 Actiell¹; 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. Luevanós¹, 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**  Mattityahu 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 Gonzalez¹, 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 Bercholz¹, 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 Bernstein, Heather Claypool; 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 Elshout, Ilja van Beest, Rob Nelissen; 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 Eck, Christiane Schoel, Rainer Greifeneder; 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 Pease, James Wirth, Eric Wesselmann; Michael Bernstein; 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 Boucher; 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

Attitudes/Persuasion

C1 WHEN AN IMPLICIT MEASURE LEADS TO EXPPLICIT LIKING: CONDITIONING WITH THE AFFECT MISATRIBUTION PROCEDURE
Rebecca Weil1, Eva Walther2; 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., specific 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 EXPPLICIT 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 EXPPLICIT 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 Albarracin1, Rick Zimmerman2; 1University of Illinois at Urbana-Champaign, 2George Mason University – Previous research on the persuasive efficacy of fear appeals has led to generally conclusive 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 EXPPLICIT ATTITUDES ON SMOKING AND SMOKING BEHAVIOR.
Chihiro Kobayashi1, Kei Hira1, 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 Cooper2; 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 Tommala2, Derek Rucker2; 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.
Jackson reduces bias-perception toward opponents. This empirically demonstrated that visual which influences one's social perception, is derived from confidence per-

one's objectivity/naive realism. We hypothesized that naive realism,
bias-perception toward opponents results from overconfidence about

for both. Belief in absolute evil was the most important factor in predict-

evil, belief in absolute good, and belief that everyone has the capability

dears of the political candidates and found that people altered their lay/

2011 Canadian national election we presented people with past mis-

deeds 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.

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.

THE EFFECTIVENESS OF ANALOGIES AS A FACILITATOR OF NEW PRODUCT ACCEPTANCE: SELF-REGULATION FOCUS AS A MODERATOR

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.

DICHOTOMIZED BELIEFS ABOUT GOOD AND EVIL: TOWARDS THE CREATION OF A NEW MEASURE

Recent theoretical and empirical studies suggest 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.

DOUBT YOUR EYESIGHT BEFORE CRITICIZING YOUR OPPONENTS: THE EFFECT OF VISUAL ILLUSION ON NAIVE REALISM "I'M RIGHT AND OPPONENTS ARE BIASED"

A three-factor “Dichotomized beliefs about good and evil” measure was developed. The factors pertained to absolute evil, belief in absolute good, and belief that everyone has the capability to change. Belief in absolute evil was the most important factor in predicting support for violence, above and beyond demographics.

HOW LAY THEORIES REGARDING CHANGE HELP RATIONALIZE POLITICIANS' PAST MISDEEDS.

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.

RECALIBRATING VALENCE BIASES TO PROMOTE CHANGES IN RISK TENDENCIES

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.

DISTRACTION REDUCES THE EFFECT OF PERSUASIVE-ARGUMENT QUALITY ON ATTITUDES, UNLESS INDIVIDUALS THINK UNCONSCIOUSLY

An 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.

CONSIDER THE SOURCE: PERSUASION OF IMPLICIT EVALUATIONS IS MODERATED BY MANIPULATIONS OF SOURCE CREDIBILITY

Researchers commonly attempt to change evaluations using different methods based on whether the targeted evaluation is explicit or implicit. 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.

LEGITIMACY FROM LONGEVITY: TIME IN EXISTENCE AUGMENTS THE CREDIBILITY OF SOCIAL BELIEFS

In Study 1, we investigated the impact of longevity on perceived belief credibility. 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.

GREEN VS. ENVIRONMENTALIST: DO WE HAVE A PREFERENCE?;

We examined whether people have more positive attitudes for the term "green" than environmental. The present study examined if people have more positive attitudes for the term "green" over "environmental" when referring to issues related to the environment. Results indicated that younger people showed no preference, but older people preferred "green" over "environmental".

THE EFFECTS OF ATTITUdINAL AMBIVALENCE ON BEHAVIORAL INTENTION FORMATION

We examined the predictors of behavioral intention among ambivalent people. Results indicated that attitu-
dude did not predict intention but subjective norm and perceived behav-

oral control did. Findings suggest that attitude is less likely to affect intention relative to other predictors among ambivalent people.

THE EFFECTS OF INTROSPECTION ON ATTITUDE-BEHAVIOR CONSISTENCY UNDER LOW-DELIBERATION

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. Gretton1,2, Richard J. Beninger2, Leandre R. Fabrigar3; 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
ATTRIBUTES OF RESPONSIBILITY FOR ACCOMPLISHMENT RAPE BASED UPON RACE AND RESPECTABILITY
Eric Dupuis1, Jason Clay2; 1Loyola University, New Orleans — This research examined attributions of responsibility to victims and perpetrators of acquaintance rape. Respectability significantly predicted victim responsibility (Mgood = 20.91, Mbad= 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 implicit and explicit measures of prejudice. Specifically, for participants whose attitudes toward equality were “strong”, the relation between implicit and explicit prejudice was stronger. More explicitly prejudiced participants showed a stronger relationship between implicit and explicit prejudice than less explicitly prejudiced participants.

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 TOWARD SOCIAL GROUPS
Adam Hahn1, Charles Judd1, Irene Blair1, Helen 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 relationship with IAT scores.

C32
SPILLING INK: MOTIVATIONAL PROCESSES IN THE AFFECT MISATRIBUTION 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. Heider1; 1Stephen F. Austin State University — To assess the attitudes of former high school teachers 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 A. 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 S Barbara¹; 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 CWE and more longing reported better SA.

C42 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.

C43 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.

C44 DIMENSIONS OF THE PROTOTYPE OF HOOKING UP. Sal Meyers¹; ¹Simpson College — The present research seeks to understand the meaning college students attribute 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.

C45 SMELLING VANILLA REDUCES FEELINGS OF CONNECTEDNESS. Kenneth Tai¹, Jayanth Narayanan¹, Xiuping Li¹, Jared Nai¹, Haresh Totlani¹; 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.

C46 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.

C47 ATTACHMENT-BASED RECALL OF ACUTE PHYSICAL PAIN & SOCIAL SUPPORT. Carol L. Wilson¹, Mollie A. Ruben²; ¹University of Minnesota — To examine the ironic effects of perspective-taking on ego-centric 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.

C48 RELATIONSHIP DISAPPROVAL IN INTERCULTURAL RELATIONSHIPS. 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
Mingjun Cha1; Yonsei 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; Baylor University — In a study of unrequited love experiences, 318 participants wrote autobiographical narratives about a “Would-Be Lover” or “Rejecter” 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; Elysia Amoroso1; University 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 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 SOCIALY REJECTED VS. BEING ROMANTICALLY REJECTED
Fionnuala A. Butler1; University 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 Ilkizer3; Developmental 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 Reeder3; Ralph Erber4; DePaul 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.

C58
HOW DO I SEE YOU? PARTNER-ENHANCEMENT IN DATING COUPLES
Marian Morry1; Mie Kito2; University 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 M. Machet1; Loyola 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 Carsewell1; Eli Finkel1; Northwestern 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 Finkel1; Nate Lambert2; Grainne Fitzsimons3; Preston Brown1; Frank Fincham3; Texas A&M University, 2Northwestern University, 3Florida State University, 4Duke FQUA 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; Mississippi 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; Nebraska 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.
C66 CULTURE OF HONOR AND FEMALE ATTRACTION PREFERENCES: THE ROLE OF FACIAL FEATURES Kiersten Baughman1, Ryan P. Brown2; 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.

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; 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.
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. Tumer1, 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. Cooslen1, 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: and health growth trajectories. Growth curve analyses of a longitudinal 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.

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. Rook1; 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. Loving2; 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. Green2; 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 Camellley1, Erica Hepper1, Angela Rowe2, Gizem Arikan1, Richard Gramzow2; 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 Shiffrar3; 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.
C90 TIMING OF PUBERTAL DEVELOPMENT PREDICTS DISTINCTIVE PATTERNS OF PHYSIOLOGICAL STRESS AMONG NEWLYWED COUPLES Lindsay A. Beck1, Rebecca Lieberman1, 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; UC 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 Corkrey1, 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. Casey4, Benjamin H. Seider1, Giovanni Coppola1, Jessica Lane2, 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.
C100
ENJOYING BAD NEWS AND SUFFERING GOOD NEWS: IN-GROUP IDENTIFICATION AND THE JOYS OF SCHADENFREDUERE 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 SCHADENFREDUERE OR CHEERS FOR THE UNDERDOG
Sung Hee Kim1, Katie Boucher2, Richard H. Smith1, Rosanna K. Smith1; 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 SCHADENFREDUERE
Rosanna Smith1, Stephen M. Thielke2, Sung Hee Kim1, Richard H. Smith1; 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 Califonia, 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, Kamberlee 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?
Tchiiki 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; 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; 1University of Michigan, Ann Arbor — 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.

C116
DISCRETE EMOTION AND RISK: DISTINCT COMPONENTS OF ANGER DIFFERENTIALLY AFFECT RISK TAKING

Jolleen 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.
effect are due to an emotional bias. In contradiction to this explanation, students exposed to a disjoint manipulation expressed harsher explicit moral disapproval, but did not attribute higher degrees of intentionality.

C125
RIGHT FRONTAL EEG ASYMMETRY PREDICTS EMOTIONAL 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 empathetic 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 Barrett5; 1Northeastern University, 2Harvard University, 3Martinos Center for Biomedical Imaging, 4National Institute of Mental Health, 5Center 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 Fugate1,2, Maria Gendron1,2, Katie Bessetta1, Lisa Feldman Barrett1,3, Boston College, 2Northeastern University, 3Harvard University — Participants demonstrated different natural looking patterns (using conventional eye-tracking 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. Forest1,2, David R. Kille1, Joanne V. Wood3, John G. Holmes1; 1University of Waterloo, 2University of Naples, 3Yale University — 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 Tennessee- Chattanooga, 2The University of Iowa — 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 Craun2, Kelly Grob3, 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-
NOT ALL POSITIVE EMOTIONS LOOK THE SAME: DIFFERENTIATING HOPE & CHALLENGE  Leslie Kirby1, Craig Smith2, Rebecca Garden3; 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.

EMOTIONAL CLARITY AND PSYCHOLOGICAL ADJUSTMENT: A LONGITUDINAL STUDY WITH FIRST-YEAR COLLEGE STUDENTS. Ana Isabel Lage-Ferreira1, Paulo Nuno Lopes2, Luisa Lima3; 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.

HOVER DESIRES IS ALWAYS POOR: HIGHLY VALUING HAPPINESS PREDICTS DEPRESSION SYMPTOMS SIX MONTHS LATER  Craig L Anderson1, Isis 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.

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.

DOES SELF-COMPLEXITY BUFFER AGAINST INTERPERSONAL DISTRESS? Samantha Saks1,2, Paul Duberstein1,2, Michael Hoerger1,2; 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.

DOES NOSTALGIA BUFFER OR ENHANCE THE IMPACT OF HOMESICKNESS? Kassandra Plante1, Frederick M. E. Grouzet2; 1University of Victoria — In a daily diary study we investigated the relationship between nostalgia, homesickness and well-being 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.

IDENTITY THREAT IN PRACTICE: HOW GENDER STEREOTYPES RELATE TO FEMALE SURGEONS’ WELL-BEING  Arghavan Salles1,2, 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.

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.

THE EFFECTS OF STEREOTYPE THREAT ON STATE LEVELS OF STIGMA CONSCIOUSNESS AND OVERALL PERFORMANCE ON A STEREOTYPE-RELEVANT TASK  Gwenth 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.

EXPLORING THE STEREOTYPE THAT MEN ARE FUNNIER: THEY TRY HARDER  Laura Mickes1, Julian Parrish1, Travis Carlisle1, Vivian Hwo1, 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.

THE ROLE OF RELATIVE STATUS, BENEVOLENT SEXISM ATTITUDES, AND GENDER IN JUDGMENTS OF SEXIST BEHAVIOR  Rachel C. O’Connor1, Abdiel J. Flores1, Sara Chapman3, Tanya A. Chavez1, Michael L. Estrada1, Marissa L. Salazar2, Abigail B. Webb1, Abigail B. Webb1, Victoria A. Macina2, Amy M. Arambulo2, Dana N. Peralta2; 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, Tone 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 Mannino1; 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/explicit sons R2=.13, ?=-.37, p<.05).

C153
UNCOVERING THE CONTEXTS OF CONFRONTATION: FAIRNESS PROMOTES THE CONFRONTATION OF SEXISM Heather M. Rasinska1, Stephanie Fowler1, Chelsea Wymen1, Juliana Black1, Jacquelyn Smoktonowicz2, 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 Shaffer2, Radmila Prislin2, 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 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. Esbes1, Lynne M. Jackson3, 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** Andrea C. Kenrick1, Stacey Sinclair2; 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.
C174
HANGING 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 inter- sectional 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 ENVIOUS 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).
C186  
GROUPS AS JUSTIFICATION FOR BLATANT RACE STEREOTYPING  
Erin Cooley1; B. Keith Payne2; 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 Hall1, Joseph Frank1, 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 Cotrell1; 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 affects 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 attitudes. 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 Eysel1; 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.

C195  
DESTIGMIZATION BY ASSOCIATION: NEGATIVELY STEREOTyped INDIVIDUALS MAY BENEFIT FROM POSITIVELY STEREOTyped FRIENDS  
Meghan McDonald1, Bradley M. Weiss1, 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.

C196  
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 Kamali1, 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.
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; Kecla 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 ATTRACTION TRAINING EFFECTS OVER TIME
Amanda Culver1, Tracie L. Stewart2, Ioana M. Latu2, Ashley C. Myers3, 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 find 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. Martinez2, Fred Loy2, Paul K. Piff1, Stephen P. Hinshaw1, Rodolfo Mendoza-Denton2; 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 Ahn2; 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; 1University of St Andrews –

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 Semmani-Azad1, Lian Huwien1, Douglas Brown1, Wendi Adair2; 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 Cosby1; 1University of Wyoming, 2Okinawa Institute of Science and Technology, 1George Mason University, 2Okinawa Institute of Science and Technology, 1Opportunities, 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 DENIATION, 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-eminently 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 Kugihara2; 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. Anderson2, I. Iowa 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 McGue2; 1University of Minnesota, 2University of Virginia — 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, Daniella Grimm2; 1California State University, Northridge, 2University 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 upon 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 Motyl1, Suzanne Soule2; 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. Goertch1, Nancy G. Guerra2; 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 Burkle2; 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 Hütter2; 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
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 Arbogast2; 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. Napier3; 1University 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 Hasan2, Brad J Bushman1,2; 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-Munoz2, Isabel Carmona3; 1Autonomous 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 PRO-SOCIAL AND ANTI-SOCIAL BEHAVIORS
Amber DeBone1, Loni Petricone2, Andrew D’Agostino2, Marja Kalas2, Jackie Ansbro2, Molly Orth2, Debbera Baldwin2, Sana Bhatti3; 1University at Albany - SUNC – 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.

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, University 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 Saults1, Bruce Barthlow1; 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
Matthew Lupoli¹, 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, Alberto Maydeu-Olivares¹,², Antonio Andrés-Pueyo¹; ¹Universitat de Barcelona, ²ICREA, Institució Catalana de Recerca Avançada — 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 contexts 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; ¹Université catholique de Louvain — Can religiosity 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.
Assessment

D1 THE EFFECTIVENESS OF VARYING RELATIONSHIP ASSESSMENTS’ PREDICTABILITY OF RELATIONSHIP SATISFACTION IN EARLY MARRIAGE Jonathan Beber1, Gian Gonzaga1, Heather Setrakian1; eHarmony 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 Balch2; Penn 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; Dickinson College — Three studies showed reliability and validity of a new moralization of smoking scale. Exploratory and confirmatory 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; Washington 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; Tufts University, Cambridge 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; East 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. Rogge2; University 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.

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 Birdsaill1; Simon 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. Freeman1, Anthony G. Greenwald2; University of Washington, Tufts University — Do hand motion trajectories in categorization tasks reveal response competition? In two experiments, participants completed a Stroop task and a similar task using Mousetracker, 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; University 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; Pacific 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 Wrezus\textsuperscript{1}, Gert G. Wagner\textsuperscript{2, 2}, Michaela Riediger\textsuperscript{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 Barchard\textsuperscript{1}; 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. Heider\textsuperscript{1}, Jessica L. Hartnett\textsuperscript{2}, John E. Edlund\textsuperscript{3}, Emmanuel J. Perez\textsuperscript{1}, John W. Harden\textsuperscript{4}; 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, causal, 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 Jacoby\textsuperscript{1}, Kai Sassenberg\textsuperscript{1}; 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 Keaton\textsuperscript{1}, Charisse Corsbie-Massay\textsuperscript{2}; 1University of Southern California, 2University of Louisiana State University – 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. Webster\textsuperscript{1}, Donald A. Saucier\textsuperscript{1}; 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 valuable 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. Petersen\textsuperscript{3}, Jon E. Grahe\textsuperscript{2}, Michelle L. Ceynar\textsuperscript{2}, Teru Toyokawa\textsuperscript{2}; 2Pacific University School of Professional Psychology, 3Pacific 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 Wageman\textsuperscript{1}, Ryan Howell\textsuperscript{2}, Michael Cassens\textsuperscript{2}, Joanne Frattaroli\textsuperscript{1}; 1California Lutheran University, 2San Francisco State University, 3Irving College, 4University of California, Irvine – Three separate Academic Entitlement (AE) scales were validated and consolidated into a single instrument (? = 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 TREAT DESIRABILITY  Steven Ludeke\textsuperscript{1}, Yanna Weisberg\textsuperscript{2}, Colin DeYoung\textsuperscript{1}; 1University of Minnesota, 2University of Wisconsin – 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 See\textsuperscript{1}, Richard Petty\textsuperscript{3}, Leandre Fabrigar\textsuperscript{2}; 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 Burton\textsuperscript{1}, Michael Osbaldiston\textsuperscript{2}, Joshua Hager\textsuperscript{3}; 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-REFERRING INFORMATION
Michael B. Kitchens1, Tanisha M. Rine1, Mariela A. Homa1, Ashley E. Collins1, Mary Katherine 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. Slottter2, Gale M. Lucas3, Andrew M. Hallberg1, Nicolette L. Bacci1, Surya Nagarajan1, Vera Warren1; 1Williamette 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 Campos2, 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. Betts3, Verlin B. Hinsz2; 1University of Minnesota, 2University of Idaho, 3North 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, Mary Katherine E. Mitchell1, Ilona Yim1, Cecilia Cheng2; 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 Fujimara1, 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; 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; 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 Diekmann1; 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.
Frattaroli ends. Personality correlates are also explored. cell phone numbers, but to respond via text, Facebook, and Twitter. They ability: those high on AE expected professors to provide not only personal 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.

PLACE MATTERS: THE INFLUENCE OF PLACE ATTACHMENT IN D35 BODY IMAGE, ROMANTIC ATTACHMENT, AND INFIDELITY AS PREDICTORS OF COGNITIVE, EMOTIONAL, AND BEHAVIORAL JEALOUSY IN ROMANTIC RELATIONSHIPS Taylor Montgomery1; Whitney Jeter1; Brenda McDaniel2; Kansas State University – A theoretical model of multidimensional romantic jealousy consisting of cognitive (e.g., suspicions), emotional (e.g., feeling upset), and behavioral (e.g., detecting 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 Wagemann2; Michael Cassens3; Joanne Frattaroli4; San Francisco State University, California Lutheran University, Irvine Valley College, University 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. Friedman2; University 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 interrelationships 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; University 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 Wilt2; William Revelle2; Northwestern 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 Yu1; Irene Frieze2; Nokes-Malach Timothy3; University 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.
PERSONALITY CORRELATES OF UNIQUE PERCEPTIONS OF BRIEF FILM SITUATIONS Elysia Todd1, David Funder2; 1University of California Riverside — Participants described brief film situations using the Riverside Situational Q-sort (Wagerman & Funder, 2009). Personality and individual difference perceptions 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.

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.

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.

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.

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.

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.

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.

CAN NARCISSISTS BE EMPATHIC? Claire M Hart1, Erica G Hepper2; 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.

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.

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.

THE GENETIC STRUCTURE OF PERSONALITY IS COMPLEX, NOT SIMPLE: EVIDENCE AND IMPLICATIONS Erik Pettersson1, Eric Turkheimer1; 1University of Virginia — We examination 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.

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.

FLEXIBILITY OF EVALUATIVE ORGANIZATION OF SELF-KNOWLEDGE: LINKING CHANGE TO IMPROVEMENT IN PSYCHOLOGICAL HEALTH Alicia Limke1, Patrick B. Mayfield2, 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.

Poster withdrawn.
PERFECTIONISTIC SELF-PRESEN TATION 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.

EMOTION REGULATION PREDICTS PSYCHOLOGICAL ABUSE PERPETRATION AND VICTIMIZATION IN ROMANTIC RELATIONSHIPS ABOVE AND BEYOND CHILDHOOD PSYCHOLOGICAL ABUSE Jane 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.

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 (AFEs) of undergraduates. 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.

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.

ABUSE AND JUST WORLD THEORY: EVIDENCE THAT INDIVIDUALS REPORTING GREATER ABUSE DO NOT BLAME INNOCENT VICTIMS Erik Faucher1, Jeff Schimek1, 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.

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 Zorzie1; 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 emotional dimension demonstrated a relationship with 2D:4D that was outside of sampling error of zero, r = .18.
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 Minear, Claudia Brandt; The 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, Daniel Blonigen, Theodore Jacob; Palo Alto University, Palo 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 Trapnell, Lisa Sinclair; The 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 RELATIONSHIP FLOW DURING CONVERSATION Stacy Schuster, Whitney Jeter, Brenda McDaniel, Jaime Areola; Kansas 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 Coup, Whitney Jeter, Brenda McDaniel, Jaime Areola; Kansas 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 Seidman; Albright 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 Brunell, Julia DePaoli, Jared Pfeffer; The 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 McDonald, Brent Donnellan, Carlos Navarrete; Michigan 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. MacKinnon, Simon B. Sherry, Martin M. Antony, Kristin-Lee Fossum, Aislin R. Graham, Daniel S. MacGrath, Logan J. Nealis, Dayna L. Sherry, Sherry H. Stewart; Dalhousie University, Ryerson University, Queen 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 Jackson, Patrick E Shrout, Niall Bolger; New York University, Columbia 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 Witt, Samantha M. Marks, Sarah N. Wisotsky, Allison B. Schaffer, William Revelle; Northwestern University, University 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 Hoerger, Samantha Saks, Benjamin P. Chapman, Paul R. Duberstein; University 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 1 Peter Jonason1, Gregory Webster2; 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 4 Christopher Crew1, 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 lusus (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 4 Deanna C. Whelan1, John M. Zelenkski1; 1Carleton University — Fleson 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 REVISTED 4 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 4 Andrew Hallberg1, Gale M. Lucas2; 1Washington 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 4 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? 4 Rachel Sutton1, Debbie Moskowitz1, David Zuroff1; 1McGill University — High reactivity to interpersonal cues may underlie high intraindividual variability in interpersonal behavior. 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 4 Serena Jenkins1, Stephen Reysen2, Iva Katsarska-Miller3; 1Texas A&M University — 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 4 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 4 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 4 Conrad Baldwin1, Jared McGinley1; 1Virginia Tech — 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.

D97
THE ROLE OF INTELLECT AND ORDERLINESS IN UNDERSTANDING OVERLAP AMONG MEASURES OF MOTIVATED COGNITION 4 Renee Murray1, Zlatan Križan1, 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 4 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. Grouzet, Amy Hart, Mark Ferguson, 

1 Texas A&M University-Commerce, 2 University of Wisconsin - Stevens Point — This study 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.

**D100**

**NARCISSISM AND THEORY OF MIND IN NON-CLINICAL ADULTS**

Jennifer Vonk, 1 Patricia Mayhew, 2 Virgil Zeigler-Hill; 3 University 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.

**D101**

**PERSONALITY MODULATION OF (UN)CONSCIOUS PROCESSING: NOVELTY SEEKING AND PERFORMANCE FOLLOWING SUPRALIMINAL AND SUBLIMINAL REWARD CUES**

Gaelle Bustin, 1 Michel Hansenne; 2 Remi Cape; 3 University of Liege — In an updating task in which possible gains were presented either subliminally or supraluminally, 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 Gilson, 1 Moin Syed, 2 Colin DeYoung; 3 University 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 narcissism 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**

Tina Hall, 1 Stephen Reynolds, 1 Mark Ferguson; 2 Texas A&M University-Commerce, 3 University 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 Horton, 1 Josh Miracle; 2 Wabash College — The current study investigated whether social networking websites facilitate narcissism. Ninety men performed Agentic actions on Facebook, performed Communal actions on Facebook, or persisted 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 Forsyth, 1 Ravi Iyer; 2 Jonathan Haidt 3 University of Richmond, 4 University of Southern California, 5 University of Virginia — A survey of 9218 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 Yang, 1 Mina Cikara; 2 Joel Girgus; 3 Princeton University, 4 Massachusetts 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 relationship 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 Jones; 1 University 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 Chan, 1 Antonio Terracciano, 2,4 Robert R. McCrae, 2,4 Filip De Fruyt; 3,4 Marleen De Bolle; 3,4 National Institute on Aging, 5 Baltimore, Maryland, 6 Ghent University, Belgium, 7 Adolescent 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 Rappaport, 1 D S Moskowitz, 1 Bianca D’Antono; 2 McGill University, 3 Institut 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 Clark, 1 Frank Bernieri, 2 Kristen N. Petty; 2 Oregon 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.
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. Zeledon1, 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 ATTRACTIONESS. Jill Brown1, Frank Benmire2; 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 Traffon1, 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 Wasylko4; 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 extravers 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 Schnitker; Fuller 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 Porta, Margaret L. Kem; University 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 Witcher, Deletha Hardin; Peace College, University of Tampa — Self-efficacy has been associated with adjustment to college and academic performance (Chermers & 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-Louis, Robert J. Vallerand; Université 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 Fukukura, Vivan Zayas; Cornell 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 Adair, Barbara Fredrickson; UNC 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 Endo, Yukiko Uchida; Kansai University, Kyoto 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-Sereno, Erika Carlson, Simine Vazire; Duke University, Washington 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 Wortman, Richard Lucas; Michigan 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 Chancellor, Sonja Lyubomirsky; U.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 Nathanial Lambert; Florida 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 Croft, Elizabeth Dunn; University of British Columbia, University 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 Vonasch, Roy Baumeister; Florida 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 Jyeon 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 Davis2; 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 Busser1; 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, 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. Vancleef2; 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 Selves. 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, Eunook 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 Korkmaz2; 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 Oberte2, Sonja Lyubomirsky3, Kimberly A. Schonert-Reichle1; 1University of California, Riverside, 2University of British Colombia — 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.; 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. Henry2; 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 positive affect 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 California, Davis — We examined associations between community climate and well-being for 70 adult children of gay fathers. After controlling for parental 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
COPIING 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 Mayor2; 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 who earned 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; 1University of California, Davis — 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.
Victoria, Hackney

Buddhists, and consistently found that self-compassion was the strongest predictor of 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; 1Georgian 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 Ianni3; 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. Zelenski2; 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, 2University 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 King2; 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 Anusic2, 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 Andrews1, 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.
IDENTIFICATION WITH A SOCIETY MODERATES THE NEGATIVE EFFECT OF MICRO UNFAIRNESS ON PSYCHOLOGICAL WELL-BEING Nobuyoshi Kawashima, 1 Ohbuchi Ken-ichi; 1 Tohoku 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.

THE MODERATING EFFECT OF FACE-CONSCIOUSNESS ON THE RELATIONSHIP BETWEEN LIFE SATISFACTION AND POSITIVE AFFECT EXPERIENCED IN SOCIAL SITUATIONS. Nangyeon Lim, 1 Eunkook Suh; 1 Yeonsei 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.

YOU SOUND SO DOWN: EXAMINING THE USE OF DEPRESSED LANGUAGE DURING AN ACUTE STRESSOR Ellen E. Newell, 1 Shannon K. McCoy, 1 Joseph D. Wellman; 1 Brandon Cosley; 1 Laura Saslow; 2 Elissa Epel; 1 University of Maine, 2 University of California Berkeley, 3 University 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.

MINDFULNESS AND MIND-WANDERING: THE EFFECTS OF ATTENTION AND AWARENESS ON COPING AND RESILIENCY Chelsea Mitamura, 3 Hillary Devlin, 1 Eric Hou, 2 Michele M. Tugade; 1 Vassar 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.

THE CONSTRUCT OF PLAYFULNESS: CONCURRENT AND LONGITUDINAL ASSOCIATIONS WITH PRETEND PLAY ABILITY, TEMPERAMENT, ADAPTIVE BEHAVIORS, AND SENSE OF HUMOR Kelly Christiani, 1 Sandra Russ; 1 Case 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.

HIGH TRAIT MINDFULNESS REDUCES THE COUNTERPRODUCTIVE RELATIONSHIP BETWEEN HIGH HOSTILITY AND LOW ACTIVE COPING WITH STRESS. Veronica Womack, 1 Lloyd R. Sloan; 1 Howard 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.

TEMPORAL DISTANCE AFFECTS FEELINGS ABOUT CHRISTMAS Jaime Kurtz, 1 Jason Kopp; 1 James 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.

SOCIAL SAFENESS, SOCIAL SUPPORT, SELF-COMPASSION AND SELF-CRITICIZING: A TEST OF GILBERT’S TRIPARTITE MODEL OF AFFECT REGULATION David Zuroff, 1 Allison Kelly; 1,2 Michelle Leyman; 1,2 Paul Gilbert; 1 McGill University, 2 Toronto General Hospital, Toronto, Ontario, 3 Kingsway 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.

WELL-BEING HAS DIFFERENT PREDICTORS DEPENDING ON ITS VALENCE Chloe Tunze, 1 Kevin Rand; 1 Indiana 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.

FITTING INTO HAPPINESS: PERSON-ENVIRONMENT PERSONALITY FIT AND SUBJECTIVE WELL-BEING Natasha Atkinson, 1 Jessica Blais; 1 Julia Engelsted; 1 Christopher J. Soto; 1 Colby 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

A PRELIMINARY LOOK AT THE SOCIAL SUPPORT, PERCEIVED MEANING, AND RELATIONSHIP STATUS IN SURVIVORS OF THE BP GULF OIL SPILL Benjamin W. Hadden, 1 C. Veronica Smith, Ph.D; 1 Stephanie W. Campbell; 1 Stefan E. Schuleenberg, Ph.D; 2 University 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.

ATTACHMENT, HEALTHCARE PRACTICES, AND TRAJECTORIES OF DEPRESSION IN PSYCHIATRIC INPATIENTS Amber Bush Amspoker; 1,2 Jon G. Allen; 1 David M. Latin; 1,2 B. Christopher Frueh; 1,2 Baylor College of Medicine, 2 Health Services Research and Development Center of Excellence, Michael E. DeBakey Veterans Affairs Medical Center, 3 University 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. Rand2; 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. Gotlib1, Sheri L. Johnson1; 1UC Berkeley, 2University of Miami, — 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 DYSPHORIC 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 ATTRACTION STYLE
Victoria Farrow1, Anthony Ahrens2; 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 attraction 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. Acitelli1; 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 Spencer2, 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 Fitzpatrick\(^1\), Ginette C. Blackhart\(^2\); \(^1\)East 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. Knack\(^1\), Marie Ramirez\(^2\), Lauri A. Jensen-Campbell\(^3\), Steven Amocky\(^4\); \(^1\)Clarkson University, \(^2\)The University of Texas at Arlington, \(^3\)Nipissing 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 Song\(^1\), Huajian Cai\(^2\); \(^1\)University of Oklahoma, \(^2\)Key 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, AGREABLENESS, AND THE EXPRESSION OF NEGATIVE AFFECT**  
Megan McCarthy\(^1\), Joanne Wood\(^2\); \(^1\)University 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 Lipschitz\(^1\), C. Peter Herman\(^2\); \(^1\)University 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 Zamoth\(^1\), Ashleigh M. Landau\(^1\), Scarlett M. Sidley\(^2\), Bryanne N. Truttman\(^1\); \(^1\)Saint 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.
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”**
Alesksandra 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 discrepancies 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; 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 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 A. Oakes2; 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. Briggs1, Beril Eson1; 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. McIntyre2, Jonathon M. Gallegos3; 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**
Pricilla Fernandez1, Maria A. Aguilar2, 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.
BETWEEN A ROCK AND A HARD PLACE: GENDER AND THE LOW SELF-ESTEEM STIGMA
Christine Hole1, Jessica J. Cameron2; 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

LANGUAGE AND RESPONSE CONTENT DIFFERENCES FOLLOWING MORTALITY SALIENCE IN YOUNGER AND OLDER ADULTS
Samantha John1, Molly Maxfield1, Tom Pyszczynski3, 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.

AGE DIFFERENCES IN SOCIAL COMPARISONS WITHIN ROMANTIC RELATIONSHIPS
Rebecca T. Pinkus1, Penelope Lockwood2, Alison L. Chasteen3; 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.

CONFUSION IN THE FAMILY ENVIRONMENT, MATERNAL REPRESENTATIONS ABOUT CHILDREN, AND ATTACHMENT SECURITY
Mehmet Harma1, Nebi Sumer2; 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.

LEISURE TIME AND CHANGE IN RELATIONSHIP QUALITY ACROSS THE TRANSITION TO PARENTHOOD
Daniel Bower1, Laura Nedorost2, Claire Kamp Dush1, Sarah Schoppe-Sullivan3; 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.

CO-DEVELOPMENT OF PERSONALITY IN INTIMATE RELATIONSHIPS: A DYADIC PERSPECTIVE
Kathrin Schaffhuser1, Mathias Allemand1, Mike Martin3; 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).

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 more contingent on the quality of parenting during childhood.

PRIMARY AND SECONDARY CONTROL BELIEFS AS PREDICTORS OF A SENSE OF CONTROL
Judy CHIPPERFIELD1, Tara STUART1, Raymond PERRY2, 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.

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.

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.

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.

AGE DIFFERENCES IN FEEDBACK REQUESTS DURING MULTIPLE-ROUND INVESTMENT CHOICES: THE ROLE OF RECENT GAINS OR LOSSES
Joshua Rutt1, Corinna E. Lückenhoff1, Benjamin W. Hadden1; 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 Wildschut2, Susanne Schelbe2; 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 Hosel 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 Hama1, Tatsuo Ujiiie1, Jiro Takai1, Yuko Takahama2, Makoto Shibayama3, Mayumi Fukimoto4, Hiroko Sakagami5, Katsumi Ninomiya6, Rei Omi2, Yoshihiro Shima1, Rumi Nakayama1, Hiroki Matsui1; 1Nagoya University, 2Ochanomizu University, 3University of Hosel University, 4Osman University, 5Tokyo Gakugei University, 6Aoyama Gakuin University, 7Aichi Gakuin University, 8Me 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 Strand2, 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 (emotion 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 Canillo1, Bernadette Sanchez2; 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.

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. Dunsmore; 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. Akin1; 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-meanfulness 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 religiousity 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.

CSC Student Poster Award Finalist - Also presenting on board A22.

D249
DO WE RATION OUR COMPASSION? EXAMINING ALTRUISM AND PERSONALITY. Hannah Krebs1, Sindhu T. Palazzotto1, 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 Stellar1, Michael Kraus1, Dacher Keltner2; 1Northwestern University, 2UC Berkeley, UC 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 Mealey1, 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 Tazzovsky1, 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 Paulhus2; 1University of British Columbia — Altruism has been show 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 Solarz1; 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. Swin1; 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 Snyder2; 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 Carpenter2; 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 the 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 Beggar2; Bridget Fischer2; 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 Darby2; 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; Robert Alton Harris2; 1University of Richmond, 2Fuller 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, 2University 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.

D287
HELPING TO BENEFIT OTHERS VERSUS OURSELVES: THE IMPACT OF MINDFULNESS ON HELPING BEHAVIOUR
Miranda Giacomin1; Christian Jordan2; 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.

D282
SELF-ESTEEM BOLSTERS VOLUNTEERS IN STIGMATIZING CONTEXTS
Patrick C. Dwyer1; Mark Snyder2; Allen M. Omoto2; 1Baylor University, 2University of Minnesota, 3Claremont 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.

D283
VOLUNTEERING FOR THE UNITED WAY: NARCISSISM AND VOLUNTEER MOTIVATION
Laraine Tumbl1; Amy Brunell2; 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; 2Radboud 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; 2The 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; 2Lund 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; 2MIT — An apparent conflict that exists in proposed theories 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 resistant to enact fair outcomes.

D278
“MONEY, MONEY, FUNNY?...” — RELATIONS OF SOCIAL CLASS AND HUMOR STYLES
Ursula Beermann1, Paul K. Piff1, Dacher Keltner1; 2UC 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 ASSOCIATED WITH SAFE HAVEN AND SECURE BASE SUPPORT AMONG NEWLYWED COUPLES
Meredith Van Vleet1, Brooke Feeney1; 2Carnegie 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 Shrou1, 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 Hobel3, 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 Silver2; 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; 2University 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. Ford1; 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 support 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 Vogt1,2, Brian N. Smith1,2, 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 predicted less difficulty. High social support strengthened the relationship between warfare exposure and difficulty reintegrating, while low social support predicted difficulty reintegrating regardless of warfare exposure.

D292  
PROVIDING HELP THAT FITS: THE IMPORTANCE OF TAILORING SOCIAL SUPPORT TO MOTIVATIONAL NEEDS  
Justin V. Cavello1, E. Tory Higgins2; 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 Mandiola1, Samia Javaid1, Michelle Garbato2; 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; 1Duke University, 2Reed 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  
Zebediah 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; 1Wellesley College, 2Harvard Business School —

The present study examined whether priming influences 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.

D301 A longitudinal study of how close friendships promote psychological resilience in vulnerable UK adolescents
Rebecca Graber1, Rhiannon Turner1, Anna Madill1; 1University of Leeds —

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.

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.

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.

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 healthy, 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; 1University of Alabama at Birmingham, 2Stanford University —

After an exercise task, the focus-on-feelings condition showed more positive moods and more positive attitudes toward exercise in general.
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 Updegoff2; 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 Rocheleau2, Rafaela Sale2; 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 < .05), 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 Fernandez1,2, Meghan Crabtree1, Natalia Garcia1, Monica Yndo1, Tina Zawacki2; 1University of Texas at 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 Frierson2, 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 Votrub1, 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 Fernandez1,2, Tina Zawacki2; 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=.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.
**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 Mastronarde1, 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 Lacroix1, 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 Norris, Leandre R. Fabrigar, Duane T. Wegener, Richard Petty; Purdue University, Queen’s University, The 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. Smith, Meghan E. Norris, Leandre R. Fabrigar, Duane T. Wegener; Saint Mary’s University, Queen’s University, The 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 Sawicki, Jason K. Clark, Duane T. Wegener, Leandre R. Fabrigar, Steven M. Smith; The Ohio State University, University of Iowa, Queen’s University, Saint 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, unambiguous attitudes yielded selective exposure when knowledge was high.

**E15**

**CHOICES NEAR AND FAR: HOW MESSAGE FRAMING AND CONSTRUAL LEVEL INFLUENCE PRO-ENVIRONMENTAL DECISIONS**

Allison Sweeney, Emily Umansky, Amanda Hamilton, Brian Detweiler-Bedell, Jerusha Detweiler-Bedell; Saint University of New York at Stony Brook, University of Virginia, Lewis & 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 BEHAVIOR: THE ROLE OF ATTITUDE IMPORTANCE AND CHOICE IN THE AROUSAL AND REDUCTION OF COGNITIVE DISSONANCE**

April L. McGrath, Brenda Bartlett, Erica Tin; Carleton 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 Rooijen; University 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 Verbeem, Jaap Ham, Cees Midden; Eindhoven 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 Tse, Jennifer Peach, Steven Spencer, Richard Eibach, Mark Zanna; University 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 Shahabuddin, Sarah Savoy, Steven Estrada; Stephen F. Austin State University – Participants read text arguing for or against marijuana legalization and containing either profanity or not. Attitudes toward 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 Crowder, Emily Shaffer, Radmila Prislin; San 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 Akhtar, Dave Paunesku, Zakary Tormala; Stanford 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 Zanon, Jan De Houwer, Anne Gast; Ghent 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 Citese1, 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 likeliness of enhanced certainty.

E34
GET OUTSIDE AND PLAY! OUTDOOR RECREATION INCREASES PROENVIRONMENTAL BEHAVIOR.
Stacia Dreyer1, Shannon K. McCoy1, Jatonne Trianna1, Alicia Limke1, Melissa Ferguson1; 1Ohio State University, 2University 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.
CHICKEN SOUP FOR THE (ONLINE DATER’S) SOUL? DIFFERENCES BETWEEN COUPLES MEETING ONLINE AND OFFLINE

Patrick B. Mayfield, Alicia Limke; University 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.

SEPARATION OF CHURCH AND MARITAL STATE: AN INVESTIGATION OF THE ASSOCIATION BETWEEN PARTNER RELIGIOUS DISSIMILARITY AND RELATIONSHIP QUALITY

Kimberly K. McAdams, M. Brent Donnellan, Sarah K. Spilman, Rand D. Conger; Boise State University, Michigan State University, University 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.

“BE MINE”: INDIVIDUAL DIFFERENCES IN ATTACHMENT ORIENTATION PREDICT RELATIONSHIP INVESTMENT ON VALENTINE’S DAY

William J. Chopik, Britney M. Wardecker, Robin S. Edelstein; University 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.

LOVE AND EASY INTERACTIONS: THE RECIPE FOR INCREASING DESIRE FOR ROMANTIC CLOSENESS AMONG AVOIDANTLY ATTACHED INDIVIDUALS

Erica B. Slotter, Laura B. Luchies; Villanova University, Redeemer 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.

DEFYING OR DISREGARDING DISAPPROVAL?: REACTANCE AND THE ROMEO AND JULIET EFFECT

H. Colleen Sinclair, Abigail Blaney, Diane Felmlee, Susan Sprecher; Mississippi State University, Penn State University, Illinois 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.

EVEN WHEN SUBTLE, EXCLUSION COSTS ALL AND OVERINCLUSION BENEFITS SOME: INDIVIDUALS HIGH ON REJECTION SENSITIVITY EXPERIENCE PSYCHOLOGICAL GAINS FOLLOWING OVERINCLUSION

Jason F. Anderson, Vivian Zayas; Cornell 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.

IMPLICIT THEORIES OF SOCIAL INTELLIGENCE AND LONELINESS IN PREDICTING SOCIAL GOALS, STRATEGIES, AND RESPONSES TO SOCIAL FAILURE

Elaine Cheung, Wendi Gardner; Northwestern 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.

PERSONALITY PREDICTORS OF ACCURACY AND IDEALIZATION IN ROMANTIC PARTNER PERCEPTION: AN ACTOR-PARTNER ANALYSIS

Krista Hill, C. Randall Colvin, Sun W. Park, Stefanie Tignor; Northeastern University — We examined the relation between participants’ personality characteristics and their rating accuracy/idealization of romantic partners. Multi-level 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.

REVISITING WHEN THE DEVIL YOU KNOW BEATS THE DEVIL YOU DON’T: REKINDLING AS A STRATEGY FOR BALANCING CONNECTION AND PROTECTION

Sadie Leder; High 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.

RELATIONSHIP DIFFERENTIATION: IMPLICATIONS OF DIFFERENTIATING BETWEEN RELATIONSHIP TYPES

Yanine Hess, Cynthia Pickett; University 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.

SOI AND SAYING “HI”: SOCIOSEXUALITY AND THE INITIATION OF ROMANTIC RELATIONSHIPS

Elizabeth Schoenfeld; The 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.

UNWANTED AND UNWILLING: THE INTERACTIVE EFFECTS OF ATTACHMENT AVOIDANCE AND THREATS TO BELONGING ON INDIVIDUALS' WILLINGNESS TO SACRIFICE

Sara Quinn, John E. Lydon; McGill 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; Stony Brook University, University 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; Carleton 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. Actetelli1; University 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 Reffling1; Queen’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; Miami University, Bradley University, University 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; Texas 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; University of Western Ontario — This study investigated whether anxiously attached individuals use the social networking site Facebook to gather relationship-relevant information. Results indicated 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; University 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-INDEPENDENT SELF-CONSTRUAL AND PRO-RELATIONSHIP BEHAVIORS IN FRIENDSHIPS Eddie M. Clark1, Brent A. Mattingly1, Debra L. Oswald1; Saint Louis University, Ashland University, Marquette University — One hundred fifteen friend dyads completed measures of relational-independent 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: CONTRIBUTIONS, SATISFACTION, AND CLOSENESS Brooke M. Montoya1, Alicia Limke2, Paul C. Jones1; Southern Nazarene University, University 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 Oliveira2; CIS-IUL, ISCTE-IUL; Université Paris Descartes, CIS-IUL / ISCTE-IUL; Université Paris Descartes, Universidade do Minho; Birbeck Institute for Social Research, Birbeck 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-Steele1,2; Emily L. Kean1, William J. Chopik2, Sari M. van Anders2, Robin S. Edelstein1; Villanova University, University 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; Purdue 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-
MAKING AN IMPACT, TAKING A JOURNEY, BECOMING CLOSE: RELATIONSHIP FORMATION DIFFERENCES BETWEEN EXTRAVERTED AND INTRAVERTED FRIENDS  
Paul Nelson;1 University 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 extraverted partner was forceful immediately, whereas making friends with an introvert was a slow journey; extraverted (and female) actors emphasized developing closeness.

DYADIC PERSPECTIVES ON COMMITMENT IN ADULT ROMANTIC RELATIONSHIPS  
M. Minda Orina;1 Jeffry A. Simpson;2 St. Olaf College, University 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 that romantic couples displayed reciprocated hostility at assessment and that their relationship dissolved five years after assessment. These findings are discussed from dyadic perspectives.

THE PROCESS BY WHICH THE QUALITY OF THE PARENT’S MARITAL RELATIONSHIP CORRELATES WITH THE QUALITY OF CHILD-FATHER RELATIONSHIP  
Mizuka Ohtaka;1 Kaori Karasawa;2 Yamanashi Gakuin University, The 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.

SECURE AND INSECURE ATTACHMENT’S RELATION TO WARMTH- AND CONSCIENTIOUSNESS-BASED VIRTUES  
Justin T. Westbrook;1 Sarah A. Schmidtke;1 Fuller 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.

MARIJUANA USE MODERATES THE LINK BETWEEN LONELINESS AND DEPRESSION  
Timothy Deckman;1 C. Nathan DeWall;1 Baldwin Way;2 Richard Gillman;3 Stephanie Richman;1 University of Kentucky, The Ohio State University, National 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.

THE EFFECTS OF PERCEPTIONS OF SELF- AND OTHER-RELATIONAL MOBILITY IN OPPOSITE-SEX RELATIONSHIPS ON SELF-ESTEEM AND MENTAL HEALTH  
Junichi Taniguchi;1 Yuji Kanemasa;2 Otemon Gakuin University, Tezukayama 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.

DYSFUNCTIONAL ATTITUDES AND LOW SELF-ESTEEM MEDIATE THE EFFECT OF ATTACHMENT ANXIETY PRIMING ON DEPRESSION  
Cassandra DeVito;1 Joshua Hart;2 University of Massachusetts Amherst, Union 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.

THE EFFECTS OF PERCEPTIONS OF SELF- AND OTHER-RELATIONAL MOBILITY IN OPPOSITE-SEX RELATIONSHIPS ON AGGRESSION  
Yuji Kanemasa;1 Junichi Taniguchi;2 Otemon Gakuin 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.

THE RELATIVE CONTRIBUTIONS OF STRATEGY AND CONSISTENCY TO SECURE ATTACHMENT BEHAVIORS: A POTENTIAL PERFORMANCE THEORY (PPT) ANALYSIS  
Michael Marks;1 David Trafimow;2 Stephen Rice;1 Amanda Vicary;2 New Mexico State University, Illinois 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.

UNDERSTANDING ACTOR AND PARTNER REPORTS OF DISCLOSURE OF FEELINGS AS PREDICTORS OF DAILY RELATIONSHIP QUALITY AND HEALTH  
Krista W. Ranby;1 Sara B. Algoe;2 Barbara L. Fredrickson;2 Duke University, University 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.

TEMPTED BY THE FRUIT OF ANOTHER: THE INTERACTION OF PERCEIVED ALTERNATIVE PARTNER QUALITY AND INVESTMENT ON RELATIONSHIP SATISFACTION AND COMMITMENT  
Tara Collins;1 Melanie Canterberry;2 Omri Gillath;1 University of Kansas, Medical 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.

NOT ALL EXCLUSION IS THE SAME: COMPARING TYPES OF SOCIAL EXCLUSION (OSTRACISM, REJECTION, AND ANTICIPATED FUTURE REJECTION)  
Charrisse Corsbie-Massay;1 Stephen J Read;1 University 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.
A SOCIAL NETWORK ANALYSIS OF COLLEGE STUDENT CONNECTEDNESS Debra Mashek 1, Susan Martonosi 2, Liz Trawick 3, Dustin Tamashiro 4 1 Harvey Mudd College, 2 Claremont 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.

REGULATORY FIT AND WANTING TO SPEND A LIFETIME WITH ONE’S ROMANTIC PARTNER Careen Khoury 1, C. Ward Struthers 1, Alexander G. Santelli 2, E. Tony Higgins 3, York University, 4 Columbia 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.

HOW COMPASSIONATE GOALS PROMOTE GROWTH BELIEFS ABOUT RELATIONSHIPS Amy Canevello 1, Jennifer Crocker 2 1 University of North Carolina, Charlotte, 2 The 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.

ASSESSING RESPONSES TO HURT FEELINGS IN CLOSE RELATIONSHIPS: THE HARMFUL AND UNFAVORABLE RELATIONSHIP TENDENCIES SCALE Kelley J. Robinson 1, Jessica J. Cameron 1 1 University 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.

THE EFFECT OF PRIMING APPROACH AND AVOIDANCE RELATIONSHIP GOALS ON ATTENTION TO INTERPERSONALLY ASSOCIATED WORDS Thery Prok 1, Shelly L Gable 1 1 University 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.

I DON’T BELONG IN YOUR SHOES: THE EFFECTS OF SOCIAL EXCLUSION AND ROLE-PLAYING ON PERSPECTIVE-TAKING Monica E. Munoz 1, Nancy Garcia 1, Texas A&M International University — The effects of social exclusion and role-play on perspective-taking 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.

THE MICHELANGELO PHENOMENON: PARTNER AFFIRMATION, PERSONAL CONCERNS, AND RELATIONAL CONCERNS Madoka Kumashiro 1, Michael K. Coolsen 2, Goldsmiths, University of London, 2 Shippensburg 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.

INCREASING SOCIAL ENGAGEMENT AMONG LONELY INDIVIDUALS: THE ROLE OF EXPLICIT THOUGHTS ABOUT SOCIAL ACCEPTANCE Gale M. Lucas 1, Nicolette L. Bacci 2, Andrew M. Hallberg 3, Surya Nagarajan 2, Vera Warren 4, Paige E. Mullins 5, Western Oregon University, 5 Willamette 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.

EXPLORING PERCEPTIONS OF SAYING I LOVE YOU IN ROMANTIC RELATIONSHIPS Brooke Blomquist 1, Sarah Chatfield 2, Traci Giuliano 2, University of Waterloo, 2 Western 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.

TO PRAISE OR CONDEMN? EFFECTS OF ATTACHMENT AND FEEDBACK VALENCE AND SPECIFICITY ON TASK PERFORMANCE John K Sakaluk 1, Omri Gillath 1, Danielle Dollinger 1, University 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.

COMMITMENT DETERMINES REACTIONS TO SUPERIOR ROMANTIC RELATIONSHIPS Sabrina Thai 1, Penelope Lockwood 1, Jennifer Na 1, University 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.

WHY DO PEOPLE HAVE AFFAIRS? SEX DIFFERENCES IN MOTIVATIONS FOR INFIDELITY Tania Reynolds 1, David Frederick 2, UCLA, 2 University 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 Dogruyol\textsuperscript{1}, Mehmet Harma\textsuperscript{2};
\textsuperscript{1}Middle 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 Tuscherer\textsuperscript{1}, Heather M. Claypool\textsuperscript{1};
\textsuperscript{1}Miami 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. Farrell\textsuperscript{1}, Jeffry A. Simpson\textsuperscript{1}, Nickola C. Overall\textsuperscript{1};
\textsuperscript{1}University of Minnesota, \textsuperscript{2}University of Auckland — 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 Etcheverry\textsuperscript{1}, Benjamin Le\textsuperscript{2}, Nicholas G Hoffman\textsuperscript{1};
\textsuperscript{1}Southern Illinois University Carbondale, \textsuperscript{2}Haverford 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. Agnew\textsuperscript{1}, Ezgi Bes\textsuperscript{1}, Laura E. VanderDrift\textsuperscript{1};
\textsuperscript{1}Purdue 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 Buote\textsuperscript{1}, Anne Wilson\textsuperscript{2}, Erin Straham\textsuperscript{3};
\textsuperscript{1}Keyano College, \textsuperscript{2}Wilfrid 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. Garrido\textsuperscript{1}, Catherine A. Cottrell\textsuperscript{1};
\textsuperscript{1}University 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 Feldman\textsuperscript{1}, Rupert Nacoste\textsuperscript{2};
\textsuperscript{1}North 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. Heffeman\textsuperscript{1}, R. Chris Fraley\textsuperscript{1};
\textsuperscript{1}University 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. Squires\textsuperscript{1}, Michael J. A. Wohl\textsuperscript{1}, Christopher G. Davis\textsuperscript{1};
\textsuperscript{1}Carleton 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 Cherkassky\textsuperscript{1}, Peter Salovey\textsuperscript{1};
\textsuperscript{1}Yale 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 SIGNAL, AND OPTIMAL ACTION
Shana Cole\textsuperscript{1}, Emily Balcetis\textsuperscript{1}, David Dunning\textsuperscript{1};
\textsuperscript{1}New York University, \textsuperscript{2}Cornell 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 Greg3; 1Stony 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 DeSteno2; 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 Morella2, Andres Olide2; 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 Houwer2; 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. Forgas3; 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; 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, EMOTIVATIONAL GOALS, AND ENACTED BEHAVIORS
Craig A. Smith1, Leslie D. Kirby2; 1University of Konstanz — 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; 1University of Konstanz, 2University of Houston — 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 Hill2; 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 turned 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 Yin 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 sweater. However, no effects of jealousy on sourness/bitterness were found. Hence, metaphors that exist may not necessarily reflect embodied processes.

**E113**

**AFFEKT SOMETIMES HURTS: THE ROLE OF AFFECTIVE PROSODY IN MEMORY WHEN TALKING ABOUT FACTS**

Xuan Zhang1, Lisa Feldman Barrett2, 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**

**AFFEKTIVE 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, 2; 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 Sterbeck1; 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 Mumenthaler1, 2, Vanessa Maenly1, David Sander1, 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, 2; 1University of London Business School, 2Seoul 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; 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. Dahl, Justin Storbeck; Queens 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 Brady, Andrea Samson, Gal Sheppes, James Gross; Georgia State University, Stanford University, Stanford University, Tel 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 Meier, Julia Cada, Reinhard Pekrun; University 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 Vacharkulksemsuk, Barbara L. Fredrickson; University 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, lean, 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 Bogart, Linda Tickel-Degnen, Nalini Ambady; Tufts 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 Zhang, Dilip Soman, Jayanth Narayanan; National University of Singapore, University 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 heavity. In a third study, we manipulated physical heavity and found that participants carrying a heavy back-pack feel sadder.

**E130**
**TARGET RACE MODULATES THE INFLUENCE OF FACIAL MORPHOLOGY ON EMOTION RECOGNITION**

John Wilson, Kurt Hugenberg; Miami 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?**

Sheri Widén, Joseph T. Pochydel; James Russell; Boston 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 Kikuchi, Mieke Lagerwaard, Stephanie Reeves, Reginald B. Jr., Max Weisbuch; University of Denver, Pennsylvania 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. Weidman, Adam A. Augustine, Jessica L. Tracy; University of British Columbia, University 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. Rauch, Erik E. Noftle; Willamette 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 Alvarado, Ann M. Englert; California State Polytechnic University, Pomona — Replicating the benefits of swearing on cold pressor pain tolerance, this study found that humorous pseudo-swearings 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-swearings (humor).
E136
THE ACTIVATING, CREATIVE POWER OF DEACTIVATING EMOTIONS: THE INFLUENCE OF RELAXATION DURING INCUBATION PERIOD ON IDEA GENERATION
Julia S. Cada1, Elisabeth Meier2, 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
GRADIENT: PROMPTING BEHAVIORS THAT BUILD RELATIONSHIPS.
Paul Condron1, 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: fulfilment (optimism) and strength (love).

Person Perception/Impression Formation

E140
THE RELATIONSHIP BETWEEN NARCISSISM AND INTERPERSONAL PERCEPTION
Robert E. Wilson1, Simine Vazire2; 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 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 Collinson1, 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 dislikeable 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; 1Florida Atlantic 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; 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 suggest 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. Vallacher2; 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 perceivers’ 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 Eastwick2, 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? Britanny 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 Parmley2; 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 GOSSP Jamie Snider1, Stephen Reysen1; 1Texas A&M University-Commerce – We examined the effect of gossiper intention to harm and motivation to gossip on targets’ emotions, perceptions, and endorsed behaviors. Overall, participants felt greater negative emotions and rated the gossiper 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-
E162  
HEARING MAKES YOU SEE DIFFERENTLY! ETHNICITY AND GENDER IN CROSS CATEGORIZATION  
Tamara Rakic1, Melanie C. Steffens3; 1Friedrich Schiller University Jena — Using a “Who Said What”-paradigm and multi-nominal modelling, two experiments investigated the outcomes of individual's ethnicity and gender in cross categorization when both categories are presented only visually or visually and auditorily.

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. Reis2; 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 Anderson2; 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. Pillow2; 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. Jacob1, Rhianne M. Fante2, Sara C. Savoy1; 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; 1University of 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. Hodges2; 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. Garcia2; 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. Euphemism 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 Hemmesch1,3, Linda Tickle-Degnen2, Leslie Zebrowitz2; 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 Gosling3, James W Pennebaker1; 1University of Texas at Austin, 2Washington University, St. Louis — Can observers detect others’ depression across contexts? Observers were shown a picture, 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 EXTREMEITY OF IMPRESSION FORMATION Leigh Ann Vaughan1, Ellen O’Malley1, Abigail Dubov1, 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, York 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. Lauret2, 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 Saucier2; 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. Fiske2; 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. Sommers2; 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 INFERENCESS Yuanbo Wang1, Jim Uleman1; 1New York University — Participants memorized and recalled lists of trait-implying 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 META-PERCEPTIONS 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 Villalobos, Donna M. García; 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 Shenberger, Michael A. Zarate; 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 Lassiter, Shannon K. Pinegar, Lezlee J. Ware; 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. Hennessy, Alfred Collazo, David A. Armor; 1San Diego State University — Results from four experiments reveal that people expect companies with easy-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 Hernandez, Jesse Lee Preston; 1University of Illinois at Urbana-Champaign — This research examines how an object’s fluency affects ratings of trust, and how these ratings 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 Geers, Heather Rasinski, Stephanie Fowler, Jason Rose, Morgan Rohan; 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 experimentally 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 Burns, Eugene M Caruso; 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 Foels, Felicia Pratto; 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 Schwartz, Wandi Bruine de Bruin, Baruch Fischhoff, Lester Lave; 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 Uz, Markus Kemmelmeier; 1University 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 = 137) 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 METAPHERS** David Reinhard, Jesse Chandler, Norbert Schwarz; 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-Berg, Michael Poulin; 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 Bos\textsuperscript{1}, Ap Dijksterhuis\textsuperscript{1}, Rick Van Baaren\textsuperscript{1}; \textsuperscript{1} Radboud 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 Harkabus\textsuperscript{1}, Jennifer J. Harman\textsuperscript{1}; \textsuperscript{1} Colorado 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 Bengal\textsuperscript{1}, Duane Wegener\textsuperscript{1}; \textsuperscript{1} Ohio 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 McCormick\textsuperscript{1}, John Seta\textsuperscript{1}, Catherine Seta\textsuperscript{2}; \textsuperscript{1} The University of North Carolina at Greensboro, \textsuperscript{2} Wake 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 Buturovic\textsuperscript{1}, \textsuperscript{1} Zagory International — According to Moral Foundations Theory, conservatives’ moral judgment is based on ingroup/loyalty more than liberals’. Seven scenarios featuring consequential 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 Henrickson\textsuperscript{1}, Kevin Rounding\textsuperscript{2}, Jill A. Jacobsen\textsuperscript{3}; \textsuperscript{1} Queen’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 Fox\textsuperscript{4}; \textsuperscript{4} University 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 STIMULUS MASTERY

Shannon Pinegar\textsuperscript{1}, Keith Markman\textsuperscript{1}; \textsuperscript{1} Ohio University — This study examined how biases in stimulus 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 Pyone\textsuperscript{1}, Alice M. Isen\textsuperscript{1}; \textsuperscript{1} Cornell 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 Barlett\textsuperscript{1}, Sara Prot\textsuperscript{1}, Ksenija Bosnar\textsuperscript{1}; \textsuperscript{1} Iowa State University, \textsuperscript{2} University 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. Wheeler\textsuperscript{1}, Irene V. Blair\textsuperscript{1}, Helen E. Katz\textsuperscript{2}, Leaf Van Boven\textsuperscript{2}; \textsuperscript{1} University of Chicago, \textsuperscript{2} University 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 FROMNEGATIVITY: THE DIFFERENTIAL IMPACT OF POSITIVE AND NEGATIVE VALUE ON LIKELIHOOD JUDGMENTS

Shane W. Bench\textsuperscript{1}, Heather C. Lench\textsuperscript{1}; \textsuperscript{1} Texas 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 Kennedy\textsuperscript{1}; \textsuperscript{1} Hendrix 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 Molden2; 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 DESSENSITIZATION 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 sociomoral 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 Warner2; 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 demonstrate 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. Alickie2; 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 Ura2; 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 questionnaire. 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 Warner2, 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.
Mindfulness reduces biased social judgments. Timothy Hopthow, Nic Hooper, Brian Meier, Ulrich Wegner; University of Kent, Gettysburg 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.

Bias blind spot effects in information choices for self and others: The role of bias warnings and trait moderators. James R. Friedrich, Sarah A. Schroeder; Williamette 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.

Causal explanations and perceptions of children’s behaviors. Jennelle Yopchick, Nancy Kim; Northeastern — 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.

The role of competence and interest in preferences for choosing. Erika A. Patall; The 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.

Evaluating the cost of counterfactual-seeking in real-world decisions. Amanda R. Trask-Tolbert, Aimee Yeager, Amy Summerville; Miami 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-seek. The results suggest that experienced outcomes increase regret and counterfactual-seeking, while obstacles to obtaining information reduce counterfactual-seeking.

A fairness heuristic: pre/post-ejection bias in umpires’ strike zones. Travis Carter, Devin Pope; University 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.

Look what I bought: an exploration of status consumption of life experiences. Qian Jiang, Grant Donnelly, Ryan T. Howell; San 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.

Expand yourself! opinion voicing as driver of choice-making beyond self-expression. Michail Kokkoris, Ulrich Kühnen; Jacobs University — 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 drawbacks) of opinions leads to fewer exclusions of available options (Study 2).

The difference of satisfaction with the second-best choice between hedonic and utilitarian consumption. Yoonji Shim, Jinyung Kim, Incheol Choi; Seoul National University, Seoul National University, Seoul 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.

Yes we can! A dual motive approach to system change. Michal Goldfarb, Kentaro Fujita; The Ohio State University — We propose that 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.

Moral conviction and ideological constraint. Michal Reiftagar, Christopher Federico; University 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’Rourke1, 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 Cremer1,2, 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. Lehmliller2, Michael L. Martinez1,2; 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. Penner1,2, Richard Gonzalez2, Terrance L. Albrecht1; 1Kamans 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. Eyssel1, Dieta Kuchenbrandt1,2; 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 Randell1,2, Robert Mather1, 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. Mazocco2; 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 Betus1,2, Anthony F. Lemieux1,3,4, 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 Courtous1, 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, 2Muskkingum 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; 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 predicted 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 Saults3; 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 Mazocco1; 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 Saga1, Kjerstin Guns1, Traci Mann2; 1University 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, and least celebration of body size diversity.

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 Rowatt2, Hien Nguyen3, Ian Koh4; 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 TOWARDS PEOPLE LIVING WITH HIV/AIDS  Yumiko Osawa1, Tomoko Ikekami2; 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, 2Clemont 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.

E267
MODIFYING PERCEIVED VARIABILITY REDUCES PREJUDICE AND DISCRIMINATION  Markus Brauer1, Abdalatif Er-rafiy2; 1University of Wisconsin, Madison, 2Clemont 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 biogenic 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, biogenic 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 Molix2; 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-
**E277**

**RESHAPING REACTIONS: USING REAPPRAISAL TO CHANGE AUTOMATIC EMOTIONAL REACTIONS TOWARD GROUPS**  
Jazmin Brown\(^1\), B. Keith Payne\(^1\); \(^1\)University 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 DELETEROUS EFFECT OF STEREOTYPE THREAT ON PERFORMANCE**  
Cindy Chatteignier\(^1\), Peggy Chekroun\(^1\), Amandine Mugler\(^1\); \(^1\)University of Paris Ouest Nanterre, Laboratoire Parisien de Psychologie Sociale, \(^2\)University 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 Levy\(^1\), Jennifer Richeson\(^2\); \(^1\)Northwestern 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\(^1\), Benoit Dardenne\(^1\); \(^1\)University of Liège, \(^2\)Fonds 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 Vartanian\(^1\), Margaret A. Thomas\(^2\), Eric J. Vanman\(^3\); \(^1\)University of New South Wales, \(^2\)Earlham College, \(^3\)University 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 Allen\(^1\), Sarah J. Gervais\(^1\), Mike Dodd\(^1\), Arianne Holland\(^1\); \(^1\)University of Nebraska-Lincoln — Sexual objectification, manifested as the objectifying gaze, was examined from the perceive 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 Boucher\(^1\), Robert Rydell\(^2\); \(^1\)Indiana 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.

**E284**

**RAPE MYTHS, RAPE SCRIPTS, AND ACTUAL RAPE SCENARIOS: DIFFERENCES IN HOW RAPE VICTIMS ARE PERCEIVED**  
Jericho Mariette Hockett\(^1\), Megan Strain\(^1\), Donald Sauzier\(^2\); \(^1\)Kansas 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 Hawthorne\(^1\), Ryan Victor\(^2\), Jessi L. Smith\(^3\); \(^1\)University of Maine, \(^2\)Montana 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 Banchefsks\(^1\), Bemadette Park\(^2\); \(^1\)University 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 Yamamoto\(^1\), Ken-ichi Ohbuchi\(^1\); \(^1\)Department 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 Loo\(^1\), Robert J. Rydell\(^2\), Kathryn L. Boucher\(^1\); \(^1\)Indiana 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.
E290
JUSTIFYING PREJUDICE TOWARDS PREGNANT WOMEN: EXAMINING ATTITUDES TOWARDS PREGNANT WOMEN ON A COLLEGE CAMPUS
Lea A. Folsom, Brooke Williams, Sara J. Smith, Stuart S. Miller, Donald A. Saucier; Kansas 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. Johnston, Amanda B. Diekmann; University of Houston - Clear Lake; Miami 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. Babitt, Sarah Gaither, Negin Toosi, Sam Sommers; Tufts University, Columbia 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
Joanneke van der Toorn; Yale 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 LBG AND HETEROSEXUAL GROUP RELATIONS
Jes L. Matsick, Amy C. Moors, Trent D. Conley; University 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. Mercurio, Mary C. Murphy, Julie A. Garcia, Sabrina Zirkel; University of Illinois at Chicago, California Polytechnic State University, Mills 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, Sazahan; Syracuse 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 LaCosse, Denise Sekaquaptewa, Liana Trevino; University 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 Wee, Singapore 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 Zimmerman, Nina D. Acosta, Donna M. Garcia; Cal 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 Cotner, Robert Mather; University 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 PROPERTY: THE MODERATING ROLE OF GENDER Amani El-Alayli1, Azra Grudic1, Rasmiah Abou-Ammi1; 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 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 Szcesny2, 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—a 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 Carvallo1; 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.
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; 2McGill — 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
SOCIAL DISLIKE FOR THE WEALTHY UNDERMINES OWN WEALTH IDENTIFICATION Sara Etchison1, Mark W. Baldwin1; 2McGill 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 them 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 Aron1; 1University of Rochester, 2Carnegie Mellon University, 2Stony 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 Ketay1, Kandra Knowles1, Stephanie L. Kocsik1, Gary W. Lewandowski, Jr.2; 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 relationship.

F9
SELF-CONCEALMENT AND TRUST IN ROMANTIC RELATIONSHIPS Ahmet Uysal1, Helen Lee Lin1; 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 Rodriguez1, Amy L. Bush1, Robert Wickham1, C. Raymond Klee1; 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 ARE REJECTED?**  Koji Hasegawa1; 1Shinsu University — Why are only low self-esteem (LSEs) with high reassurance seeking (HRS) rejected? The results of our investigation were that HRS displayed cow-er ing 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 COMPA REd TO NON-RELATIONSHIP GOALS**  David Kille1, Richard Elbach1; 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, Omi 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. Luevan1; 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 Finkel2; 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 burden-some 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. Weisberg1, Jeffrey A. Simpson2; 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. Simpson2; 1University of Minnesota, 2Penn State University Abington — 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. Feeney2; 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 better mental health outcomes. These findings are important for clinical applications.

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’ individualizing characteristics, rather than rely on stereotypes, because doing so may help them distinguish good from bad 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

F39
LOVE AND THE ONE YOU’RE WITH: EFFECTS OF OWN AND PARTNER PERSONALITY ON RELATIONSHIP VARIABLES Yanna Weisberg1, Jeffry A. Simpson2, Colin G. DeYoung3; 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 Rysuke Asano1,2, 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 Aron1; 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. Green2; 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 Tuskevičiutė1, Amie Gordon2, 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. Gleason1,2; 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. Pillow; 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 DIVERTENT ATTRIBUTIONS EVEN AFTER ACCOUNTING FOR DIFFERENCES IN MEMORY. Evelyn Au; 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. Neff; 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 Kappas2, 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, University of Bergamo; Catholic University of Milan; Florida 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, Oberlin 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 Gordon2, Emily Impett3, Christopher Oveis1, June Gruber1, Dacher Keltner3, University of California, Berkeley; University of Toronto, Mississauga; University of California, San Diego, Yale 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 re-appraise 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, eHarmony 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 LONSDORU/DYADIC STUDY EXAMINING ATTACHMENT AND PROLONGED PHYSICAL SEPARATION IN ROMANTIC RELATIONSHIPS
Fen-Fang Tsai1, Yu-Yang Kenneth Tan1, National 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 Meij2, Tilburg 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.

F56
THE ROLE OF SYNCHRONY ON FACE EVALUATION
Hugo Toscano1, Thomas W. Schubert1, ISCTE-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 Sandry2, Kasha Geels3, Gayle Hunt1, Jeremy Schwark1, Stephen Rice1, Jessica Richardson1, New 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 Hooren1, Katholieke 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, VU 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, Elizabethtown 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. Biesanz2, University 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. Amacker2, Jason M. Duncan3, 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, Lane L. Ritchie2, Ali Ziegler1, 1Texas A&M University-Commerce, 2Transylvania 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. Ritchie2, Ali Ziegler1, 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; 1University of Michigan, 2Faculty of Education, Saitama University – We examined the influence of class environment on global citizenship identification and pro-social values across 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 a exchange of gratitude ascribe authority to the target offering thanks (versus the target receiving thanks).

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
Dushyanthini (Toni) Kenthirarajah1, Walton Gregory, M.1, Cohen Geoffrey, L1; 1Stanford University – This study investigates how Anglo versus ethnic names affect perceptions of the ‘Americaness’ 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
Tony 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 compulsatory 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 TRANSFERS 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 Young1,2, Nanu 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. Lennon1,2, 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, extra-verted, and conscientious as more likely to have a sexually transmitted disease. Implications for sexual risk reduction are discussed.
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.

PERCEIVING A STORY OUTSIDE OF CONSCIOUS AWARENESS Naokai 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.

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 expectancies to impressions when thinking abstractly but contrasted from expectancies when thinking concretely.

THE BAD SENATOR EFFECT: IMMORAL BEHAVIOR CAN AFFECT PERCEIVED COMPETENCE Jennifer Stellar1, Dacher Keltnerr2; 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.

THE POWER OF PROJECTION FOR POWERLESS PEOPLE Claudia Toma1,2, Vincent Zerby1, Cornelle Olivier1, Demoulin Stéphanie1; 1Université catholique de Louvain, 2Fonds de Recherche Scientifique — The present research investigates whether power rules 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 powerfull people, while the reverse was found for warmth traits.

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.

INTERGROUP SIMILARITY CAN ATTENUATE OWN GROUP BIASES IN FACE RECOGNITION Pritaa 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.
THE ACCURATE DETECTION OF PREJUDICE FROM FACES
Eric Hehman, Jordan Leitner, Mateusz Olechowski, Samuel Gaertner; University of Delaware, University of Warsaw
The current research examines the ability to accurately detect how prejudiced a target is by looking at their face. Kaci prejudiced. We measured and minority individuals estimated "how prejudiced" the faces were. Results revealed that minority group members are better than chance at detecting prejudice.

SOCIAL CATEGORIZATION AND REACTIONS TO INDIVIDUALS WITH INTELLECTUAL DISABILITIES: AN EXAMINATION OF APPEARANCE AND IDENTIFICATION FACTORS
Jessica McManus, Donald Saucier; Kansas 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.

IMPRESSIONS AT THE INTERSECTION OF AMBIGUOUS AND OBVIOUS SOCIAL CATEGORIES: DOES GAY BLACK = LIKABLE?
Jessica Remedios, Alison Chasteen, Nicholas Rule, Jason Plaks; University 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.

SLEEP FACILITATES RECALL OF RECENTLY LEARNED PERSONAL INFORMATION
Luke Engle, Michael A Zarate; University 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.

DOES YOUR CLOTHING MAKE A LIAR OUT OF YOU? THE EFFECT OF BRAND NAME CLOTHING ON IMPRESSION FORMATION
Teresa M. Madruga, AnaMarie Guichard; California 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.

PERCEPTIONS OF INDIVIDUALS IN INTERRACIAL RELATIONSHIPS
Michael Penului, Emily Zitek, Juliana Leding; University of North Florida, University of North Florida, University 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 conservativism gave more negative judgments.

THE EFFECTS OF USING STEREOTYPES AS EXCUSES FOR STEREOTYPIC PERFORMANCE FAILURE
Jade S. Jenkins, John J. Skowronski; Northern 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.

ANDROGYNY QUALIFIES FOR LEADERSHIP POSITIONS. INTERACTION OF FACIAL APPEARANCE AND PERSONALITY INFORMATION
Mirella Walker, Michaela Wänke, Sabine Szesny, Thomas Vetter; University of Basel, University of Mannheim, University 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 androgyne.

CHANGING IMPRESSIONS: EXPECTANCY VIOLATIONS AND INTERPLAY OF LOOKS AND ACCENTS IN EVALUATIONS
Karolina Hansén, Melanie C. Steffens, Tamara Rakic; Friedrich Schiller University Jena
We experimentally tested predictions of ethnocultural 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 - at least.

PUBLIC RELATIONS DISASTER: SEWAGE, OIL SPILL, AND THE TWO FUNDAMENTAL DIMENSIONS OF SOCIAL PERCEPTION
Emily Chan; Adam Korpusik; Colorado 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.

A HYBRID PARADIGM FOR EXAMINING SPONTANEOUS TRAIT INFERENCES WITH TWO EXPERIMENTAL TRIALS
Timothy C. McCall, James H. Wirth, Donal E. Carlton; Purdue University
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.

INVESTIGATING THE MEDIA EQUATION: THE INFLUENCE OF ACTOR AGENCY ON SPONTANEOUS TRAIT INFERENCE
Maaike Roubroeks, Jaap Ham, Cees Midden; Eindhoven 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.

HAPTIC SENSATIONS AFFECT THE SPONTANEOUS INFERENCES OF TRAITS
Randi McCarthy, John Skowronski; Northern 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 Todorov2; 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=185) 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; 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.

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; 1UC Berkeley, 2Manhattan College — 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, Atilla Hoefting1, 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; 1University of Wisconsin-Eau Claire, 2University of Wisconsin-Madison — In a cross-cultural study we 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 Illinois, Urbana-Champaign, 2University of Maryland — 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; 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 Howell2; 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 Carvallo1; 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 ideological differences in morality are automatic versus controlled. We manipulated cognitive load while asking participants to rate ideological differences in morality are automatic versus controlled.

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 Davidi1, 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 Howell2; 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 Gils2, Terri G. Seuntjens1, Jacqueline A. van Breenen1, 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 Swansenburg1; 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. Gomes1; 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 Kruger2; 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 debias 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; 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 opportunities.

**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 Univ, 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 ATTRACTION 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 attraction 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, Marlene D. Henderson¹, Cheryl J. Wasklik¹; 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** Pareezad 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 Mosley¹, Natalie Dové²; 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 Schwaib¹; 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 Gerrard¹, Megan Brown¹; ¹Dartmouth Medical School, ²Colby 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 Diaz2, Jessica Stahl1, David Louis-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 Halley1, Ilya Altshteyn2, Peter DeScioli2; 1Yale University, 2University of California, Santa Barbara – 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  HyoMan 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  Jiyan Cao1, Adam Galinsky2; 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 an individual difference or temporary psychological state and using different lie-detection tasks.

F147
AUTOMATIC LIES: TIME-PRESSURE INDUCES CHEATING, DELIBERATION SELF-JUSTIFIED LIES  Shaull Shahvi1, Ori Elad1, 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 Kelemen2; 1Boston University, 2University of Graz, 3University of Regensburg, 4University 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.

F150
NEUROPSYCHOLOGICAL CORRELATES OF SELECTIVE EXPOSURE TO INFORMATION AFTER DECISIONS  Claudia Vogrinic1, Peter Fischer2, Eva Jonas1, Johannes Klackl1, 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 Gonzalez2; 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; 1Trinity University, 2Texas A & M University – This study examined whether expansive body postures enhance the perceived meaningfulness of information, relative to constractive 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 Preston2, Neal J. Rose2; 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; 1University of Illinois at Chicago – 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.

F160
COUNTERSTEREOTYPE TRAINING ACROSS TIME: REDUCING I MPLICIT STEREOTYPING AND PREJUDICE
Jill Lybarger1, Margo Monteith1, Anna Woodcock2; 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 Woodcock1; 1University of Illinois at Urbana-Champaign, 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.

F162
STEREOTYPING PRIMES ABSTRACT REPRESENTATION AND GLOBAL PROCESSING STYLE.
Scott Fong1, 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 Thomans1; 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 Budesheim1, Leslie Centeno2; 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 prescribing 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. Rutrich2, Jill L. Quilici2; 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 Plivik-Kelley1, Stephanie Murray1, Angel Jowers1; 1University of West Alabama — Two studies investigated the role 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 Rowatt2, 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 Maris1,2, Vera Hooren1; 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  
Wade C. Rowatt1; 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, San 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.

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 STIGMATION EXPERIENCES: THE ROLE OF IMPLICIT AND EXPLICIT WEIGHT STEREOTYPES  
Sarah Savoy1, Joseph W. Harris1, Elizabeth Blanke1, Shaan Shahabuddin2, Stephen 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 BIASE 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 showed 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 perceived 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
Mano 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. Kunz2, Robert L. Lloyd3; 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. Webster2, 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 heavy weight interchangeably. This study tests the assumption that perceivers treat the terms fat, overweight, obese, and heavy weight 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 Dunham2; 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 increased 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 Todorov2; 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 Vick2, 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 Bordsen1, Stephanie Lochbühler1; 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. Cundiff, Theresa K. Vescio, Erik Loken, Lawrence Lo, *Penn 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. Hunger, Kristin P. Beals, *University 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 Aguilar, Anna Woodcock, Priscilla Fernandez, Paul R. Hernandez, Mica Estrada, P. Wesley Schultz, *California 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. Bell, Abraham M. Rutchick, Collette P. Eccleston, *Oklahoma 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 Forster, Julie Spencer-Rodgers, Brenda Major, *University 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 Belmi, Rodolfo Cortes, Geoffrey Cohen, *Stanford 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 TAINT JUDGMENTS ABOUT UNCONTROLLABLE EVENTS**  
Jennifer MacGregor, Danielle Gaucher, *University of Western Ontario; 2University of Winnipeg* – We tested whether people’s judgments 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**  
**DISSOCIALE EFFECT OF SELF-ESTEEM THREAT ON INTENTIONAL AND UNINTENTIONAL STEREOTYPING OF OTHERS**  
Soyon Rim, S. Adil Saribay, James S. Uleman, *Harvard 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 IMPPLICIT PREJUDICE**  
Austin Chapman, Joshua Clarkson, *University of Florida; 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. Czopp, *Western 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 Gustavson, Akira Miyake, Lee Altamirano, Nick Haynes, Tiffany Itto, *University 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 VERBALS OF PREJUDICE**  
Sara Richardson, Robert Murphy, Kodi Nordahl, Helen C. Harton, *University 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, Hualian 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-Esked1, 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 “sex.” 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 Sorensen Farmum1; 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. Rutnchick1, Mark P. Otten1; 1Cal State Northridge – In two studies, evaluators rated a scholarship applicant whose fraternity involvement was manipulated. Both studies (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 Corelli2, Bruce Bartholow1, 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 Kasawa1; 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 South Carolina — 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 SUCCEEDING IN THE FACE OF THREAT: THE ADAPTIVE ROLE OF DOMAIN ATTACHMENT REGULATION Jordan B. Leitner1, James M. Jones1, Eric Hehman3; 1University of Delaware, 2University of Michigan — 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. Barsalou1, Ruud Custers2; 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 Jantz2, Jason Hubbard1, Eziquiel Morella1,2; 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 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 showed 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.

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 Biernat1, Victoria Essex4, Aaron Silverman3; 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; Tulane 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 Morella1,2; San Francisco State University, Neurology, University of California, San Francisco – We investigated how subjective effort and the ‘psychological-self’ vary in minimalistic 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 Morella2; San Francisco State University, University 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 Friesel1, Claude Messner1, Lea Schweizer1, Yves Schaffner1, Michaela Wänke1; University of Basel, University of Bern, University 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 Sassenberg2; Knowledge 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, Barbé Knäuper1; McGill 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 Updegraff2; Kent 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; University of Richmond, Northwestern 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 Morgenstem2; New York University, Columbia 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; Columbia University – We investigated how self-control depletion 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 Kassandra Cortes1, Lara K. Kammrath2; Wilfrid Laurier University, Wake 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 Hatiri2, Diego Pizzagalli2, Timothy Strauman1; Duke University, Department of Psychology & Neuroscience, Harvard 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-constructs 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 RELAYANCE 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. Howell2; 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. Kacinik Kacinik2; 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 Wagner2, 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 Binder1,2, Malte Friese1, Roger Luechinger2, Peter Boesiger3, 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 Ledgerwood2; 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 Wagner1, Gertraud Ladstetter1, Banchi Elam2, Tony Higgins3; 1Columbia University, 2Department of Psychology, University of Frankfurt, 3Department of Psychology, University of Halle — 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 Baumeister2; 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

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 Japanese, Chinese gazed more than Japanese.

G6 CULTURE, SOCIAL NETWORK, AND MIND: DO WEAK INTERPERSONAL TIES FACILITATE CREATIVE PROCESSES ACROSS CULTURES? Takeshi Hamamura¹; Chinese 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. Miao¹; 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, 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; Quiping Tang²; Lin Cai²; Andrew G Ryder¹,²; ¹Concordia University, ²Central South University, ²SMBD-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 Gabri1, Veronica Benet-Martinez2, 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 Cho1, 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, Yui Yano2, Mary Alice Davis1, Jaxin 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 contextualized 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 EFFECTS OF SEROTONIN TRANSPORTER GENE POLYMORPHISM (5HTTLPR) AND CULTURE IN EMOTIONAL EXPERIENCE
Christie Napa Scollon1, Sharon Koh2, 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 emotions 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 Chiao3; 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 Tadle1, Emily WuHsuan Shih2, Sun-Mee Kang3; 1University of Hawaii at Manoa, 2University of Virginia at Charlottesville, 3University of Hawaii — 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-Martinez2, 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 Yamagi1, Chiajung Lee2, Yayoi Watanebe2; 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 ideological 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, Alex Parker2, 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 Tieyuan 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. Landau2, 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 Business School, 2Columbia University – 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 Cal1; 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 modest 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, 2Remmin 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. Pirolli2, 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 Veille1; 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 – Differences 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; 2Tokyo 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; 2Chubu University, 3Moscow 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 LATINAMERICAN 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? Hyunj 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 bicultural participants 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. Toshio 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 two-ness 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; 1Université du Québec à Montréal, 2Université de Montréal – 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 Yuki2; 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 FAMILY RELATIONSHIPS IN MEXICAN AMERICAN ADOLESCENTS. Priscila Diaz1, Della 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.
Cross-cultural differences in outcome predictions for everyday life events

Ning Zhang,1 Li-Jun Ji,1 Zhiyong Zhang,2 Queen’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.

Cross-cultural differences in attributional styles affect perceptions of social psychological explanations of wrongdoing

Ying Tang,1 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.

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 in the intimacy in friendships. Results showed a distinct effect of perceived trouble on intimacy in friendships across cultures.

Interpreting a helping hand: cultural variation in responses to solicited and unsolicited social support

Taranee 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.

Culture and social support provision: who gives what and why

Jacqueline M. Chen1, Heejung S. Kim1, Taranee 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 with the motive for closeness.

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 effect 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.

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.

Helped, but not helpless: how Americans and Japanese construct social support situations

Beth Morling1, Yukiko Uchida2, Sandra Frentrup1, 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.

Attitudes toward social deviance in tight versus loose cultures

Janetta Lun1, Michele Gelfand1, Rebecca Mohr3; 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.

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 exerts a significant barrier towards help-seeking, particularly among Asians.

Does personal achievement orientation have negative effect for Japanese? Cultural analysis of personal achievement versus relationships orientation

Yuji Oghara1, 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.

Stigma of being too heavy or too light: culture, BMI, and psychosocial problems in the US and Japan

Mayumi Karasawa1, Chiemi Kan2, Carol Ryff3; 1University of Tokyo, 2University 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. Cozzolino\(^1\), Panagiotis Rentzelas\(^2\), Marco Penugui\(^2\); \(^1\)University of Essex, \(^2\)University 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 EFFECTS OF PERCEIVED RELIGIOUS DISCRIMINATION ON NATIONAL IDENTITY.** Sadia Zafar\(^2\), Michaela Hynie\(^2\); \(^2\)York University — We examined whether dimensions of religious identity differently 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 Zunick\(^1\), Russell H. Fazio\(^2\); \(^1\)Ohio 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 Naufel\(^1\), Jeremy Gay\(^1\), Haley Mann\(^1\); \(^1\)Georgia 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**

**IMPPLICIT SEXUAL ORIENTATION: ASSESSING THE CONSTRUCT VALIDITY OF A REACTION TIME MEASURE** William Ryan\(^1\), Netta Weinstein\(^2\), Nicole Legate\(^3\), Cody DeHaan\(^3\); \(^1\)UCSB, \(^2\)University of Essex, \(^3\)University 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. Luke\(^1\), VerBon Cheung\(^1\); \(^1\)University 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 Gangi\(^1\); \(^1\)University 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 Packard\(^1\), Brian Coxum\(^1\), Jared Chapman\(^1\), David Somlo\(^1\); \(^1\)Claremont 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.

**G70**

**EXAMINING THE RELATIONSHIP BETWEEN SEXUAL ORIENTATION IDENTITY AND ROMANTIC PARTNER PREFERENCES** Lisa M. Brown\(^1\), William Harpham\(^1\), Crystal Tse\(^1\), Stephen Reysen\(^1\), Steven Spencer\(^1\), Penny McDevitt Devine\(^1\); \(^1\)Austin College, \(^2\)University of Waterloo, \(^3\)Texas A&M University - Commerce, \(^4\)Florida State College at Jacksonville — We investigated sexual orientation identity and partner preferences. Heterosexuals’ and bisexuals’ relative preferences for female/male partners were correlated with their 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 Ducate\(^1\), Beth Pontari\(^1\); \(^1\)Furman 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 Richman\(^1\), Erica Slotter\(^2\), C. Nathan DeWall\(^3\), Wendi Gardner\(^4\); \(^1\)University of Kentucky, \(^2\)Villanova University, \(^3\)Northwestern 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 Gan\(^1\), Serena Chen\(^1\); \(^1\)UC 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.
AGE OF MIGRATION AND PERCEPTION OF CHANGE MODERATE BICULTURAL IDENTITY INTEGRATION AMONG FIRST GENERATION ASIAN CANADIANS

G74

ANDREA H. NG1, MICHAELA HYNIE1; YORK 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 Perceptions of Change of AHS. Results support developmental theories of cultural sensitivity.

"SO NOW, I WONDER, WHAT AM I?": A NARRATIVE APPROACH TO BICULTURAL IDENTITY INTEGRATION

G75

JENNIFER PALS LIGENDAHL1, VERONICA BENET-MARTINEZ2; EMILY DIJ1, LINDSAY FESTA1, CHLOE LEVENSON1, REANA ROSENBLUM1; HAVERFORD COLLEGE, Pompeu 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.

THE RELATION BETWEEN SELF-COMPLEXITY AND SELF-CONSTRUAL BY CULTURE AND SEX

G76

AARON A. SHILLING1, CHRISTINA M. BROWN1; SAINT 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.

PRIMING INDEPENDENT AND INTERDEPENDENT SELF-CONSTRUALS: EFFECTS ON GLOBAL CITIZENSHIP IDENTIFICATION

G77

SHONDA GIBSON1, STEPHEN REYSEN2; IVA KATZARSKA-MILLER3; TEXAS A&M UNIVERSITY-COMMERCE, Transylvania 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.

ADOPTING A VICTIM-MENTALITY TO COPE WITH TRANSGRESSIONS TOWARD OTHERS

G78

SHANNON RAUCH1, MEGAN BELL1, KELLY LANG1, KARA FLYNN1; PROVIDENCE 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.

THE OUTLOOK’S NOT SO BLEAK: MORTALITY SALIENCE, DISGUST SENSITIVITY, AND THE OPTIMISTIC PERCEPTION OF FUTURE LIFE EVENTS

G79

NICHOLAS KELLEY1, ADRIENNE CROWELL1, EDDIE HARMON-JONES1, BRANDON SCHMIEDEL1; TEXAS 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.

PAIN AS EMBODIED PUNISHMENT

G80

BROCK BASTIAN1, JOLANDA JETTEN2; UNIVERSITY 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.

IDENTITY THREAT AMPLIFIES IMPlicit (BUT NOT EXPLICIT) SOCIAL IDENTIFICATION

G81

EMILY ROSENZWEIG1, MELISSA FERGUSON1; CORNELL 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.

GLOBAL CITIZENSHIP, AMERICAN, STUDENT IDENTIFICATION, AND PRO-SOCIAL VALUES

G82

LINDSEY PIERCE1, STEPHEN REYSEN1, IVA KATZARSKA-MILLER2; JAMIE SNIDER1; TEXAS A&M UNIVERSITY-COMMERCE, Transylvania University — We examined the relationship between identification with three social identities (global citizen, American, and 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).

THE ROLE OF REGIONAL IDENTITY IN SOUTHERNERS’ SUPPORT FOR THE CONFEDERATE FLAG

G83

L TAYLOR PHILLIPS1, ANEETA RATTA1, HELZ R MARKUS1; STANFORD 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.

DIETING HISTORY AND PERCEIVED PERMEABILITY AMONG THE OVERWEIGHT

G84

EILEEN V. PITPITAN1, DIANE M. QUINN1; UNIVERSITY 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.

BELONGINGNESS AMONG MINORITY AND MAJORITY GROUP MEMBERS: THE DIFFERENTIAL IMPACT OF SELF-ANCHORING AND SELF-STEREOTYPING

G85

RUTH VAN VEELLEN1, SABINE OTTEN1, NINA HANSEN1; RIJKSUNIVERSITEIT 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.

INFLUENCE OF RELIGIOUS AND SPIRITUAL STRENGTH ON RELIGIOUS IDENTIFICATION AND GROUP-PROTECTIVE EXPRESSION FOLLOWING SELF-UNCERTAINTY

G86

JARED CHAPMAN1, MICHAEL HOGG1; CLAREMONT 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 disidentified. 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 Pearlmutter2, Richard Eibach3, Valerie Purdie-Vaughns1, Steven Mock2; 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 DISPSE CHALLENGES TO THE SELF? Lauren E. Jennings1, Kate C. McLean2; 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 Katarska-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 nonverbal behavior suggests that such disidentification buffers Whites from experiencing anxiety in racial contexts.

G91 GLOBAL CITIZENSHIP, RELIGIOSITY, POLITICAL ORIENTATION, AND PRO-SOCIAL VALUES Iva Katarska-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. Knowles2; 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.

G93 COLLECTIVE MEMORY AND IDENTITY: DO I IDENTIFY TO MY GROUP BECAUSE OF ITS PAST ACTIONS? Aurelie Mercy1, Laurent Licata1, Virginie Marmier1, Adrienne Everard de Harzi2; 1Univeristé Libre de Bruxelles, 2Université 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 Ryan3; 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.

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 under-performance 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 Oyserman2; 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.
G106
CULTURAL GROUNDING OF PERCEPTIONS OF MALE HOMOSEXUALITY AND COMMUNICATION Sabiha Gokce Gungor1, Monica Biemdt2; 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 ATTRACTION 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 Brandt1,2, P.J. Henry3; 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.

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 Tadle², Heather Coffin¹, Sun-Mee Kang¹;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 Stephens¹;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
Sara 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 Rottapel¹;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 Kamyd², Suzanne G. Heffler², Heather M. Rasinskid, Andrew L. Geers³;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 Saucedor;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 sexists 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. Hoy¹;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 man 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. Young; Lora E. Park; Grainne M. Fitzsimons; University of Buffalo, SUNY, Duke 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 Hettinger; Joseph Vandello; University 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 Ziegler; Jennifer Rubin; Joe H. Kazemi; Brandon Valentine; Terri D. Conley; University 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 Fetterolf; Laurie A. Rudman; Rutgers 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 Hunt; Karen Gonsalkorale; University 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; Anthony F. Lemieux; New York University, Silver School of Social Work; Emory University; State 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. Brown; Amanda B. Diekmann; Miami 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 experiment, 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 Friesen; Danielle Gaucher; Aaron C. Kay; University of Waterloo, University of Winnipeg, Duke 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—such as, 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. Danube; Karen Gasper; The 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-Bell; Rosanna E. Guadagno; Cassie A. Eno; Katherine G. O’Brien; Julia C. James; University of Alabama; Waldorf 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-Freilino; Rhode 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’Hearn; Laura Madison; New 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 Kwak; Sara Prot; Ksenija Bosnar; Amanda Jaminet; Iowa State University, University 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, Christopher Smith3, 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.

G141
AN INTERSECTIOINAL 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.

G142
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.

G143
EXAMINING THE INFLUENCE OF SEXUALIZED IMAGES ON PERCEIVED LEADERSHIP ABILITY
Nicole M. Overstreet1, Diane M. Quinn2; 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.

G144
A UNIVERSAL TOOL FOR PREDICTING GENDER SELF-CATEGORIZATION FOR TRANSGENDER AND CISGENDER INDIVIDUALS: THE GENDER-SELF OVERLAP INDEX
Jay Ledbetter1, Chuck Tate2; 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.

G145
MALE PATTERN BLINDNESS: THE CONSEQUENCES (AND POSSIBLE MECHANISMS) OF DEFENDING MANHOOD
Matthew Jackson1, Phillip Atiba Goff2; 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.

G146
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.

G147
A TWO-QUESTION METHOD FOR ASSESSING GENDER CATEGORIES IN THE SOCIAL AND MEDICAL SCIENCES
Cris Youseff1, Jay N. Ledbetter2, Chuck Tate2; 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.

G148
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).

G149
DOES GENDER-PROFESSIONAL IDENTITY INTEGRATION MATTER FOR MEN IN FEMALE DOMINATED FIELDS?
Aaron S. Wallen1, Shira Mor2, 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 Fairchild, Bridget Gerstel, Katherine Krauss, Margaret Hoban, Paul Sgro, Karen Tshinkel; Manhattan 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 Naya, Mariana A. Preciado, Keri L. Johnson; University 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 Chavez, Catherine Norris; Dartmouth 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 Ramsey, Garrett Marks-Wilt; Denise Sekaquaptewa; Bridgewater State University; University 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 Moya, Roxana Espinoza, Francisca Expósito; Universidad de Granada; Universidad 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 McCoy, Ellen Newell, Susan Gardner; University of Maine – As one moves up the academic ladder, women are increasingly 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 Ryan, Sapna Cheryan; University 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. Gramzow, Joseph R. Castro; Syracuse 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. Weaver, Theresa K. Vescio; Pennsylvania 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 Calogero; Virginia 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 Mahaffey; Lisbon 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 Lenes, Jennifer Bosson; University 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 Montana, Deborah Prentice; Princeton 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.
Navigating Gender in Politics: The Psychological Effects of Candidates' Appeals to Motherhood  Grace Deason1; 2University 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.

Threats to Manhood Enhance Masculine Bias in Constructive Memory Samantha Groene1, Vanessa Hettinger2, 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.

Do I Call the Police? An Examination of Bias in Assistance to Same-Sex Victims of Relationship Violence Christiana 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.

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.

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/Prince identification and positive attitudes towards princess/princesses predicted traditional relationship expectations and gender role beliefs, benevolent sexism, and for men, social dominance orientation.

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 Bombardì2, Marianne Schmid Mast1, Joris Lammers2, Manuel Bachmann2; 1University of Neuchatel, 2Columbia University, 3Tilburg University — Women tend to underperform 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

A Dual-Motivational Model of Punitive Attitudes: Authoritarians and Dominators Favor Harsh Sentencing for Different Reasons and Under Different Conditions Monica M. Gerber1; 2London 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: authoritatians support harsh sentencing to maintain collective security, while dominators are punitive because punishment can help maintain hierarchies in society.

Helping Parents Motivate Their Teens in Mathematics and Science: An Experimental Test Chris Rozek1, Chris Hulleman2, Janet Hyde1, Judith Harackiewicz3; 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.

A Look at Optimal Negative Feedback in Sport: The Relative Impact of Quantity and Quality Joelle Carpentier1, Genevieve A. Mageau1; 2Université 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.

Backward Planning: Examining Consequences of Planning Direction for Motivation Jessica Wiese1, Roger Buehler1; 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.

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.

The Effects of College Admission Policies on Perceived Institutional Theories of Intelligence: Is Flexible Always Better? Amy Fleig1, Emily Chan1; 2Colorado 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 PROENVIRONMENTAL MOTIVATION Nadia Y. Bashir1, Penelope Lockwood1, Allison 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 Schimel3, 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, Daniel 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 Pyszczynski3, Matt Motyl4, 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 ideologically purer 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 McGregor2, 1York University — In two studies, threats to external sources of agency made religion more appealing to 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, 2University of Oregon — 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 animgram 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 McGregor2, 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. Lydon3, 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 Keever1, 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 SUPER NATURAL AGENT BELIEFS AMONG CHRISTIANS, MUSLIMS, ATHEISTS AND AGNOSTICS Kenneth E. Vail III, Jamie Andt, Abdolhossein Abdollahi1,2,3; 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. Diekman2, Emily K. Clark2,3; 1Miami University – This research applied a 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 Thrash2; 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 Silvestrini1,2; 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 action 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. Baulls1; 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.

G197

PERSUADED BY TECHNOLOGY: PERSON VS. THING ORIENTED MESSAGE EFFECTIVENESS Sara Branch1, Anna Woodcock1, William Graziano2; 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.

G198

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.

G199

PROMOTING UTILITY VALUE: EXPLORING THE MECHANISMS OF VALUE TRANSMISSION Elizabeth Rempe1, 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.

G200

OPENING THE CREATIVE MINDS OF HIGH NEED-FOR-CLOSURE INDIVIDUALS THROUGH ACTIVATING UNCREATIVE IDEAS Laysee Ong1, Angela K.-y. Leung2; 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.

G201

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. Noel2, 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 Difference 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.

G209
COSTS OF NEO-LIBERAL CAPITALIST VALUES IN EDUCATION: INTROJECTED REGULATION OF MOTIVATION, PERFORMANCE-APPROACH GOALS AND CHEATING Caroline Pulffrey1, 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. Rutchock1; 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 Hawkings1; 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.
THE EFFECTS OF EXISTENTIAL THREAT ON COMPREHENSION OF WORLDVIEW CONSISTENT AND INCONSISTENT INFORMATION  Todd John Williams1, Jeff Schmiel2, Joseph Hayes3, Erik Faucher1; 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.

EXPLICIT MOTIVATION AND INTUITIVE CHOICE: MONEY BOOSTS THE INFLUENCE OF SUBLIMINAL CUES ON CATEGORY-BASED INTUITIVE CHOICE Maxim Milyavsky1, Ran Hassin2, Yaacov Schul1; 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.

THE EFFECTS OF MULTIPLE NONCONSCIOUS GOAL PRIMES ON GOAL-RELATED BEHAVIOR Travis Cronê1; 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.

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.

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.

A NEW EXPLANATION OF OUTGROUP INFLUENCE ON INGROUP ACTION: CONTRASTING DYNAMIC NETWORK THEORY, GROUP THEORY, AND SOCIAL NETWORK THEORY Nathan M. Gerard1, James D. Westaby2; 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.

POLITICIZED SPACES: IMPLICATIONS OF MEMORIALS ON AFFECT AND COLLECTIVE IDENTITY Chris Goode1, Sahana Mukherjee1, Mary Pisciotta1, Ludwig Molina1; 1University of Kansas — We argue that memorials are politicized spaces that influence individual affect, meaning, and memory for events (Till, 2005). 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-Andrews1,2, 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 ON SOCIAL BEHAVIOR AND SOCIAL PREFERENCES IN YOUNG CHILDREN

Agata Gasiorsowska1,2, Tomasz Zaleskiewicz2, Sandra Wygrab1; 
1Wrocław 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 DEVIAN T 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**

ENTITIvATIVITY 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. Sanchez2, Lisa Giamo2; 
1Rutgers University, 2Simon Fraser University

— We exposed seventy one White participants to racially ambiguous Asian/White Biracial faces. Similar saliency (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; 
1University of Montreal, 2Seton Hill University

— 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. Gorbourovkova2, Roxane de la Sablonniere1; 
1Université de Montréal, 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 Karasawa2; 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 Whiston2, Keith Mumighan3; 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 perceived differences 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 Vasiljevic2, Marwan Sinaceur2; 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 Charter1, Susanne Abele2; 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 Ludwig1, 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 Master1,2, Ellen M. Markman1, Carol S. Dweck1; 1Stanford University, 2University of Washington — Two studies with preschool children characterized faces 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 Hidan, 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 Blodoom1, 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, Emete 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 Ganser2, Jamie Luguri1, 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 Wood2; 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 show 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 Brenner1, 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. Baumeister2; 2Florida 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 REPPLICATION 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 Martin2; 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 this free will is 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.

G267
COPIING AND EGO-DEPLETION: THE EFFECTS OF COPIING 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 Houseley1, 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 Cremer1,2, 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 often than do perpetrators 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.

G270
JUSTICE MOTIVE EFFECTS IN AGEISM: THE EFFECTS OF A VICTIM’S AGE ON OBSERVER PERCEPTIONS OF INJURIOUS 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 Suzuki2; 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 Jinhyung Kim1, Incheol Choi2; 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 Godzikowskaya1, 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. Rempala3, Cassie A. En05; 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 En0 (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, tendency 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 Crozet1, 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 Shih2; 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
Simon Laham1, Yoshihisa Kishima1; 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 Yap3, Dana R. Carney4; 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, 2The 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 UNATTRACTION, SO ARE YOU: APPEARANCE FEEDBACK, SELF-AFFIRMATION AND RATINGS OF PHYSICAL ATTRACTIVENESS, WARMTH, AND COMPETENCE
Narayesi Meza1, Nathan A. Helflick1, 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.
EQUILIBRIUM THEORY OF INTIMACY IN HUMAN-HUMANOID INTERACTION Hiroko Kamide1, Mika Yasumoto1, Yasushi Mae1, Koji Kawabe2, Satoshi Shigemi2, Masato Hirose2, Tatuо Aral1; 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.

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.

USING THE COMMON LANGUAGE TO MAP THE ENERGY DOMAIN Jessica Rolnick1, Donnah 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.

CONSTRUAL LEVEL INFLUENCES MEMORY FOR SOCIAL EVENTS Natalie Wyer1, Jean Roper1, Sabine Pahl1, Tim Perfect; 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.

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 negotiation. Study 3 found that reduced anxiety mediated the effect. Study 2 extended this effect to subjective measures of negotiation achieved a larger bargaining surplus than control group counterparts. Study 3 found that reduced anxiety mediated the effect.

ASSIMILATION IN SOCIAL COMPARISON WARM AND TOGETHER: WARMTH AND HAND MOVEMENTS AFFECT ASSIMILATION IN SOCIAL COMPARISON Janina Steinmetz1, Thomas Mussweiler2; 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.

SOCIAL TALK AND IMPRESSION FORMATION: COMPARING THE EFFECTS OF Gossip AND SELF-DISCLOSURE ON LIKING Ishani Banerji1, Eliot Smith2; 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 valance 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.

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.

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.

FROM SEEING DOTS TO PERCEIVING SOCIAL CUES: MAPPING THE RELATIONSHIP BETWEEN VISUAL PROCESSING AND SOCIAL PERCEPTIVENESS Sujin Jang1, George Alvarez1, Richard Hackman2; 1Harvard University, 2University 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-months later, participants who narrated redemption maintained sobriety between assessments, compared to 37% of non-redemptive participants.

SOBERING STORIES: REDEMPITIVE 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-months later, participants who narrated redemption maintained sobriety between assessments, compared to 37% of non-redemptive participants.

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.

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-envelope 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  
Janeka Turkuski1, 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 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 neuroticism.

**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 restested following theoretical favorable vs. unfavorable genetic lung cancer susceptibility feedback. More smokers wanted a restest 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 Abyeya1, Tom Pyszczynski2, Emily Chan3; 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. Pfent2, 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 Morrison1; 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 Kucukbunum1, Kelli Wong1, Aviva Laye-Gindhu1; 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, Alexander S. Browman2, Mark W. Baldwin2, Stéphanie 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 Hladky1, 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. Prince, John V. Petroccelli; 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 Rizvi; Ramona Bobocel; 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 Korman; Bertram Malle; 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-Pérez; Abraham M. Rutitchick; 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 Chiel; Niall Bolger; Jeffrey P. Crawford; Gertraud Stadler; Kenzie A. Snyder; 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. Meier; Adam K. Fetterman; Michael D. Robinson; Courtney M. Lappas; 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 Posten; Thomas Mussweiler; 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-
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