February 13-15, 2014 • The Austin Convention Center

The Society for Personality and Social Psychology

PROGRAM
Psychological Science
Fourth Edition
MICHAEL S. GAZZANIGA
TODD F. HEATHERTON
DIANE F. HALPERN
The perfect union of the science of psychology and the science of learning.

Social Psychology
Third Edition
THOMAS GILOVICH
DACHER KELTNER
RICHARD NISBETT
SERENA CHEN
New co-author Serena Chen and a free interactive ebook introduce students to the field of social psychology today.

Psychology in Your Life
SARAH GRISON
TODD F. HEATHERTON
MICHAEL S. GAZZANIGA
An integrated teaching and learning program for introductory psychology featuring I Teach, I Learn, I Improve™.

Research Methods in Psychology
EVALUATING A WORLD OF INFORMATION
BETH MORLING
Helps your students develop the skills they need to critically evaluate their world.

Developmental Psychology
FRANK KEIL
Shows students how to think like psychologists about child development.

Cognitive Neuroscience
Fourth Edition
MICHAEL S. GAZZANIGA
RICHARD B. IVRY
GEORGE R. MANGUN
The most authoritative text is now the most accessible.

The Personality Puzzle
Sixth Edition
DAVID C. FUNDER
Explores the past, present, and future of the discipline to show students why personality psychology matters.

Psychological Science
Fourth Edition
MICHAEL S. GAZZANIGA
TODD F. HEATHERTON
DIANE F. HALPERN
The perfect union of the science of psychology and the science of learning.

Cultural Psychology
Second Edition
STEVEN J. HEINE
The best-selling text for cultural psychology courses around the world.

Intimate Relationships
THOMAS BRADBURY
BENJAMIN KARNEY
A clear, balanced, and contemporary look at how relationships work, from leading researchers in the field.

Pioneers of Psychology
Fourth Edition
RAYMOND E. FANCHER
ALEXANDRA RUTHERFORD
Brings the history of psychology to life.
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Are you Tweeting about SPSP 2014?
To Tweet use #SPSP2014

Be sure to follow SPSP 2014 on facebook and twitter.
Welcome to SPSP 2014

The Fifteenth Annual Meeting of the Society for Personality and Social Psychology will be held February 13-15, 2014 in Austin, Texas.

SPSP is heading back to Austin for another science-packed meeting surrounded by live music, food, and fun. Conference activities will be located in the Austin Convention Center. The conference hotels, a wide array of restaurants, and live music venues are just a short walk from the convention center.

Wake up, grab a breakfast taco, and take in amazing presentations. When you have had your fill of science, take a stroll to one of the many food trucks, or try one of the innovative restaurants in the area. If shopping is your thing make your way to the boutiques and independent shops in the Second Congress district. There is something for everyone nearby.

A full day of pre-conferences is scheduled for Thursday, February 13th, and the SPSP meeting will officially open on Thursday evening with the Presidential Symposium, followed by a Welcome Reception. On Friday evening there will be an Award Session, in which the winners of the Campbell Award, the Block Award, and the SPSP Distinguished Scholar Award will deliver their award addresses. Like last year, throughout the conference we will feature the graduate student poster award winners in a Hall of Fame. And, back by popular demand is the “Data Blitz” session, in which selected up-and-coming speakers will have five minutes each to present their research findings.

This year, conference attendees will be offered a selection of excellent accommodations to fit every budget and taste. The cost of lunches is included in the registration fee allowing you to maximize your conference time. This year we will continue to use the smart phone app and itinerary-building program, and if you are traveling with your children, we will provide a listing of local childcare and babysitting services. In addition, the Graduate Student Council has planned a variety of fun and enriching events for graduate student attendees.

We are looking forward to a very exciting and interesting conference!

Brian Lowery (Convention Chair), Keith Payne, and Grainne Fitzsimons
Eli Finkel and Cheryl Kaiser (Program Co-Chairs)
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 Symposia and Poster Reviewing Committees, who took on the difficult task of selecting this year’s symposia from the sea of excellent submissions. This year’s symposium reviewers were Mitja Back, Sapna Cheryan, Mesmin Destin, Naomi Eisenberger, Michael Inzlicht, Ed Lemay, Jaime Napier, Lora Park, Christopher Soto, Jennifer Tackett, Greg Walton, and Vivian Zayas. This year’s poster reviewers were Robert Ackerman, Alison Blodorn, Katie Corker, Martin Day, Serena Does, Kristen Durante, Dina Eliezer, Nicholas Hays, Chin Ming Hui, Lisa Jaremka, Elizabeth Lee, Shantal Marshall, Alison Master, Corrine Moss-Racucin, Anna Newheiser, Jordi Quoidbach, Jessica Remedios, Gillian Sanderson, Oliver Siy, Tara Stewart, Jennifer Wang, and Kumar Yoogeswaran. Additional thanks to the rest of the Program Committee: former program co-chairs Melissa Ferguson and Sanjay Srivastava, program co-chairs Cheryl Kaiser and Eli Finkel, and incoming program co-chairs Simine Vazire and Nathan DeWall.

Putting on a conference of the size of the SPSP Annual Meeting is no small task and we are grateful for the many individuals at SPSP and at FASEB who worked tirelessly behind the scenes to ensure a successful 2014 meeting.
Executives and Committees

Meet Those Working Behind the Scenes of SPSP!

2013 SPSP Executive Committee
President: David Funder
Past President: Trish Devine
President-Elect: Jamie Pennebaker
Secretary-Treasurer: Wendy Wood
Executive Committee Members-at-Large:
Jennifer Beer
Shelly Gable
Wendi Gardner
Sam Gosling
Michael Zarate

APA Division 8 Council Representatives:
Paula Pietromonaco
Terri Vescio

2013 Committees for the 2014 Austin Convention
Convention Committee:
Chair: Brian Lowery
Keith Payne
Grainne Fitzsimons

Convention Committee’s Graduate Student Travel Award Panel:
Jay Van Bavel
Emily Impett
Karim Kassam
Tim Loving
Mary Murphy
Kathleen McCulloch
Joe Magee
Lisa Neff
Tyler Okimoto
Kristina Olson
BJ Rydell
Abby Scholer
Adam Waytz

Program Committee:
Eli Finkel (Co-Chair)
Cheryl Kaiser (Co-Chair)
Melissa Ferguson
(Past Co-Chair)
Sanjay Srivastava
(Past Co-Chair)
Nathan DeWall
Simine Vazire

Program Committee’s Symposium Review Panel:
Mitja Back
Sapna Cheryan
Mesmin Destin
Naomi Eisenberger
Michael Inzlicht
Ed Lemay
Jaime Napier
Lora Park
Christopher Soto
Jennifer Tackett
Greg Walton
Vivian Zayas

Program Committee’s Poster Review Panel:
Robert Ackerman
Alison Blodorn
Katie Corker
Martin Day
Serena Does
Kristen Durante
Dina Eliezer
Nicholas Hays
Chin Ming Hui
Lisa Jaremka
Elizabeth Lee

2014 SPSP Executive Committee
President: Jamie Pennebaker
Past President: David Funder
President-Elect: Mark Leary
Secretary-Treasurer: Wendy Wood
Executive Committee Members-at-Large:
Jennifer Beer
Shelly Gable
Toni Schmader
Sanjay Srivastava
Michael Zarate

APA Division 8 Council Representatives:
Paula Pietromonaco
Terri Vescio

Executive Office
Executive Director: Chad Rummel
Executive Officer: John Dovidio
Chief Financial Officer: Susie Schroeder
Executive Office Coordinator: Linda Dovidio
Member Services Assistant: Victoria Claas

Society for Personality and Social Psychology - 2014 Annual Meeting
Executives and Committees

Shantal Marshall
Alison Master
Corrine Moss-Racusin
Anna Newheiser
Jordi Quoidbach
Jessica Remedics
Gillian Sanderson
Oliver Sy
Tara Stewart
Jennifer Wang
Kumar Yoogeswaran

Daniel M. Wegner Theoretical Innovation Prize
Steve Neuberg (Chair)
Serena Chen
Nick Epley
Jolanda Jetten
Robert Livingston
Paula Niedenthal

Diversity & Climate Committee
Sam Sommers (Chair)
Stephanie Fryberg
Victoria Plaut

Fellows Committee
Batja Mesquita (Chair)
Shige Oishi
Joanne Wood
Victoria Esses
Duane Wegener

Graduate Student Committee
Erica Schnied (President)
Paul Conway (Past President)
Ana Balatel
Jill Brown
Angela Legg
Regina Osif
Ashley Willians

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John Levine
Carol Sansone

PSPB Editor
Duane Wegener
2013 PSPR Editor
Mark Leary
2014 PSPR Editor
Monica Biernat
SPPS Consortium Liaison
Jennifer Crocker

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Wendy Berry Mendes (Co-Chair)
Margaret Clark
Eli Finkel
Sam Gosling
Nicole Shelton

Training Committee
Jennifer Bosson (Chair)
Jon Maner
Stacey Sinclair
Simine Vazire

2013 Web Editor
Don Forsyth
2014 Web Editor
Dave Nussbaum

Public Information Officer
Lisa Munoz

FASEB Event Planning Staff
Director
Marcella Jackson
Janet Kearney
Ashley Foster
Joni Friedman
Josie Leftwich

Society for Personality and Social Psychology – 2014 Annual Meeting
General Information

Registration

Convention Center – Exhibit Hall 4 Foyer
Phone: 512-404-4630

The registration area will be open the following hours:

- Thursday, February 13: 12:00 pm – 8:00 pm
- Friday, February 14: 7:30 am – 6:30 am
- Saturday, February 15: 7:30 am – 5:30 pm

On-site Fees

- Students: $260
- Early Career Member: $335
- Regular Member: $405
- Non-Member: $530

Your registration fee includes access to all SPSP sponsored sessions, lectures, symposia, poster and oral presentations, the exhibit hall, and meeting program book. It also includes continental breakfast, coffee breaks, and boxed lunches or drink tickets.

Registration Cancellation and Refund

To cancel your registration and receive a refund for registration, the receipt and a cancellation letter requesting a refund of the registration fee must have been received by January 13, 2014. After January 13, 2014 there are no refunds.

Audiovisual Equipment

Convention Center – Room 11A, Phone: 512-404-4633

LCD projectors (e.g., for PowerPoint presentations) will be provided in all session rooms. Computers will NOT be provided. Presenters must bring their own computers and set them up before the start of the session in which they are presenting. Presenters are strongly encouraged to arrive in their scheduled symposium room 15 minutes before their talks so that they know how to set-up their equipment.

Baggage Check

Baggage check will not be available at the Convention Center. You should plan to check your bags at your Hotel.

Business Center

The Business Center is located in the Lobby, Exhibit Hall 3 area of the Convention Center. The center will provide a variety of services and products for the meeting and convention attendees, including computer use, printing, copying, faxing and office supplies.

Hours are: February 13 – 14, 7:00 am – 6:00 pm, February 15, 10:00 am – 3:00 pm.

Certificate of Attendance

To receive certificates of attendance please visit the Meeting Management office at the Convention Center in Room 13A on Level 4.

Child Care

Formal childcare services will not be provided at the meeting. Attendees should make other arrangements.

Drinking Policy

A number of social activities have been planned where alcoholic beverages will be offered. The SPSP Society, the Austin Convention Center, and Hilton Austin Hotel encourage responsible drinking of alcohol. Alcohol will not be served to anyone under the age of 21. Please be prepared to show photo identification. Alcoholic beverages are allowed only in specific areas and must not be taken out of those immediate areas.

Exhibits and Poster Sessions

- Thursday, February 13: 6:30 pm – 8:30 pm (Opening Reception)
- Friday, February 14: 8:00 am – 2:00 pm
- Saturday, February 15: 8:00 am – 2:00 pm

Please note: Exhibits will be closed from 2:00 pm – 6:00 pm. During this time, the Exhibit Hall will be open for attendees to use Wi-Fi.
General Information

First Aid
First Aid is located in the Lobby area between Exhibit Hall 3 and Exhibit Hall 4.

Wednesday, February 12  7:00 am – 5:00 pm
Thursday, February 13   7:00 am – 9:00 pm
Friday, February 14     7:00 am – 8:30 pm
Saturday, February 15   7:00 am – 8:30 pm

Food Service
Complimentary food and beverage service is available to all registered attendees at the following times in Exhibit Hall 4.

Thursday
Welcome Reception  7:00 pm – 8:00 pm

Friday and Saturday
Continental Breakfast  8:00 am – 8:30 am
Coffee Breaks  11:00 am – 11:15 am
3:15 pm – 3:30 pm
*Box Lunch  12:30 pm – 1:30 pm

Wi-Fi will be available for attendees use in the Exhibit Hall during meals, poster sessions, and breaks.

*Note: Available only if selected during registration.

Meeting Rooms
All meeting rooms for symposia and special sessions are located in the Austin Convention Center. See map of convention center located on pages 11 – 13.

Messages
A bulletin board will be available for messages and job postings near the SPSP Registration Desk located in the Exhibit Hall 4 Foyer.

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

Name Badges
The Austin 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.

Hotels
The Hilton Austin is the headquarter hotel. The other hotels are the Courtyard Marriott Austin Downtown, Residence Inn Marriott Austin Downtown, Embassy Suites Austin Downtown-Lake Town, Hilton Garden Inn Austin Downtown, Hyatt Regency Austin, Hyatt Place Austin Downtown and Radisson Hotel & Suites Austin Downtown.

Internet
The Convention Center lobby areas will have hotspots. Wi-Fi will also be available in Exhibit Hall 4.

Lost and Found
Please contact the Meeting Management office at the Convention Center, Room 13A, Level 4.

Meeting Management Office
Meeting Management office is located at the Convention Center, Room 13A, Level 4. Office hours are February 13, 8:00 am – 8:00 pm, February 14 and 15, 7:30 am – 8:00 pm.

Parking

Hilton Austin
$26.00 USD per day
Valet parking: $30.00 USD per day
Rates subject to change without notice.

Austin Convention Center
Pay on Exit
0 – 15 minutes  $0.00
15 minutes – 1 hour  $3.00
1 – 2 hours  $5.00
2 – 7 hours  $7.00
7 – 9 hours  $9.00
9 – 12 hours  $13.00
Additional hours  $1.00/hr.
with daily max. $25.00
Lost ticket  $30.00

Rates subject to change without notice.
Photography and Videotaping
We ask that you do not photograph, audio record or video tape presentations or posters without the permission of the authors of the presentation.

Poster Sessions
Poster sessions are scheduled on Thursday – Saturday, February 13 – 15. 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 located in Exhibit Hall 4 of the Convention Center. Badges are required at all times. The Exhibit Hall will open at 6:30 pm on Thursday; Friday – Saturday starting at 7:45 am. You may post your materials on the board assigned to you at the scheduled time. The doors will close by 8:30 pm each evening. Do not leave personal items in the Exhibit Hall.

Please see the Poster Schedule for set-up and take-down times on page 17.

Press Room
Convention Center, Room 14
SPSP is providing a Press Room for registered members of the media to work and to attend exclusive press briefings.

The Press Room, which will include Wi-Fi, will be open:

February 13, 2014 4:15 pm – 6:30 pm
February 14, 2014 8:00 am – 6:00 pm
February 15, 2014 8:00 am – 6:00 pm

See page 20 for more details.

Program
If you selected a printed copy of the Program you may pick it up at the registration counter along with your badge. Programs may also be found as a PDF on the spspsociety.org website. If you would like a second copy, please check at the registration desk on the last day of the meeting.

Smartphone APP
SPSP 2014 has a Smartphone application available on iOS and Android that makes attending SPSP 2014 a lot more convenient and fun! It provides easy access to event information, schedules, maps, speaker information and a whole lot more to all attendees.

Note: Blackberry, Windows Phone and Desktop users can access the Smartphone APP information via the mobile web.

Social Events
The Welcome Reception will be held in Exhibit Hall 4 at the Convention Center from 7:00 pm – 8:00 pm on Thursday, February 13.

The Awards Ceremony and Reception will be held Thursday, February 13 at 7:00 pm at the Convention Center in Room 12.

The final poster session of the day on both Friday, 6:30 pm – 8:00 pm and Saturday 6:15 pm – 7:45 pm includes a social hour. The social hour is meant to allow attendees to mingle with cash bar or drink tickets while viewing the posters.

Special Needs
Registrants with special needs are advised to contact the Meeting Management office at the Convention Center in Room 13A. For specific information on the Convention Center’s accessibility, contact the Event Services Manager of the ACC at 512-404-4218. For information on Austin area attractions, contact the Austin Convention & Visitors Bureau at 800-926-2282 or www.austintexas.org.

Student Poster Award Hall of Fame
The seven winning posters for the Student Poster Award will be displayed for the entirety of the conference in Exhibit Hall 4. 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!
Transportation

Airport
Austin-Bergstrom International Airport is approximately 15 minutes driving time from the Hilton Austin Hotel.

Airport Shuttle
Shuttle service from the airport to your hotel can be arranged through SuperShuttle. Call 1-800-258-3826 for more details or to make a reservation.

Airport Limousines
Limousine service is available for pickup to and from the airport. Visit http://www.austintexas.gov/department/ground-transportation to see a listing of service providers for more information and to make reservations.

Public Transportation
Capital Metro provides bus and rail service throughout downtown Austin. Fares start as low as $1.00. More information is available online at www.capmetro.org.

Taxicabs
A cab ride costs approximately $23.00 from the airport to Downtown Austin. Pick up is on the lower level, outside the baggage claim area. All taxis accept major credit cards.

The Basic and Applied Social Psychology (BASP) program at the Graduate Center of the City University of New York (CUNY) brings together accomplished faculty from across the CUNY campuses—producing competent and creative researchers who are well-versed in social psychology, research methods, and quantitative statistics. Faculty interests include intergroup relations, social cognition, judgment and decision-making, psychology and the law, emotion, close relationships, and stigma.

- training in basic and applied social labs in the heart of New York City
- work with world-renowned, productive faculty
- curriculum centered on concrete skills such as grant writing and publishing
- competitive funding

To learn more about the BASP program visit: www.cunybasp.org
### Office Locations, Hours & Telephone Numbers

**Meeting Management Office – Convention Center, Room 13A, Level 4**

**Tel: 512-404-4631**

- **Thursday, February 13**: 8:00 am – 8:00 pm
- **Friday, February 14 – Saturday, February 15**: 7:30 am – 8:00 pm

**Registration & Information – Convention Center, Exhibit Hall 4 Foyer, Level 1**

**Tel: 512-404-4630**

- **Thursday, February 13**: 12:00 pm – 8:00 pm
- **Friday, February 14**: 7:30 am – 6:30 pm
- **Saturday, February 15**: 7:30 am – 5:30 pm

**Exhibit Management Office – Convention Center, Room 13A, Level 4**

**Tel: 512-404-4632**

- **Thursday, February 13**: 8:00 am – 8:00 pm
- **Friday, February 14 – Saturday, February 15**: 7:30 am – 8:00 pm

**Audio Visual Office – Convention Center, Room 11A, Level 4**

**Tel: 512-404-4633**

- **Thursday, February 13**: 7:00 am – 8:00 pm
- **Friday, February 14 – Saturday, February 15**: 7:00 am – 8:00 pm

**Lost and Found – Convention Center, Room 13A, Level 4**

**Tel: 512-404-4631**

- **Thursday, February 13**: 8:00 am – 8:00 pm
- **Friday, February 14 – Saturday, February 15**: 7:30 am – 8:00 pm

**Special Needs/ADA – Convention Center, Room 13A, Level 4**

**Tel: 512-404-4631**

- **Thursday, February 13**: 8:00 am – 8:00 pm
- **Friday, February 14 – Saturday, February 15**: 7:30 am – 8:00 pm
Convention Center Floor Plan
Austin Convention Center
Hilton Austin Floor Plan

LEVEL 4

LEVEL 6
Schedule Overview

Thursday, February 13, 2014
8:00 am - 4:30 pm Pre-Conferences — Various Rooms, Convention Center/Hilton
12:00 pm - 8:00 pm Pre-Registration Check-In and On-Site Registration — Exhibit Hall 4 Foyer
1:30 pm - 4:00 pm Getting Your Research into the Headlines: SPSP Media Training Preconference — Room 14
5:00 pm - 7:00 pm Opening Session and Presidential Symposium — Ballroom D
6:30 pm - 8:30 pm Exhibits Open — Exhibit Hall 4
7:00 pm - 8:00 pm Welcome Reception — Exhibit Hall 4
7:00 pm - 8:15 pm The 2013 Awards Ceremony & Reception — Room 12
7:00 pm - 8:30 pm Poster Session A — Exhibit Hall 4
8:30 pm GSC Student Social Night — Recess and New York, New York

Friday, February 14, 2014
6:30 am ZUMBA Class — Hilton, Salon D
7:30 am - 6:30 pm Pre-Registration Check-In and On-Site Registration — Exhibit Hall 4 Foyer
8:00 am - 8:30 am Continental Breakfast — Exhibit Hall 4
8:00 am - 9:30 am Poster Session B — Exhibit Hall 4
8:00 am - 2:00 pm Exhibits Open — Exhibit Hall 4
8:15 am - 9:30 am GSC Session — Ballroom B/C
8:15 am - 9:30 am APA Workshop — Ballroom A
9:45 am - 11:00 am Symposia Session A — Various Rooms
11:00 am - 11:15 am Coffee Break — Exhibit Hall 4
11:15 am - 12:30 pm Symposia Session B and Data Blitz — Various Rooms
12:30 pm - 1:30 pm Box Lunch Offered — Exhibit Hall 4
12:30 pm - 2:00 pm Poster Session C — Exhibit Hall 4
1:00 pm - 2:00 pm Lunchtime Presentation and Discussion with Representatives from NIH — Room 6
1:00 pm - 2:00 pm GSC Mentoring Lunch — Room 12
1:00 pm - 2:00 pm GASP Mentoring Lunch — Room 10 A/B
1:00 pm - 2:00 pm APA Style Session Lunch — Room 19 A/B
2:00 pm - 3:15 pm Symposia Session C — Various Rooms
2:00 pm - 6:00 pm Exhibits Closed
3:15 pm - 3:30 pm Coffee Break — Exhibit Hall 4
3:30 pm - 4:45 pm Symposia Session D and Presidential Address — Various Rooms
5:00 pm - 6:30 pm Block, Campbell, and Distinguished Scholar Award Lectures — Ballroom D
6:15 pm - 8:00 pm Exhibits Open — Exhibit Hall 4
6:30 pm - 8:00 pm Poster Session D with Social Hour — Exhibit Hall 4
6:30 pm - 8:00 pm Diversity and Climate Committee Reception — Room 10C
6:30 pm - 7:30 pm The GSC ‘Speed Dating’ Event — Room 17

Saturday, February 15, 2014
7:30 am - 5:30 pm Pre-Registration Check-In and On-Site Registration — Exhibit Hall 4 Foyer
8:00 am - 8:30 am Continental Breakfast — Exhibit Hall 4
8:00 am - 9:30 am Poster Session E — Exhibit Hall 4
8:00 am - 2:00 pm Exhibits Open — Exhibit Hall 4
8:15 am - 9:30 am Presentation and Discussion with Representatives from the John Templeton Foundation — Ballroom A
9:45 am - 11:00 am Symposia Session E — Exhibit Hall 4
11:00 am - 11:15 am Coffee Break — Exhibit Hall 4
11:15 am - 12:30 pm Symposia Session F and Data Blitz — Various Rooms
12:30 pm - 1:30 pm Box Lunch Offered — Exhibit Hall 4
12:30 pm - 2:00 pm Poster Session F — Exhibit Hall 4
1:00 pm - 2:00 pm Lunchtime Presentation and Discussion with Representatives from NSF — Ballroom A
1:00 pm - 2:00 pm GSC Mentoring Lunch — Room 12
2:00 pm - 3:15 pm Symposia Session G — Various Rooms
2:00 pm - 6:00 pm Exhibits Closed
3:15 pm - 3:30 pm Coffee Break — Exhibit Hall 4
3:30 pm - 4:45 pm Symposia Session H — Various Rooms
5:00 pm - 6:15 pm Symposia Session I — Various Rooms
6:00 pm - 7:45 pm Exhibits Open — Exhibit Hall 4
6:15 pm - 7:45 pm Poster Session G with Social Hour — Exhibit Hall 4
6:30 pm - 7:15 pm SPSP Members’ Forum — Ballroom D
We need to get out more. While we social and personality psychologists have been toiling in our labs, new technologies have been redefining social behaviors and providing new methods to study them. Some of the most exciting and important discoveries about social and personality psychology are now the domain of computer science, engineering, and communication. Rather than standing on the sidewalk shaking our heads in disapproval, we should be joining forces.

This symposium introduces a broader conception of real world personality and social psychology from some of the leading scientists in the world. Eric Horvitz is a Distinguished Scientist and the Managing Director of Microsoft Research. He is involved with the analysis of people’s thoughts and behaviors through their use of Twitter and browser searches. Adam Kramer is a social psychologist who works at Facebook and has been involved in large scale social experiments and personality investigations with millions of people. Roxane Cohen Silver is Professor of Psychology at UC-Irvine. She is an international expert on how people cope with disasters through the use of digital technology and more conventional methods. Jean-Baptiste Michel is a mathematician and engineer at Harvard and Google and the co-founder of the Google Books Project. He is broadly interested in how we can harness online data to understand individuals, groups, and cultures.

Social and personality psychologists are witnessing a revolution in new ways to think about and study behaviors. Rather than marvel on the sidelines, it’s time to jump into the fray and work with colleagues in computer sciences, engineering, and other disciplines. This symposium is a call to action and provides some jumping lessons.
Outreach and Special Sessions

APA Workshop: How To Publish Your Journal Manuscript
Friday, February 14, 8:15 am – 9:30 am, Ballroom A
Chair: Charles Rhoads, American Psychology Association

Panelists:
Lowell Gaertner, University of Tennessee – Knoxville will be speaking from the perspective of an editor. He is an Associate Editor for The Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes Section.
Jim McNulty, Florida State University will speak from an author’s perspective.
Charles Rhoads, a Manuscript Editor from the Journals Department at APA will represent APA at the How To Publish session and lead the APA Style session.

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.

Lunchtime Presentation and Discussion with Representatives from NIH
Friday, February 14, 1:00 pm – 2:00 pm, Room 6
Speakers: William Klein, National Cancer Institute, NIH

Grab your boxed lunch and join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community.

GSC Special Symposium - “...but I need more publications!”: Balancing Work/Life, Ethics, and Productivity Pressures as a Grad Student
Friday, February 14, 8:15 am – 9:30 am, Ballroom B/C
Co-Chairs: Angela Legg, University of California, Riverside
Anna Balatel, University Ca’ Foscari of Venice, Italy

Junior scientists face many balancing acts during their training. How to optimize research quality and avoid unethical practices? How to enjoy a successful career without sacrificing our social lives or well-being? Don’t miss out on this opportunity to hear leading scholars discuss balance in academia.

Mastering APA Style
Friday, February 14, 1:00 pm – 2:00 pm, Room 19 A/B
Chair: Charles Rhoads, American Psychology Association

Knowledge of APA Style is a must for those who hope to publish in psychology and the social sciences. But it can be hard to keep up with all the ins and outs of style as new resources and publishing formats proliferate. Wouldn’t it be great to have an APA Style Expert at your elbow? That’s just what you’ll get in this session, led by a manuscript editor from one of APA’s flagship journals. In addition to providing an overview of the basics, we’ll cover some of the most frequently asked questions about APA Style. This session is recommended for those who are new to APA Style, need a refresher on the changes in the sixth edition of the APA Publication Manual, or advise students about APA Style. Come and bring your questions!

Lunchtime Presentation and Discussion with Representatives from NSF
Saturday, February 15, 1:00 pm – 2:00 pm, Ballroom A
Speakers: Sally Dickerson and Rosanna E. Guadagno, National Science Foundation

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So grab your boxed lunch and join the discussion!
President's Address

Expanding Social and Personality Psychology in Departments, Universities, and within SPSP
Friday, February 14, 3:30 pm – 4:45 pm, Ballroom D
Speaker: Jamie Pennebaker, University of Texas at Austin, SPSP President

Science is changing. Grants, glory, and the most novel ideas are no longer found at the center of a discipline. Rather, the real advancements are at the fringes or in the interstitial spaces between fields. It is not surprising, then, that some of the most innovative social and personality psychology is being conducted by computer scientists and researchers in medical and business schools, communication departments, and the private sector such as Google. Rather than cower in fear or demand a return to the good old days, we should explore these new directions. Implications of adopting a 21st century definition of social and personality psychology will be discussed in thinking about psychology departments, universities, and even SPSP.

Data Blitz Sessions

Session 1
Friday, February 14, 11:15 am – 12:30 pm, Ballroom D
Co-Chairs: Simine Vazire, Washington University, St. Louis
Nathan DeWall, University of Kentucky
Speakers: Matthew Baldwin, Aaron W. Lukasewzski, Amy C. Moors, Nadav Klein, Eva E. Chen, Jiyin Cao, Paul Condon, Lauren C. Howe, Cory Jane Clark, Yuanyuan Shi, Amanda Taylor Eggen, Nathan Arbuckle

Session 2
Saturday, February 15, 11:15 am – 12:30 pm, Ballroom D
Co-Chairs: Simine Vazire, Washington University, St. Louis; Nathan DeWall, University of Kentucky

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

Block, Campbell, and Distinguished Scholar Award Lectures

Friday, February 14, 5:00 pm – 6:30 pm, Ballroom D
Chair: James Pennebaker, University of Texas at Austin
Co-Chair: David Funder, University of California, Riverside

In this special featured session, we will celebrate the scholarly accomplishments of the recipients of SPSP’s three highest honors. Robert (Jeff) McCrae is the recipient of the Jack Block Award, given in recognition of research accomplishment in personality. Timothy D. Wilson is the recipient of the Donald T. Campbell award, given to recognize distinguished scholarly achievement in social psychology. Carol S. Dweck is the recipient of the SPSP Distinguished Scholar Award.

Jack Block Award Address
Basic Tendencies and Characteristic Adaptations
Recipient: Robert (Jeff) McCrae, Baltimore, Maryland

Donald T. Campbell Award Address
Just Think: The Challenges and Benefits of the Mind at Play
Recipient: Timothy D. Wilson, University of Virginia

Distinguished Scholar Award Address
Beliefs: Uniting Personality and Social Psychology
Recipient: Carol S. Dweck, Stanford University
PRESS AT SPSP...

Getting Your Research into the Headlines:
SPSP Media Training Pre-Conference
Thursday, February 13, 1:30pm-4:00pm
Austin Convention Center, Room 14

From the journals and into the headlines, help bring your research to the public. Learn tips and tools for talking with the press, and then try your hand at some interactive exercises to sharpen your media skills. This workshop will be a unique opportunity to work on your media skills with science communications experts and journalists.

Speakers: Greg Miller, Science Writer for WIRED magazine
Siri Carpenter, Senior Editor for Discover magazine
Yasmin Anwar, Public Information Officer at the University of California, Berkeley

Moderator: Lisa M.P. Munoz, SPSP Public Information Officer

Press Activities
SPSP is providing a Press Room (Room 14) for registered members of the media to work and to attend exclusive press briefings.

The Press Room, which will include Wi-Fi, will be open:
February 13, 2014: 4:15 p.m. – 6:30 p.m.
February 14, 2014: 8:00 a.m. – 6:00 p.m.
February 15, 2014: 8:00 a.m. – 6:00 p.m.

For details on press activities at SPSP 2014, visit: http://spspmeeting.org/2014/Press-Room.aspx

For all press inquiries, contact: Lisa M.P. Munoz, SPSP Public Information Officer, spsp.publicaffairs@gmail.com, 703-951-3195

Follow us on Twitter!
@SPSPnews, #SPSP2014
Poster sessions are scheduled on Thursday – Saturday, February 13-15 in Exhibit Hall 4 at the Austin Convention Center. The presenting author should be present during the assigned 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. 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. Please Note: Exhibits will be closed from 2:00 pm - 6:00 pm on Friday and Saturday.

The doors will close and lock for the evening at 8:45 pm on Thursday, 8:15 pm on Friday and 8:00 pm on 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. Push pins will be available in the Exhibit Hall, please look at signage to find your poster number.

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>
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<tbody>
<tr>
<td>A</td>
<td>Thursday, February 13</td>
<td>6:30 pm</td>
<td>7:00 pm</td>
<td>8:30 pm</td>
<td>8:45 pm</td>
<td>Aggression/Anti-Social Behavior; Applied Social Psychology; Attitudes/Persuasion; Intergroup Relations; Language; Law; Lifespan Development; Person Perception/Impression Formation; Personality Processes/Traits; Psychophysiology/Genetics; Religion/Spirituality; Social Development; Social Justice; Special Session</td>
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<td>B</td>
<td>Friday, February 14</td>
<td>7:45 am</td>
<td>8:00 am</td>
<td>9:30 am</td>
<td>9:45 am</td>
<td>Close Relationships; Intergroup Relations; Mental Health/Well-Being; Person Perception/Impression Formation; Personality Processes/Traits; Self/Identity; Social Development; Social Neuroscience</td>
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<td>Friday, February 14</td>
<td>12:15 pm</td>
<td>12:30 pm</td>
<td>2:00 pm</td>
<td>2:15 pm</td>
<td>Close Relationships; Groups/Intragroup Processes; Judgment/Decision-Making; Methods/Statistics; Morality; Personality Processes/Traits; Self/Identity; Stereotyping/Prejudice; Other</td>
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<td>D</td>
<td>Friday, February 14</td>
<td>6:00 pm</td>
<td>6:30 pm</td>
<td>8:00 pm</td>
<td>8:15 pm</td>
<td>Belonging/Rejection; Close Relationships; Diversity; Evolution; Judgment/Decision-Making; Norms and Social Influence; Self-Esteem; Stereotyping/Prejudice; Other</td>
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<td>E</td>
<td>Saturday, February 15</td>
<td>7:45 am</td>
<td>8:00 am</td>
<td>9:30 am</td>
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<td>Culture; Gender; Motivation/Goals; Organizational Behavior; Self-Regulation; Stereotyping/Prejudice</td>
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<td>F</td>
<td>Saturday, February 15</td>
<td>12:15 pm</td>
<td>12:30 pm</td>
<td>2:00 pm</td>
<td>2:15 pm</td>
<td>Applied Social Psychology; Emotion; Groups/Intragroup Processes; Motivation/Goals; Physical Health; Politics</td>
</tr>
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<td>G</td>
<td>Saturday, February 15</td>
<td>6:00 pm</td>
<td>6:15 pm</td>
<td>7:45 pm</td>
<td>8:00 pm</td>
<td>Attitudes/Persuasion; Emotion; Field Research/Interventions; Individual Differences; Nonverbal Behavior; Other; Person Perception/Impression Formation; Prosocial Behavior; Special Session</td>
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</table>

Student Poster Hall of Fame

Winning posters of the Student Poster Award will be displayed for the entirety of the conference in Exhibit Hall 4. 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!
SPSP Events for Graduate Students

Hosted by Your Graduate Student Committee (GSC)

GSC Special Symposium

“...but I need more publications!”: Balancing Work/Life, Ethics, and Productivity Pressures as a Grad Student

Chairs: Angela Legg and Ana Balatel

Friday, February 14, 8:15 am – 9:30 am, Ballroom B/C

Junior scientists face many balancing acts during their training. How to optimize research quality and avoid unethical practices? How to enjoy a successful career without sacrificing their social lives or well-being? Don’t miss out on this opportunity to hear Amy Cuddy, Wendy Wood, Sanjay Srivastava, and Leif Nelson discuss balance in academia.

The GSC Mentoring Luncheon

Friday, February 14 and Saturday, February 15, 1:00 pm – 2:00 pm, Room 12

Do you want to meet an expert in the field for some friendly advice and insight? The mentoring lunch offers graduate students an informal opportunity to discuss their research interests and career development with an established professional in the field. As in previous years, the mentoring lunch will be held during the lunchtime poster session on both Friday and Saturday, providing approximately 400 students an opportunity to meet an expert to discuss a variety of topics in psychology. Pre-registration for this event is necessary.

The GSC “Speed Dataing” Event

Friday, February 14, 6:30 pm – 7:30 pm, Room 17

SPSP is a big event, and it can feel isolating if you don’t meet people quickly. Now there is a perfect way to do so: come to our exciting event, “Speed Dataing.” Based on the standard speed dating paradigm often used in relationship work, The GSC “Speed Dataing” Event will afford you an opportunity to meet and chat with several small groups of your peers over the course of 45 minutes. You will be able to learn a little about who they are and what kind of work they do, and to tell them the same about yourself. Voila! Instant conference buddies. This is an excellent opportunity to find future collaborators, network with people who will be your colleagues for years to come, and perfect your “elevator speech.” Bear in mind this is not a romantic event—it is for meeting collaborators, peers, and colleagues. The event is Friday night from 6:30 to 7:30 pm and it is the last event on that conference day, so it will be a perfect chance to make some new friends before heading out for the evening. Pre-registration is required, as space will be limited.

GSC Social Event at Recess/New York, New York

Thursday, February 13, 9:00 pm

Take some time out of your busy conference schedule to relax and socialize with your graduate student peers at the Recess & New York, New York on Thursday evening! Due to the popularity of this event, we will have space—and a drink ticket and pizza!—for the first 400 people to show up after 9:00 pm (don’t forget to bring your conference badge for entry and a ticket). Recess and New York, New York are in the same building at 222 E. 6th St. Recess is downstairs and houses a number of free arcade games. This will be the quieter area to allow for more chatting (http://recessarcadebar.com/). New York, NY is located upstairs from Recess and will feature a live DJ and hoppin’ dance floor. We will have private access to Recess until 11 pm, and the private access to New York, New York will last all night. Come join your fellow grads for chatting, games, and dancing! As last year, the event will be partially sponsored by SONA and Millisecond.

The Graduate Student Lounge

Thursday, February 13, 6:00 pm – 7:30 pm
Friday, February 14, 7:30 am – 7:30 pm
Saturday, February 15, 7:30 am – 7:30 pm, Room 15

Conferences can be exhausting—don’t forget to rest now and then to replenish your cognitive resources! The GSC provides a lounge for graduate students that will be open for the entire conference. Swing by, relax, and meet some of your peers in an informal setting before heading to that next event.
GSC and Training Committee Preconference

From the Job Market to Tenure: Tips for Success

Thursday, February 13, 8:00 am – 4:30 pm, Room 4

The SPSP Training and Graduate Student Committees are pleased to present a pre-conference entitled, “From the Job Market to Tenure: Tips for Success.” The path from graduate student to tenured professor is replete with opportunities and challenges. In this preconference, eminent scholars will share their tips for effectively navigating this path. There will be 6 talks: 1) On writing well (Mark Leary), 2) Nailing the interview (Steve Neuberg), 3) The fast track to getting tenure (Eli Finkel), 4) Engaging the public (Michael Norton), 5) Grant writing (Nalanjana Dasgupta), 6) Research collaboration (Greg Webster). We will also have a panel discussion in which individuals who took less familiar paths discuss their experiences and preparation: liberal arts college (Elizabeth Haines), applied research (Mary Gerend), and business school (Vladimir Griskevicius). Finally, many of the speakers will have lunch with participants to provide additional mentorship. Hope you join us for this action-packed, informative day!

GSC Poster

The Paradox of Non-Academic Training — Resources, Stigma, Student and Faculty Perceptions About Non-Academic vs. Academic Careers

Thursday, February 13, 7:00 pm – 8:30 pm

The Graduate Student Committee surveyed SPSP student and faculty members to assess available resources, bias, and perceptions toward non-academic vs. academic careers. Come learn more about what your colleagues think about the current state of academic and non-academic job prospects for social/personality psychology graduate students.

Graduate Student Poster Awards and Wall of Fame

Thursday, February 13, 7:00 pm – 8:30 pm, Exhibit Hall 4

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

Outstanding Research Award

Friday, February 14, 8:15 am – 9:30 am – Ballroom B/C

The Outstanding Research Award highlights exceptional research conducted by graduate student members of SPSP. Applications describing the submitted research underwent two rounds of peer review, and five students were chosen to receive the award. Winners received an honorarium of $100 and a plaque commending their accomplishment. As an additional honor, winners have the opportunity to meet a mentor of their choice during the conference. Winners will be presented with their plaques during the GSC Symposium Friday morning.
GASP

GASP, the GLBT alliance in Social and Personality Psychology, is an official affiliate of the Society for Personality and Social Psychology. 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.

GASP events are open to all, regardless of sexual orientation or research interest.

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 370 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 Mentorship Luncheon
Chair: Wesley G. Moons, University of California, Davis

Friday, February 14, 1:00 pm – 2:00 pm, Room 10 A/B

This event is co-sponsored by the SPSP Diversity and Climate Committee.

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 and professional development topics. For more information and to register for a discussion table, please contact gasplunch2014@gmail.com

Interested persons who have not yet registered for a discussion table should check in at the door at the start of the event to see if space is available and to join us for a coffee and dessert reception.
Diversity Programs

Diversity and Climate Committee Initiatives

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

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. Approximately 25 Diversity Fund Travel Awards are given each year. Awardees receive $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 and personality psychologists whom they admire and whose work has influenced their own intellectual development.

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. 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.

GASP Mentoring Luncheon

The DCC also co-sponsors a mentoring lunch for graduate students, postdocs, and young faculty associated with the GLBT Alliance in Social Psychology. 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. See page 23 for location details.

Diversity Symposium

The DCC sponsors a symposium at each year’s SPSP meeting that is closely related to issues of diversity.

Symposium S-G3

Caught in the Middle: “In Between” Groups Elicit Distinct Patterns of Attitudes

Saturday, February 15, 2:00 pm – 3:15 pm, Ballroom B/C

Chair: Sara Burke, Yale University

Conferences

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 their yearly SPSP membership dues. Members may also contribute by providing their ideas for additional initiatives by contacting the DCC Chair, Stephanie Fryberg at fryberg@email.arizona.edu.
## Schedule of Events

### Thursday, February 13, 2014

**8:00 am – 4:30 pm**

**Pre-Conferences**
- Advances in Cultural Psychology, Convention Center, Room 9
- Attitudes, Convention Center, Room 6 A
- Center for Open Science: Tools for Your Workflow, Convention Center, Room 5
- Close Relationships, Convention Center, Ballroom E
- Common-Sense Beliefs and Lay Theories, Convention Center, Room 7
- Cooperation and Conflict, Convention Center, Room 18 C
- Dynamical Systems and Computational Modeling In Social Psychology, Convention Center, Room 6 B
- Embodiment, Convention Center, Room 10 C
- Emotion, Convention Center, Ballroom A
- Evolutionary Psychology, Convention Center, Room 8
- From the Job Market to Tenure: Tips for Success, Convention Center, Room 4

Getting Your Research Into the Headlines: SPSP Media Training, Convention Center, Room 14

Group Processes and Intergroup Relations (GPIR), Hilton Hotel, Salon F

Happiness and Well-Being, Convention Center, Ballroom F

Judgment and Decision Making, Hilton Hotel, Salon G

Justice and Morality, Convention Center, Room 15

Lifespan Social-Personality, Convention Center, Room 2

Nonverbal, Convention Center, Room 19 B

Open Source, Open Science: Developer Meeting and Sprints, Convention Center, Room 1

Political Psychology, Convention Center, Ballroom G

Psychology Of Religion & Spirituality, Convention Center, Room 3

Self and Identity, Convention Center, Room 18 D

Self-Regulation, Convention Center, Room 19 A

Sexuality, Convention Center, Room 17 A

Social Cognition, Convention Center, Room 16 A/B

Social Neuroendocrinology, Hilton Hotel, Room 406

Social Personality and Health, Convention Center, Ballroom C

Social Psychology and Law, Convention Center, Room 10 A/B

Sustainability Psychology, Convention Center, Room 18 A/B

Teaching, Hilton Hotel, Room 410

**Noon – 8:00 pm**

**On-site Registration and Pre-Registration**

*Hall 4 Foyer*

**1:30 pm – 4:00 pm**

**GETTING YOUR RESEARCH INTO THE HEADLINES: SPSP MEDIA TRAINING PRE-CONFERENCE**

*Room 14*

Moderator: Lisa M.P. Munoz, SPSP Public Information Officer

Speakers: Greg Miller, *Science Writer for WIRED* magazine
           Siri Carpenter, *Senior Editor for Discover* magazine
           Yasmin Anwar, *Public Information Officer at the University of California, Berkeley*

From the journals and into the headlines, help bring your research to the public. Learn tips and tools for talking with the press, and then try your hand at some interactive exercises to sharpen your media skills. This workshop will be a unique opportunity to work on your media skills with science communications experts and journalists.

**5:00 pm – 7:00 pm**

**Opening Session and Presidential Symposium**

*Ballroom D*

**WELCOMING REMARKS**

*Speaker:* Jamie Pennebaker, University of Texas at Austin, SPSP President

**EXPANDING SOCIAL AND PERSONALITY PSYCHOLOGY: BIG DATA AND NEW TECHNOLOGY**

*Chair:* Jamie Pennebaker, University of Texas at Austin, SPSP President

*Speakers:*
- Eric Horvitz, Microsoft Research
  *Predicting Behaviors and Outcomes from Anonymized Logs of Human Activities*  
- Adam Kramer, Facebook
  *Novel Methods and Unobtainable Results at Facebook*  
- Roxane Cohen Silver, University of California, Irvine
  *Ready and Waiting: Studying Extreme Events in the Real World*  
- Jean-Baptiste Michel, Institute for Quantitative Social Science, Harvard
  *What Technology and Big Data Can Do for Social and Personality Psychology*

**6:00 pm – 6:30 pm**

**Exhibits Open**

*Hall 4*

**7:00 pm – 8:00 pm**

**Welcome Reception**

*Hall 4*

**7:00 pm – 8:15 pm**

**SPSP Award Ceremony and Reception**

*Room 12*

The Awards Ceremony and Reception will immediately follow the Presidential Symposium and will home the 2013 SPSP Award recipients. Please stop by and meet and congratulate all of our distinguished award winners!

*Sponsored by SPSP and Sage Publications*
Friday, February 14, 2014

6:30 am
Zumba Class
Hilton, Salon D

7:30 am – 6:30 pm
On-site Registration and Pre-Registration
Hall 4

8:00 am – 8:30 am
Continental Breakfast
Hall 4

8:00 am – 9:30 am
Poster Session B
Hall 4

8:00 am – 2:00 pm
Exhibits Open
Hall 4

8:15 am – 9:30 pm
Early Morning Special Session

**APA WORKSHOP – HOW TO PUBLISH YOUR JOURNAL MANUSCRIPT**
Ballroom A

*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 illustrate 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.*

8:15 am – 9:30 am
Early Morning Special Session

**GSC SYMPOSIUM – “…BUT I NEED MORE PUBLICATIONS!”: BALANCING WORK/LIFE, ETHICS, AND PRODUCTIVITY PRESSURES AS A GRAD STUDENT.**
Ballroom B/C
Chair: Angela Legg, University of California, Riverside
Co-Chair: Anna Balatel, University Ca’ Foscari of Venice, Italy
Speakers: Leif Nelson, Wendy Wood, Sanjay Srivastava, Amy J. C. Cuddy

9:45 am – 11:00 am
Symposium, Session A

**S-A1: LET’S GET CONNECTED: NEW AND UNTAPPED ROUTES TO SOCIAL CONNECTION**
Ballroom D
Chair: Amit Kumar, Cornell University
Co-Chair: Thomas Gilovich, Cornell University
Speakers: Amit Kumar, Tanya L. Chartrand, Nicholas Epley, Lalin Anik

**S-A2: POWER AND CLOSE RELATIONSHIPS: THE (IN)SIGNIFICANCE AND ASYMMETRIC INFLUENCE OF OTHERS IN GOAL PURSUIT AND EMOTION**
Ballroom A
Chair: Joe Magee, New York University
Co-Chair: Kristin Laurin, Stanford University
Speakers: Ena Inesi, Kristin Laurin, Angela M. Neal, Joe Magee

**S-A3: WITH WHAT EFFECTS?: HOW PRO-DIVERSITY MESSAGES ARE PERCEIVED BY HIGH AND LOW STATUS GROUPS**
Ballroom G
Chair: Brenda Major, University of California, Santa Barbara
Speakers: Cheryl R. Kaiser, Brenda Major, Michelle L. Rheinschmidt, Mary C. Murphy

**S-A4: UNDERSTANDING THE PSYCHOLOGY OF CHANGE: BRIDGING DIVERSE PERSPECTIVES**
Room 17
Chair: Kentaro Fujita, The Ohio State University
Speakers: David K. Sherman, Jennifer Crocker, Dominic J. Packer, Kentaro Fujita

**S-A5: CHARACTER COMES BACK: NEW EVIDENCE FOR MORAL PERSONALITY**
Room 9
Chair: Eranda Jayawickreme, Wake Forest University
Speakers: Erik G. Helzer, Geoffrey P. Goodwin, Jochen E. Gebauer, Kathryn L. Bollich

**S-A6: NEW RESEARCH ON SELF-CONCEPT CLARITY: HOW KNOWING ONESelf INTERACTS WITH ESTEEM, MEANING, AND AUTHENTICITY**
Room 19
Chair: Helen Boucher, Bates College
Co-Chair: Ken DeMarree, University of Buffalo, SUNY
Speakers: Kenneth DeMarree, Helen Boucher, Rebecca Schlegel, Wendi Gardner

**S-A7: WHEN TO JUDGE A BOOK BY ITS COVER: TIMING, CONTEXT, AND INDIVIDUAL DIFFERENCES IN FIRST IMPRESSIONS**
Ballroom B/C
Chair: Vivian Zayas, Cornell University
Co-Chair: Nicholas Rule, University of Toronto
Speakers: Michael L. Slepian, Vivian Zayas, Erika N. Carlson, Nicholas Rule

**S-A8: ATTENTION DRIVES EMOTION**
Room 18 A/B
Chair: Leaf Van Boven, University of Colorado Boulder
Co-Chair: Carey Morewedge, Carnegie Mellon University
Speakers: Leaf Van Boven, Elad Yechiam, Carey Morewedge, Iris Mauss

**S-A9: SOCIAL AND COGNITIVE CONSEQUENCES OF PSYCHOLOGICAL ESSENTIALISM**
Room 18 C/D
Chair: Matthew Lebowitz, Yale University
Co-Chair: Ilan Dar-Nimrod, University of Sydney
Speakers: Ilan Dar-Nimrod, ErleLinkedIn Kvaale, Matthew S. Lebowitz, Sonia K. Kang
Friday, February 14, 2014 (continued)

S-A10: TWO OF WHAT?: ON WHAT BASES SHOULD PROCESSES BE DIVIDED IN DUAL-PROCESS MODELS?
Ballroom E/F
Chair: Jeffrey Sherman, University of California, Davis
Speakers: Ran Hasin, Jan De Houwer, Jeffrey W. Sherman, Yaacov Trope

S-A11: THE NEXT FRONTIER IN SOCIAL SUPPORT AND HEALTH RESEARCH: CLARIFYING THE MICRO-LEVEL MECHANISMS
Room 6
Chair: Elizabeth Koneski, The University of Texas at Austin
Co-Chair: Timothy Loving, The University of Texas at Austin
Speakers: Elizabeth Koneski, Courtney L. Gosnell, Kathi L. Heffner, James Coan

11:00 am – 11:15 am
Coffee Break
Hall 4

11:15 am – 12:30 pm
Symposium Session B and Data Blitz

S-B1: DATA BLITZ
Ballroom D
Chair: Simine Vazire, Washington University
Co-Chair: Nathan DeWall, University of Kentucky
Speakers: Matthew Baldwin, Aaron W. Lukaszewski, Amy C. Moors, Nadav Klein, Eva E. Chen, Jiyn Cao, Paul Condon, Lauren C. Howe, Cory Jane Clark, Yuanyuan Shi, Amanda Taylor Eggan, Nathan Arbuckle

Data Blitz Session (S-B1) features 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

S-B2: INTERPERSONAL PROCESSES IN THE CONTEXT OF SOCIAL NETWORKS
Room 19
Chair: Grace Jackson, UCLA
Speakers: Grace Jackson, Amanda N. Gesslerman, Allan Clifton, Joanne V. Wood

S-B3: THE ESSENCE OF INTERGROUP CONFLICT: PSYCHOLOGICAL ESSENTIALISM IN THE INTERGROUP PROCESSES WE THINK WE ALREADY UNDERSTOOD
Ballroom G
Chair: Ariana Bell, University of California, Los Angeles
Speakers: Amanda Williams, Gil Diesendruck, Ariana Naomi Bell, Deborah A. Prentice

S-B4: INTEREST: FROM SPARK TO PASSION
Ballroom E/F
Chair: Paul O’Keefe, Stanford University
Speakers: Chris Hulleman, Elizabeth Canning, Paul A. O’Keefe

S-B5: THE SOCIAL CONSEQUENCES OF PERSONALITY: NEW INSIGHTS INTO MEDIATING PROCESSES
Room 9
Chair: Mitja Back, University of Muenster
Co-Chair: Simine Vazire, Washington University, St. Louis
Speakers: Simine Vazire, Nicole Lawless, Albrecht C. P. Kuefner, Jeremy C. Biesanz

S-B6: IDENTIFICATION CONCEALMENT: A NORMATIVE SOCIAL PSYCHOLOGICAL PHENOMENON
Room 17
Chair: Jonathan Cook, The Pennsylvania State University
Co-Chair: Diane Quinn, University of Connecticut
Speakers: Jonathan E. Cook, Mikki Hebl, Laura Richman, Diane M. Quinn

S-B7: SIZING EACH OTHER UP: INTERPERSONAL DYNAMICS IN NEGOTIATIONS
Ballroom A
Chair: Daniel Ames, Columbia University
Speakers: Elizabeth Wiley, Margaret Neale, Hajo Adam, Abbie Suzanne Wazlwek

S-B8: SELF-TRANSCENDENCE: THE LATEST INNOVATIVE RESEARCH IN AWE, ELEVATION, AND ADMIRATION
Room 18 A/B
Chair: Paul Piff, University of California, Berkeley
Speakers: Jonathan Haidt, Michelle N. Shiota, Simone Schnall, Patty Van Cappellen

S-B9: THE 25% OF DISSONANCE THEORY THAT SOCIAL PSYCHOLOGY FORGOT: GROUP IDENTITY MATTERS
Ballroom B/C
Chair: Deborah Hall, Arizona State University
Co-Chair: Wendy Wood, University of Southern California
Speakers: Elizabeth S. Focella, Blake M. McKimmie, Deborah L. Hall, Joel Cooper

S-B10: CUMULATIVE CONSEQUENCES: THE LINK BETWEEN LIFE COURSE PROCESSES AND INTERVENTION PROCESSES
Room 18 C/D
Chair: Kody Manke, Stanford University
Co-Chair: Geoffrey Cohen, Stanford University
Speakers: Kevin R. Binning, Kody J. Manke, Steven Hitlin, Carissa Romero

Room 6
Chair: Kostadin Kushlev, University of British Columbia
Co-Chair: Katherine Nelson, University of California, Riverside
Speakers: S. Katherine Nelson, Richard E. Lucas, Emily A. Impett, Kostadin Kushlev

12:30 pm – 1:30 pm
Box Lunch Offered
Hall 4

12:30 pm – 2:00 pm
Poster Session C
Hall 4

1:00 pm – 2:00 pm
Lunchtime Presentation and Discussion with Representatives from NIH
Room 6B
Speakers: William Klein, National Cancer Institute, NIH
Grab your boxed lunch and join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community.
Friday, February 14, 2014 (continued)

1:00 pm – 2:00 pm
APA Style Session Lunch

**MASTERING APA STYLE**

Room 19 A/B

Knowledge of APA Style is a must for those who hope to publish in psychology and the social sciences. But it can be hard to keep up with all the ins and outs of style as new resources and publishing formats proliferate. Wouldn’t it be great to have an APA Style Expert at your elbow? That’s just what you’ll get in this session, led by a manuscript editor from one of APA’s flagship journals. In addition to providing an overview of the basics, we’ll cover some of the most frequently asked questions about APA Style. This session is recommended for those who are new to APA Style, need a refresher on the changes in the sixth edition of the APA Publication Manual, or advise students about APA Style. Come and bring your questions!

1:00 pm – 2:00 pm
GSC Mentoring Lunch

Room 12

1:00 pm – 2:00 pm
GASP Mentoring Lunch

Room 10 A/B

2:00 pm – 6:00 pm
Exhibits Closed

Hall 4

2:00 pm – 3:15 pm
Symposium Session C

**S-C1: SPECIAL SESSION: PSYCHOLOGY IN ACTION**

Ballroom D

Chair: Cheryl Kaiser, University of Washington
Co-Chair: Eli Finkel, Northwestern University
Speakers: Samuel D. Gosling, Roy F. Baumeister, Barbara L. Fredrickson, Laura A. King

**S-C2: THE ROLE OF SOCIAL AND ECONOMIC INTERDEPENDENCE IN RESPONSES TO SOCIAL EXCLUSION**

Ballroom G

Chair: Ayse Uskul, University of Kent
Speakers: Megan Knowles, Michaella Pfundmair, Ayse Uskul, Meghan Meyer

**S-C3: POWER FROM TOP TO BOTTOM: HOW THE SENSE OF POWER AFFECTS JUDGMENT AT THE LEVELS OF CULTURE, SELF, PHYSICAL ENVIRONMENT, AND EMOTION**

Ballroom E/F

Chair: Erica Beall, University of Southern California
Co-Chair: Jesse Graham, University of Southern California
Speakers: Lora E. Park, Nathanael Fast, Andy J. Yap, Erica M. Beall

**S-C4: THE ROLE OF ABILITY BELIEFS IN ACADEMIC GENDER GAPS**

Room 17

Chair: Sarah-Jane Leslie, Princeton University
Co-Chair: Andrei Cimpian, University of Illinois, Urbana Champaign
Speakers: Catherine Good, Sarah-Jane Leslie, Andrei Cimpian, Joseph P. Robinson

**S-C5: LESSONS FOR SOCIAL AND PERSONALITY PSYCHOLOGY FROM CLINICAL PSYCHOLOGY**

Room 9

Chair: Jonathan Adler, Olin College of Engineering
Speakers: Jonathan Adler, Jennifer L. Tackett, Kelly E. Rentscher, Thomas F. Oltmanns

**S-C6: EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT SELF-AFFIRMATION BUT WERE AFRAID TO ASK: HOW DOES IT WORK? IS IT ALWAYS GOOD? AND WHY SHOULD I CARE?**

Room 18 A/B

Chair: Kathleen Vohs, University of Minnesota
Co-Chair: Brandon Schmeichel, Texas A&M Univ
Speakers: Ji Kyung Park, William Klein, Clayton Critcher, Brandon Schmeichel

3:15 pm – 3:30 pm

Coffee Break

Hall 4

3:30 pm – 4:45 pm

Presidential Address and Symposium Session D

**S-D1: PRESIDENTIAL ADDRESS**

Ballroom D

Title: Expanding Social and Personality Psychology In Departments, Universities, and Within SPSP

Speaker: James W. Pennebaker, Department of Psychology, Univ of Texas at Austin

**S-D2: ON THE IMPORTANCE OF SOCIAL CONTEXT: EXPANDING OUR VIEW**

Room 17

Chair: Amy Canevello, University of North Carolina, Charlotte
Speakers: Margaret S. Clark, Catrin Finkenauer, Paul W. Eastwick, Amy B. Canevello

**S-D3: WHY HAVEN’T WE SHATTERED THE GLASS CEILING? COVERT AND SUBTLE BIASES IMPEDING EQUALITY IN THE WORKPLACE**

Ballroom G

Chair: Lily Jampol, Cornell University
Co-Chair: Vivian Zayas, Cornell University
Speakers: Theresa K. Vescio, Laurie A. Rudman, Victoria A. Brescoll, Lily E. Jampol

**S-D4: THE RIGHT FIELD FOR US: HOW CONGRUENCE BETWEEN PERSONAL VALUES AND THOSE SUPPORTED BY THE ACADEMIC CONTEXT IMPACTS INTEREST, MOTIVATION AND PERFORMANCE**

Ballroom E/F

Chair: Bonita London, Stony Brook University
Co-Chair: Rainer Romero-Canyas, Environmental Defense Fund
Speakers: Mia Steinberg, Sheena Aklqvist, Sylvia Rodriguez, Stephanie A. Fryberg

**S-D5: NEW INSIGHTS ON THE EFFECTS OF TRAITS ON HEALTH: THE IMPORTANT ROLE OF SOCIAL PROCESSES**

Room 9

Chair: Lauren Human, University of British Columbia
Co-Chair: Joshua Jackson, Washington University in St. Louis
Speakers: Lauren J. Human, Peggy M. Zoccola, Joshua J. Jackson, Angelina R. Sutin

**S-D6: RITUALS MAKE LIFE BETTER — BY ENHANCING CONSUMPTION, COMMUNICATING SOCIAL NORMS, TREATING ILLNESS, AND RELIEVING GRIEF**

Room 18 C/D

Chair: Kathleen Vohs, University of Minnesota
Speakers: Yajin Wang, Michael Norton, Cristine Legare, Matthew Rossano
5:00 pm – 6:30 pm
Block, Campbell and Distinguished Scholar Award Lectures

Ballroom D
Chair: James Pennebaker, University of Texas at Austin
Co-Chair: David Funder, University of California, Riverside

Jack Block Award Address
BASIC TENDENCIES AND CHARACTERISTIC ADAPTATIONS
Recipient: Robert (Jeff) McCrae, Baltimore Maryland

Donald T. Campbell Award Address
JUST THINK: THE CHALLENGES AND BENEFITS OF THE MIND AT PLAY
Recipient: Timothy D. Wilson, University of Virginia

Distinguished Scholar Award Address
BELIEFS: UNITING PERSONALITY AND PSYCHOLOGY
Recipient: Carol S. Dweck, Stanford University

6:15 pm – 8:00 pm
Exhibits Open
Hall 4

6:30 pm – 8:00 pm
Poster Session D and Social Hour
Hall 4

6:30 pm – 8:00 pm
Diversity and Climate Committee Reception
Room 10C

6:30 pm – 7:30 pm
Research Speed Dating Event
Room 17A/B

Saturday, February 15, 2014

7:30 am – 5:30 pm
On-site Registration and Pre-Registration
Hall 4

8:00 am – 8:30 am
Continental Breakfast
Hall 4

8:00 am – 9:30 am
Poster Session E
Hall 4

8:00 am – 2:00 pm
Exhibits Open
Hall 4

8:15 am – 9:30 am
Presentation and Discussion with Representatives from the John Templeton Foundation

Ballroom A
Chair: Nicholas Gibson
Speakers: Nicholas Gibson, Kimon Sargeant, Sarah Hertzog, John Churchill, Paul Wason

9:45 am – 11:00 am
Symposium Session E

S-E1: PROMOTING RESEARCH INTEGRITY: ‘BEST PRACTICES’ IN SOCIAL-PERSONALITY RESEARCH

Ballroom A
Chair: Jennifer Bosson, University of South Florida
Co-Chair: Simine Vazire, Washington University, St. Louis
Speakers: Laura King, Brian Nosek, Barbara Spellman, Sanjay Srivastava

S-E2: LUST IN OUR ANCESTRAL DUST: EVOLUTION, ATTRACTION, AND RELATIONSHIPS

Ballroom D
Chair: Jeff Simpson, University of Minnesota
Co-Chair: Vladas Griskevicius, University of Minnesota
Speakers: Jeff Simpson, Martie Haselton, Kristina Durante, Jon Maner

S-E3: THE VIEW FROM THE TOP: HOW GROUP DOMINANCE SHAPES THE PSYCHOLOGICAL EXPERIENCE

Ballroom B/C
Chair: L Taylor Phillips, Stanford University
Co-Chair: Brian Lowery, Stanford University
Speakers: Christopher M. Federico, Nyla R. Branscombe, Felicia Pratto, L. Taylor Phillips

S-E4: MINDSETS MATTER: THE POWER OF BELIEFS FOR EVERYDAY LIFE

Room 17
Chair: Jeni Burnette, University of Richmond
Co-Chair: Crystal Hoyt, University of Richmond
Speakers: Crystal Hoyt, Mike McCullough, Jeni Burnette, Lauren Aguilar

S-E5: CURRENT DIRECTIONS IN THE STUDY OF CHARACTER: THE FOUR W QUESTIONS (WHAT, WHEN, WHY AND WHERE)

Room 9
Chair: David Gallardo-Pujol, University of Barcelona
Co-Chair: Taya Cohen, Carnegie Mellon - Tepper School of Business
Speakers: Erik E. Noftle, David Gallardo-Pujol, Matthias R. Mehl, Taya Cohen

S-E6: IDENTITY CONFLICTS: CATEGORIES, CAUSES, CONSEQUENCES, AND SOLUTIONS

Ballroom E/F
Chair: Alexander Browman, Northwestern University
Co-Chair: Mesmin Destin, Northwestern University
Speakers: Katherine T. U. Emerson, Alexander S. Browman, Priya Kamat, Verónica Benet-Martínez

S-E7: MOTIVATED PERCEPTION OF FACES: IMPLICATIONS FOR INTERGROUP BIAS IN THE BRAIN AND BEHAVIOR

Ballroom G
Chair: David Amodio, New York University
Co-Chair: Amy Krosch, New York University
Speakers: Amy R. Krosch, Tiffany A. Ito, Eric Hefeman, Brent Hughes
Saturday, February 15, 2014 (continued)

S-E8: THE NON-VERBAL EXPRESSION OF POSITIVE EMOTIONS: VARIATIONS AND SOCIAL IMPLICATIONS
Room 18 A/B
Chair: Michelle Shiota, Arizona State University
Speakers: Alexander F. Danvers, Disa Sauter, Jessica L. Tracy, Gabrielle Filip-Crawford

S-E9: AUTOMATIC ETHICS: EXPLORING THE RELATIONSHIP BETWEEN COGNITIVE RESOURCES AND PROSOCIAL BEHAVIOR
Room 18 C/D
Chair: Peter Meindl, University of Southern California
Co-Chair: Jesse Graham, University of Southern California
Speakers: Matthew Wallaert, Peter Meindl, David Rand, Nathan DeWall

S-E10: WORKING MEMORY CAPACITY IN SOCIAL PSYCHOLOGY: NEW DIRECTIONS
Room 19
Chair: Dominik Mischkowsk, The Ohio State University
Co-Chair: Jennifer Crocker, The Ohio State University
Speakers: Randall W. Engle, Katie J. Van Loo, Dominik Mischkowsk, Thomas F. Denison

S-E11: APPROACHES TO ANTHROPOMORPHISM AND ITS SOCIAL AND MORAL CONSEQUENCES
Room 6
Chair: Hyunjin Song, Arizona State University
Co-Chair: Virginia Kwan, Arizona State University
Speakers: Virginia S. Y. Kwan, Hyunjin Song, Susan T. Fiske, Matthias Forstmann

11:00 am – 11:15 am
Coffee Break
Hall 4

11:15 am – 12:30 pm
Symposium Session F and Data Blitz

S-F1: DATA BLITZ
Ballroom D
Chair: Simine Vazire, Washington University
Co-Chair: Nathan DeWall, University of Kentucky

Data Blitz Session (S-F1) features 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

S-F2: BEING THERE WHEN IT COUNTS: CHRONIC AND SITUATIONAL INFLUENCES ON RESPONSIVE BEHAVIOR IN CLOSE RELATIONSHIPS
Ballroom A
Chair: Denise Marigold, Kenison University College at University of Waterloo
Speakers: Amanda L. Forest, Denise Marigold, Brooke Feeney, Thery Prok

S-F3: ARE CONSERVATIVES REALLY FROM MARS AND LIBERALS FROM VENUS? THE PSYCHOLOGICAL PROCESSES UNDERLYING INDIVIDUAL DIFFERENCES IN MORALITY AND IDEOLOGY.
Room 17
Chair: Jeremy Frimer, University of Winnipeg
Co-Chair: Linda Skitka, University of Illinois, Chicago
Speakers: Jeremy A. Frimer, Daniel Wisneski, Ronnie Janoff-Bulman, Kurt Gray

S-F4: DESIRES, BEHAVIORS AND GOAL PURSUIT: INSIGHTS INTO SELF-REGULATION FROM EXPERIENCE SAMPLING RESEARCH
Ballroom B/C
Chair: Marina Milyavskaya, University of Toronto
Speakers: Malte Friese, Marina Milyavskaya, Richard B. Lopez, Lance Rappaport

S-F5: NOT “JUST A STORY”: THE SOCIAL CONSEQUENCES OF NARRATIVE INFORMATION
Room 9
Chair: Jenna Clark, University of North Carolina, at Chapel Hill
Co-Chair: Melanie Green, University of North Carolina, at Chapel Hill
Speakers: Jenna Leigh Clark, Thalia Goldstein, Cindy Organ, Raymond Mar

S-F6: MOTIVATION, MINDSET, AND THE FOSTERING OF POSITIVE INTERRACIAL CONTACT EXPERIENCES AND OUTCOMES
Ballroom G
Chair: Dorainne Levy, Northwestern University
Co-Chair: Jennifer Richeson, Northwestern University
Speakers: Alissa J. Mrazek, Adam R. Pearson, Dorainne J. Levy, Natalie J. Shook

S-F7: CONTROL, AUTOMATICITY AND THE SOCIAL BRAIN
Ballroom E/F
Chair: Kevin Ochsner, Columbia University
Co-Chair: Meghan Meyer, University of California, Los Angeles
Speakers: Matthew D. Lieberman, Ajay Satpute, Kevin Ochsner, Robert Spunt

S-F8: POSITIVE AFFECT AND HEALTH: EMERGING EVIDENCE FROM CELLS TO BEHAVIOR
Room 18 A/B
Chair: Nancy Sin, University of California, San Francisco
Co-Chair: Judith Moskowitz, University of California, San Francisco
Speakers: Nancy L. Sin, Julia K. Boehm, Sarah D. Pressman, Judith T. Moskowitz

S-F9: THE SOCIOLOGY OF SUSTAINABILITY: HOW (AND WHEN) GROUPS IMPACT ENVIRONMENTAL COGNITION AND BEHAVIOR
Room 18 C/D
Chair: Adam Pearson, Pomona College
Co-Chair: Jonathon Schuldt, Cornell University
Speakers: Austin Nathan Geiger, Jonathon P. Schuldt, P. Sol Hart, Jessica L. West

S-F10: THE ROLE OF INTERPERSONAL PROCESSES IN GROUP PHENOMENA AND CULTURAL DEVELOPMENT
Room 19
Chair: Andreana Kenrick, Princeton University
Co-Chair: Stacey Sinclair, Princeton University
Speakers: Andreana C. Kenrick, Greg Walton, Yoshihisa Kashima, Mark Schaller

S-F11: UNEXPLORED CAUSES AND CONSEQUENCES OF (UN) ETHICAL BEHAVIOR
Room 6
Chair: Emma Levine, The Wharton School, The University of Pennsylvania
Speakers: Brian C. Gunia, Sunita Sah, Ting Zhang, Emma Edelman Levine
Saturday, February 15, 2014 (continued)

12:30 pm – 1:30 pm
Box Lunch Offered
Hall 4

12:30 pm – 2:00 pm
Poster Session F
Hall 4

1:00 pm – 2:00 pm
Lunchtime Presentation and Discussion with Representatives from NSF

Ballroom A

Speakers: Sally Dickerson and Rosanna E. Guadagno, National Science Foundation

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So grab your boxed lunch and join the discussion!

1:00 pm – 2:00 pm
GSC Mentoring Lunch
Room 12

2:00 pm – 6:00 pm
Exhibits Closed
Hall 4

2:00 pm – 3:15 pm
Symposium Session G

S-G1: SPECIAL SESSION: RESEARCH INTEGRITY
Ballroom D
Chair: Cheryl Kaiser, University of Washington
Co-Chair: Eli Finkel, Northwestern University
Speakers: Uri Simonson, Mahzarin R. Banaji, Jeffry A. Simpson, Susan T. Fiske

S-G2: REGULATING THE NEED TO BELONG: BIOLOGICAL SUBSTRATES OF THE SELF-ESTEEM AND ATTACHMENT SYSTEMS
Room 19
Chair: Danu Stinson, University of Victoria
Speakers: Danu Anthony Stinson, Jennifer A. Bartz, Robin S. Edelstein, Lisa Jaremka

S-G3: CAUGHT IN THE MIDDLE: “IN-BETWEEN” GROUPS ELICIT DISTINCT PATTERNS OF ATTITUDES
Ballroom B/C
Chair: Sara Burke, Yale University
Speakers: Diana T. Sanchez, Charlotte Chuck Tate, Sara Emily Burke, Melody Sadler

S-G4: FROM GLUE TO GASOLINE: HOW THE VERY SAME PROCESSES THAT BIND PEOPLE TOGETHER CAN ALSO TEAR THEM APART
Ballroom G
Chair: Adam Galinsky, Columbia University
Speakers: Jason R. Pierce, Gavin J. Kilduff, Roderick I. Swaab, Oliver J. Sheldon

S-G5: WHY FACIAL STRUCTURE PREDICTS BEHAVIOR: EVIDENCE FROM LONGITUDINAL, LAB, AND FIELD RESEARCH
Room 9
Chair: Jordan Leitner, University of Delaware
Speakers: Robert G. Franklin, Justin M. Carré, Cheryl M. McCormick, Jordan Blake Leitner

S-G6: MALLEABLE TIME PERCEPTIONS AND THEIR IMPLICATIONS FOR SELF-CONTROL AND GOAL PURSUIT
Room 18 A/B
Chair: Hengchen Dai, University of Pennsylvania
Speakers: Joehim Hansen, Eugene M. Caruso, Sam Maglio, Hengchen Dai

3:15 pm – 3:30 pm
Coffee Break
Hall 4

3:30 pm – 4:45 pm
Symposium Session H

S-H1: RACISM: THEORIES, MEASUREMENTS, AND CONSEQUENCES
Ballroom D
Chair: Jon Krosnick, Stanford University
Co-Chair: Tobias Stark, Stanford University and Utrecht University
Speakers: Patricia G. Devine, John F. Dovidio, David O. Sears, Tobias H. Stark

S-H2: NEW EVIDENCE FOR RESPONSIVENESS AS AN ORGANIZING CONSTRUCT IN THE STUDY OF RELATIONSHIPS
Ballroom A
Chair: Richard Slatcher, Wayne State University
Co-Chair: Heidi Kane, Wayne State University
Speakers: Harry T. Reis, Richard B. Slatcher, Heidi Kane, Emre Selcuk

S-H3: SELF-NUDGE: HOW INTRAPERSONAL TWEAKS CHANGE COGNITION, FEELINGS, AND BEHAVIOR
Ballroom B/C
Chair: Amy Cuddy, Harvard University
Co-Chair: Alison Wood Brooks, Harvard University
Speakers: Hal E. Hershfield, Dolores Albraracín, Alison Wood Brooks, Amy Cuddy

S-H4: THE CURSE OF INSTRUMENTALITY: BURDENING, OBJECTIFYING, AND REPLACING INSTRUMENTAL OTHERS IN RELATIONSHIPS, HEALTH, AND WORK
Room 17
Chair: Juliana Schroeder, University of Chicago
Co-Chair: Ayelet Fishbach, University of Chicago
Speakers: Graine Fitzsimons, Juliana Schroeder, Adam Waytz, Ana Guinote

S-H5: DO WE SHAPE RELATIONSHIPS OR DO RELATIONSHIPS SHAPE US? THE DYNAMIC INTERPLAY OF PERSONALITY AND CLOSE RELATIONSHIPS
Room 9
Chair: Madeka Kumashiro, Goldsmiths, University of London
Co-Chair: Ximena Arriaga, Purdue University
Speakers: Justin V. Cavallo, Vanessa K. Bohns, Megan H. McCarthy, Ximena B. Arriaga
Saturday, February 15, 2014 (continued)

S-I6: LIKE WATER FOR THE FISH: FEATURES OF THE ENVIRONMENT PRODUCE BIG EFFECTS ON COOPERATION, ATTENTION, SELF-CONTROL, AND EVEN CREATIVITY
Ballroom E/F
Chair: Kathleen Vohs, University of Minnesota
Speakers: Ryan Rahinel, Boyoung Grace Chae, Julian House, Marc Berman

S-I7: COGNITION IS A MATTER OF TRUST: DISTRUST TUNES COGNITIVE PROCESSES
Ballroom G
Chair: Ruth Mayo, The Hebrew University of Jerusalem
Speakers: David Seungjae Lee, Ann-Christin Posten, Ruth Mayo, Yaacov Schul

S-I8: DISSECTING SOCIAL RELATIONSHIPS AND BIOLOGICAL CONSEQUENCES: INTERDISCIPLINARY DYADIC APPROACHES
Room 18 A/B
Chair: Meane Chan, Northwestern University
Co-Chair: Lauren Human, University of British Columbia
Speakers: Timothy W. Smith, Vicki S. Hedgeson, Anita DeLongis, Meane Chan

S-I9: ARE POWER AND GENDER MUTUALLY REINFORCING OR OFFSETTING?
Room 18 C/D
Chair: Jennifer Overbeck, University of Utah
Speakers: Justin D. Wareham, Teng Zhang, Laura Kray, Adam Galinsky

S-I10: APPLICATION OF ADVANCED METHODOLOGICAL TOOLS IN PERSONALITY AND SOCIAL PSYCHOLOGICAL RESEARCH
Room 19
Chair: Fang Fang Chen, University of Delaware
Speakers: Fang Fang Chen, Jeong Min Lee, Jacob Westfall, Jean-Philippe Laurenceau

S-I11: GIVING SOCIAL PSYCHOLOGY AWAY--AND HAVING IT THROWN BACK IN OUR FACES
Room 6
Chair: Leonard Newman, Syracuse University
Speakers: Lisa E. Hasel, Judith Harackiewicz, Douglas Kenrick, Ying Tang

5:00 pm – 6:15 pm
Symposium Session I

S-I1: THE POLITICS OF SOCIAL PSYCHOLOGICAL SCIENCE
Ballroom D
Chair: Lee Jussim, Rutgers University
Speakers: Yoel Inbar, Jarret Crawford, Lee Jussim, David Buss

S-I2: PROVIDING EFFECTIVE SUPPORT IN CLOSE RELATIONSHIPS: NEURAL, BEHAVIORAL, AND PHYSIOLOGICAL PREDICTORS AND CONSEQUENCES
Ballroom A
Chair: Sylvia Morelli, Stanford University
Speakers: Sylvia A. Morelli, Stephanie L. Brown, Benjamin R. Karney, Alexandra Suppes

S-I3: GROUP IDENTITY AND PREJUDICE: NEW FINDINGS FROM AN IMPLICIT SOCIAL COGNITIVE PERSPECTIVE
Ballroom G
Chair: Travis Carter, Colby College
Speakers: Thierry Devos, Melissa J. Ferguson, Joyce Ehrlinger, David M. Amodio

S-I4: EMBODYING MOTIVATION: HOW BODILY EXPERIENCES SHAPE OUR GOALS AND DESIRES
Room 17
Chair: Lotte Veenstra, VU University Amsterdam
Co-Chair: Shana Cole, New York University
Speakers: Michael D. Robinson, Nils B. Jostmann, Shana Cole, Lotte Veenstra

S-I5: RELECTING ON THE REDEMPTIVE STORY
Room 9
Chair: William Dunlop, University of California, Riverside
Speakers: Dan P. McAdams, William L. Dunlop, Kate C. McLean, Sara J. Weston

S-I6: A THREAT AT EVERY TURN: NEW CHALLENGES AND NEW SOLUTIONS
Room 18 C/D
Chair: Valerie Taylor, Spelman College
Speakers: Nicole M. Overstreet, John Oliver Siv, William Dunlop, Valerie Jones Taylor

S-I7: THE PSYCHOLOGY OF INGROUP-OUTGROUP DISTINCTIONS IN THE AFTERMATH OF TERRORISM
Room 19
Chair: Nour Kteily, Harvard University
Co-Chair: Sarah Cotterill, Harvard University
Speakers: Emile Bruneau, Nour Kteily, Sarah Cotterill, Muniba Saleem

S-I8: CULTURE AND EMOTION: ADVANCES FROM CULTURAL PSYCHOLOGY AND CULTURAL NEUROSCIENCE
Room 18 A/B
Chair: Joan Chiao, Northwestern University
Speakers: Maria Gendron, Xiaofei Yang, Joan Y. Chiao, Jeanne L. Tsai

S-I9: UBIQUITY OF SOCIAL HIERARCHIES: HOW STATUS, CLASS, AND POWER SHAPE BEHAVIORAL AND NEURAL PROCESSES IN MULTIPLE SOCIAL CONTEXTS
Ballroom B/C
Chair: Matthias Gobel, University College London
Co-Chair: Heejung Kim, University of California at Santa Barbara
Speakers: Alison R. Fragale, Matthias S. Gobel, Michael E. W. Varnum, Dana R. Carney

S-I10: THE END OF SOCIAL COGNITIVE IMPERIALISM: THE START OF A SOCIAL AFFECTIVE UPRISING
Ballroom E/F
Chair: Michael Inzlicht, University of Toronto
Speakers: Michael Inzlicht, Eddie Harmon-Jones, Cindy Harmon-Jones, Piotr Winkielman

S-I11: THE DARK SIDE OF RELIGION: INTOLERANCE, PREJUDICE AND ANTISOCIAL BEHAVIOR
Room 6
Chair: Patty Van Cappellen, University of North Carolina at Chapel Hill
Speakers: Wade C. Rowatt, Ara Norenzayan, Vassilis Saroglou, Julie J. Exline

6:00 pm – 7:45 pm
Exhibits Open
Hall 4

6:15 pm – 7:45 pm
Poster Session G and Social Hour
Hall 4
2013 Award Recipients

Awards Ceremony and Reception
SPSP is honored to announce our 2013 Award Recipients! Please come by to meet and congratulate them at the Awards Ceremony and Reception Thursday, February 13, 2014 at 7:00 pm, following the Presidential Symposium.

Austin Convention Center, Room 12
Sponsored by SPSP and Sage Publications

The 2013 Jack Block Award
Robert R. (Jeff) McCrae
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 2013 Donald T. Campbell Award
Timothy DeCamp Wilson
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 2013 Career Contribution Awards
C. Daniel Batson
James Sidanius
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 2013 Robert B. Cialdini Award
Judith Harackiewicz, Christopher Rozek, Chris Hulleman, & Janet Hyde
For their 2012 Psychological Science article entitled “Helping parents to motivate adolescents in mathematics and science: An experimental test of a utility-value intervention”.

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 2013 Carol and Ed Diener Award in Personality Psychology
Andrew J. Elliot
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 2013 Carol and Ed Diener Award in Social Psychology
Nalini Ambady
This award recognizes a mid-career scholar whose work substantially adds to the body of knowledge in social psychology and/or brings together social psychology and personality psychology.
Endowed by FPSP

The 2013 Distinguished Scholar Award
Carol S. Dweck
The award honors a scholar who has made distinctively valuable research contributions across his or her career in areas that expand the core of social and personality research and/or integrates different topics in the discipline in significant ways.
Sponsored by SPSP

The 2013 Media Book Prize for the Promotion of Social and Personality Science
Jonathan Haidt
This prize honors a book written by a psychologist that makes a distinctive and important contribution to the field by promoting an understanding of the science of social and personality psychology to the general public.
Sponsored by SPSP
The 2013 Methodological Innovation Award
Anthony Greenwald
This award recognizes an individual who has made a significant or sustained contribution to innovative methods in social and personality psychology. It recognizes contributions 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. The emphasis of the award is on a contribution’s conceptual innovation and potential to motivate new research and further conceptual investigation.
Sponsored by SPSP

The 2014 SAGE Young Scholar Awards
Paul Eastwick
Jochen Gebauer
Edward Lemay
Kristina Olson
Tessa West
These awards support the research of junior colleagues and recognize outstanding young researchers representing the broad spectrum of personality and social psychology research areas.
Sponsored by FPSP with the generous support of SAGE Publications

The 2013 SPSP Awards for Distinguished Service to the Society
Wendi Gardner
George (Al) Goethals
The Society recognizes that service comes in many forms, and this award expresses the Society’s appreciation of distinctive contributions. It recognizes distinguished service specifically to the Society for Personality and Social Psychology, either with a particular, significant activity or cumulative contributions over time, to the Society.
Sponsored by SPSP

The 2013 SPSP Awards for Service on Behalf of Personality & Social Psychology
Kay Deaux
Hazel Rose Markus
This award recognizes distinguished efforts by individuals to benefit the field of social and personality psychology, including noteworthy efforts to support educational and research activities in the field, professional leadership, and achievements that enhance the reputation of the field.
Sponsored by SPSP

The 2013 Daniel M. Wegner Theoretical Innovation Prize
Kurt Gray, Liane Young, & Adam Waytz
For their 2012 *Psychological Inquiry* article entitled “Mind Perception is the Essence of Morality.”
This newly renamed prize honoring Daniel M. Wegner, recognizes the most theoretically innovative article, book chapter, or unpublished manuscript of 2012. It honors theoretical articles that are especially likely to generate the discovery of new hypotheses, new phenomena, or new ways of thinking about the discipline of social/personality psychology.
Sponsored by FPSP with the generous support of Worth Publishers

We thank the many people who served on the SPSP Award Nomination Panels for their work on these well-deserved awards!
2013 Graduate Student Travel Award Winners

Sarah Ainsworth is a doctoral candidate in the social psychology program at Florida State University working with Drs. Roy Baumeister and Jon Maner. Sarah received her bachelor’s degree in German Language and Literature from the University of Florida in 2007 and a master’s degree in social psychology from Florida State University in 2012. Her research focuses on the self-regulation and cooperation within groups and on motivated social cognition within the domain of mating and disease avoidance. Much of her work is informed by physiological and evolutionary perspectives.

Shannon Brady is a third-year doctoral student in Developmental and Psychological Sciences at Stanford University Graduate School of Education. A former middle school teacher, she is broadly interested in motivation in both academic and non-academic contexts. She is passionate about developing theory-driven social psychological interventions to foster success and wellbeing.

William Brady is a second-year graduate student in NYU’s social psychology program. Broadly construed, he is interested in emotion perception and regulation in social interactions. Currently, he is investigating how biases in emotion perception are related to negative interpretations of conflict in romantic relationships. He is also investigating situations in which emotions are experienced the opposite of how they would typically be classified (e.g. pleasurable fear), and how such experiences are regulated. William also enjoys vegan cooking.

Pascal Burgmer is currently a 4th-year PhD student with the Social Cognition Cologne research group at the University of Cologne, Germany (supervisor: Thomas Mussweiler). He obtained his diploma degree in psychology (equivalent to MSc) at the University of Cologne in 2009. His research interests include the psychological consequences of common-sense beliefs (e.g., beliefs in mind-body dualism), power, trust, and comparative thinking. He is also interested in moral judgment/behavior as well as mental-state inference more broadly. Recent work has been published in Psychological Science (on mind-body dualism), Social Psychological and Personality Science (on social power), and the Journal of Personality and Social Psychology (on perspective taking). More information can be found at: http://www.social-cognition.uni-koeln.de.

Jiyin Cao is a graduate student at the Management & Organizations department at Kellogg School of Management. She is interested in two broad areas of research: how generalized trust, the belief in the benevolence of human nature, develops, and how diverse and mobile experiences influence individuals’ self-expression, social perception, and decision-making. She has explored these topics across individual, group, and cultural levels of analysis.

Her dissertation proposes a theoretical model for the development of generalized trust and empirically tests it in the context of diverse foreign experiences. Her dissertation sheds light on a classic research question in organization research: how individuals can leverage the benefits of diversity without disrupting their social relationships. At the cultural level, she employs a socio-ecological perspective – physical and network mobility – to study culture. As globalization has created a more diverse and mobile workforce, her research helps organizations understand and manage a diverse set of employees.

Kathleen Carswell Bio not available.

Meanne Chan is a PhD candidate at Northwestern University working under the supervision of Dr. Edith Chen in Health Psychology. Meanne’s research integrates social cognitive paradigms with biomarkers of disease to examine psychosocial mechanisms that help explain social disparities in health outcomes. Her dissertation research examines implicit threat vigilance in children and adults as a plausible mediator between socioeconomic status and health-relevant outcomes. Upon completion of graduate training, Meanne aims to continue interdisciplinary research with a post-doctoral position that extends her current interests in combining social paradigms with health research.
Ceylan Cizmeli | Bio not available.

Cory Clark | I am a sixth year graduate student at the University of California, Irvine under the mentorship of Peter Ditto. My research bridges the areas of moral psychology, political psychology, experimental philosophy, and motivated reasoning. In my primary line of research, I have found that punitive motivations underlie the strength and prevalence of free will beliefs, and that motivated increases in free will beliefs buffer against the negative impact of punitive views on psychological well-being. Expanding on this research, some preliminary results further suggest that the situational dependence of free will beliefs may explain the discrepant findings in the compatibilism literature. In the political domain, I have examined how free will beliefs predict social and economic political attitudes and voting patterns. Additionally, my lab is currently conducting a meta-analysis aimed at determining whether liberals or conservatives are more biased in their evaluations of political issues and candidates.

Fred Clavel | is a doctoral student in Social Psychology at Iowa State University, studying close relationships with a dual emphasis on substantive processes and methodological issues. His central substantive interests include social support dynamics in romantic couples, the effects of context on couples’ functioning over time, relationships and health & well-being, and issues of the self in relationships. His methodological interests include modeling relationship phenomena using dyadic and other multilevel approaches, using intensive longitudinal designs to examine individual and dyad-level change, and methods of modeling functional interdependence in couples over time. He approaches these interests from a number of theoretical perspectives including social exchange, attachment, evolutionary psychology, motivation, and theories of social cognition. He is currently engaged in research investigating the long-term effects of life stressors such as racial discrimination and chronic financial strain, on the dyadic support experiences and mental health of married and cohabiting couples.

Paul Condon | I am a graduate student in social psychology in the Emotions and Social Cognition Lab, directed by Dave DeSteno. My research examines the social dynamics of emotion, compassion, and meditation and incorporates methods from social psychology and affective science. I aim to understand how meditation impacts interpersonal behavior and emotional experience, and am particularly interested in the ongoing dialogue between science and contemplative traditions.

Jessica Cornick | graduated Magna Cum Laude from Occidental College in 2007 with a BA in Psychology. While at Occidental, Jessica worked with Dr. Brian Kim on ego-depletion research. After graduation, Jessica completed a two year commitment with Teach for America in Los Angeles where she taught seventh grade science. Concurrently, she earned her Multiple Subjects teaching credential from Cal State University, Northridge in 2009. Jessica currently works with Dr. Jim Blascovich in the Research Center for Virtual Environments and Behavior at UCSB. Her research interests include the role of social and cognitive resources in psychological and physical well-being. Specifically, Jessica is interested in how potentially threatening situations can be constructed such that individuals have reduced biological (cardiovascular, HPA axis) responses. Her current work examines the psychophysiological consequences of self-efficacy perceptions in overweight individuals.

Kassandra Cortes | I am a graduate student in the social psychology program at the University of Waterloo. My primary research interests concern self-regulation, close relationships, motivation, emotion, and personality. One of my research lines broadly investigates the role of regulatory focus orientation in predicting romantic relationship expectations and outcomes. I am also currently researching motivation toward goal pursuit as a function of personality and goal framing, extending my previous research which examined how effort exertion towards a goal shifts as a function whether the outcome benefits the self or (close) others. Some of my other research pursuits include examining the impact of negative self-disclosure in close relationships, ways to motivate individuals to repair their negative moods, and the role of attachment anxiety and subjective distance of past relational events in predicting relational outcomes.

Hengchen Dai | I am a fourth-year doctoral student at the Wharton School. My main stream of research applies insights from economics and psychology to motivate people to behave in line with their long-term best-interests both inside and outside of the workplace (e.g., avoiding counterproductive
beaviors, saving for retirement, maintaining a healthy lifestyle). From a managerial perspective, I am interested in how organizations can enhance employee motivation at work and facilitate future-oriented decision making. Much of my recent work focuses on how fresh starts and breaks can influence employees’ motivation to engage in self-regulation and avoid counterproductive behaviors using field experiments, archival data, and lab experiments. In other work, I have explored how different social forces (e.g., online reviews, news about a celebrity’s health, and peer pressure) affect judgments and behavior.

Ilker Dalğar continues his PhD study on social psychology at Middle East Technical University (METU). Research interests are regulation of social relationships and relational models, self-conscious emotions and cultural variations, and contextualist and situated social mind in general. Currently studies on regulatory roles of shame and guilt on social relationships in different cultural contexts like Turkey and Netherlands, and if certain relationship models have effects on people’s willingness to participate in collective actions. He got his B.S. and M.S. degrees from Middle East Technical University, Department of Psychology. In his master’s thesis, he investigated the relational models and their associations with cultural orientations and personal value priorities in Turkish cultural context.

Shai Davidai is a PhD candidate in the Psychology department at Cornell University. He received his BA in Psychology and Cognitive Science from the Hebrew University of Jerusalem in 2009. Following a short stint in the 9-to-5 world, Shai returned to the warm embrace of psychological research, where he found his true calling. Enthralled by the little quirks of human nature, Shai’s research is focused on understanding people’s perceptions of their social world. He works with Professor Tom Gilovich on projects examining the role played by cognitive biases and psychological construal in perceptions of—and attitudes regarding—public policy. In addition, Shai is interested in people’s experience of regret and how they relate to their overall well-being. In his spare time, Shai enjoys minor caffeine overdoses, music that was popular two decades ago and complaining about the lack of spare time in his life.

Kathy Emerson Broadly speaking, my research interests converge around the topic of identity in context. I examine how context—including specific situational cues—shapes perception, categorization, motivation, and behavior in different ways for both majority and minority group members. Much of my research has focused on a particular situational cue—organizational lay theories of intelligence (i.e., beliefs shared by members of an organization regarding whether intelligence is fixed or malleable) (Murphy & Dweck, 2010). I am currently exploring how organizational theories serve as a cue to stereotype threat for members of stigmatized groups (i.e., women, people of color). Additionally, I am working with collaborators to examine how such theories manifest in real-world organizations.

Also, I am currently examining how White individuals perceive racially-ambiguous and multiracial individuals. Specifically, I am investigating how the social context (e.g., task framing, time constraints) can motivate Whites’ categorization, perception, and treatment of racially-ambiguous and multiracial targets.

Caroline Fitz is originally from Cleveland, Ohio. She received her BA in Psychology and Sociology from Lake Forest College (just outside Chicago, Illinois). Currently, she is a fourth year doctoral candidate at The George Washington University in Washington, D.C. where she works with Alyssa Zucker and Lisa Bowleg to study how individual-level (e.g., sociopolitical attitudes, resilience) and social-structural factors (e.g., discrimination) work together to affect physical health risk and protective behaviors among marginalized groups, including racial minorities, LGBT individuals, and women. In 2013, APA selected Caroline to be their 2013-2014 Public Policy Graduate Student Intern. In this capacity, she contributes to APA’s legislative and advocacy work by helping formulate positions on federal policy initiatives, ultimately to shape legislation that impacts underrepresented groups (e.g., people with HIV, human trafficking victims). Upon completing her PhD, Caroline plans to continue balancing her time between developing her research and working in policy.
Takayuki Fuji received his BA from Kansai University of Welfare Science and his MA from Osaka Kyoiku University. He is currently a graduate student of Tamagawa University. Takayuki’s research interests include cognitive development and the neural basis of reciprocity and pro-social behavior in children.

Muping Gan was born in Beijing, China, having since moved around to many cities in Canada and the U.S. She received a BA in Psychology with a minor in Economics from Duke University, where she worked with Dr. Mark Leary on how social comparison affects environmental behaviors. Now, as a fourth year PhD student in the Social/Personality Psychology program at the University of California, Berkeley, Muping is a “self”-centered researcher, working primarily alongside Dr. Serena Chen. With a broad interest in how the self reacts to and copes with situational and interpersonal threats, Muping examines whether power buffers against epistemic and affiliative threats, ways in which authenticity facilitates feeling and obtaining power, and how greater overlap between one’s relational and ideal self promotes better intra- and inter-personal outcomes.

Alex Genevsky I am a fourth year PhD student in Stanford University’s Psychology department pursuing questions regarding the neurobiological substrates of emotion and their influences on decision making. Before beginning at Stanford, I received my undergraduate degree in Computer Science from Binghamton University in New York, and worked in the Psychiatry departments of the San Francisco VA Medical Center and the University of California, San Francisco.

I currently work in Dr. Brian Knutson’s Affective Neuroscience laboratory where I use behavioral and fMRI neuroimaging methodologies to explore the relationship between affect, neural activity, and behavior. My research includes studies of charitable giving, compassion, and social preference in economic decision making.

Patricia Gilbert Bio not available.

Yuthika U. Girme PhD Candidate, University of Auckland People supported by intimate partners experience better psychological and physical health, and have more satisfying relationships. Unfortunately, not all individuals are able to reap the benefits of supporting partners because their developmental histories and subsequent insecurities undermine their ability to seek support, cope with stress, or feel comfortable within intimate contexts. My primary research goals involve identifying the ways people can manage their partner’s insecurities by providing support and generating closeness in ways that overcome insecure defences and maximize the health benefits arising from supportive relationships.

To achieve these goals, I use video-recorded observational, diary and longitudinal data to assess dyadic processes as they occur across time. These methods are complimented by complex statistical techniques involving structural equation modelling, multi-level modelling and curvilinear analyses to assess the impact of partner support and relationship maintenance strategies on individuals’ personal coping and relationship functioning.

Micah Goldfarb is a third year graduate student at The Ohio State University. He graduated with his BA from OSU with honors in research distinction conducting an honors thesis with Dr. Fujita examining the effects of construal levels on system justification.

Micah has been interested in understanding why people would justify flawed systems and under what conditions people would seek change. In graduate school he has continued this line of research while also broadening his interests in subjective construal and investigating the processes underlying people’s subjective perceptions of the world. Micah is also interested in how ambiguous social concepts are influenced by physical experiences. He is currently studying how perceptual cues in one’s environment invoke a cognitive model of responsibility, such that perceived motion of the self relative to the environment leads to differing attributions of responsibility and regret for negative events.

Yael Granot was born in Israel and grew up in the Boston area. She received her BA in Psychology from Vassar College and is currently a fourth year doctoral student at New York University working with Dr. Emily Balcetis. Her research at NYU’s Social Perception Action and Motivation Lab
focuses on the influence of visual perception and attentional processes on attributions of blame and legal punishment decisions. Using cognitive and eye-tracking measures, she explores how the manner in which people attend to information moderates the influence of social and individual difference factors on judgments of victims and perpetrators. She is particularly interested in applications of this work to the use of video evidence and hopes this work will inform visually-based interventions to reduce bias in legal decision-making.

Sarah Grover found her passion for social psychology as an undergraduate research assistant in Dr. Sapna Cheryan’s lab at the University of Washington. Sarah helped to conduct some of Dr. Cheryan’s research on the effects of computer science stereotypes on women’s interest in computer science. Sarah also developed her own research project to examine how the proportion of males in an academic major affects beliefs about whether natural ability is required to do well in that major. Sarah is now a second year graduate student at the University of Colorado Boulder and is advised by Dr. Tiffany Ito and Dr. Bernadette Park. Sarah’s current research examines the effects of stereotype threat in a group-problem solving context. This research shows that in an environment with cues known to elicit stereotype threat (i.e., being the only female in the group) women are rated as worse at math than when in a non-threatening environment.

Lindy Gullett is a fourth year doctoral student at New York University who works primarily with Tessa V. West. Her research focuses on how people attend to and interpret others’ behaviors during dyadic and group interactions, and she is largely interested in how group-level composition attributes (e.g. the gender or racial composition of dyads and groups) influence how individuals attend to and interpret others’ behaviors. In one line of research, she is exploring how a task group’s gender composition can influence how members of the group evaluate each other. In a second line of research, she is exploring how people attend to and interpret an interaction partner’s behaviors during cross-race relative to same-race interactions. Lindy also has a strong interest in statistical modeling and volleyball.

Leor Hackel received his B.S. in Neuroscience & Behavior from Columbia University in 2011, where he was advised by Dr. Kevin Ochsner. He is currently a third year doctoral student in Social Psychology at New York University, where he works with Dr. Jay Van Bavel and Dr. David Amodio. Leor is interested in how social contexts and motives shape social perception and social preferences, using behavioral, computational, and neuroimaging methods. In particular, Leor’s primary lines of research examine how top-down motives (e.g., social identity) shape the way people perceive minds and mental states in others, how contextual social concerns shape valuation of social rewards and altruistic behavior, and the relationships between these processes.

Benjamin Hadden received my Bachelor of Arts in Psychology from the University of Delaware in the spring of 2010. After earning my BA, I spent a year as a post baccalaureate research assistant at the University of Mississippi. I came to Houston in the fall of 2011 to pursue my PhD at the University of Houston under the supervision of Dr. C. Raymond Knee. My research focuses on the role of motivations and goals in influencing relationship dynamics, mainly through the lens of self-determination theory. I am particularly interested in the influence of self-determination on relationship development and maintenance processes. For instance, I am currently investigating the role of autonomous motivations in shaping support provision for partners. I am also interested in how self-determination influences responses to a variety of relationship threats, such as feelings of rejection from one’s partner.

Kelci Harris received her BA in Psychology and Comparative Literature from the University of North Carolina at Chapel Hill in 2012. She is currently a second-year graduate student at Washington University in St. Louis, where she is co-advised by Dr. Joshua Jackson and Dr. Simine Vazire. Kelci is broadly interested in personality, relationships, and well-being. In her current work with Dr. Jackson, she is investigating how relationship experiences affect the link between personality and subjective well-being. Specifically, are people high in extraversion more satisfied with life than less extraverted people because they have better relationship experiences? With Dr. Vazire she is exploring whether or not personality traits predict relationship quality in the same way across relationship domains. In other words,
Jia He is a second-year student in the General Psychology Masters program of New York University. She received her BA in Economics from Dong Hua University and B.S. in Applied Psychology from East China Normal University. After graduating she spent a year working as a modeling analyst in the Nielsen Company. At NYU she works with Professor Patrick Shrut on the effect of social support on individual’s goal pursuit behaviors, the role of emotion and motivation in decision making processes and cultural differences in aforementioned processes. Her current project is on academic procrastination and makes use of data collected by Professors Shrut and Bolger (Columbia University) on college students’ preparation for pre-med science exams. She found that procrastination was least likely to occur among students who both reported being academically efficacious and well supported by friends/family, and that social support was associated with more procrastination among less efficacious individuals.

Chelsea Helion grew up in West Chester, Pennsylvania. She is currently in her fifth year in the social psychology program at Cornell University. She completed her BA in psychology and cognitive neuroscience at Temple University in 2009. Working with her primary advisor, Dr. David Pizarro, she investigates the role that emotion plays in moral decision-making, specifically focusing on the relationship between disgust and moral judgment. She is also a joint graduate student at Weill-Cornell Medical College with Dr. BJ Casey, and uses functional neuroimaging to study the brain circuitry involved in implicit and explicit emotion regulation across development. Upon completion of her doctorate, she plans to pursue a career in research and academia.

Lauren Howe is a third-year graduate student in the Social Psychology program at Stanford University. Her current research projects explore different aspects of imperfection, such as the consequences of imperfect physician health habits for the doctor patient relationship, and the impact of implicit theories of personality on the tendency to define oneself through one’s failures. She earned her BA in Psychology and German Language and Literature from the University of Virginia.

Jennifer Howell is a doctoral candidate at the University of Florida in Gainesville, FL. Her research focuses primarily on psychological threat management and health. She seeks to understand the proactive and reactive strategies people use to manage bad news. This broad umbrella encompasses work on decision-making, responses to feedback, defensiveness, physical health behaviors, risk, coping, social cognition, attitudes, and communication. The ultimate goal of Howell’s research is to use basic social psychological theory and research to improve the ways humans manage psychological threats, promoting physical health and wellbeing as a result. Her research is currently funded by the National Science Foundation and has received coverage from media outlets including the New York Times, National Public Radio, and the Huffington Post.

Brittany Jakubiak was born near Baltimore, Maryland. She is currently a second year doctoral student studying with Dr. Brooke Feeney at Carnegie Mellon University. She received her M.S. in psychology from Villanova University and her BA in psychology from Loyola University Maryland. She is primarily interested in relationship processes and the ways relationships promote optimal individual functioning. Currently, she is researching the effects of receiving and imagining supportive touch on multiple individual outcomes including stress reactivity, willingness to approach challenges, and attributions of ambiguous partner behaviors. She is interested in exploring the mechanisms underlying associations between touch support and these individual outcomes. Additionally, Brittany is working with Dr. Feeney to research secure base support and receipt in both a newlywed and an aging population.
Lily Jampol I am a PhD student at Cornell working with Dr. Tom Gilovich and Dr. Vivian Zayas. My research interests are broadly centered on biases in judgment and decision making and I am currently focusing on biased communication in the form of white lies, and its effects on equality. More specifically, I am interested in how covert stereotypes and asymmetrical power relationships contribute to subtle differences in workplace feedback and evaluations and how these differences might affect both the recipient of the communication and the communicator.

I attended Mount Holyoke College for my BA in Political Science and have had the privilege of working in psychology labs at Harvard, Princeton, and Cornell. I am honored to have received the Travel Award and several others including the National Science Foundation Graduate Research Fellowship and the American Psychological Association’s Geis Memorial Award which support my dissertation work.

Elise Kalokerinos is a PhD candidate at The University of Queensland, Australia. Her research is broadly focused on understanding positive emotions across contexts and the lifespan. Specifically, her research interests include the functional benefits of the aging positivity effect, the social costs and benefits of positive emotion expression, the strategies we use to down-regulate positive emotion, and the impressions we form of targets based on their emotion regulation strategies. She is also interested in the antecedents and consequences of stereotype threat in organizational contexts.

Yona Kifer Social power is perhaps the most basic and pervasive feature of human social life. In my research I examine the effects of power on personality, the self-concept and emotions. Building on the two dominant theories of the field, the approach/inhibition (Keltner, Gruenfeld, & Anderson, 2003) and the Social Distance Theories (SDT; Smith & Trope, 2006) of power, as well as the authenticity literature and Self-Discrepancy theory (SD theory; Higgins, 1987), I propose and find that power leads individuals to have elevated levels of extravasation, as well as experience increased correspondence between internal thoughts and feelings and their external expression resulting in greater feelings of authenticity, and consequently Subjective Well-Being. Additionally, I explore the associations between power and discrepancies in representations of the self, as well as the role of power in moderating the links between these discrepancies and emotions.

My predictions are examined through multiple laboratory and field studies using both observational and experiential methods, as well as diverse populations (community, student/Israeli, American).

Teri Kirby is a fourth year PhD student working with Dr. Cheryl Kaiser, Dr. Anthony Greenwald, and Dr. Sapna Cheryan in the Social/Personality area of Psychology at the University of Pennsylvania in 2008. Her current research interests include prejudice, stereotyping, and diversity. With Dr. Kaiser and Dr. Cheryan, she is examining the advantages and disadvantages of different models of approaching diversity (e.g., colorblindness and multiculturalism) as well as perceptions of diversity policies in companies. With Dr. Greenwald, she focuses on implicit racial attitudes.

Kolina Koltai is currently in the MA Psychology - General Experimental program at California State University, Northridge, her alma mater. Go Matadors! A Los Angeles native, Kolina’s research interests take a social psychology flavor. She is interested in studying biracialism, perception, stereotypes, gender, LGBTQII groups, and the young adult cancer survivor experience. Her thesis is currently focused on examining the relationship between prejudice and stereotypes of biracials to childhood exposure to biracials. She hypothesizes that greater exposure to biracials during childhood can minimize implicit prejudice and stereotyping of biracials during adulthood. Kolina is also working on building a photo database of different racial groups expressing different emotions to be used in future research. She is also jointly working in Systems Engineering Research Lab examining how experimental test pilots develop trust in automated systems. He other interests include scuba diving, kayaking, surfing, running obstacle course races, and practicing special effects makeup.

Gordon Kraft-Todd is the lab manager of the Human Cooperation Lab at Yale University. He obtained his BA from Harvard College with an independently designed major in leadership. He is interested in the innovation and diffusion of prosocial norms in networks, and especially in bottom-up processes, i.e. the ability of individuals to create prosocial change. His primary questions of interest are: First, what are the...
Nicole Lawless is a doctoral student at the University of Oregon. Her research focuses on how different contexts influence the nature and accuracy of interpersonal perceptions. In particular, she is interested in how individual differences interact with situational characteristics to influence status attainment. In addition, she is interested in examining the mechanisms that produce more or less inter-rater agreement in personality perceptions.

Jooa Julia Lee is a PhD Candidate in Public Policy at the Harvard Kennedy School. Julia is an experimental social scientist who works with researchers from various disciplines, including management, political science, psychology, and economics. She uses multi-methods, including autonomic and neuroendocrine physiological measures, facial expressions, and a host of behavioral and self-report measures in the lab and the field. Her work focuses on diagnosing the problems of dishonesty and conflict, and developing interventions to mitigate such behaviors. She received her MPP from Harvard Kennedy School and received her BA from Korea University.

Tianwei Liu Bio not available.

Thomas Mann grew up in the small, quiet town of Dunstable, Massachusetts, where he grew an interest in all things mysterious and unknown. This journey eventually lead him to an interest in the workings of the human mind. He received his Bachelor of Science degree in psychology at Tufts University in 2011, completing a thesis with advisor Keith Maddox that explored the potential for automatic stereotyping based on skin tone to be reduced by egalitarian motivation. Coming to Cornell University to earn a PhD in social psychology, Thomas is now in his third year. He works with Melissa Ferguson on projects examining the potential for implicit attitudes to form and be revised quickly, as well as the role of implicit cognition in goal pursuit. With Tom Gilovich, he studies the factors underlying satisfaction with different types of purchases, including the impact of implicit processes.

Benjamin Meagher received his BA in Psychology from Gordon College, and he is currently in his fifth year of graduate student at the University of Connecticut. His primary research interest is the intersection between social, environmental, and ecological psychology. Current projects in this vein examine how social processes influence how physical objects and settings are perceived (e.g., distance estimates, impressions of spaciousness, detection of affordances) and how the physical environment impacts the social processes embedded within them (e.g., territorial behavior and performance). He also conducts research on the psychology of religion, focusing on interpersonal perception of religiosity and the outcomes associated with differences of belief within faith communities.

Alice Moon was born and raised in and around Chicago, Illinois. She received a B.S. in Psychology with a minor in Mathematics from the University of Illinois at Urbana-Champaign. Before pursuing her doctoral degree, she worked as a research lab manager in the Culture and Emotion Lab with Dr. Jeanne Tsai. Currently, Alice is a fifth year PhD student in the Social/Personality Psychology program at the University of California, Berkeley, and a recipient of the National Science Foundation Graduate Research Fellowship. Along with Professors Leif Nelson, Serena Chen, and Clayton Critcher, Alice enjoys exploring various topics within judgment and decision making, including: when uncertainty can be positive, which factors affect time perception, and how self- and other-perceptions diverge.

Katie Muenks I am a fourth-year PhD student in the Department of Human Development and Quantitative Methodology at the University of Maryland, College Park, working with Dr. Allan Wigfield and specializing in Educational Psychology. I graduated with a Bachelor of Science in Psychology from The Ohio State University prior to attending UMD. My
research interests center on how students’ beliefs about their academic effort and ability influence their motivation and achievement in school. I am also interested in studying how these beliefs develop over time by examining the important role of parents in shaping their children’s beliefs.

Luma Muhtadie is a fifth-year student in the Clinical Science program at the University of California, Berkeley. She is mentored by Robert W. Levenson and Wendy Berry Mendes. Luma’s research interests center on the role of the body in intrapersonal and interpersonal emotional processes, including how people perceive and interpret visceral sensations, and how they use this information to guide their behavior. Broadly speaking, Luma is intrigued by such questions as: How do “gut feelings” inform people’s experiences and decisions? Why are some individuals exquisitely aware of and profoundly affected by subtle social-emotional cues to which others seem oblivious? Do individual differences in intuition and attunement have distinctive physiological substrates? And if so, can these be reliably measured and used to predict important social-emotional outcomes? Luma strives to examine these questions within ecologically meaningful contexts and using integrative biopsychosocial techniques.

Desmond Ong is a graduate student in Psychology at Stanford University. His main research program revolves around Computational Affective Cognition, i.e. building computational models about how we reason about emotion. Some of his recent projects include modeling how we reason about emotional reactions to situation outcomes; how we integrate information from multiple, possibly conflicting emotional cues; and how such reasoning differs when reasoning about ourselves and when reasoning about others. He is very broadly interested in applications of his work to emotional language understanding, as well as potential clinical applications. He also has interests in theory of mind, prosociality, and behavioral economics.

Brett Peters I received my B.S. in psychology from the University of Wisconsin-Madison in 2012 and am currently a graduate student in social psychology at the University of Rochester working with Professors Jeremy Jamieson and Harry Reis. I am primarily interested in studying emotion and emotion regulation processes in dyadic relationships—especially romantic relationships. To answer these research questions I am particularly interested in using physiological indices of bodily and mental states as a foundation to explore how dyads respond emotionally, cognitively, and behaviorally in stressful social interactive contexts. At SPSP I am presenting a poster on a project that explored the consequences of interacting with emotionally suppressive individuals. I am also interested in studying emotion regulation more broadly. For example, I am currently working on a project that applies arousal reappraisal techniques to examine the malleability of students’ stress appraisals during academic testing.

Matthew Quesnel I am in my first year of my Masters in psychology at the University of Manitoba in Winnipeg, MB, Canada. I enjoy to read and one-day hope to have a giant personal library. I also enjoy keeping active, during the summer I jog, mountain bike, and play softball. I am currently trying to learn French, because I think it will help me to connect with my heritage.

My research interests are in the area of intergroup relations. Specifically, I am interested in finding ways to improve the outcomes of intergroup interactions for both members of the interaction. Consistent with this, I have been investigating ways to empower members of disadvantaged groups during interactions. A future line of research I am beginning on will investigate a possible way to improve dominant group members’ openness to minority group arguments, which will hopefully lead to increased support for the cause.

Michelle Quist I received my undergraduate degree from LeTourneau University, after which I traveled to the UK to get a graduate degree in psychological research from the University of Aberdeen in Scotland. After graduating from Aberdeen, I was accepted into the Social Psychology PhD program at the University of Houston. I am currently in the planning stages of the core of my research program, which will examine the underlying motives that predict the use of video games, and the resulting effects that perpetual use is likely to have. In addition to my core research, I also collaborate on research studies that explore a variety of topics including alcohol and tobacco use, pet affinity and how it affects health, the effects of secret-keeping, shame and guilt, and religiosity/spirituality. When I am not working at the university, I enjoy traveling, cooking, and spending time with friends and family.
Nathaniel Ratcliff is a native of Chillicothe, Ohio and received a BA in Psychology from Miami University (OH). Currently, he is a fourth year PhD student in Social Psychology at The Pennsylvania State University. Working with his primary advisor, Theresa Vescio, Nathaniel’s research focuses on aspects of human behavior related to perceptions of social status, leadership, and the factors that promote the relinquishing of power. Specially, his research examines the characteristics of people (e.g., egoistic vs. collectivistic focus), situations (e.g., leadership performance, attributions of performance), and potential recipients of power (e.g., high- vs. low-status targets) that all combine to influence when, how, and to whom power is relinquished. Upon completion of his PhD, Nathaniel hopes to continue his research career as a professor of social psychology or as a professor of management (organizational behavior) within a business school.

Dongning Ren I am a doctoral candidate in Social Psychology program at Purdue University. I received my Master in Cognitive Psychology from Chinese Academy of Sciences in Beijing, China. My research focuses on social pain, or the hurting feelings caused by social ostracism. In particular, I examine potential moderators of ostracism effects, such as cultural self-construal and rumination. In a related vein, I am interested in the consequences of ostracism in self-perception and solitude seeking behaviors. I also study the happy side of social interaction – close relationships. Specifically, I am interested in how pleasant taste sensations, such as sweetness, influence romantic attraction and relationship initiation.

Matthew Rocklage I am a 5th-year PhD student at Ohio State University working with Russ Fazio. I am interested in attitudes, how they affect what we do, and how we can better understand them. My first line of research examines how we go about creating attitudes in novel environments. When we talk of attitudes, we often start with the idea that the attitude already exists. How do individuals go about actively creating these attitudes in the first place? My second line of research uses language as a tool that allows us to understand the complex nature of attitudes. On Amazon.com, when Wayne R. from Manchester claims his new vacuum cleaner is “amazing” as opposed to “beneficial”, what does this language say about the emotionality of his attitude? We have recently developed a text analysis tool and are using 5.9 million consumer reviews from Amazon.com to address this and other questions.

Timothy Schofield is a final year PhD student at the University of New South Wales, Australia. His research is broadly focused on self-control. In this research he primarily studies the effects of training and depleting self-control on basic attentional processes, such as alerting and orienting. In another line of self-control research, focused on alcohol, he examines the influence of alcohol consumption and priming on the display of hostile biases. Related to this program of research, he has published epidemiological studies examining the effects of alcohol availability on violent and disinhibited behaviors. In his spare time, Timothy has also been exploring the effects of emotion on color perception and enjoys performing Monte Carlo simulations on statistical techniques and commonly used experimental tasks.

Jennifer Sheehy-Skeffington is a 5th year graduate student working in the research lab of Jim Sidanius at Harvard University. Her dissertation focuses on the mechanisms underlying our human sensitivity to power, status, and group membership; their origins, interactions, and manifestation in social context. Jennifer is currently applying psychological theory and experimental methods to the study of decision-making and self regulation in times of scarcity, low status, and inequality. She has also conducted research on the intersection of power and intergroup relations, showing how power and powerlessness are experienced vicariously through shared group membership. Jennifer graduated with a BA in Psychology and Philosophy from Trinity College Dublin and an MSc in Social Psychology from the London School of Economics and Political Science. Before commencing at Harvard, Jennifer applied social psychology to the analysis of conflict and terrorism with the UK Ministry of Defence, finishing in the post of Senior Strategic Analyst.

Hammad Sheikh is a postdoctoral research associate at the City University of New York. He received a Psychologie Diplom (equivalent to MSc) from the Free University of Berlin in 2008, and a PhD in social psychology from the New School for Social Research in 2013. Prior to his studies at the New School, he conducted research at the Max-Planck-Institute for Human Development in Berlin (2004-
2013 Graduate Student Travel Award Winners

Michaela Simpson is a fourth year graduate student in the Clinical Science program at UC Berkeley. She received her BA in International Relations from Stanford University and her MA in Somatic Psychology from the Santa Barbara Graduate Institute. Formerly an observer of the behavior of nations, Michaela now observes the behavior of humans. Her research focuses on the effects of neurodegenerative diseases on emotional functioning. Current research pursuits include the study of emotion recognition across multiple sensory modalities and its relationship to behavior, brain, and culture. In addition, she is investigating how neurodegenerative diseases impact intimacy in the marital relationship and spouse caregiver wellbeing. Past research pursuits include examining the biological bases of prosocial behavior, looking specifically at the biological response to distress as a way to understand prosocial behavior. Ultimately, Michaela strives to understand how biological, social, cultural, and psychological factors influence human behavior.

Sarah Stanton is currently a PhD candidate at the University of Western Ontario, studying with Dr. Lorne Campbell. Her research encompasses three main areas within the broader topic of close relationships: relationship cognition, self-regulation, and psychophysiology and health. She is particularly interested in how different types of people (e.g., those who are insecurely attached) think, feel, and behave in relationships, the distinct positive and negative relationship outcomes associated with low self-regulatory ability, and how relationship experiences influence bodily stress responses and mental and physical health outcomes. Her work also seeks to uncover relationship circumstances that promote intimacy, satisfaction, and pro-relationship behaviors, especially for insecurely attached individuals and their partners. Sarah has teaching experience with courses in research methods, close relationships, and human adjustment/life skills, and contributes to ScienceOfRelationships.com.

Tasha Stehling-Ariza is a PhD candidate in epidemiology at Columbia University. Her doctoral dissertation investigates the effect of materialism on physical health, possible psychological mediators of the association, and the moderating effects of income and education. Before beginning the PhD program, she conducted research on the mental, physical, and socioeconomic effects of Hurricane Katrina and the BP oil spill on Gulf Coast residents, social and medical needs among people living with HIV/AIDS in the NYC metropolitan area, and the health economics of several cardiovascular-related medications. After graduation, Tasha plans to use psychological and social theories to develop more effective public health programs for improving community health.

David Tang Bio not available.

Simone Tang graduated from the University of Pennsylvania with a B.A in Psychology and an MA in Criminology. Now at Duke University, she focuses on loyalty, ideology and morality. In particular, she has been working on the circumstances under which ingroup members are perceived to be morally worse than outgroup members for the same transgression. She is also working on a set of project exploring how feelings of loyalty affect social behaviors, and how making difficult choices can influence supernatural beliefs.

Lily Tsai was born in Puerto Rico and raised in New York City. She received her BA in Neuroscience from Wellesley College. She is currently a first-year graduate student in the Cognitive Neuroscience program at Boston College and a recipient of the National Science Foundation Graduate Research Fellowship. Under the guidance of Dr. Liane Young, Lily investigates the role of brain regions for theory of mind in moral judgment and social cognition. Specifically, she studies different types of computations supported by the theory of mind network, such as distinguishing between cooperative and competitive interactions or distinguishing between intentional and accidental acts. After completing her PhD, Lily hopes to pursue a research career in academia and continue her work in social neuroscience. Her personal interests include playing board games, watching reality TV cooking competitions, and going to outdoor markets.
Taylor Tuscherer was born and raised in Sioux Falls, SD and received his BA from Lake Forest College in the northern suburbs of Chicago. Taylor is currently in his fourth year of a social psychology PhD program at Miami University in Ohio where his training is facilitated by a NSF Graduate Research Fellowship. Working closely with Drs. Heather Claypool, Kurt Hugenberg, and Jonathan Kunstman, Taylor studies the cognitive biases elicited and served by stereotypes and prejudice. His current work focuses on the causes and consequences of disapproval of nontraditional romantic couples (e.g., interracial, same-sex) and how motivations to respond without prejudice—and people’s perceptions of these motivations—affect communication in interrational interactions. Upon completion of his degree, Taylor will pursue a post-doc in the field of intergroup relations. In his free time, Taylor enjoys baking; watching old sitcoms; and playing with his cat, Heloise.

Reine van der Wall I take a broad interest in a wide range of psychological topics. My main interests concern interpersonal relationships. I am fascinated by the ways people protect and maintain valuable relationships in the face of threat, such as interpersonal conflict. In my PhD project, which I started in December 2010 at Radboud University Nijmegen, The Netherlands, under supervision of Dr. Johan Karremans, I initiated research about the precursors of forgiveness in children. I am interested in how forgiveness processes work among children, and what the role of parents is in the way children manage conflicts in their relationships with (close) others. Broadly speaking, my other research interests revolve around self-regulation processes (in interpersonal relationships and beyond), emotion, and attention.

Niels van Doesum After many times portraying human behavior on stage as an opera singer, Niels van Doesum decided to study it further, and is now a PhD-student at the Department of Social and Organizational Psychology at VU University Amsterdam. Together with Prof. Dr. Paul van Lange, he studies the novel concept of social mindfulness: The ability to see and contemplate the effect of one’s actions on the options of another person (or persons) in the social environment, in concert with the willingness to adjust those actions in a way that benefits the other. Social mindfulness therefore requires both ability (e.g., Theory of Mind, perspective taking, mentalizing) and motivation (e.g., empathy, prosocial social value orientation). Or, skill and will, as they described in a recent paper. Social mindfulness is a rather subtle but pervasive tool that helps people to better navigate the social world by signaling prosocial intentions - or the lack thereof.

Andrea Vial Bio not available.

Andrew Edward White is a graduate student at Arizona State University working with Dr. Douglas T. Kenrick and Dr. Steven L. Neuberg. In his research, Andrew adopts a functional evolutionary framework to explore social influence processes and the role of affect in decision-making. Andrew’s dissertation examines the relationship between resource scarcity and the effectiveness of reciprocity appeals. His research has appeared in the Journal of Personality and Social Psychology, Psychological Science, and Social Cognition.

Craig Williams is a second year PhD student in Jamil Zaki’s Social Neuroscience Lab at Stanford University. He previously received his B.S. in Psychology from the University of Wisconsin-Madison, where he worked in Professors John Curtin and Hill Goldsmith’s labs. Following graduation, he completed his post-baccalaureate training in cognitive neuroscience with Dr. James Blair at the National Institute of Mental Health. Craig’s research examines the social modulation of emotional experience and expression. He is particularly interested in interpersonal emotion regulation – how we regulate our own and others’ emotional states through social contact. To this end he also studies the motivational features of affiliation and affective communication as well as basic social reward processing. Across these phenomena he makes use of behavioral, psychophysiological and neuroimaging methodologies.

Outside the lab, Craig can be found running, reading, and inevitably napping beneath palm trees.

Jessica Wortman Bio not available.

Kaite Yang I am a fourth-year doctoral student in Social Psychology at Princeton University. Along with my advisor, Professor Joan Girgus, I study social hypersensitivity - an individual difference that is a vulnerability factor for depression. I am interested in how social hypersensitivity interacts with social feedback.
-in particular, ambiguous interactions- to predict reactions such as decreased self-esteem. My secondary line of research is with Professor Emily Pronin on the hedonic effects of fast thinking. I am fascinated by how speeding up the subjective experience of thoughts can increase positive mood and creative insight.

I was born in Weifang, China, and grew up in Baltimore. Before Princeton, I majored in Anthropology and Psychology at Dartmouth College. After that, I spent a year with AmeriCorps at a Vermont homeless shelter. Aside from teaching Psych 101 and Social Psychology, I am active in advising and planning fun events as a Residential Graduate Student for undergraduates.

Caitlyn Yantis is a second-year social psychology doctoral student at the University of Illinois at Chicago working with Dr. Courtney Bonam. Before starting at UIC, Caitlyn earned a BS from the University of Mary Washington (2010) and a MS from DePaul University (2012). Her primary research interests involve stereotyping, prejudice and discrimination with a focus on person-focused and space-focused racial stereotypes and their influence on perceptions and treatment of physical spaces (e.g., homes; neighborhoods). Currently, with support from a UIC Chancellor’s Graduate Research Fellowship, she is studying the content of stereotypes about Black and White schools and their consequences for people’s willingness to invest time and resources into these schools. In addition, Caitlyn is the co-chair of the Diversity Advancement Committee’s Student Advisory Board, which works to understand and foster discussion about issues pertaining to diversity in research, in the psychology department, and in the broader community.

Fan Zhang is a PhD student in Psychology at the University of Cambridge. Her research is mostly concerned with personality, psychological well-being and industrial psychology. She is particularly interested in exploring how personality traits, especially prosocial characteristics, affect people’s happiness, life satisfaction and psychological well-being. Her most recent work focuses on the relationship between prosociality and happiness in the context of work environment. Before starting her PhD, Fan obtained an MPhil in Social and Developmental Psychology from the University of Cambridge.

Ariana Young I am currently in my final year of graduate school at the University at Buffalo, The State University of New York working with Dr. Shira Gabriel and Dr. Lora Park. My research examines the social nature of the self. To paraphrase Allport’s classic definition of social psychology, I investigate how the self is influenced by the actual, imagined, and implied presence of other people. This historic perspective is timely, given that modern technology has greatly expanded our social world and heightened our sense of connection to others. Using a variety of methods, I investigate: (1) the effects of imagined others on self-construal and self-evaluation; (2) the effects of actual others on self-evaluation; and (3) the effects of implied others on goal pursuit.

Samuele Zilioli I was raised in Italy and received my BA and MA in psychology from the Università Cattolica del Sacro Cuore in Milan. My passion for biological psychology led me to leave my native country to start my doctoral studies in Canada at Simon Fraser University under the supervision of Dr. Neil V. Watson. I am driven to understand cognitive and psychophysiological mechanisms behind adaptive processes such as intrasexual competition, dominance, and mate preference. In my main line of research I examine how the experiences of social victory and defeat influence affect, behaviour (e.g., risk taking and aggression), and endocrine function. I am also interested in cognitive trade-offs associated with mate effort, steroid responses to facial expressions of emotions, and learning of dominance hierarchies. I look forward to completing my PhD in the near future and embarking on new adventures in academia.
2013 Diversity Fund Graduate Award Winners

Ashley Angulo was born in Tucson, AZ to non-academic but creative and inquisitive parents. She was homeschooled early on, later trained in both public and private institutions, and then pursued a Psychology degree at the University of Chicago. While there, she worked as a research assistant in two prominent labs within the Booth School of Business. Inspired by her mentors, she pursued graduate studies investigating behavior change and its mechanisms. Currently at UCLA, Ashley conducts research with Noah Goldstein and Danny Oppenheimer. Together they study social influence and why certain messages are more persuasive than others.

Ashley enjoys bicycling through Los Angeles and stumbling upon Art Deco architecture. She visits Buzzfeed.com too much and has a waterproof memo board for when research ideas strike in the shower. She’s curious whether the Diversity Reception will feature prominent Valentine’s Day decorations and looks forward to sharing a pun or two.

Aimee Belanger is currently pursuing her PhD in Social Psychology at Miami University after earning her Masters of Arts at Miami University and her Bachelor of Science at the University of North Texas where she was also a McNair Scholar. Her research focuses on understanding the barriers underrepresented groups face, whether investigating women’s participation in the Science, Technology, Engineering, and Math (STEM) fields or the acculturation experience of first-generation college students. Her current research focuses on the effect of goal congruity on feelings of belongingness and participation in STEM. Aimee also works with Miami University’s Good Life Project in which undergraduates use psychology research to improve their community. In her free time, she enjoys cooking, baking, and playing guitar.

Ariana Naomi Bell is a graduate student at the University of California, Los Angeles, pursuing a PhD in Social Psychology, minor in Quantitative Psychology. In 2010, Ariana received her BA in Psychology from Scripps College. Before starting at UCLA, Ariana worked for a consulting firm, conducting a comprehensive national bullying legislation and policy analysis funded by the U.S. Department of Education. Ariana’s research experiences in educational settings fostered her passion for conducting academic research from an intersectional perspective and working with the populations most directly effected by the issues of discrimination she studies.

Broadly, Ariana is interested in studying bias and stereotyping processes. She is currently pursuing two areas of research through collaborations with Drs. Phillip Atiba Goff and Jaana Juvonen: (1) essentialist stereotyping and conceptualizations of adolescence as a barrier to confronting school bullying and youth prejudice; (2) experiences of prejudice experienced by individuals with intersectional stigmatized social identities.

Jordan Booker is a fifth-year doctoral scholar in Developmental Science at Virginia Tech. His research interests concern positive social development in adolescents and emerging adults regarding both interpersonal relations and adaptive ways of relating to the self. He is currently involved in two research areas: emotional communication between parents and children with Oppositional Defiant Disorder; and associations among self-compassion, personal well-being, and interpersonal adjustment in emerging adults. He has experience as an instructor for undergraduate courses in developmental and social psychology. He is also active in the university community, serving in outreach efforts for the university’s leadership program and as chief justice for the Graduate Honor System.

Jordan is a former McNair Scholar and student participant in the Frances Degen Horowitz Millennium Scholars Program. He has previously been honored with fellowship awards including the Powell Fellowship, Virginia Tech Initiative to Maximize Diversity Fellowship, and Southern Regional Education Board Doctoral Fellowship.

Alex M. Borgella was born in Pensacola, Florida in the late eighties. His mother, Darleen Borgella, a half-Korean Texas native, and Manuel Borgella, an immigrant from the Oriente Province in Cuba near Santiago de Cuba, raised him to respect people of all cultures and heritages. Throughout his high school and undergraduate career, Alex was actively involved in various poetry societies, local music scenes, and stand up comedy venues, learning much about important cultural differences between people.
in the process. After receiving his BA in Psychology from the University of West Florida, Alex attended James Madison University and received a MA in JMU’s Psychological Sciences Program, concentrating on studies related to homophobic aggression, bullying, within-race bias, and diversity coursework outcomes. He is currently pursuing a PhD under Dr. Keith Maddox at Tufts University, where he is conducting studies related to racial phenotypicality bias and ethnic defamation humor.

Alexander Browman is a third-year graduate student at Northwestern University. His research focuses on achievement motivation, specifically on identifying psychological factors that enhance and suppress motivational intensity. Given that people have multiple roles and group memberships with which they identify and find meaning, Alex’s theoretical approach gives a central role to people’s many social and personal identities in determining motivation. Specifically, his research examines (1) how perceiving the path to an achievement goal as either closed (i.e., unattainable) or mismatched with one’s preferred goal-pursuit strategies (i.e., undesirable) can undermine achievement motivation, and (2) whether the way in which an individual perceives this path (as open or closed, matched or mismatched) depends on the identity or social role they are currently enacting. Before coming to Northwestern, Alex obtained his B.Sc. from McGill University, in his hometown of Montreal, Canada. Alex is grateful for support from SSHRC, FRQSC, APA, and Northwestern University.

Sara Burke is a doctoral student at Yale University. She received her BA in psychology and English with a minor in statistics from the University of Michigan. Her research explores variations in the way prejudice operates when it targets different groups, and one of her central goals is expanding the body of information about intergroup bias to better account for underexamined targets of prejudice. In one line of work, she examines attitudes toward bisexual people and other groups perceived to fall between more recognized social groups. In another line of work, she examines attitudes toward people who choose to disclose or avoid disclosing concealable stigmatized identities like depression. Some of her newest work explores attitudes toward transsexual people and people with nonbinary gender identities.

Amanda ElBassiouny I received my Bachelor’s degree in psychology from Brooklyn College, the City University of New York. In 2009, I moved to Washington, DC to attend Howard University to pursue my doctorate degree in social psychology. I received my Master’s degree in social psychology in July 2012, in which my thesis focused on the differential consequences of religious and moral identity salience on measures of prejudice. I am currently working on my dissertation, which will examine the potential differential moderating and buffering effects of religious, moral, and spiritual identity against mortality salience on measures of mental health, cognitive functioning, and basic needs. At Howard University, I have also taught Research Methods and Statistics II, General Social Psychology, and Experimental Psychology. I have also had the opportunity to guest lecture in Research Methods and Statistics I and II courses.

Lameese Eldesouky was born and raised in Los Angeles, California. She received a BA in Psychology with Highest Honors from the University of California, Berkeley in 2013. Currently, she is a first year doctoral student in the Social/Personality Psychology program at Washington University in St. Louis working with Dr. Tammy English. Broadly, her research interests include understanding intrapersonal and interpersonal emotion regulation. In one line of research, she is examining how emotion regulation is influenced by specific social contexts and relationship quality. In a second line of work, she is investigating when different regulation strategies can be effective depending on the instrumental goals that people have (e.g., avoiding conflict). Through her research, Lameese strives to better understand emotion regulation and how it can improve people’s social relationships, health, and well-being.

Kathy Espino-Perez I am a first-generation, Latina social psychology doctoral student working in Dr. Brenda N. Major’s Self and Social Identity Lab at UC Santa Barbara. My master’s thesis, which was completed at California State University, Northridge, explored the role of racially prototypic facial features (or features that are perceived as typical in particular racial groups) in racial identification. I hope to harness the uniqueness of her personal background and the training I gain as a doctoral student at UCSB to develop a line of research that investigates the psychological and physiological
effects of stigma on minority youth. More specifically, I hope this research leads to a better understanding of the unique factors that foster either risk or resilience among minority youth. I ultimately aim to become a professor of social psychology and mentor to students from disadvantaged backgrounds.

Monica Gamez-Djokic is currently a fourth-year graduate student in Social Psychology at Northwestern University. Before coming to Northwestern, she worked in the Psychology Department at Columbia University and at the Earth Institute. She completed her undergraduate work in economics at Wellesley College. Monica is broadly interested in studying morality and political ideology. Her current work investigates the motivational processes involved in moral judgment and decision-making. In a second line of research, she investigates how group memberships and identity shape political beliefs.

Jin X. Goh grew up in Malaysia and California. He received his BA in Psychology at Bard College in 2012. He is currently a second-year PhD student at Northeastern University working with Dr. Judith Hall in the Personality/Social Psychology Area. His research broadly examines the relationship between nonverbal behavior and prejudice (e.g., racism, sexism, and homophobia). More specifically, he is interested in how prejudice can influence accurate judgment of outgroup members’ affective states and personality traits. He also studies the nonverbal expressions of prejudice during social interaction with minorities. After completing his PhD, Jin plans to pursue a research career in academia where he can continue his research while teaching.

Steffanie Guillermo is a second-year graduate student pursuing her PhD in Social Psychology at the University of California, Berkeley. She first became interested in social psychological research after taking an undergraduate seminar on stereotyping and prejudice at Lehigh University in 2010. Continuing this interest, her lines of research investigate racial bias from social cognitive perspectives, with a particular interest in the effects of racial context on bias. She studies how patterns of racial bias change from bi-ethnic contexts, consisting of the ingroup and one racial outgroup, to multi-ethnic contexts, where multiple racial groups are present. This line of work examines how patterns of racial bias change as a function of increasing racial diversity. Steff was born and raised in San Jose, CA and loves the Bay Area, especially San Francisco. Steff enjoys hiking, cooking and baking, traveling, collects wood carvings, and is passionate about baseball and hockey.

Kelci Harris received her BA in Psychology and Comparative Literature from the University of North Carolina at Chapel Hill in 2012. She is currently a second-year graduate student at Washington University in St. Louis, where she is co-advised by Dr. Joshua Jackson and Dr. Simine Vazire. Kelci is broadly interested in personality, relationships, and well-being. In her current work with Dr. Jackson, she is investigating how relationship experiences affect the link between personality and subjective well-being. Specifically, are people high in extraversion more satisfied with life than less extraverted people because they have better relationship experiences? With Dr. Vazire she is exploring whether or not personality traits predict relationship quality in the same way across relationship domains. In other words, are there traits that make some people just good at relationships? In the future, Kelci would like to delve more into the processes through which personality impacts relationship development.

Heather Haught is a third year student working with Dr. Jason Rose at the University of Toledo. Her primary line of research concerns how people compare themselves to concrete (e.g., friends, family) vs. abstract (e.g., average American) others and the impact of these comparisons on risk behavior, health, and well-being. A second and related line of research explores how different comparison processes can be used to increase the efficacy of health messages for people in upper vs. lower classes.

Courtney M. Heldreth received a BA from the University of California, Berkeley in 2008. Shortly after, she worked closely with Christine Dunkel-Schetter at the University of California, Los Angeles on a National Institute of Child and Human Development (NICHD) funded study called Community Child Health Network. This multi-site study partnered community members and academia to examine how maternal allostatic load and stress affects the interconceptional period and birth outcomes in a sample of low-income women. Courtney is currently a 4th year PhD student at the University of California, Los Angeles, where she works with Profs. Jenessa Shapiro, Naomi Eisenberger, Christine Dunkel-
Sarah Herrmann is a native Arizonan. She graduated in 2010 with a BA in Psychology from The Honors College at the University of Arizona, where she worked with Stephanie Fryberg. She is currently a third-year PhD student in Social Psychology at Arizona State University, working with Virginia S.Y. Kwan. Sarah’s primary research interests revolve around the concept of social class as culture. Her current research examines how socioeconomic status relates to future time perspective, academic engagement, and retention among college students. Another project examines social class biculturalism among first-generation college students. Sarah is also interested in the ways that children acquire social class culture and how it affects their perceptions of themselves as students. She is committed to conducting theoretically-based applied research, with an emphasis on improving the educational experience for students from diverse backgrounds. After graduate school, Sarah hopes to pursue a career in academia.

Patricia Hopkins is a second year clinical psychology student at West Virginia University, working with Dr. Natalie Shook. She is involved in several research projects that fall under the umbrella of intergroup relations. Namely, she is currently studying the effects of living in an interracial versus same race college dorm room and its potential for reducing prejudicial attitudes. She is also collecting data for her thesis; the purpose of this study is to create a measure that assesses the level of intergroup anxiety individuals may experience when interacting with Muslims. After graduate school, Patricia plans to continue conducting research in intergroup relations and attitudes.

Keenan Jenkins is a second-year graduate student at the University of North Carolina at Chapel Hill. In collaboration with Dr. Melanie Green, he is researching the influence of interactive narratives (or choose-your-own-adventure stories) on attitudes toward risky behaviors. In collaboration with the researchers in the UNC Gillings School of Global Public Health, he is also studying how narratives can function as a positive coping mechanism for stem cell transplant patients. Additionally, in collaboration with Dr. Paschal Sheeran, he is examining the psychological processes that make people actively confront prejudice. Originally from Rocky Mount, NC, Keenan graduated from UNC-Chapel Hill in 2012 with a BA in Psychology and a minor in Music.

Onawa LaBelle is a first-year doctoral student in the Personality and Social Contexts Program at the University of Michigan. Her research interests broadly encompass close relationship processes, neuroendocrine responses, and their implications for physical health outcomes. Under the guidance of Dr. Robin Edelstein, her current work examines the stress-buffering effects of gratitude for insecurely attached people in relationships. While earning her BA in psychology at Smith College, Onawa investigated social and psychological processes and health with Dr. Benita Jackson. She also spent a summer at Harvard working with Dr. Rosalind Wright on three multi-level epidemiological studies that examined stress and health. After graduating in 2012, she explored attachment processes, marital relationships, and stress as an NIH postbaccalaureate intern with Dr. Paula Pietromonaco at the University of Massachusetts. After earning her degree, Onawa plans to obtain a faculty position and continue to conduct research while teaching at a university.

Kent Lee was born and raised in Rocky Mount, NC. I completed my undergraduate education at the University of North Carolina at Chapel Hill. During this time, I trained on psychophysiological measures under Dr. Mitchell Prinstein and his former student, Dr. Joseph Franklin. In 2012, I graduated with highest honors and a BA in Psychology with a minor in Biology. During the summer of the same year, I completed an internship with NIMH, where I worked under Dr. Luana Colloca, assisting her in research on placebo effects. Currently, I am completing a doctoral program at my alma mater where, under the guidance of Dr. Keith Payne and Dr. Kristen Lindquist, I am examining the psychological processes underlying prejudice and emotions.

Jana Lembke studies how positive relationship processes influence the health and well-being of individuals and relationships as a whole. She is most interested in how the capacity to regulate emotions impacts people’s ability to recover from negative
relationship experiences (such as conflict) and reestablish positive interactions that build thriving relationships. In her future work she aims to develop emotional intelligence skill-building interventions that couples can use to enhance their interactions and achieve lasting improvements in relationship satisfaction, commitment, and intimacy. Outside of research, Jana enjoys rock climbing, cooking, and exploring all that New England has to offer.

Sara Michelle Mansoori-Rostam is a Persian, queer woman, proud to be pursuing an advanced degree in the sciences and creating visibility for minority group members in the academy. Through her research, she strives to bring attention to some of the particular challenges faced by underrepresented individuals. In the Social Perception, Attitudes, Mental Simulation laboratory at SFSU, her master’s thesis focuses on identity management. Specifically, she investigates the different ways in which individuals negotiate the tension between their dual queer and ethnic minority identities and how these approaches might affect both state- and trait-level well-being. In the Complex Cognition Lab, she is involved in a project exploring gender categorization, looking at the speed and accuracy with which gender-specific targets are categorized at different levels of abstraction. Sara Michelle is hoping to continue her education in a PhD program where she can further develop her research program in identity management.

Ivy Onyeador was born in Nigeria and raised in southern California. In 2011, she obtained a Bachelor of Science in Psychology with departmental honors from Hunter College of the City University of New York, where she graduated summa cum laude in 2011 as a Thomas Hunter Honors scholar. Andrea’s work focuses broadly on investigating how gender

Michaela Simpson is a fourth year graduate student in the Clinical Science program at UC Berkeley. She received her BA in International Relations from Stanford University and her MA in Somatic Psychology from the Santa Barbara Graduate Institute. Formerly an observer of the behavior of nations, Michaela now observes the behavior of humans. Her research focuses on the effects of neurodegenerative diseases on emotional functioning. Current research pursuits include the study of emotion recognition across multiple sensory modalities and its relationship to behavior, brain, and culture. In addition, she is investigating how neurodegenerative diseases impact intimacy in the marital relationship and spouse caregiver wellbeing. Past research pursuits include examining the biological bases of prosocial behavior, looking specifically at the biological response to distress as a way to understand prosocial behavior. Ultimately, Michaela strives to understand how biological, social, cultural, and psychological factors influence human behavior.

Sabrina Thai was born and raised in Toronto, Ontario, Canada. She completed her Honours B.Sc in Psychology Research and MA in Psychology at the University of Toronto. Sabrina, a second-year PhD student, and her advisor, Dr. Penelope Lockwood, currently examine social comparisons in the context of romantic relationships. Primarily, Sabrina is interested in how comparison information affects relationship processes and outcomes as well as relationship knowledge structures. She currently has three main lines of work: 1) the cognitive and motivational consequences of comparisons to other relationships, especially superior ones; 2) the influence of attachment on how individuals respond to superior and inferior romantic partners; and 3) how individuals make and respond to comparisons between their partner and relevant comparison others. After obtaining her PhD, Sabrina plans to pursue a career in academia where she can continue to research and teach.

Andrea Vial is a second-year doctoral student in Social Psychology at Yale University, primarily advised by Jaime Napier. She received her BA in psychology with departmental honors and a minor in sociology from Hunter College of the City University of New York, where she graduated summa cum laude in 2011 as a Thomas Hunter Honors scholar. Andrea’s work focuses broadly on investigating how gender
stereotypes and prejudice impact the lives of women, and how they can hinder women’s advancement into leadership positions. Current lines of research include examining how gender presentational concerns interact with power mindsets to impact action tendencies. In particular, she is investigating how psychological feelings of power and powerlessness can interact with fear of backlash for violating gender expectations to influence men’s and women’s behavior in different ways. Other interests include individual and joint emotional attachment to objects, and their role in bonding and relationship maintenance.

**DeWayne Williams** is a doctoral student in the Social Psychology Program at The Ohio State University. He also completed his undergraduate degree at The Ohio State University in spring 2011. Co-advised by Baldwin Way and Julian Thayer, DeWayne focuses on individual differences in cognition and emotion (as indexed by heart rate variability | HRV), and how these differences relate to environmental and social factors. Recent research also suggests that HRV can serve as a marker of autonomic balance and somatic health, thus, DeWayne uses HRV in combination with other cardiovascular measures, to examine how and when social stressors negatively impacts health. In addition, DeWayne investigates the impact of social stressors on various ethnic groups’ cardiovascular function, as deeper insight into which stressors are most harmful may assist in closing the health disparities gap found in ethnic minorities, especially African Americans.
Exhibit Hall Floor Plan
Exhibiting Companies

SPSP extends our thanks to the following companies for their support and participation. Please visit our exhibitors in Exhibit Hall 4.

Exhibit and Poster Sessions

Thursday, February 13
6:30 pm – 8:30 pm  Exhibits Open

Friday, February 14
8:00 am – 2:00 pm  Exhibits Open
2:00 pm – 6:00 pm  Exhibits Closed
6:15 pm – 8:00 pm  Exhibits Open with Social Hour

Saturday, February 15
8:00 am – 2:00 pm  Exhibits Open
2:00 pm – 6:00 pm  Exhibits Closed
6:00 pm – 7:45 pm  Exhibits Open with Social Hour

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The Society for Personality and Social Psychology

16th ANNUAL MEETING

February 26-28, 2015
Long Beach Convention & Entertainment Center
# Symposia and Special Session Grid

**Friday, February 14, 2014 – Morning Sessions**

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<th>Session B 11:15 am – 12:30 pm</th>
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<td>S-A7: When to Judge a Book by Its Cover: Timing, Context, and Individual Differences in First Impressions Vivian Zayas and Nicholas Rule</td>
<td>S-B9: The 25% of Dissonance Theory that Social PsychologyForgot: Group Identity Matters Deborah Hall and Wendy Wood</td>
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<td>Ballroom G</td>
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<td>S-A3: With What Effects?: How Pro-Diversity Messages are Perceived by High and Low Status Groups Brenda Major</td>
<td>S-B3: The Essence of Intergroup Conflict: Psychological Essentialism in the Intergroup Processes We Thought We Already Understood Arianna Bell</td>
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# Friday, February 14, 2014 – Afternoon Sessions

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<tr>
<td>Ballroom B/C</td>
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James Pennebaker |
| Ballroom E/F   | S-C3: Power from Top to Bottom: How the Sense of Power Affects Judgment at the Levels of Culture, Self, Physical Environment, and Emotion  
Erica Beall and Jesse Graham | S-D2: Why Haven’t we Shattered the Glass Ceiling? Covert and Subtle Biases Impeding Equality in the Workplace  
Lily Jampol and Vivian Zayas |
| Ballroom G     | S-C2: The Role of Social and Economic Interdependence in Responses to Social Exclusion  
Ayse Uskul | S-D3: The Right Field for Us: How Congruence between Personal Values and Those Supported by the Academic Context Impacts Interest, Motivation and Performance  
Bonita London and Rainer Romero-Canyas |
| Room 6         |                              |                             |
| Room 9         | S-C5: Lessons for Social and Personality Psychology from Clinical Psychology  
Jonathan Adler | S-D5: New Insights on the Effects of Traits on Health: The Important Role of Social Processes  
Lauren Human and Joshua Jackson |
| Room 17        | S-C4: The Role of Ability Beliefs in Academic Gender Gaps  
Sarah-Jane Leslie and Andrei Cimpian | S-D2: On the Importance of Social Context: Expanding Our View  
Amy Canevello |
| Room 18 A/B    | S-C6: Everything You Always Wanted to Know about Self-Affirmation but Were Afraid to Ask: How Does It Work? Is It Always Good? And Why Should I Care?  
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## Symposia and Special Session Grid

### Saturday, February 15, 2014 – Morning Sessions

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<td>S-E2: Lust in our Ancestral Dust: Evolution, Attraction, and Relationships Jeff Simpson and Vladas Griskevicius</td>
<td>S-F1: Data Blitz Simine Vazire and Nathan DeWall</td>
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<td>Ballroom E/F</td>
<td>S-E6: Identity Conflicts: Categories, Causes, Consequences, and Solutions Alexander Brosvian and Mesmin Destin</td>
<td>S-F7: Control, Automaticity and the Social Brain Kevin Ochsner and Meghan Meyer</td>
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<td>Ballroom G</td>
<td>S-E7: Motivated Perception of Faces: Implications for Intergroup Bias in the Brain and Behavior David Amodio and Amy Krosch</td>
<td>S-F6: Motivation, Mindset, and the Fostering of Positive Interracial Contact Experiences and Outcomes Dorianne Levy and Jennifer Richeson</td>
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<td>Room 6</td>
<td>S-E11: Approaches to Anthropomorphism and Its Social and Moral Consequences Hyunjin Song and Virginia Kwan</td>
<td>S-F11: Unexplored causes and Consequences of (Un)Ethical Behavior Emma Levine</td>
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<td>Room 9</td>
<td>S-E5: Current directions in the study of Character: The four W questions (what, when, why and where) David Gallardo-Pujol and Taya Cohen</td>
<td>S-F5: Not “Just a Story”: The Social Consequences of Narrative Information Jenna Clark and Melanie Green</td>
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<td>Room 18 A/B</td>
<td>S-E8: The Non-verbal Expression of Positive Emotions: Variations and Social Implications Michelle Shiota</td>
<td>S-F8: Positive affect and health: Emerging evidence from cells to behavior Nancy Sin and Judith Moskowitz</td>
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### Saturday, February 14, 2014 – Afternoon Sessions

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<th>Location</th>
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                           | Hengchen Dai | S-H8: Dissecting Social Relationships and Biological Consequences: Interdisciplinary Dyadic Approaches  
                           | Meinke Chen and Lauren Human | S-I8: Application of Advanced Methodological Tools in Personality and Social Psychological Research  
                           | Fang Fang Chen | S-I7: The Psychology of Ingroup-Outgroup Distinctions in the Aftermath of Terrorism  
                           | Nour Kteily and Sarah Cotterill |
| Ballroom B/C              | S-G3: Caught in the Middle: “In-Between” Groups Elicit Distinct Patterns of Attitudes  
                           | Amy Cuddy and Alison Wood Brooks | S-I9: Ubiquity of Social Hierarchies: How Status, Class, and Power Shape Behavioral and Neural Processes in Multiple Social Contexts  
                           | Matthias Gobel and Heejung Kim |
| Ballroom D                | S-G1: Special Session: Research Integrity  
                           | Eli Finkel and Cheryl Kaiser | S-H1: Racism: Theories, measurements, and consequences  
                           | Jon Krosnick and Tobias Stark | S-I1: The Politics of Social Psychological Science  
                           | Lee Fussan |
| Ballroom E/F              | S-G4: From Glue to Gasoline: How the Very Same Processes that Bind People Together Can Also Tear them Apart  
                           | Adam Galinsky | S-H7: Cognition Is a Matter of Trust: Distrust Tunes Cognitive Processes  
                           | Ruth Mayo | S-I3: Group Identity and Prejudice: New Findings from an Implicit Social Cognitive Perspective  
                           | Travis Carter |
| Room 6                    | S-H11: Giving Social Psychology Away--And Having It Thrown Back in Our Faces  
                           | Leonard Neuman | S-I11: The Dark Side of Religion: Intolerance, Prejudice and Antisocial Behavior  
                           | Patty Van Cappellen |
| Room 9                    | S-G5: Why Facial Structure Predicts Behavior: Evidence from Longitudinal, Lab, and Field Research  
                           | Jordan Leitner | S-H5: Do We Shape Relationships or Do Relationships Shape Us? The Dynamic Interplay of Personality and Close Relationships  
                           | Madoka Kumashiro and Ximena Arriaga | S-I5: Reflecting on the Redemptive Story  
                           | William Dunlop |
| Room 17                   | S-H4: The Curse of Instrumentality: Burdening, Objectifying, and Replacing Instrumental Others in Relationships, Health, and Work  
                           | Danu Stinson | S-I4: Embodying Motivation: How Bodily Experiences Shape Our Goals and Desires  
                           | Lotte Veenstra and Shana Cole |
| Room 18 A/B               | S-G6: Malleable Time Perceptions and Their Implications for Self-Control and Goal Pursuit  
                           | Hengchen Dai | S-H10: Application of Advanced Methodological Tools in Personality and Social Psychological Research  
                           | Fang Fang Chen | S-I6: A Threat at Every Turn: New Challenges and New Solutions  
                           | Valerie Taylor |
| Room 18 C/D               | S-G2: Regulating the Need to Belong: Biological Substrates of the Self-Esteem and Attachment Systems  
                           | Danu Stinson | S-H10: Application of Advanced Methodological Tools in Personality and Social Psychological Research  
                           | Fang Fang Chen | S-I7: The Psychology of Ingroup-Outgroup Distinctions in the Aftermath of Terrorism  
                           | Nour Kteily and Sarah Cotterill |
Symposia and Special Sessions

Opening Session and
Presidential Symposium
Thursday, February 13, 5:00 pm – 7:00 pm
Ballroom D

Welcoming Remarks
Speaker: Jamie Pennebaker, University of Texas at Austin, SPSP President

Predicting Behaviors and Outcomes from Anonymized Logs of Human Activities
Speaker: Eric Horvitz, Microsoft Research

Novel Methods and Unobtainable Results at Facebook
Speaker: Adam Kramer, Facebook

Ready and Waiting: Studying Extreme Events in the Real World
Speaker: Roxane Cohen Silver, University of California, Irvine

What Technology and Big Data Can Do for Social and Personality Psychology
Speaker: Jean-Baptiste Michel, Institute for Quantitative Social Science, Harvard

We need to get out more. While we social and personality psychologists have been toiling in our labs, new technologies have been redefining social behaviors and providing new methods to study them. Some of the most exciting and important discoveries about social and personality are now the domain of computer science, engineering, and communication. Rather than standing on the sidewalk shaking our heads in disapproval, we should be joining forces.

This symposium introduces a broader conception of real world personality and social psychology from some of the leading scientists in the world. Eric Horvitz is a Distinguished Scientist and the Managing Director of Microsoft Research. He is involved with the analysis of people’s thoughts and behaviors through their use of Twitter and browser searches. Adam Kramer is a social psychologist who works at Facebook who has been involved in large scale social experiments and personality investigations with millions of people. Roxane Cohen Silver is Professor of Psychology at UC-Irvine. She is an international expert on how people cope with disasters through the use of digital technology and more conventional methods. Jean-Baptiste Michel is a mathematician and engineer at Harvard and Google and the co-founder of the Google Books Project. He is broadly interested in how we can harness online data to understand individuals, groups, and cultures.

Social and personality psychologists are working a revolution in new ways to think about and study behaviors. Rather than marvel on the sidelines, it’s time to jump into the fray and work with colleagues in computer sciences, engineering, and other disciplines. This symposium is a call to action and provides some jumping lessons.

The 2013 Awards Ceremony & Reception
Thursday, February 13, 7:00 pm – 8:15 pm
Room 12

The awards ceremony and reception will immediately follow the Presidential Symposium and will honor the 2013 SPSP Award recipients. Please stop by and meet and congratulate all of our distinguished award winners!

Sponsored by SPSP and Sage Publications.

Special Session GSC
Friday, February 14, 8:15 am – 9:30 am
Symposia Session GSC-1
GRADUATE STUDENT COMMITTEE SYMPOSIUM - “...BUT I NEED MORE PUBLICATIONS!”: BALANCING WORK/LIFE, ETHICS, AND PRODUCTIVITY PRESSURES AS A GRAD STUDENT
Friday, February 14, 8:15 am – 9:30 am, Ballroom B/C
Chair: Angela Legg, University of California, Riverside
Co-Chair: Anna Balatel, University Ca’ Foscari of Venice, Italy

Junior scientists face many balancing acts during their training. How to optimize research quality and avoid unethical practices? How to enjoy a successful career without sacrificing our social lives or well-being? Don’t miss out on this opportunity to hear leading scholars discuss balance in academia.

ABSTRACTS

HOW TO BE PRODUCTIVE WITHOUT THE P-HACKING
Leif Nelson¹

¹University of California, Berkeley

Grad students, in their role as “psychological scientists,” seek to discover truths about human behavior. In their role as “unemployed in a devastating job market,” they need to publish papers. I will talk about how one can embrace the former while pursuing the latter. The discussion will focus on sample size (increase it) and exploratory research (do it). Finally, I will try to highlight the importance of thinking in quality rather than quantity: If universities want to hire someone who is systematic and insightful (and I think that is what universities want), then length of CV is barely relevant. You will be judged by your best publications, so make those as good as possible (even if that means publishing fewer papers).

A HOW-TO GUIDE: BEING SUCCESSFUL BEYOND ACADEMICS
Wendy Wood¹

¹University of Southern California

Most of us want work-life balance; we want to lean in and have it all. But men and women are both working more in paid employment than in the past, establishing higher bars for getting and advancing careers. How to be happy in this climate?

As Hillary Clinton warned, “don’t confuse having a career with having a life.” Social psychology provides useful insights on enjoying the rest
of your life along with your job. First, you need to know what to expect. Women and men have somewhat different experiences, on average, in the workforce, family, and leisure time. Life happiness is more closely linked to some of these life domains than others. Second, you need to be prepared. With effective self-regulation strategies, it is possible to pursue goals that are important to you in each life domain. Finally, knowledge and strategic planning can help you relax about the future.

**AN INTERACTIONIST THEORY OF GOOD AND BAD SCIENTIFIC BEHAVIOR**

Sanjay Srivastava

*University of Oregon*

Why do scientists sometimes do the right thing and sometimes not? Classic situationism emphasizes the importance of the external environment. Situationism is often contrasted with “dispositionism,” which explains behavior as the context-invariant expression of stable traits. But neither situationism nor dispositionism is sufficient to understand complex social behaviors. In this talk I consider what we can learn from an interactionist approach to good and bad scientific behavior. Scientists have complex personalities with multiple, sometimes conflicting motivations; and the social environment of our profession presents numerous constraints, affordances, and incentives. Senior scientists with jobs and power are in a special position to shape our professional environment and the people in it. But junior researchers can actively participate in their own development too. They can select, modify, and respond to their environments. And burdened by fewer habits and forgotten assumptions, they are uniquely positioned to advocate for better ways of doing science.

**SHARING OUR SCIENCE WITH THE REST OF THE WORLD**

Amy J. C. Cuddy

*Harvard University*

Sparked in the last decade by a series of best-selling books, broad online dissemination through TED Talks and other lecture series, and frequent high-profile media coverage, social psychological research has captured the general public’s attention - a blessing and a curse. Social psychologists today are frequently asked to communicate their and other scholars’ findings to non-academic audiences. I will discuss why it is critical for us to share our science with people outside of academia, how to remain responsibly involved in public discussions of our research, and how to balance the benefits and costs of speaking to broad audiences. Finally, I will present some best practice guidelines that should help to clarify how to most effectively and efficiently communicate our science to the public.

---

**APA Workshop**

**Friday, February 14, 8:15 am – 9:30 am**

**How to Publish Your Journal Manuscript**

*Chair: Charles Rhoads, American Psychology Association*

**Panelists:** Lowell Gaertner, University of Tennessee–Knoxville
Jim McNulty, Florida State University
Charles Rhoads, a Manuscript Editor from the Journals Department at APA

**Ballroom A**

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 will 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.

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them to more successfully engage in social settings. This evidence highlights how automatic processes might underlie fundamental differences between introverts and extroverts and suggests that this may have important implications for feelings of social connectedness.

**MISTAKENLY SEEKING SOLITUDE**  
Nicholas Epley1, Juliana Schroeder2  
1University of Chicago

Connecting with close others increases happiness but strangers in close proximity routinely ignore each other, suggesting either that solitude is more pleasant than interacting with distant others or that people misunderstand the consequences of social interaction. A series of experiments examined the actual experience of connecting to strangers on commuter trains, busses, and cabs. In each context, participants were instructed to connect with a stranger near them, to remain disconnected, or do whatever they normally do. In all contexts, participants reported a more positive (and no less productive) experience when they connected than when in solitude. Separate groups of participants in each context, however, expected precisely the opposite outcome, predicting a more positive experience in solitude. This mistaken expectation stems partly from underestimating others' interest in connecting, creating a barrier to social engagement. Humans are social animals. In at least some contexts, perhaps not social enough for their own wellbeing.

**MATCHMAKING PROMOTES HAPPINESS**  
Lalin Anik1, Michael I. Norton2  
1Duke University, 2Harvard Business School

Five experiments explore the psychology underlying people’s proclivity to connect people to each other: to play “matchmaker.” Experiment 1 shows that matching others on the basis of how well they will get along is more intrinsically rewarding than other tasks. Experiments 2 and 3 document two moderators of the rewarding nature of matchmaking. We first show that people high in “need for network closure” are most likely to find matchmaking rewarding and then document that the more unlikely the match, the more rewarding the matchmaking. Finally, Experiment 4 provides correlational evidence from a national sample of Americans that chronic matchmaking is associated with higher well-being; in Experiment 5, participants who played matchmaker in the laboratory reported boost in happiness. We discuss how connecting others creates capital at the level of the individual (increased happiness) while simultaneously creating social capital at the level of the group (more densely connected social networks).

**Symposia Session S-A2**  
**POWER AND CLOSE RELATIONSHIPS: THE (IN) SIGNIFICANCE AND ASYMMETRIC INFLUENCE OF OTHERS IN GOAL PURSUIT AND EMOTION**

Friday, February 14, 9:45 am – 11:00 am, Ballroom A  
Chair: Joe Magee, New York University  
Co-Chair: Kristin Laurin, Stanford University

New theoretical insights and empirical evidence answer questions about how social power operates in close relationships. These new developments cover topics including how social power influences self-regulation and goal pursuit in the context of close relationships, reactions to conflict situations, and social comparison and emotions in relationships.

**ABSTRACTS**

**FIGHTING FOR INDEPENDENCE: SIGNIFICANT OTHERS’ GOALS FOR ONESELF INCITE REACTANCE AMONG THE POWERFUL**  
Ena Inesi1, Kimberly Rios2  
1London Business School, 2Ohio University

We tested the prediction that power increases people’s tendencies to act against the goals their close significant others have for them. Participants in Study 1 all reported in a pre-test that their mother wanted them to achieve, but that they themselves were relatively less interested in achieving. A week later, high-power (but not neutral-power) participants who were reminded of their mother were subsequently less likely to pursue an achievement goal. Study 2 replicated this pattern of results with romantic partners and showed that the effects were strongest when individuals were personally less interested in pursuing a goal they believed their significant other held for them. In Study 3, we looked at mothers and healthy eating goals, and found that the predicted pattern only emerged for close significant others. Further, feelings of reactance mediated high-power participants’ tendencies to act against significant-other goals that they themselves held less strongly.

**POWER AND GOAL PURSUIT IN CLOSE RELATIONSHIPS**  
Kristin Laurin1, Grainne M. Fitzsimons2, Eli J. Finkel3  
1Stanford University, 2Duke University, 3Northwestern University

We examine how partners influence each other’s goal pursuit as a function of each partner’s power. In an initial lab study, low, but not high, power participants gravitated towards their interdependent partner’s goals, cognitively activating that partner’s high-priority goals, and inhibiting that partner’s low-priority goals. Two field studies examine how low power individuals pursue their own goals in existing romantic relationships. In these studies, low power predicted a willingness to sacrifice one’s own goals for the partner, and the pursuit of the partner’s interests at the expense of one’s own. In a final study, participants led to feel low power worked more to earn money for their romantic partner’s goal than for their own. These results suggest that low power individuals in particular adopt their relationship partners’ goals, and in the process abandon their own.

**POWER MODERATES THE LINK BETWEEN ANGER PRONENESS AND HOSTILITY DURING CONFLICT INTERACTIONS WITH ROMANTIC PARTNERS: EVIDENCE USING THE PRINCIPLE OF LEAST INTEREST**  
Angela M. Neal1, Edward P. Lemay, Jr.1  
1University of New Hampshire

According to the principle of least interest, the relatively more committed member of a romantic relationship has less social power relative to the less committed member. Using this as a framework, the current research examined whether social power would moderate effects of anger proneness on hostile behavior during conflict interactions within romantic relationships. High relationship commitment and low perceptions of the partner’s commitment eliminated the effect of anger proneness on hostile behavior. Consistent with the principle of least interest, these findings suggest that lack of social power brought about by asymmetric involvement acts as an inhibitory factor, weakening tendencies to act on dispositional anger.

**THE SOCIAL DISTANCE THEORY OF POWER: IMPLICATIONS FOR CLOSE RELATIONSHIPS**  
Joe Magee1, Pamela K. Smith2  
1New York University, 2University of California-San Diego

We present the portion of the social distance theory of power (Magee & Smith, 2013) grounded in research on close relationships. First, we propose that asymmetric dependence between individuals (i.e., power) produces asymmetric social distance, with high-power individuals feeling more distant than low-power individuals. We contend that asymmetric distance is created because high- and low-power individuals have different levels of motivation to affiliate with each other and also divergent expectations of each other’s interest. Second, we argue that once asymmetric social distance is
INSTITUTIONAL DIVERSITY CUES AND THREAT PERCEPTIONS AMONG ETHNIC GROUPS

Michelle L. Rheinschmidt¹, Victoria C. Plaut¹, Kimberly Rios²
¹University of California, Berkeley, ²Ohio University

Diversity may lead to perceived competition between ethnic groups for limited resources (e.g., admissions spaces). As part of a mock graduate application, Asian and White undergraduates (N = 439) received a personal essay prompt, on the topic of ethnic diversity taking many forms (diversity condition) or one’s personal/creative influences (control condition). Students rated the extent to which the application 1) threatened their in-group’s educational access/resources (i.e., realistic group threat) and 2) affected specific ethnic groups’ chances of admissions (i.e., Asians, Whites, Latinos). Whites reported more realistic group threat in the diversity than control condition, while Asians reported realistic threat (on par with Whites in the diversity condition) across conditions. For both Asians and Whites, the diversity condition increased the extent to which they perceived their ingroup as harmed relative to outgroups in the admissions process. Implications of these groups’ threat perceptions for intergroup relations in university settings are discussed.

THE FRAGILITY OF FIT: DIVERSE ENVIRONMENTS SHAPE THE CONCERNS, BELONGING, AND PERFORMANCE OF WOMEN AND MEN IN STEM SETTINGS

Mary C. Murphy¹, Claude M. Steele², Julie A. Garcia²
¹Indiana University, ²Stanford University, ³California Polytechnic State University, San Luis Obispo

The cues hypothesis posits that situational cues in the local environment can trigger social identity threat. While past research examined how cues instigate identity threat among low status groups, these studies extend the cues hypothesis to high status groups (e.g., men)—providing a theoretical framework for when and how cues trigger threat among groups historically favored in STEM. Results demonstrate that as traditional settings (male instructors, male peers in STEM classes) shift to include nontraditional cues (female instructors, more female peers in STEM classes), men report similar experiences of threat as women in traditional STEM settings. Specifically, men experience more interpersonal concerns, less belonging and, as a result, worse intellectual performance when exposed to nontraditional settings; women experience the reverse. An experience sampling study replicates the lab effects in students’ actual STEM classrooms. Implications for understanding vulnerability to identity threat—among both high and low status group members—are discussed.

ABSTRACTS

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established, a number of factors serve to maintain it, including high-power individuals’ cynical attributions about low-power individuals’ friendly advances and interpersonal distancing signals given off by high-power individuals. Third, we articulate predictions about how people alter their (a) social comparison, (b) susceptibility to influence, (c) mental state inference and responsiveness, and (d) emotions. Fourth, we review some key studies with evidence supporting these propositions and predictions.

Symposia Session S-A3
WITH WHAT EFFECTS?: HOW PRO-DIVERSITY MESSAGES ARE PERCEIVED BY HIGH AND LOW STATUS GROUPS

Friday, February 14, 9:45 am – 11:00 am, Ballroom G
Chair: Brenda Major, University of California, Santa Barbara

Despite the many approaches organizations employ to increase diversity, we know little about how diversity approaches affect high and low status groups. These talks examine how high and low status groups respond to diversity, in domains including justice perceptions, intergroup processes, threat, and performance. Implications for managing diversity are discussed.

ABSTRACTS

BLIND TO INJUSTICE: PRO-DIVERSITY ENVIRONMENTS CREATE ILLUSIONS OF FAIRNESS AMONG HIGH AND LOW STATUS GROUPS

Cheryl R. Kaiser¹, Laura M. Brady¹, Teri A. Kirby¹, Brenda Major²
¹University of Washington, ²University of California, Santa Barbara

Although pro-diversity messages aim to create welcoming environments for low status groups, these messages may also have ironic negative consequences for the very groups they intend to help. Three experiments drew upon theories of legitimacy to test whether the mere presence (vs. absence) of pro-diversity messages causes high status (men) and low status (women) groups to perceive organizations with pro-diversity environments as procedurally fair and non-discriminatory for low status groups. Results revealed that the presence (vs absence) of pro-diversity messages (i.e., offering diversity training, receiving diversity awards) caused men and women to perceive unfair personnel policies as fairer to women, and to become less sensitive to sexism and less supportive of women. Pro-diversity messages created the illusion of fairness. Results also demonstrate that pro-diversity messages do not create the illusion of fairness for low status groups. Pro-diversity messages created the illusion of fairness only for high status groups, and this illusion was stronger for women than for men.

PRO-DIVERSITY MESSAGES IN ORGANIZATIONS CREATE IDENTITY THREAT AMONG WHITES

Brenda Major¹, Tessa L. Dover¹, Cheryl R. Kaiser²
¹University of California, Santa Barbara, ²University of Washington

Although pro-diversity messages are proliferating in workplaces, little research has investigated how such messages are perceived and experienced by high and low status groups. We investigated how White Americans respond to company profiles that emphasize diversity, and examined how cues trigger threat among groups historically favored in STEM. Results demonstrate that as traditional settings (male instructors, male peers in STEM classes) shift to include nontraditional cues (female instructors, more female peers in STEM classes), men report similar experiences of threat as women in traditional STEM settings. Specifically, men experience more interpersonal concerns, less belonging and, as a result, worse intellectual performance when exposed to nontraditional settings; women experience the reverse. An experience sampling study replicates the lab effects in students’ actual STEM classrooms. Implications for understanding vulnerability to identity threat—among both high and low status group members—are discussed.

Symposia Session S-A4
UNDERSTANDING THE PSYCHOLOGY OF CHANGE: BRIDGING DIVERSE PERSPECTIVES

Friday, February 14, 9:45 am – 11:00 am, Room 17
Chair: Kentaro Fujita, The Ohio State University

What motivates change—the desire to improve or better a current state of affairs—is a central question in psychology. This symposium brings together a diverse group of personality and social psychology researchers to explore common themes that emerge from an integrative cross-level analysis of the psychology of change.

ABSTRACTS

SOCIAL PSYCHOLOGICAL INTERVENTIONS AND SOCIAL CHANGE: A SELF-AFFIRMATION PERSPECTIVE

David K. Sherman¹, Geoffrey L. Cohen²
¹University of California, Santa Barbara, ²Stanford University

Psychological threat—the perception that one’s self-integrity is challenged—can lead to both resistance to change and underperformance. However, social psychological interventions that lessen threat can promote lasting change. Self-affirmation theory has led to the development of such interventions. This talk
symposium Session A Frida y, February 14, 9:45 am – 11:00 am

CHANGING WELL-BEING OVER TIME: INTRA- AND INTERPERSONAL PROCESSES
Jeniffer Crocker1, Amy Canovello2
1The Ohio State University, 2University of North Carolina at Charlotte

Most people want to be happy, experiencing decreased anxiety and dysphoria and increased self-esteem. But can long-term improvements in well-being be achieved, and if so, what role do interpersonal relationships play in this process, if any? Using data from a longitudinal study of 119 freshman roommate dyads, we explore the role of interpersonal goals in change in well-being over time. Analyses using the Actor-Partner Interdependence Model (APIM) show that change in well-being depends on people’s own goals, not the goals of their relationship partners, suggesting a strictly intrapersonal effect of goals on well-being. Delving more deeply into the interpersonal dynamics of support and responsiveness that follow from these goals, however, we show that one person’s goals can lead to long-term change in a relationship partner’s well-being. For better or worse, the goals we have in our relationships can affect our own well-being and that of our relationship partners.

TAKING THE LONG VIEW: A GOAL SYSTEMS APPROACH TO DISSERT DECISIONS
Dominic J. Packer1
1Lehigh University

Collective change is often driven by dissent. This talk applies a goal systems framework to dissent decisions – proposing that they involve a tension between shorter-term stability goals and longer-term change goals. Group members may be animated by either goal type, and their behavior with respect to norms is influenced by which are currently dominant. Four experiments test this framework by manipulating construal level, a factor that influences goal selection, such that people are more likely to make decisions furthering long-term goals at high (vs. low) level construal. Among motivated group members, high level construal should animate dissent, whereas low level construal should animate conformity. As predicted, at high level construal, strongly identified and highly conscientious members were more willing to dissent from group norms than members low in level construal and conscientiousness. At low level construal, strong identifiers and highly conscientious individuals were equally or more conformist.

CHANGE WE CAN BELIEVE IN: USING PERCEPTIONS OF CHANGEABILITY TO PROMOTE SYSTEM CHANGE OVER SYSTEM JUSTIFICATION
Kentaro Fujita1, Indra R. Johnson2
1The Ohio State University, 2Elon University

System justification theory (SJT) research suggests that people are motivated to defend and rationalize the status quo (e.g., Jost & Hunyady, 2002). Although SJT presents an elegant theoretical framework that explains when and why people might be motivated to defend the status quo, it has less to say about when people might be motivated to seek reform. To address this, we propose the existence of a second countervailing system-level motivation: system change, a future-focused motive concerned with bettering the status quo over time. The operation of these two distinct system-level motives should be most evident when people are given an opportunity to receive diagnostic information about the status quo. Whereas system justification promotes preferences for positive information, system change promotes preferences for negative information. I will present empirical evidence that when the status quo is perceived as changeable versus unchangeable, people prefer negative versus positive system-relevant feedback, respectively.

Symposia Session S-A5
CHARACTER COMES BACK: NEW EVIDENCE FOR MORAL PERSONALITY
Friday, February 14, 9:45 am – 11:00 am, Room 9
Chair: Eranda Jayawickreme, Wake Forest University

New evidence is presented on the nature of character. Perceptions of character are agreed upon by distinct observers, and dominate person-perception. Beliefs about character encourage prosocial behavior, and moral behavior is as stable as other behavior. Together, we provide convergent evidence for the importance of a person-centered approach to morality.

ABSTRACTS

VISIBLE VIRTUES: AGREEMENT ON PERCEPTIONS OF MORAL CHARACTER
Erik G. Helzer1, R. Michael Furr1, Maxwell Barranti1, William Fleeson2
1Wake Forest University

To what degree are perceptions of moral character agreed upon by different observers? New data from our lab suggest that different observers agree to a significant degree on questions of virtue. In judging common targets, peer-ratings of moral character were shown to agree with one another, as well as with self-ratings of character. Agreement was also observed with respect to targets’ moral profiles: Different observers agreed with one another, as well as with the self, on targets’ particular character strengths and weaknesses. These findings suggest that moral character is an agreed-upon and realistic lens through which people view themselves and those around them.

MORAL CHARACTER PREDOMINATES IN PERSON PERCEPTION AND EVALUATION
Geoffrey P. Goodwin1, Jared Piazza1, Paul Rozin1
1University of Pennsylvania

What sorts of trait information do people most care about when forming impressions of others? Recent research in social cognition suggests that social “warmth,” broadly construed, should be of prime importance in impression formation. Yet, some prior research suggests that information about others’ specifically moral traits – their moral ‘character’ – may be a primary dimension. Although these dimensions have sometimes been conceived of as interchangeable, we find that they are indeed separable (Study 1), and that moral character traits are seen as more fundamental to identity than warmth traits (Study 2). Further studies that used correlational and experimental methods showed that moral character information is more important in impression formation than is social warmth information (Studies 3-6). Study 7 showed that moral character information determines the impressions people form of individuals described in obituaries better than does warmth information. Implications for current theories of person perception and social cognition are discussed.

BELIEF IN THE EXISTENCE OF TRUE ALTRUISM
John E. Gebauer1, Constantine Sedikides2, Mark R. Leary3, Jens B. Asendorpf4
1Humboldt-Universität zu Berlin, 2University of Southampton, 3Duke University

Does true altruism exist in humans? In other words, is the desire to ultimately serve others’ interest– rather than self-interest– part of the human motivational repertoire? This question occupies a central role in the understanding of human nature in general and human character in particular. Philosophers, theologians, sociologists, economists, and psychologists have fiercely disagreed on an answer. This state
renders a related but distinct question worth asking: To what degree do lay people believe in the existence of true altruism? Such lay beliefs can be important and consequential in their own right, independent of whether true altruism exists or not. Here, we introduce the Belief in the Existence of True Altruism (BETA) scale and show that lay beliefs in altruism’s existence vary between lay people and that these individual differences in BETA are consequential for higher helping behavior.

EAVESDROPPING ON CHARACTER: TESTING THE STABILITY OF NATURALISTICALLY OBSERVED VIRTUOUS DAILY BEHAVIOR
Kathryn L. Bollich1, Simine Vazire1, John M. Doris2
1Washington University in St. Louis, 2University of Arizona

Despite decades of interest in moral character, important basic theoretical questions remain empirically unanswered, including the degree to which moral traits even exist. To examine this, we investigated the stability of moral behavior relative to neutral and negative daily behavior using the Electronically Activated Recorder (EAR), a small digital audio-recorder that periodically samples snippets of ambient sounds from people’s everyday lives. In three studies (total N=190), participants wore an EAR over one or two weekends. Research assistants coded these audio files for virtuous behaviors (e.g., empathy, affection, gratitude), evaluatively negative behaviors (e.g., criticize, blame, brag), and neutral behaviors (e.g., prepositions, adverbs, articles). We found that across two measures of temporal stability, not only was everyday moral behavior quite stable (r = .44), but its stability was comparable to negative (r = .43) and neutral (r = .40) behaviors. Together, these findings indicate moral character is largely stable and trait-like.

Symposia Session S-A6
NEW RESEARCH ON SELF-CONCEPT CLARITY: HOW KNOWING ONSelf INTERACTS WITH ESTEEM, MEANING, AND AUTHENTICITY
Friday, February 14, 9:45 am – 11:00 am, Room 19
Chair: Helen Boucher, Bates College
Co-Chair: Ken DeMarree, University of Buffalo, SUNY

We present new research on self-concept clarity, focusing on novel antecedents and consequences of clarity. Talks describe how self-discrepancies undermine self-clarity, how people defend threats to self-clarity, and how high, relative to low, self-clarity promotes expression of the true self and easier, less frustrating social interactions.

ABSTRACTS
THE ROLE OF SELF-ESTEEM GOALS IN PREDICTING SELF-CLARITY
Kenneth DeMarree1, Kimberly Rios2
1University of Buffalo, SUNY, 2University of Chicago

In many cultures, people typically want to have high self-esteem. However, such desires can be discrepant from people’s actual levels of self-esteem, especially among people with low self-esteem. Research on discrepancies between actual and desired attitudes has demonstrated that such discrepancies can create a sense of conflict, offering a potential explanation for why low self-esteem people tend to experience reduced self-clarity. We tested whether actual and desired levels of self-esteem would interact to predict self-clarity, with discrepant combinations (e.g., high desired, low actual self-esteem) producing the least clarity. In two samples using either student or international populations, we found that when desired and actual self-esteem are incongruent, self-clarity decreases. In a third study we manipulated desired self-esteem and found that the relationship between actual self-esteem and self-clarity is stronger when desired self-esteem is high.

SELF-CONCEPT CLARITY THREATS EVOKE WORLDVIEW DEFENSE
Helen Boucher1, Thomas Bloch1, Addie Pelletier1
1Bates College

According to the Meaning Maintenance Model, threats such as mortality salience, uncertainty, and isolation from close others elicit defensive responses because they violate meaning frameworks. We examined whether threats to self-clarity would also evoke compensatory meaning-restoring efforts in the form of worldview defense. Participants made to feel uncertain about themselves gave larger rewards to a worldview supporter, but larger punishments to a worldview violator, than participants who thought about self-certainties (Study 1). We included moderators, showing that high self-esteem individuals (HSE) thinking about self-inconsistencies gave more polarized evaluations of someone criticizing versus complimenting their ingroup than HSEs considering self-consistencies (Study 2). We found similar responses to a relational self-clarity threat, but only among individuals for whom relationships are self-defining (Study 3). Importantly, self-clarity threats did not activate death concerns (Study 4), suggesting that the purpose of worldview defense in these studies was to restore meaningfulness, rather than allay death anxiety.

KNOWING ONE’S SELF TO BE ONE’S SELF: SELF-CONCEPT CLARITY AND AUTHENTIC LIVING
Rebecca Schlegel1, Matthew Vess2
1Texas A&M University, 2Ohio University

The consistency, certainty, and coherence of people’s self-beliefs are critically important aspects of healthy psychological functioning. In this talk, we’ll explore the idea that self-concept clarity plays an important role in people’s ability to express who they believe they truly are, deep down (i.e., their true self-concepts). First, we’ll present a broad conceptual analysis of the true self-concept as a psychological construct. Next, we’ll describe how people’s understanding and expression of their true self-concepts impact an assortment of important psychological outcomes. This will include a description of empirical work linking the true self-concept to perceptions of meaning in life, specific patterns of self-conscious affect in the face of personal shortcomings, and sensitivity to social influence in response to existential threat. Finally, we’ll discuss the conceptual and empirical links between self-concept clarity and the true self-concept, highlighting notable areas of overlap and directions for future research.

LOW SELF-CONCEPT CLARITY AND DIFFICULT SOCIAL INTERACTIONS
Wendi Gardner1, Caitlin Duffy1, Eli Finkel1
1Northwestern University

Self-concept clarity (SCC, defined as confident, stable, and consistent self-knowledge), is associated with subjective well-being in North American culture. The current research focuses upon one potential pathway through which higher SCC leads to greater well-being: the ease one feels within social interactions. Successful social interactions demand both interpersonal coordination and understanding, processes potentially enhanced by authentic self-expression, and thus challenged by lower SCC. Longitudinal studies, online surveys, and laboratory manipulations converge on the challenges faced by low SCC individuals. Specifically, low SCC individuals experience their interactions as cognitively and emotionally depleting, and this depletion appears to result from their inability to express their authentic self within these interactions. Given the importance of relationships to well-being, as well as the prevalence of social interactions in daily life, it is proposed that one link between SCC and well-being may be the ease versus difficulty experienced during social interaction.
IT’S IN THE HANDS, NOT THE FACE: ACCURATE AND INACCURATE IMPRESSIONS OF THE QUALITY OF PROFESSIONAL PLAYERS’ POKER HANDS
Michael L. Slepian1, Steven G. Young2, Abraham M. Rutickle3, Nalini Ambady2
1Stanford University, 2Fairleigh Dickinson University, 3California State University

Research demonstrates that our first impressions can often be surprisingly accurate. But if someone has something to hide, can they prevent perceivers from forming accurate impressions? Ranging from the everyday (telling a white lie) to the extraordinary (hiding information of national security), people can be motivated to prevent accurate first impressions. We examined this question across four studies, examining untrained observers’ perceptions of professional poker players. They indeed had inaccurate impressions of players’ poker hand-quality when observing their facial-expressions. Yet from merely observing how they moved their arms to place a bet, observers accurately detected hand-quality and outcomes. Nonverbal sensitivity enhanced this accuracy, unless attention was directed toward diagnostic motor cues. Professional poker players can indeed prevent accurate impressions by their facial-expressions. Yet, even in the most restrictive of settings (highly-expert poker players placing bets worth millions of dollars) nonverbal behavior can provide revealing information to form accurate impressions.

ATTENTION INCREASES EMOTIONAL INTENSITY
Leaf Van Boven1, Kellen Mrkva1, Jacob Westfall1
1University of Colorado Boulder

Four papers highlight the reciprocal relationship between attention and emotion. Selective attention is shown to enhance the emotional intensity of otherwise neutral objects, explain negativity bias in emotional evaluation, increase the emotional impact of social (versus counterfactual) comparisons, and to undermine hedonic goals of experiencing positive emotion.

ATTENTION DRIVES EMOTION
Leaf Van Boven1, Kellen Mrkva1, Jacob Westfall1
1University of Colorado Boulder

Emotional objects capture and hold attention. But what makes objects emotional to begin with? We hypothesize that attention engenders emotional intensity, particularly for neutral objects. Across several experiments, participants viewed sequences of 100 trials of randomly ordered sets of 10 images that were neutral (e.g., pottery, positive (e.g., puppies), or negative (e.g., putrefaction). One randomly assigned image was designated as target, and participants noted every time the image appeared. This procedure manipulated attention, while equating exposure. Participants subsequently reported that target images were more emotionally evocative than non-target images, and
this effect was larger for neutral images than for positive or negative images. The effect of attention was also transient, significantly diminishing over time. Unlike mere exposure, there was no effect of attention on liking or evaluation. These results highlight the bidirectional relationship between attention and emotion, suggesting that objects become emotional when people attend to them.

LOSS ATTENTION AND LOSS COMPLAINT BIAS EXPLAIN THE NEGATIVITY BIAS
Eldad Yechiam1, Ariel Telpaz2, Guy Hochman3
1Technion-Israel Institute of Technology, 2Duke University

Among the most robust findings in social psychology is that negative attributes influence emotion and behavior more than positive attributes. This “negativity bias” is commonly explained by loss aversion, an asymmetry in the utility of losses versus gains. We offer an alternative explanation of the negativity bias as a function of two other tendencies: (a) “loss attention,” the increased attention to tasks in conditions involving losses; and (b) “complaint bias,” a tendency to complain about losses and avoid praise of gains. In two experiments, the negativity bias effects on arousal and hedonic ratings emerged even in the absence of loss aversion, in decisions involving small stakes where participants did not avoid risky alternatives with equivalent gains and losses. Moreover, the negativity bias in hedonic ratings was reduced when participants were encouraged to tell the truth using the “bogus pipeline” method, suggesting that the negativity bias partly reflects a response bias.

WHY ALTERNATIVES HAVE GREATER HEDONIC IMPACT IF THEY ARE EXPERIENCED BY SOMEONE ELSE
Carey Morewedge1, Meng Zhu2
1Carnegie Mellon University, 2Johns Hopkins University

People overestimate the hedonic impact of comparing an experience to its alternatives across a variety of hedonic experiences. When comparisons are social, rather than counterfactual, the belief in the potency of hedonic comparisons is so strong that people often prefer rewards with lower absolute value that are comparatively better than the rewards received by their peers (positional goods), over than rewards with greater absolute value that are comparatively worse than the rewards received by their peers. We tested whether social comparisons have an especially powerful impact on hedonic value, or if belief in their greater affective potency is a forecasting error. We found that social comparisons are indeed more likely to impact the hedonic value of experiences than similar counterfactual comparisons. Moreover, the experiments suggest that the greater attention devoted to alternatives experienced by someone else underlies the strong impact of social comparisons on hedonic experiences.

LESS IS MORE: EMOTION GOALS, EMOTION EXPERIENCE, AND PSYCHOLOGICAL HEALTH
Iris Mauss2, Maya Tamir2
1University of Colorado, Berkeley, 2Hebrew University, Jerusalem

We examine a feature of emotion regulation that has not received much attention: the hedonic goals people have (i.e., how they want to feel). Taking this goal perspective uncovers two seemingly paradoxical effects. First, having a positive emotion goal (wanting to feel happy) can lead to lower positive affect and improved psychological health. Second, not having an emotion goal (accepting one’s emotions) can lead to lower negative affect and improved psychological health. These effects are seemingly mediated by attention to and evaluation of emotional states. For example, people with positive emotion goals attend to their own emotional states more and evaluate them less positively compared with desired states, whereas people without emotion goals attend to their own emotional states less and evaluate them less negatively. This research suggests that understanding hedonic goals informs and expands our understanding of emotion regulation and its sometimes paradoxical effects on emotion experience and health.
BIOLOGICAL ESSENTIALISM IN CONCEPTUALIZATIONS OF PSYCHOPATHOLOGY AMONG SYMPTOMATIC INDIVIDUALS AND MENTAL-HEALTH CLINICIANS
Matthew S. Lebowitz1, Woo-kyoung Ahn1
1Yale University
As predicted by theories of biological essentialism, existing research links biomedical conceptualizations of psychopathology to stigmatizing attitudes and prognostic pessimism (the belief that disorders are relatively immutable). We examined such effects among individuals affected by psychopathology and practicing mental-health clinicians. In the first set of studies, individuals were assessed for depressive symptoms and then rated their causal attributions for, and expected duration of, such symptoms. Biochemical and genetic attributions predicted greater prognostic pessimism among people with and without elevated depression symptomatology. However, a psychoeducation intervention focused on the malleability of gene effects and neurobiology was found to decrease essentialist beliefs. The second set of studies examined practicing mental-health clinicians’ empathy, an important determinant of stigmatizing attitudes and a bedrock of therapist-client relationships. Clinicians experienced significantly less empathy when hypothetical patients’ symptoms were explained biologically rather than psychosocially. Social and clinical implications of the findings will be discussed.

MIXED ESSENCES: FOLK BELIEFS ABOUT GENETIC OVERLAP PREDICT AVOIDANCE OF BIRACIAL INDIVIDUALS
Sonia K. Kang1, Jason E. Plaks1, Jessica D. Remedios2, Alison L. Chaslesen2
1University of Toronto, 2Tufts University
Genetic essentialist biases include the idea that DNA can establish boundaries between racial categories. We examined mental representations of racial “essences” by asking people to estimate the amount of genetic overlap between racial groups. While some laypeople believe different-race individuals are genetically similar, others believe—consistent with genetic essentialism—that they share little, if any, genetic overlap. We investigated how these beliefs affect neural and behavioral reactions to biracial targets—individuals whose “mixed essences” defy essentialist notions. We found that individuals who provided low genetic overlap estimates displayed stronger neural avoidance responses to biracial (vs. mono-racial) targets, as well as more negative explicit ratings of biracial compared to Black targets. Further, these individuals sat further away when expecting to meet a biracial person than when expecting to meet a Black person. These data demonstrate that beliefs about shared genetic overlap predict reactions to biracial and racially-ambiguous individuals.

Symposia Session S-A10
TWO OF WHAT?: ON WHAT BASES SHOULD PROCESSES BE DIVIDED IN DUAL-PROCESS MODELS?
Friday, February 14, 9:45 am - 11:00 am, Ballroom E/F
Chair: Jeffrey Sherman, University of California, Davis
We present challenges to the use of automaticity versus control as an organizing principle in dual-process models. Research questions the links between features of automaticity and control and classes of mental operations. The use of this dichotomy also is criticized on theoretical grounds. These issues are examined in historical context.

ABSTRACTS

YES IT CAN
Ran Hassin1
1The Hebrew University
In this talk I present a framework for thinking about the differences between conscious and unconscious processes. The proposed view is couched in evolutionary considerations and in the capacity limitations of conscious processes. Taking these as my point of departure, I propose that every fundamental, basic level function that can be carried out by conscious processes can also be carried out by unconscious processes. Old, new and very new data from various sub disciplines of the cognitive sciences will be presented; conceptual and methodological implications of this view will be succinctly discussed.

WHO NEEDS ASSOCIATIONS ANYWAY? AUTOMATIC EFFECTS ARE MEDIATED BY PROPOSITIONAL KNOWLEDGE
Jan De Houwer2
1Ghent University, Belgium
Popular dual process models postulate that all automatic effects are mediated by associations in memory whereas all non-automatic effects are mediated by propositional knowledge. Such an overlap is unlikely, especially given the fact that it is difficult to draw a clear line between effects that are automatic and those that are non-automatic. I evaluate the hypothesis that seemingly automatic effects such as evaluative conditioning and implicit evaluation are mediated by propositional knowledge that, unlike associations, can contain information about how concepts are related (e.g., “I am good” vs “I want to be good”). First, even seemingly automatic effects have features of non-automaticity that could be due to the operation of non-automatic propositional processes. Second, the automatic features of automatic effects could be due to the automatic formation or activation of propositional knowledge. Third, evidence suggests that relational information does moderate automatic effects such as evaluative conditioning and implicit evaluation.

PROCESS MODELS REQUIRE PROCESS MEASURES: UNCONFONDING OPERATING PRINCIPLES AND OPERATING CONDITIONS
Jeffrey W. Sherman1, Regina Krieglmeyer2, Jimmy Calanchini2
1University of California, Davis, 2University of Würzburg
Dual-process models are frequently mapped onto the distinction between automatic and controlled processing. However, it is critical that process models distinguish between operating principles and operating conditions. Operating principles refer to the qualitative nature of the proposed processes—the mechanisms through which the processes transform inputs into outputs. In contrast, operating conditions, such as features of automaticity and control, refer to the conditions under which different processes operate. In this talk, I will describe some of the negative consequences of confounding operating principles and operating conditions, describe the methodological challenges of unconfounding them, and will describe techniques for achieving that goal. I conclude by arguing that it is time to eliminate the automatic/generated distinction as a definitional component of dual-process models.

THE EVOLUTION OF DUAL-PROCESS THEORIES OF THE SOCIAL MIND
Yaacov Trope1
1New York University
My talk examines the evolution of dual-process (DP) theories into a general and generative perspective on the social mind. Similar to cognitive consistency theories, which comprise a comparably general and generative perspective, the impetus for DP theories was the question of human rationality. Inspired by decision-theoretic research documenting systematic violations of orderly inductive inference, early DP theories distinguished between heuristic short-cuts and systematic processing as trading off speed and accuracy. Expanding DP theories, scholars have subsequently proposed dualities involving awareness and control and dualities in the nature of the underlying mental operations, such as associative vs. propositional processing. All the while, DP scholars have addressed meta-theoretical questions of whether these dualities cohere into separable mental systems, developed increasingly precise measurement techniques, and expanded the scope of the theories to encompass numerous aspects of individual functioning in society from person perception, social judgment, and persuasion to self-regulation, prejudice, and intergroup relations.
Symposia Session S-A11
THE NEXT FRONTIER IN SOCIAL SUPPORT AND HEALTH RESEARCH: CLARIFYING THE MICRO-LEVEL MECHANISMS

Friday, February 14, 9:45 am – 11:00 am, Room 6
Chair: Elizabeth Keneski, The University of Texas at Austin
Co-Chair: Timothy Loving, The University of Texas at Austin

Speakers explore the roles of self-regulation and stress buffering in the social support-health link and address relevant micro-level psychological and physiological mechanisms. The talks address how providing, receiving, and perceiving support affect physiological responses (e.g., diurnal cortisol slopes), neurological regulation (i.e., threat-related hypothalamic function), and health behaviors.

ABSTRACTS

SOCIAL NETWORK SUPPORT MODERATES PHYSIOLOGICAL & PHYSICAL HEALTH OUTCOMES OF MARITAL STRESS
Elizabeth Keneski¹, Timothy J. Loving², Lisa A. Neff³
¹The University of Texas at Austin

Although social network support has been linked to a variety of positive health outcomes, the mechanisms underlying this association have yet to be fully elucidated. The present study tested whether network support buffers individuals from the negative physiological and physical health consequences of marital stress. Newlywed couples reported their perceptions of network support before completing a daily diary. As part of this diary, spouses reported daily marital stressors and provided daily waking and evening saliva samples for cortisol assessment. Self-reported physical health was assessed in a series of follow-up surveys over three years. Analyses revealed that spouses who reported more (versus less) satisfying social network support experienced healthier (steeper) diurnal cortisol slopes on days in which they experienced greater marital stress, and network support positively influenced long-term physical health trajectories. Thus, network support improves individuals’ daily physiological responses to marital stressors and guards against long-term detriments in physical health.

HOW PROVIDING SUPPORT MAY IMPACT SELF-REGULATORY HEALTH AND INTERPERSONAL OUTCOMES
Courtney L. Gosnell¹, Shelly L. Gable²
¹University of California, Santa Barbara

We hypothesized that providing support in response to others’ negative events (which may involve greater concerns regarding providing effective support) would deplete self-regulatory resources, whereas support in response to positive events would boost resources. In a 14-day diary study participants with greater effectiveness concerns reported greater feelings of depletion and poorly-regulated health and interpersonal behaviors (e.g., overeating, snapping at friends). Additionally, negative support provision days were associated with greater effectiveness concerns and poorer health and interpersonal behavior regulation whereas positive provision days were associated with greater striving towards health and personal goals. In a second laboratory study, we manipulated individuals’ concerns about providing effective support to their romantic partner for a speech (negative event). Individuals with greater effectiveness concerns showed greater handgrip depletion. These studies suggest concerns over providing effective support (often seen in response to negative events) are associated with poorer health and interpersonal outcomes due to self-regulatory failures.

THE INFLUENCE OF SLEEP QUALITY ON THE STRESS BUFFERING EFFECTS OF SOCIAL CONNECTEDNESS
Kathl L. Heffner⁴
⁴University of Rochester

Social connectedness enhances self-regulation, including regulation of sleep, emotion and stress physiology. Poor sleep quality itself can substantially impinge on self-regulation domains. Poor sleep is also associated with altered socio-emotional processing, which may weaken an individual’s ability to benefit from available social resources. To test the influence of sleep in self-regulation pathways, we examine whether sleep quality alters the extent to which social support and feelings of connectedness buffer psychophysiological effects of stress. In a laboratory stressor study of healthy older adults, affect measures and saliva were collected at baseline and across a recovery period following cognitive testing. The stress hormone cortisol and alpha amylase, a marker of sympathetic arousal, were assessed from saliva. Poor sleepers, although reporting similar levels of social support availability, do not appear to benefit from social resources and connectedness in the same way as good sleepers. Implications for the social modulation of self-regulation are discussed.

PHYSICAL HEALTH OUTCOMES OF MARITAL STRESS
James Coan¹
¹University of Virginia

Relationships enhance health and wellbeing. Marriage in particular has been cited as a buffer against poor health. Questions have arisen concerning the difference between marriage and romantic cohabitation. Some have argued that marriage confers advantages that cohabitation does not. This question will implicate same-sex couples as they acquire the right to marry. We report that the regulation of threat-related hypothalamic functioning (a neural substrate linking stress to compromised health) during supportive handholding occurs in married but not cohabiting couples matched for relationship quality and length. Moreover, we report the same difference between self-identified married and cohabiting same-sex couples. Thus, regardless of sexual orientation, marriage is associated with the social regulation of threat-related hypothalamic functioning, but cohabitation is not. Possible reasons for these observations include, but are probably not limited to, differences in the meaning of marriage and cohabitation.
favorable attitudes toward a rival outgroup university. In Study 2, we replicate these patterns and also show that legacy students’ stronger identification contributed to feelings of family connectedness and self-continuity. Finally, in Study 3 we show that legacy students had higher academic engagement, higher current and anticipated GPA, and an easier transition to college. These findings suggest that family legacy motivates particular identities and behaviors for the purpose of validating important family relations. In the university context, this translates to higher academic success.

WHY ARE PHYSICALLY FORMIDABLE MEN AFFORDED HIGHER STATUS IN ORGANIZATIONAL SETTINGS? STRENGTH AS AN EVOLVED CUE TO IN-GROUP CONTRIBUTION CAPACITY

Aaron W. Lukaszewski1, James R. Roney1, Cameron P. Anderson1, Zachary L. Simmons4
1Loyola Marymount University, 2UCSB, 3UC Berkeley, 4University of Portland

Humans primarily achieve social status by generating benefits for the group, rather than through aggressive contests. Nonetheless, people willingly confer high status upon physically formidable group members. This study advances a model that reconciles these contradictory conclusions, wherein the evolved psychology of social status conferral interprets men’s physical strength as a cue to in-group contribution capacity, which results in the conferral of status upon stronger men. To test this, targets in photos were rated on (i) multiple aspects of in-group contribution capacity, (ii) forceful pursuit of self-interest, and (iii) likely status within a white collar organization. In support of the proposed model, male (but not female) targets’ actual physical strength predicted social status affordances, and this effect was mediated by perceptions of their ability to make specific types of formidability-related contributions to group functioning. Results are discussed in terms of the respective roles of dominance vs. prestige in attaining status.

ETHICAL DEPARTURES FROM MONOGAMY: ATTACHMENT AND CONSENSUAL NON-MONOGAMY

Amy C. Moors1, Terri Conley1, Robin S. Edelstein1, William J. Chopik1
1University of Michigan

Recent research suggests that people overwhelmingly view monogamy as the optimal form of romantic partnering and stigmatize consensual non-monogamous relationships (CNM). Lay people are not alone in their moral judgments of monogamy; attachment researchers often interchange the words “dyadic” and “love,” equating love with exclusivity. Yet, CNM relationships (ethical agreements to engage in multiple romantic/sexual-partnering) look very similar to secure attachment relationships. Specifically, individuals in CNM relationships report high levels of trust, honesty, and relationship satisfaction. We will present novel data linking individual differences in attachment with attitudes toward CNM, willingness to engage in CNM, and actual CNM engagement. In two large Internet samples (both Ns > 1,200), we found that avoidance was robustly linked to positive attitudes toward CNM relationships and willingness to engage in them. However, avoidant individuals were less likely to actually engage in CNM than in monogamous relationships. Implications for attachment research will be discussed.

THE TOPOGRAPHY OF GENEROSITY: NONLINEAR EVALUATIONS OF PROSOCIAL ACTIONS

 Nadav Klein1, Nicholas Epley1
1University of Chicago

A person’s reputation is based at least partly on their actions towards others. Completely selfish actions are evaluated negatively whereas completely selfless actions are evaluated positively. We examine the points in-between these extremes to understand how varying degrees of prosociality affect reputations. Six experiments find consistent nonlinear evaluations of prosociality. Participants evaluated prosocial actors in the contexts of giving in a dictator game, donations to a not-for-profit orchestra, and divisions of desirable food items. We find that people evaluate fair actions more positively than selfish actions, but do not evaluate generous actions more positively than fair actions. A fourth experiment finds that this pattern reflects a reputational premium given to fair actions. Two final experiments identify comparison processes as a proximal mechanism for nonlinear evaluations of prosociality. We speculate that reputational inferences may be biased in a way that optimizes group functioning.

EARLY ENCUULTURATION AND DEVELOPMENTAL INVARIANCE OF IMPLICIT INTERGROUP ATTITUDES

Eva E. Chen1, Yarrow Dunham3, Mahzarin R. Banaji2
1The Hong Kong University of Science and Technology, 2Yale University, 3Harvard University

What underlies the tendency to see members of out-groups as threatening? Social experience must play a role, but in the present research we explore the hypothesis that a tendency to see outgroup members as more threatening emerges early in development, prior to substantial intergroup experience. In four experiments, encompassing 863 adults and 3-to-13-yr-old children across two cultures and two status groups within one culture, we demonstrate that a tendency to see angry faces as belonging to the outgroup emerges at a young age and persists into adulthood. Further examination reveals a difference between the high-status and low-status groups. While members of two socially dominant majorities categorized angry faces as the outgroup, members of a disadvantaged minority showed no such tendency. Our results indicate that a basic outgroup threat response appears early and is stable across development, and that it is closely integrated with basic perceptual processes related to emotion discrimination.

DOES TRAVEL TRULY BROADEN THE MIND? BREATHD BUT NOT DEPTH OF FOREIGN EXPERIENCES INCREASES GENERALIZED TRUST

Jiyin Cao1, Adam Galinsky2, William Maddux3
1Northeastern University, 2Columbia University, 3INSEAD

Three studies examined the effect of breadth and depth of foreign experiences on generalized trust, the belief in the benevolence of human nature. Study 1 demonstrated that the breadth (number of countries traveled) but not the depth (amount of time spent traveling) of foreign travel experiences was positively associated with trust behavior in a decision-making game. Study 2 replicated this effect by manipulating a focus on the breadth vs. depth of a foreign experience in an experimental paradigm. Study 3 was a longitudinal study that measured generalized trust before and after participants traveled abroad and found that the breadth but not the depth of these foreign experiences predicted increases in generalized trust. Across three studies, using different research methods (correlational, lab experiment, longitudinal), samples (United States, Chinese) and operationalizations (trust game, generalized trust scale), we found a robust relationship between the breadth of foreign travel experiences and generalized trust.

MEDITATION INCREASES COMPASSIONATE RESPONSES TO SUFFERING

Paul Condon1, Gaelle Desbordes2, Willa Miller1, David DeSteno1
1Northeastern University, 2Massachusetts General Hospital, 3Harvard University

To date, little empirical evidence has demonstrated the beneficial interpersonal effects of meditation practice. The current study employed an ecologically valid situation that exposed participants to a person in visible pain. Following eight-week training courses in meditation or a non-meditation control, participants arrived at a waiting area while displaying discomfort. We assessed compassionate interpersonal effects of meditation practice. The current study
HEALTHIER THAN THOU? HOW PHYSICIAN HEALTH AFFECTS PATIENTS’ FEAR OF JUDGMENT
Lauren Christine Howe1, Benoit Monin2
1Stanford University
Across five studies, we examine whether appearing to be the “picture of health” can damage doctor-patient interactions, and when the disclosure of imperfect health may be beneficial. In study 1, we showed that people believe that doctors meet unrealistically high health standards. In study 2, we find that doctor profiles often stress ideal health when providing personal information to patients. Next, we examine whether this image of perfect health can be threatening. In study 3, we find that providing this “ideal” personal health information makes doctors seem more judgmental, leading to decreased approachability and comfort when imagining doctor-patient interactions. Studies 4 and 5 examine the power of exposing one’s fallibility in the healthcare context. We find that participants who face stigmatized health issues prefer doctors who have a negative health habit revealed. Thus, revealing flaws may help patients form connections and diminish fear of judgment across potentially threatening boundaries.

FREE TO PUNISH: A MOTIVATED ACCOUNT OF FREE WILL BELIEF
Cory Jane Clark1, Jamie Lugur1, Peter H. Ditto1, Joshua Knobe2, Azin Sharifip, Roy Baumeisterop
1University of California, Irvine, 2Yale University, 3University of Oregon, 4Florida State University
A world without free will is an amoral world. Belief in free will is a pervasive phenomenon that has important consequences for prosocial actions and punitive judgments. However, little research has investigated why belief in free will is so widespread and what function it serves. We argue that free will beliefs partially flow from a fundamental desire to hold others morally responsible and justify punishing them for wrongful behavior. Across 8 studies, belief in free will increased after exposure to immoral behavior and the subsequent desire to punish. Further, belief in free will served as a buffer against the negative psychological consequences of the social and cultural requirement to punish. Taken together, our findings suggest that the strength and resilience of free will beliefs reflect a general desire to invest the world with moral significance – to hold people morally responsible for their actions by seeing them as having choice.

PAN-CULTURAL SELF-ENHANCEMENT: EVIDENCE FROM ERPS
Yuanyuan Shi1, Lili Wu1, Ruoeli Gu1, Yu L.L. Luo1, Huajian Cai1
1Institute of Psychology, Chinese Academy of Sciences
This study examined whether self-enhancement is universal using event-related potential (ERP) technique. After being primed with independent self or interdependent self, forty-seven participants from Beijing, China were asked to judge whether presented traits (positive or negative) described themselves or not. The ERPs were recorded simultaneously. Behavioral data showed that participants responded faster to positive traits than negative ones when traits were judged as self-descriptive, but the opposite was true when traits were not judged as self-descriptive regardless of self-constitutions, suggesting pan-cultural self-enhancement. ERP data showed that self-constitual priming modulated the amplitude of N200 and P200, suggesting the manipulation worked. Relevantly, negative traits elicited larger amplitude on N100, P200, LPP than positive ones when traits were judged as self-descriptive, but this was not true when traits were not judged as self-descriptive, suggesting self-enhancement modulates brain activities. Moreover, these effects manifested independent of self-constitutions, indicating the universality of self-enhancement.

BECOMING AMERICAN-LIKE WHILE NOT LIKING AMERICAN CULTURE: 4 YEAR FOLLOW UP
Amanda Taylor Eggen1, Xiaoming Ma1, Yuri Miyamoto1
1University of Wisconsin-Madison
Some acculturation studies reveal that adults tend to change psychologically to match host cultures (e.g., De Leersnyder, Mesquita & Kim, 2011; Heine & Lehman, 2004), whereas other studies reveal no change (Cheung et al., 2011; Minoura, 1992). The current study suggests that domain dependency partly explains the discrepancy, with host culture-matching in the cultural mandate domain (i.e., psychological tendencies internalized based on culturally dominant values and meanings intuitively mandated, such as self-constitual) but not in the cultural evaluation domain (i.e., psychological processes requiring active reflecting on thoughts and feelings toward another culture). Our longitudinal study of Asian international students over four years while in the U.S. showed participants aligning their self-constituals with American patterns but not changing, or slightly declining, in their evaluations of American culture. Furthermore, matching American self-constitual patterns and greater evaluations of American culture predicted better mental health.

INCREASING CONCERN FOR OTHERS IN ANTISOCIAL INDIVIDUALS
Nathan Arbuckle1, Matthew Shane1, William Cunningham2
1University of Ontario Institute of Technology, 2University of Toronto
Antisocial behavior carries with it substantial costs, both for the victims of this behavior and for a society that seeks to regulate it. This has led to considerable research examining the cognitive, emotional, and social deficits that characterize those who consistently disregard others. The present work instead focused on motivating antisocial individuals to increase their concern for others. In two studies, undergraduates high in psychopathy exhibited increased concern for others in an economic game when those others were described as ingroup members as opposed to strangers. In a third study utilizing a probation/parole population, both psychopaths and non-psychopaths demonstrated increased neural activity in empathy-related regions of the brain (i.e., ACC, insula) when directed to enhance their concern for someone in pain as opposed to passively viewing someone in pain. Together, these results indicate that antisocial individuals can choose to demonstrate concern for others when they are motivated to do so.

Symposia Session S-B2
INTERPERSONAL PROCESSES IN THE CONTEXT OF SOCIAL NETWORKS
Friday, February 14, 11:15 am – 12:30 pm, Room 19
Chair: Grace Jackson, UCLA
Interpersonal processes take place within relationships that are themselves embedded in broader social networks. The work presented in this symposium draws upon recent developments in social network analysis to examine how specific interpersonal processes – self-disclosure, drinking, marriage, and attachment – interact with the social networks in which they take place.

A S T R A C T S

A SOCIAL NETWORK COMPARISON OF LOW-INCOME BLACK AND WHITE NEWLYWED COUPLES
Grace Jackson1, David Kennedy2, Thomas N. Bradbury1, Benjamin R. Karney1
1UCLA, RAND Corporation
Efforts to explain racial disparities in marital outcomes have focused on economic differences between Blacks and Whites, but have neglected potential differences in the social networks within which marriages are embedded. The current study addressed this gap by drawing on interviews with 57 first-married newlyweds from low-income communities to compare the composition and structure of Black and White couples’ social networks. Results indicated that low-income Black couples entered marriage at a social disadvantage relative to White couples, with more family relationships, but fewer positive relationships and sources of emotional support (for wives), fewer connections to married individuals, and fewer shared relationships between spouses. Some network differences could be attributed to the fact that, even within low-income communities, Black newlyweds had lower household incomes, were younger, and...
were more likely to be parents than White newlyweds, but Black couples’ social disadvantages persisted even when these economic and demographic differences were controlled.

ROMANTIC ATTACHMENT AND FRIENDSHIP NETWORKS: INDIVIDUAL DIFFERENCES IN ATTACHMENT MANIFESTING IN GROUP SOCIAL BEHAVIOR
Amanda N. Gesselman1, Benjamin S. Crosier2, Gregory D. Webster1
1University of Florida

Is attachment related to popularity? Specifically, are romantically avoidantly attached adults less likely to be nominated as friends by peers? Social network analysis is ideal for addressing such social-personality questions because it integrates information about individuals (nodes) and their relationships (ties). Prior research showed that Big Five personality relates to social network structure (Crosier et al., 2013). In the present research, we predicted that avoidant attachment would be negatively related to popularity in social networks. In Study 1 (N=44), an undergraduate psychology classroom indicated the strength of their friendships with other classmates and completed measures of personality (BFI-44; John & Srivastava, 1999) and attachment (ECR-R; Fraley et al., 2000). After controlling for Big Five personality, avoidant attachment was negatively related to eigenvector indegree centrality—a measure of popularity (r=-.31). In Study 2 (N=67), we replicated this effect with the same measures in a different undergraduate psychology class (r=-.27).

SOCIAL DRINKING: ALCOHOL USE AND PERSONALITY TRAITS PREDICT COLLEGIATE SOCIAL NETWORKS
Allan Clifton1, James MacKillop2, Joshua D. Miller2
1Vassar College, 2University of Georgia

Alcohol misuse among college students is a major public health problem, which is likely driven by both individual differences and social influences. We assessed the acquaintance and friendship connections among N=96 students at two time points, and used social network analysis to model these sociocentric networks. We also assessed personality traits and alcohol misuse by these students, and examined the relationship with social network characteristics. As expected, personality characteristics, including Extraversion, Agreeableness, Impulsivity, and Sensation Seeking, were predictive of network position, such as centrality, connectivity, and membership within cohesive subgroups. However, alcohol misuse, as well as motivations for drinking alcohol, were much stronger predictors of network structure. Results suggest that both personality and collegiate alcohol misuse are important in understanding social network characteristics.

SOCIAL NETWORKING IS A DOUBLE-EDGED SWORD: LOW SELF-ESTEEM AND SELF-DISCLOSURE ON FACEBOOK
Joanne V. Wood1, Amanda L. Forest1, Daniel Machado1
1University of Waterloo, 2University of Pittsburgh

Popular media have promoted the idea that social networking websites may enrich the interpersonal lives of people who struggle to make social connections. Do such websites benefit people with low self-esteem (LSEs)? LSEs’ self-protectiveness normally inhibits them from self-disclosing, which is crucial to fostering connections. We suspected that Facebook would reduce the perceived riskiness of self-disclosure, thus encouraging LSEs to express themselves more openly. We found that (1) LSEs do see Facebook as a safe medium for self-disclosure, and 2) when we manipulated the communication medium—online vs. face-to-face—LSEs expressed themselves more freely online. However, (3) LSEs also express considerable negativity online, to which (4) other people—both strangers and Facebook friends—respond unfavorably. Hence, LSEs’ negativity may bring about the very rejection that they fear. This research illustrates how social media provide new ways to test theories about self-esteem and relationship processes.

Symposium Session S-B3
THE ESSENCE OF INTERGROUP CONFLICT: PSYCHOLOGICAL ESSENTIALISM IN THE INTERGROUP PROCESSES WE THOUGHT WE ALREADY UNDERSTOOD
Friday, February 14, 11:15 am – 12:30 pm, Ballroom G
Chair: Ariana Bell, University of California, Los Angeles

This symposium highlights how psychological essentialism shapes intergroup relations. Across four papers we document that essentialist beliefs decrease the quality of children’s cross-ethnic interactions, increase adult acceptance of bullying among adolescents, and accommodate divergent motivations of different group members. Implications for research on intergroup conflict throughout the lifespan are discussed.

ABSTRACTS

BELIEVING THAT PREJUDICE CAN CHANGE: IMPLICATIONS FOR CHILDREN’S INTRERRACIAL ANXIETY
Amanda Williams1, Kristin Pauker1, Evan Apfelbaum2, Carol Dweck3, Jennifer Eberhardt2
1University of Hawaii, 2Massachusetts Institute of Technology, 3Stanford University

Despite efforts to improve race relations, interracial friendships decline around the 5th grade. We explored what contributes to this decline and the emergence of interracial anxiety among a diverse sample of 8-12-year-olds from two different contexts. We hypothesized that children’s theories about prejudice—whether prejudice was considered more fixed or malleable—would provide an interpretive framework for responding to the perceived challenge of interracial interactions. Results indicate that students with more fixed theories about prejudice reported less diverse friendships, less interest in interracial interactions, and more interracial anxiety, above and beyond their implicit prejudice. Further, the relationship between prejudice theories and interracial anxiety was accounted for by children’s concern about appearing prejudiced. Evidence of interracial anxiety in children’s nonverbal behavior emerged in 10-12-year-olds and was moderated by children’s theories about prejudice; only children with a fixed view of prejudice exhibited nonverbal withdrawal when creating a video-message for a different-race partner.

THE MOTIVATIONAL ORIGINS OF SOCIAL CONCEPTS
Gil Diesendruck1
1Bar-Ilan University

Studies reveal links between adults’ essentialist beliefs about, and attitudes towards, various social categories. Social psychologists argue that this link might result from adults’ understanding of dominance hierarchies, social systems, or social identities. The present developmental studies investigated whether such links derive from fundamental motivations, namely ingroup affiliation and outgroup avoidance. The studies assessed these questions among Jewish Israeli 5-10-year-olds, in the context of their beliefs and attitudes toward Jews and Arabs. Study 1 found a correlation between children’s essentialist beliefs about ethnicity and selective imitation – an affiliative behavior – of ingroup members. Study 2 found that priming essentialism via a story led to: a) greater distancing between ingroup and outgroup members in a spontaneous drawing task, and b) implicit biased intergroup associations in a Child-IAT. Thus, altogether, essentialism was related to both affiliative and avoidance motivations, and these relations seemed to predate a full-fledged understanding of social structures.
THE ESSENCE OF MEN IS . . . SEXIST?: PERCEIVING BIOLOGICAL BASES OF SEXISM IN MALES INHIBITS CONFRONTING SEXISM

Ariana Naomi Bell¹, Phillip Atiba Goff¹
¹University of California, Los Angeles

If sexist behavior is biologically innate, why bother confronting it? The present research investigates whether or not this reasoning leads adults to avoid confronting sexism in adolescent boys—the age group of males adults biologically essentialize the most. We hypothesized that sexual aggression is more essentialized than other expressions of sexism, and that essentialist stereotypes about males are exaggerated for adolescents—who are popularly depicted as beholding to “raging hormones” during puberty. In Study 1, we found that adolescent males were perceived as more biologically motivated and sexually aggressive than males of other ages. In Study 2, participants primed with either biological or cultural notions of gender evaluated a sexist bullying incident between teenagers. Biologically primed participants were less likely to confront sexist bullying behavior in adolescent males, especially when the bullying incident involved sexual aggression. Findings suggest that essentialist notions of gender are an important barrier to confronting sexism.

IS RACIAL CATEGORIZATION AN EPISTEMIC OR A SOCIAL CHALLENGE?

Deborah A. Prentice¹, Margaret E. Tankard¹
¹Princeton University

Our research explores two contrasting views of the motivation that underlies racial categorization. The essentialist view holds that racial categorizations are motivated by a desire to carve human nature at its joints. The social-structural view holds that racial categorizations are motivated by a desire to carve the social world at its joints. These views make competing predictions about who will be most strongly motivated to make valid racial categorizations and when. We test these predictions using a paradigm in which participants categorize faces according to race, then complete the Personal Need for Structure scale. Across five studies, we manipulate the racial makeup of the faces and whether the category structure imposes a binary or non-binary structure. Results provide evidence favoring the social-structural view, but only among Asian, Black, and Latino participants. We find no evidence that Whites' racial categorizations are motivated by epistemic or social-adjunctive concerns.

Symposia Session S-B4
INTEREST: FROM SPARK TO PASSION

Friday, February 14, 11:15 am – 12:30 pm, Ballroom E/F
Chair: Paul O'Keefe, Stanford University

This symposium covers an array of research and theorization on interest across its developmental process. Presenters will discuss how particular achievement goals and task values can promote interest, how beliefs about the nature of interest influence the adoption of interests, and how passion can take multiple forms with different outcomes.

ABSTRACTS

THE ROLE OF GOAL ATTAINMENT EXPECTANCIES IN ACHIEVEMENT GOAL PURSUIT AND THE DEVELOPMENT OF INTEREST

Chris Hullman¹, Corwin Senko²
¹University of Virginia, ²SUNY New Paltz

Goals are important antecedents of achievement behavior and contribute to the development of interest. The current studies introduce the goal attainment expectancy construct to achievement goal theory, and investigate its predictive relationship with interest development. Three studies, two in college classrooms and the other using a novel math task in the laboratory, converged on the same finding. For mastery-approach goals and performance-approach goals alike, the harder the goal appeared to attain, the less likely participants were to pursue it, ultimately with negative repercussions to participants’ task interest and achievement. Additionally, in each study, mastery-approach goals were generally considered easier to achieve than performance-approach goals. Study 3 also demonstrates that these judgments are highly amenable to cues in the situation: Mastery-approach goal expectancies are colored by the apparent complexity of the material to be learned. Multiple theoretical implications are considered, particularly for work on achievement goal antecedents and interest development.

INCREASING INTEREST BY COMMUNICATING VALUE

Elizabeth Canning¹, Judith Harackiewicz¹, Yol Tibbetts¹
¹University of Wisconsin

If educators and parents can help students find relevance or meaning in a subject, they may be able to promote interest and achievement. To do this, however, it is unclear whether they should tell their students that schoolwork is important or whether they should help students discover this on their own. The current studies explore the best ways to communicate value, particularly for students most at risk – those with low confidence in their ability. Across three laboratory studies, we examine three aspects of utility value communication: type (internally generated vs. externally provided), timing (before vs. after learning), and content (identity-independent vs. identity-dependent utility, in which identity-dependent information emphasizes career/future, whereas identity-independent information emphasizes general, everyday utility). We found that interest increased for students with low confidence when both types of utility value (internal and external) are utilized together, when utility is communicated after learning, and when the content is identity-independent.

IMPLICIT THEORIES OF INTEREST

Paul A. O’Keefe¹, Carol S. Dweck¹, Gregory M. Walton¹
¹Stanford University

This research examined the beliefs that personal interests are either fixed (inherent and “revealed”) or malleable (constructed and changeable). In Study 1, undergraduates were assessed for their theory of interest and primary interest domain (technology or humanities), and later read technology- and humanities-related articles. Among those with a malleable theory, interest ratings for the two articles did not vary by their primary interest domain. In contrast, a fixed theory resulted in less interest in the article that mismatched their primary interest domain. Study 4 demonstrated that theories of interest are distinct from other related constructs. Results suggest the benefits of holding a malleable theory in that it promotes greater diversity in interest domains and the active construction of those interests.

Symposia Session S-B5
THE SOCIAL CONSEQUENCES OF PERSONALITY: NEW INSIGHTS INTO MEDIATING PROCESSES

Friday, February 14, 11:15 am – 12:30 pm, Room 9
Chair: Mitja Back, University of Muenster
Co-Chair: Simine Vazire, Washington University, St. Louis

What are the processes underlying effects of personality on everyday social relationships? The current talks apply multiple methods (experience sampling, online diaries, round robin interactions) and capture four crucial processes (situation selection, person-situation interaction, behavioral expression, interpersonal judgment), thereby moving beyond description to explanation of the social consequences of personality.
Symposium Session B and Data Blitz

Friday, February 14, 11:15 am – 12:30 pm

PERCEPTIONS
PERSONALITY AND THE DEVELOPMENT OF PEER RELATIONS: MEDIATING INTERACTION BEHAVIORS AND INTERPERSONAL PERCEPTIONS
Albrecht C. P. Kuefner1, Roos Hutteman1, Steffen Nestler1, Mitja D. Back1
1University of Muenster

We aimed at unraveling the behavioral and perceptual processes that mediate the effects of personality on the quantity and quality of developing peer relations. One age-cohort of psychology freshmen (N=130) was investigated at zero acquaintance and then repeatedly over the course of the first two semesters. Agentic (e.g., Extraversion, dominance) and communal traits (e.g., Agreeableness, warmth) were measured before the task; peer- and self-perceptions of status and personality were obtained afterward. Consistent with previous research, extraversion was positively associated with status attainment, regardless of the nature of the task. In contrast, however, participants who were more agreeable attained status in affiliative contexts, whereas individuals who were more conscientious and had higher self-esteem attained status in competitive but not affiliative contexts. These results indicate that some traits differentiate status attainment in different contexts, and further implications are discussed.

WHO ATTAINS STATUS? SIMILARITIES AND DIFFERENCES ACROSS SOCIAL CONTEXTS
Nicole Lawless1, Sanjay Srivastava1
1University of Oregon

Previous research has indicated that possessing dominance-related traits (e.g., extraversion, self-confidence) helps individuals gain status in small groups. However, little attention has been focused on whether the traits that predict status attainment vary based on the demands of different social contexts. We examined status attainment in both affiliative and competitive group tasks. Personality traits were measured before the task; peer- and self-perceptions of status and personality were obtained afterward. Consistent with previous research, extraversion was positively associated with status attainment, regardless of the nature of the task. In contrast, however, participants who were more agreeable attained status in affiliative contexts, whereas individuals who were more conscientious and had higher self-esteem attained status in competitive but not affiliative contexts. These results indicate that some traits differentiate status attainment in different contexts, and further implications are discussed.

ACCU...
Symposia Session S-B7
SIZING EACH OTHER UP: INTERPERSONAL DYNAMICS IN NEGOTIATIONS

Friday, February 14, 11:15 am – 12:30 pm, Ballroom A
Chair: Daniel Ames, Columbia University

Negotiation is a dynamic social process that requires parties to calibrate their approach to shifting perceptions of their counterpart to achieve desired outcomes. This symposium examines how key behaviors and characteristics influence negotiators’ impressions of their counterparts. We discuss the consequences of adopting these interpersonal strategies on well-being.

THE IMPACT OF LAW IN REDUCING INTERPERSONAL DISCRIMINATION AGAINST LESBIAN AND GAY JOB APPLICANTS
Mikki Hebl1, Laura Barron1
1Rice University

Concealment of sexual orientation may be influenced by the presence or absence of protective ordinances and laws. Some legislators have questioned the efficacy of Employment Non-Discrimination Act (ENDA) legislation and we examine this. In Study 1, data from 111 households reveal heightened awareness and support of ENDA in communities with (vs without) antidiscrimination legislation. In Study 2, gay/lesbian or assumed heterosexual individuals applied for jobs at 295 retail stores in neighboring cities with or without legislation. "Gay" versus assumed heterosexual applicants who applied for jobs experienced much less interpersonal discrimination in areas with (versus without) protective legislation. In Study 3, interviewers who were (versus were not) trained about legal protection exhibited significantly less discrimination toward 295 gay/lesbian job applicants. Taken as a whole, the results inform legislative debate by showing that there is efficacy of pending national legislation (i.e., ENDA), which we believe will also decrease pressures to conceal.

STIGMA CONCEALMENT AND SOCIAL AVOIDANCE GOALS
Laura Richman1, Micah Lattanner1
1Duke University

People with concealed stigmatized identities can feel disconnected even within their close relationships. Rejection or fear of rejection due to stigma is among the factors that can motivate people to regulate their behavior by adopting avoidance-oriented social goals. People who conceal stigmas may be particularly likely to use such avoidance strategies to protect against rejection, embarrassment, or conflict. We propose a model of social self-regulation that describes how people with concealable stigmas are likely to adopt social avoidance goals, which predict increased relationship dissatisfaction and decreased well-being. Two mTurk experiments demonstrate support for our model. People who concealed their treatment for mental illness from others were more likely to endorse social avoidance motives in their close relationships as compared to those who were not concealing. Concealment was also related to negative expectations about future relationships. We discuss the consequences of adopting these interpersonal strategies on well-being.

THE INTERSECTION OF VISIBLE AND CONCEALED STIGMATIZED IDENTITIES
Diane M. Quinn1, Michelle K. Williams1, Nicole M. Overstreet2
1University of Connecticut, 2Yale University

Historically, research on social stigma has focused on one stigmatized identity at a time, without consideration of how multiple stigmatized identities interact. We examine how experiences of discrimination based on a racial/ethnic minority identity might sensitize people to anticipate increased discrimination related to a second, concealed stigmatized identity. In a community sample of African American and Latinx American adults who also possessed a concealed stigmatized identity (mental illness, substance abuse, domestic violence, sexual assault, or childhood abuse), we found that more experiences of racial/ethnic discrimination over the lifetime predicted increased anticipated stigma about the disclosure of the concealed stigmatized identity. Experiences of racial/ethnic discrimination predicted higher levels of both psychological distress and chronic illness but only the effect on psychological distress was mediated through increased anticipated stigma about the concealed identity. Understanding the full ramifications of social stigma requires more research into the interplay between concealed and visible stigmatized identities.

ABSTRACTS

PRECISE OFFERS ARE POTENT ANCHORS: CONCILIATORY COUNTEROFFERS AND ATTRIBUTIONS OF KNOWLEDGE IN NEGOTIATIONS
Elizabeth Wiley1, Malia Mason1, Alice Lee1, Daniel Ames1
1Columbia University

People habitually use round prices as first offers in negotiations. We test whether the specificity with which a first offer is expressed has appreciable effects on first-offer recipients’ perceptions and strategic choices. Studies 1a–d establish that first-offer recipients make greater counteroffer adjustments to round versus precise offers. Study 2 demonstrates this phenomenon in an interactive, strategic exchange. Study 3 shows that negotiators who make precise first offers are assumed to be more informed than negotiators who make round first offers and that this perception partially mediates the effect of first-offer precision on recipient adjustments. First-offer recipients appear to make assumptions about their counterpart’s language choices and infer meanings that are not explicitly conveyed. Precise numerical expressions imply a greater level of knowledge than round expressions and are therefore assumed by recipients to be more informative of the true value of the good being negotiated.

CAN ‘EATING WITH THE ENEMY’ CREATE HIGHER-VALUE DEALS?
INTEGRATING TWO COMPETING PERSPECTIVES ON FOOD SHARING
Margaret Neale1, Peter Belmi1
1Columbia University

Does sharing food during negotiation lead to higher value deals? Lay theories suggest two competing perspectives on this issue. One perspective -- largely based on a popular but untested cultural assumption -- suggests that sharing food has positive consequences in conflict and negotiation settings. A competing perspective, on the other hand, suggests that sharing food will lead to suboptimal outcomes because it will lead negotiators to overemphasize social relations. In this investigation, we propose a theoretical account that integrates these two divergent perspectives. Specifically, we propose that the effect of food sharing will depend on the nature of the negotiation: food sharing will be beneficial to value creation in competitive negotiations, but detrimental to value creation in cooperative negotiations. The hypothesis is predicated on the idea that food sharing can create or inhibit uncertainty depending on the nature of the negotiation. We report three studies that support this hypothesis.

NOT ALL ANGER IS CREATED EQUAL: THE IMPACT OF THE EXPRESSER’S CULTURE ON THE SOCIAL EFFECTS OF ANGER IN NEGOTIATIONS
Hajo Adam1, Aiwa Shirako2
1Rice University, 2New York University

The influence of culture on the social effects of emotions in negotiations has recently gained the attention of researchers, but to date this research has focused exclusively on the cultural background of the perceiver of the emotion expression. The current research offers the first investigation of how the cultural background of the expresser influences negotiation outcomes. On the basis of the stereotype that
BEYOND EXPECTATIONS: SUBJECTIVE, PHYSIOLOGICAL, AND COGNITIVE FEATURES OF AWE
Michelle N. Shiota1
1Arizona State University

Functional theories of emotions often emphasize their “selfish” aspects—the ways they focus attention on one’s current state, perspective, and goals. In contrast, functional definitions of awe emphasize its “selfless” aspect—directing awareness away from one’s expectations and immediate personal concerns. Four studies offer data supporting this analysis. Study 1 finds that prototypical awe experiences involve subjective self-diminishment, disengagement from daily concerns, and salience of something greater than the self. Study 2 documents a physiological response that may link awe to intake of information—reduction in beta-adrenergic influence on the heart, measured via cardiac pre-ejection period. Studies 3 and 4 suggest a subtle way in which awe promotes self-transcendence, suppressing the impact of internal knowledge structures (stereotypes, event schemas) when processing new stimuli. These findings suggest that awe takes us outside ourselves and away from day-to-day concerns, and helps us restructure the way we see the world.

COGNITIVE, BEHAVIORAL AND NEURAL INDICATORS OF PSYCHOLOGICAL DISTANCE IN ELEVATION AND ADMIRATION
Simone Schnall1, Gabriela Pavarini1, Xiao-Fei Yang2, Mary Helen Immordino-Yang2
1University of Cambridge, 2University of Southern California

Witnessing exemplary actions triggers admiration for actions involving a special skill, or elevation for actions involving moral virtue. We analyzed indicators of distancing from the immediate environment in spontaneous verbal and nonverbal responses to narratives depicting skilled or virtuous others during an interview, and relations to individuals’ neural activations when experiencing these emotions during subsequent fMRI. Compared to admiration, when experiencing moral elevation, participants exhibited fewer negative social comparisons between self and protagonist and more high-level construals. They spoke more slowly and were more likely to avert their gaze. Neurolally, participants who had averted their gaze more frequently during elevation in the interview showed greater activation in core posterior regions of the brain’s default network during elevation, thought to reflect engagement of inward-focused attention. No such relationship was found for admiration. These findings suggest that elevation increases psychological distance by turning attention inward and toward higher values.

SELF-TRANSIENTNSITIVE EMOTIONS INCREASE SPIRITUALITY
Patty Van Cappellen1, Vassilis Saroglou2, Barbara Fredrickson1
1University of North Carolina at Chapel Hill, 2Université catholique de Louvain

Self-transcendent positive emotions (STPE) of awe, elevation, and admiration are elicited by perceptions of higher good and beauty. We investigated whether STPE would lead to increased spirituality. Spirituality reflects the belief in a higher power, infusing the world with unity and purpose in life. Across multiple studies and diverse samples, experimental inductions of awe, elevation, and admiration (via narrative recall or video clips) increased spiritual beliefs compared to amusement and a neutral condition. We identified two mediators of these effects: increased belief in the benevolence of others and meaning in life. We also investigated religiosity as a potential moderator of these effects and found that STPE increased spirituality even among less-religious individuals. In two follow-up studies, STPE caused highly religious people to endorse more religious related feelings and behavioral intentions. These studies indicate that experiences of self-transcendence promote positive beliefs about the world and increase inclinations toward spirituality.

OBLIVIOUS JERKS: HOW OVERLY ASSERTIVE INDIVIDUALS SUSTAIN UNAWARENESS
Abbie Suzanne Wazlwek1, Daniel Ames1
1Columbia University

Overly assertive individuals seem to barrel through life, often terrorizing innocent bystanders along their paths. Past research centers on the victims left strewn about on their trail of damage. Here, we take the perspective of overly-assertive individuals and explore how critical feedback can (fail to) alert them to their inappropriate behavior. In real world negotiations, we found that overly-assertive individuals suffer relational consequences but do not necessarily suffer immediate instrumental consequences; thus, their behavior persists without the sting of direct negative repercussions (Study 1). Turning to a controlled negotiation, we found that negotiators rarely give feedback to their over-assertive counterparts, even when provided opportunities to do so anonymously (Study 2). Evidence indicates that victims of over-assertiveness often believe that effort to provide feedback would be ineffectual (Study 3). Further, when overly-assertive individuals are confronted with evidence of their inappropriateness, they are likely to dismiss it (Study 4).

SELF-TRANSCENDERENCE IS ALL AROUND US, EXCEPT IN THE LAB
Jonathan Haidt1
1New York University

Moral psychology has focused on a small portion of human experience, particularly responses to harm and unfairness. Yet from Saul’s conversion on the road to Damascus, through William James’ Varieties of Religious Experience, alcoholics anonymous, and Timothy Leary’s advice about psychedelic drugs, evidence of massive moral conversion via self-transcendence is all around us. In this talk I’ll describe the limited history of psychological research on self-transcendent emotions, and I’ll report what is known about the emotion of moral elevation. Self-transcendent emotions are hard to study in the lab, but they do have predictable effects on cognition and behavior. A new generation of researchers has found innovative ways to trigger and measure these effects. These effects include subjective well-being, enhanced learning, and increased prosocial behavior, suggesting that these emotions may have many beneficial real-world applications.
Symposia Session S-B9
THE 25% OF DISSONANCE THEORY THAT SOCIAL PSYCHOLOGY FORGOT: GROUP IDENTITY MATTERS
Friday, February 14, 11:15 am – 12:30 pm, Ballroom B/C
Chair: Deborah Hall, Arizona State University
Co-Chair: Wendy Wood, University of Southern California
Festinger devoted one-fourth of his 1957 volume on cognitive dissonance to the ways in which social groups can elicit and alleviate dissonance, yet social psychology has focused almost exclusively on dissonance as an intrapersonal phenomenon. Building on theories of social identity, this symposium revisits group dissonance in its modern form.

ABSTRACTS
VICARIOUS HYPOCRISY: DISSONANCE CAUSED BY EXPOSURE TO A HYPOCRITICAL INGROUP MEMBER
Elizabeth S. Focella1, Jeff Stone2, Nicholas C. Fernandez2
1University of Missouri, 2University of Arizona
This research provides a link between vicarious hypocrisy and classic, individual-based dissonance phenomena. Across studies, observing an ingroup member’s hypocritical behavior elicited vicarious dissonance, which participants reduced by adopting the hypocrite’s advice. Importantly, classic moderators and mediators of dissonance affected the vicarious hypocrisy process. In Experiment 1, witnessing the hypocrisy of a similar ingroup member about using sunscreen led to more positive attitudes toward sunscreen than witnessing the hypocrisy of an outgroup or dissimilar ingroup member. In Experiment 2, highly identified ingroup participants acquired a sample of sunscreen when the ingroup member’s hypocrisy was attributed to high, compared to low, choice. In Experiments 3 and 4, affirmation of one’s ingroup identity and misattribution of arousal attenuated the effect of vicarious hypocrisy on attitude bolstering and sunscreen acquisition, respectively. These studies indicate that vicarious hypocrisy is a novel social-identity based intervention for motivating health behavior that capitalizes on classic dissonance effects.

DISSONANCE IN GROUPS DUE TO ATTITUINAL AND BEHAVIORAL DISAGREEMENT
Blake M. McKimmie1
1The University of Queensland
One source of group-based dissonance is group disagreement, as when individual group members express personal opinions that conflict with group consensus. Group disagreement may also arise due to behaviors of other group members. To test these two sources of disagreement, participants (N = 64) were informed that two ingroup members each agreed to write an essay either in support of or, against, full payment of tuition fees. Furthermore, the group members’ attitudes were described as the same or different from participants’ attitudes towards the topic. Participants had reduced levels of identification with the group when there was attitudinal disagreement, and showed polarized attitudes when there was behavioral disagreement. This suggested that participants engaged in downplaying the importance of the group membership and attitude bolstering to manage the dissonant cognitions introduced by the disagreement on both of these dimensions.

CROSSING PARTY LINES: IDENTIFYING WITH POLITICAL OUTGROUPS CREATES COGNITIVE DISSONANCE
Deborah L. Hall1, Wendy Wood2
1Arizona State University, 2University of Southern California
Political candidates try to engage a range of voters by accentuating similarities that transcend party lines. The present research tested this dissonance model during two Presidential elections. In 2008, Republican voters who watched a rousing speech by then-Democratic candidate, Obama, reported greater dissonance-related affect when they experienced greater similarity to Obama. In 2012, Democratic voters reported greater dissonance when experimentally induced to feel similar (versus dissimilar) to then-Republican nominee, Mitt Romney. These findings demonstrate that similarity to the negative reference standard provided by outgroups can elicit the feelings of psychological threat that accompany cognitive dissonance, highlighting a dilemma faced by politicians who seek to appeal to voters by accentuating basic similarities that transcend party lines.

VICARIOUS DISSONANCE AND THE MEANING OF GROUP MEMBERSHIP
Joel Cooper1
1Princeton University
How can group members resolve dissonance caused by observing the behavior of fellow group members? A group-based dissonance perspective (Cooper & Hogg, 2007) highlights novel avenues for dissonance reduction. Two studies tested whether vicarious dissonance can be resolved not only through intrapersonal processes but also through group dynamics. Vicarious dissonance reflects important social identities, when individuals identify with fellow group members who are in the throes of dissonance-producing behavior. In the studies, the dissonant experience of observing fellow group members consume unhealthy food motivated some participants to change their personal attitudes toward eating healthier. However, other participants resolved the dissonance by redrawing group boundaries to exclude the member who acted inconsistently. Thus, the psychological definition of group membership was subject to participants’ experience of cognitive dissonance.

Symposia Session S-B10
CUMULATIVE CONSEQUENCES: THE LINK BETWEEN LIFE COURSE PROCESSES AND INTERVENTION PROCESSES
Friday, February 14, 11:15 am – 12:30 pm, Room 18 C/D
Chair: Kody Manke, Stanford University
Co-Chair: Geoffrey Cohen, Stanford University
Psychological and social processes interact to shape life course trajectories, helping explain how social experiences have lasting effects. Laboratory, longitudinal, and intervention studies suggest that reciprocally reinforcing interactions between these systems result in “cycles of adaptive potential.” We discuss how to leverage these cycles to propagate adaptive outcomes over time.

ABSTRACTS
REINFORCING THE SOFT SPOTS OF SOCIAL IDENTITY
Kevin R. Binning1, David K. Sherman2, Geoffrey L. Cohen1
1UCLA, 2UCSB, 1Stanford University
When valued social identities become salient, they can create a vulnerable spot on the self-concept - much like a weak spot on a bicycle inner-tube - that people actively protect and defend. For example, people may conform to group norms and ignore information that reflects poorly on the group. Or they may disengage from academic pursuits because of worry about confirming negative ingroup stereotypes. The presence of social identity soft spots is revealed in a series of studies employing a global self-affirmation manipulation designed to bolster the self-concept against external threats. Self-affirmation appeared to reinforce the self from within, making Americans less likely to conform to ingroup norms (Studies 1-2) and the academic performance of Latino American students less vulnerable to stereotype threat (Studies 3-4). These effects persisted over days, months, and years, suggesting that reinforcing the self-concept can initiate processes that strengthen identity soft spots over time.
TRAJECTORIES BELIEFS PREDICT IMPORTANT ACADEMIC AND EMOTIONAL Trajectories
Carissa Romero1, Allison Master1, Dave Paunescu1, James J. Gross1, Carol S. Dweck1
1Stanford University, 2University of Washington
Adolescents face many academic and emotional challenges in middle school, but notable differences are evident in how well they adapt. What predicts adolescents’ academic and emotional trajectories during this period? One important factor might be adolescents’ beliefs about the potential for change—specifically whether they believe intelligence and emotions can be changed. The current study examines how these beliefs affect academic and affective outcomes over time. One hundred fifteen students from a diverse school completed surveys throughout middle school, and their grades and course selections were obtained from school records. Students who believed that intelligence could be changed were more likely to move to advanced math courses over time. Students with lower well-being at the beginning of middle school who believed that emotions could be changed were more likely to show greater well-being over time. These findings illustrate the power of adolescents’ beliefs and how their effects unfold over time.

PARENTHOOD UNPACKED: WHEN, WHY, AND HOW IS PARENTHOOD ASSOCIATED WITH WELL-BEING?
S. Katherine Nelson1, Sonja Lyubomirsky2
1University of California, Riverside
Past research on the association between parenthood and well-being has been mixed. Some studies suggest that parents experience a well-being benefit, while others suggest the reverse. To reconcile these conflicting findings and better understand the emotional experience of parenthood, we developed a model of parents’ well-being, which highlights how and why parents experience more happiness (e.g., via greater purpose) or less happiness (e.g., via increased financial strain) than nonparents (i.e., mediators of the parenthood to well-being link), as well as when parents experience more or less happiness (i.e., moderators). In 3 studies using 3 different methodologies, we provide evidence that parenthood is associated with greater well-being: Parents experience greater happiness and satisfaction overall, more positive emotions and meaning in their daily lives, and more positive emotions and meaning when spending time with their children. Furthermore, these studies demonstrate that parents’ well-being is moderated by marital status, gender, and age.

USING PANEL DATA TO ESTIMATE THE EFFECT OF CHILDBIRTH ON PARENTS’ LIFE SATISFACTION
Richard E. Lucas1, Ivana Anusic2, Stevie Yap1, Gunvor Marie Dyrdal2
1Michigan State University, 2University of Oslo
We use longitudinal data from four nationally representative panel studies (from Germany, the U.K., Switzerland, and Australia) to investigate whether parent’s life satisfaction changes following the birth of their first child and whether characteristics of the parents moderate these changes. In all four studies, participants reported a boost in life satisfaction around the time their first child was born, but the effect was neither large nor long-lasting. In one of the four studies, there was no lasting difference from baseline levels in the years after the birth of a child and in the other three studies the effect was negative. However, follow-up analyses with matched controls showed that observed declines in satisfaction are likely due to normative effects of aging rather than to the event itself. Overall, the effects of childbirth on long-term levels life satisfaction appear to be small.

PARENTAL CAREGIVING GOALS SHAPE WELL-BEING AND THE QUALITY OF THE PARENT–CHILD BOND
Emily A. Impett1, Bonnie Le2
1University of Toronto
The nature of the parent–child relationship—especially in its earliest years—entails unilateral caregiving from parents to their children. We developed a scale to measure parents’ goals for providing care for their children, and then used this scale in 10-day daily experience study of 85 parents of 4- and 8-year old children. On days when parents cared for children to express love and provide them with security, they experienced increased daily positive emotions and
MONEY IMPOVERISHES PARENTAL EXPERIENCE
Kostadin Kushlev1, Elizabeth W. Dunn2, Claire Ashton-James2
1University of British Columbia, 2VU University Amsterdam

Money is undoubtedly interconnected with people’s psychological functioning—not only through the effects of having money, but also through the goals associated with money. We show that having money and simply activating the concept of money both compromised a main benefit of children—subjective sense of meaning in life. In Study 1, socioeconomic status (SES) was related to experiencing less meaning when parents were taking care of their children but not during the rest of the day. In Study 2, priming the concept of money compromised parents’ sense of meaning while they were spending time with their children at a festival. Finally, Study 3 suggested that this latter effect may be due to the conflict between the agentic goals activated by money and the communal nature of childcare. Study 3 also showed that the effect of money priming on meaning is moderated by gender with a stronger effect for mothers.

ABSTRACTS
PUTTING PERSONALITY IN ITS PLACE: EXPLORING THE CONNECTIONS BETWEEN PEOPLE AND SPACE
Samuel D. Gosling
University of Texas

THE REALITY OF THE SOCIAL: OF MOLECULES, MONEY, AND MEANING
Roy F. Baumeister
Florida State University

REMAKING LOVE
Barbara L. Fredrickson
University of North Carolina

YOUR LIFE IS PROBABLY PRETTY MEANINGFUL: FIVE MYTHS ABOUT MEANING IN LIFE
Laura A. King
University of Missouri

THE ROLE OF SOCIAL AND ECONOMIC INTERDEPENDENCE IN RESPONSES TO SOCIAL EXCLUSION
Friday, February 14, 2:00 pm – 3:15 pm, Ballroom G
Chair: Ayse Uskul, University of Kent

This symposium examines the role of social and economic interdependence in psychological, physiological and neural responses induced by social exclusion. Presenting research from across and within cultures, the papers demonstrate that interdependence can buffer or exacerbate the negative consequences of social exclusion and increase empathy for close others' social exclusion.

ABSTRACTS
THE INTERDEPENDENT SELF AS A BUFFER OF SOCIAL EXCLUSION
Megan Knowles1, Wendi Gardner2
1Franklin & Marshall College, 2Northwestern University

Interdependent self-construals include relationships and group memberships as part of the self-concept, and as such may serve as a chronic reminder of one’s social ties. Five studies examined whether an accessible interdependent self-construal could buffer the negative consequences of exclusion. Indeed, participants who accessed interdependent self-descriptors were protected from the negative emotional effects of rejection, but not failure (Study 1). Similarly, individual differences on the Self-Construal Scale (Singelis, 1994) moderated exclusion-induced cognitive deficits (Study 2) and aggressive tendencies (Study 3). Buffering appeared due to the implicit...
activation of the social self. This activation appeared automatically in response to rejection (Study 4), mediated self-construal’s effect on self-esteem (Study 4), and, when blocked by priming, eliminated the protective effects of chronic interdependence (Study 5). Altogether, these findings imply that a highly interdependent self-construal imparts a wealth of implicit social ties that may repurpose a sense of connection in times of social need.

**PROTECTED BY COLLECTIVISM - CULTURE AND SOCIAL EXCLUSION**

*Michaela Pfundmair1, Nilüfer Aydin2, Verena Graupmann2, Dieter Frey2*

1Ludwig-Maximilians-Universität München, 2DePaul University

The current studies examined whether and how the experience of social exclusion is moderated by cultural background. In Studies 1 and 2, we compared German and Chinese participants’ psychological and physiological reactions after social exclusion, investigating the level of need fulfillment and heart rate during a scenario task and Cyberball. We found that participants with collectivistic background, compared to those with individualistic background, were less negatively affected by social exclusion. In Studies 3 and 4, we investigated possible explanatory mechanisms. In a scenario task, we found that differences in the experience of social exclusion between German and Chinese participants were related to different threat perception but not to different implicit social representations. Moreover, we showed that collectivistic participants positively distorted reality when playing Cyberball with a friend (in-group) but not when playing with a stranger (out-group). The findings indicate that orientation towards others can be beneficial in the face of threat.

**THE ROLE OF ECONOMIC INTERDEPENDENCE IN RESPONSES TO SOCIAL EXCLUSION AMONG FARMERS AND HERDERS**

*Ayse Usku1, Harriet Over2*

1University of Kent, 2University of York

Who matters to individuals’ survival is powerfully shaped by economic affordances, which in turn can influence how individuals react and respond to social exclusion by those who matter more or less. Four studies investigated the role of economic structures (farming vs. herding) and source of exclusion (close other vs. stranger) in social exclusion experiences. In a recall (Study 1) and a scenario task (Study 2), herders were more strongly affected by exclusion from strangers whereas the psychological consequences of exclusion by close others were similar for farmers and herders. Furthermore, herders recommended more affiliative responses to ostracism by strangers both to those who ostracized (Study 3) and to naïve individuals and that the amount of time spent with strangers mediated these group differences (Study 4). Taken together, these results demonstrate that the economic systems shape how individuals interact with others and that this, in turn, can shape their sensitivity and responses to social exclusion.

**INTERDEPENDENT SELF-CONSTRUAL REDUCES EMPATHY GAPS FOR CLOSE-OThERS’ SOCIAL EXCLUSION: EVIDENCE FROM A FUNCTIONAL MAGNETIC RESONANCE IMAGING (FMRI) STUDY IN CHINESE NATIONALS**

*Meghan Meyer1, Naomi I. Eisenberger1, Shihui Han2*

1University of California, Los Angeles, 2PKU-IDG/McGovern Institute for Brain Research, Peking University

Empathy gaps (i.e., reduced empathy) for social exclusion prevail, in part, because others’ social experiences are perceived as separate from the self. Interestingly, individuals from collectivistic cultures tend to incorporate close-others into self-concepts (i.e., interdependent self-construal). Thus, interdependent self-construal may attenuate empathy gaps for close-others’ exclusion. To examine this possibility, Chinese nationals with strong interdependent self-construals underwent fMRI scanning while observing close-others’ (friends) and non-close-others’ (strangers) social exclusion. Consistent with our prediction, participants reported more empathy for friends’ versus strangers’ exclusion. Neurally, friends’ exclusion (independent of- and relative to- strangers’ exclusion) activated brain regions associated with the affective distress associated with firsthand social exclusion (dACC/insula) as well as thinking about the self (MPFC), and activation in these regions was functionally coupled and correlated with participants’ trait interdependent self-construal. We suggest that interdependent self-construal may close empathy gaps for close-others’ social exclusion via communication between self-processing and affective brain mechanisms.

**POWER FROM TOP TO BOTTOM: HOW THE SENSE OF POWER AFFECTS JUDGMENT AT THE LEVELS OF CULTURE, SELF, PHYSICAL ENVIRONMENT, AND EMOTION**

*Nesta Beall, University of Southern California*

Though power is a relational social construct, the subjective experience associated with power has a psychological life of its own, arising and operating independently of explicit asymmetric social dynamics. This symposium explores the full range of power’s deep integration into human thought and behavior, from culture, to physiology and emotion.

**ABSTRACTS**

**STAND TALL, BUT DON’T PUT YOUR FEET UP: UNIVERSAL AND CULTURALLY-SPECIFIC EFFECTS OF EXPANSIVE POSTURES**

*Lora E. Park1, Lindsey Streamer1, Li Huang5, Adam Galinsky3*

1University at Buffalo, SUNY, 2INSEAD, France, 3Columbia University

There is a fundamental link between expansive body postures and power. The current research suggests that this link depends on people’s cultural background, and on the specific type of posture enacted. Three expansive postures were examined in the present studies: the expansive-hands-spread-on-desk pose, the expansive-upright-sitting pose, and expansive-feet-on-desk pose. Of these postures, the expansive-feet-on-desk pose was universally perceived as the least consistent with East Asian norms of modesty, humility, and restraint. The expansive-hands-spread-on-desk and expansive-upright-sitting postures led to greater sense of power than constricted postures for both Americans and East Asians. In contrast, the expansive-feet-on-desk pose led to greater explicit and implicit power activation and riskier decision-making for Americans, but not for East Asians. Together, these findings suggest that the accessibility of power-related constructs and associated judgments are influenced by the type of posture and the symbolic meaning of that posture.

**POWER AND REDUCED TEMPORAL DISCOUNTING**

*Nathanael Fast1, Priyanka Joshi2*

1University of Southern California

Decision makers generally feel disconnected from their future selves, an experience that leads them to prefer smaller immediate gains to larger future gains. This pervasive tendency is known as temporal discounting. Drawing from recent advances in the power literature, we suggest that the experience of power enhances one’s connection with the future self, resulting in reduced temporal discounting. In Study 1, we show that participants assigned to high-power roles are less likely than others to display temporal discounting. In Studies 2 and 3, we find that priming power reduces temporal discounting in monetary and non-monetary tasks and, further, that connection with the future self mediates the relationship between power and reduced discounting. In Study 4, we show that experiencing a general sense of power in the workplace predicts actual lifetime savings. Implications and future research directions are discussed.

**THE ERGONOMICS OF POWER AND DISHONESTY**

*Nathanael Fast1, Priyanka Joshi2*

1University of Southern California

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Research in environmental sciences has found that the ergonomic design of human-made environments influences thought, feeling, and action. Here, we examine the impact of physical environments on dishonest behavior. Four studies tested whether certain bodily configurations—or postures—incidentally imposed by our environment lead to increases in dishonest behavior. The first three experiments found that individuals engaged in expansive postures (either explicitly or inadvertently) were more likely to steal money, cheat on a test, and commit traffic violations in a driving simulation. Results suggested that participants' self-reported sense of power mediated the link between postural expansiveness and dishonesty. Study 4 revealed that automobiles with more expansive drivers' seats were more likely to be illegally parked on New York City streets. Taken together, results suggest that: (1) environments that expand the body can inadvertently lead us to feel more powerful, and (2) these feelings of power can cause dishonest behavior.

POWERFUL GUTS: HOW POWER LIMITS THE ROLE OF DISGUST IN MORAL JUDGMENTS
Erica M. Beall1, Jesse Graham1
1University of Southern California

Power and disgust both affect the psychological processes involved in moral judgment, and yet little is known about how these two factors interact - in a moral context, or otherwise. In three studies, we explore the relationship between power and disgust, and investigate the consequences of this relationship for moral judgments. We find that trait-level power and disgust sensitivity are negatively correlated, and that an experimentally induced sense of power attenuates moral judgments of disgusting taboo violations. Additionally, we present evidence that power decreases individuals' sensitivity to the actual experience of disgust without affecting the extent to which they identify and categorize objects, behaviors, and people as "disgusting." On the whole, this buffering effect of power against the visceral experience of disgust supports the Approach Theory's claim that power engages the BAS and suppresses the BIS.

THE ROLE OF ABILITY BELIEFS IN ACADEMIC GENDER GAPS
Friday, February 14, 2:00 pm – 3:15 pm, Room 17
Chair: Sarah-Jane Leslie, Princeton University
Co-Chair: Andrei Cimpian, University of Illinois, Urbana Champaign

Academic gender gaps are widespread, but not well understood. This symposium presents interdisciplinary findings that converge on the significance of ability beliefs in explaining these gaps. Across a range of contexts, males and females are differentially impacted by the extent to which innate talent vs. effort is perceived as important.

ABSTRACTS

EFFORT AND ABILITY BASED FORMS OF BELONGING PREDICT LEARNING ENGAGEMENT DIFFERENTLY FOR MALES AND FEMALES IN MATH
Catherine Good1, Jennifer Mangels1, Laura Deering1
1Baruch College, CUNY

Sense of belonging (SOB) is an important factor in females’ achievement and representation in STEM. However, the foundations of that belonging—either one’s efforts or one’s innate ability—may predict differential outcomes, especially in a learning paradigm. A model is presented that tests the relationship between effort-based SOB, ability-based (SOB), and engagement with a math learning task for males and females. Results indicated that for females, ability-based SOB predicted less learning engagement whereas effort-based SOB predicted more learning engagement. Alternately, for males the pattern reversed: ability-based SOB predicted more learning engagement whereas effort-based SOB predicted less learning engagement. Results suggest that the culture of talent in mathematics may influence the impact of differential foundations of belonging in gender-stereotypic ways. Because females’ learning engagement benefits from a strong sense of belonging that is rooted in effort, educators should foster effort-based SOB to reduce gender gaps in STEM.

GENDER GAPS IN ACADEMIA: THE ROLE OF DISCIPLINE SPECIFIC BELIEFS ABOUT WHAT IS REQUIRED FOR SUCCESS
Sarah-Jane Leslie1, Andrei Cimpian1, Meredith Meyer1
1Princeton University, 2University of Illinois, Urbana Champaign, 3Otterbein University

The gender imbalance in STEM subjects dominates current debates about women’s underrepresentation in academia. In reality, however, the pattern of women’s involvement is much more complex, with women being well-represented in some sciences and poorly represented in some humanities (e.g., in 2011, 54% of US PhDs in molecular biology were women vs. only 31% in philosophy). We introduce the Field-specific Ability Beliefs hypothesis, which explains this complex pattern of female representation across academia: Women are underrepresented in fields whose practitioners believe that raw intellectual talent, rather than effort, is the main requirement for success in those fields. Results from a nation-wide survey of academics from 30 disciplines (N = 1820) revealed that, as predicted, the more a field valued “giftedness” over dedication, the fewer women obtained PhDs in that field. This result held even when controlling for a number of other factors that have been hypothesized to predict gender gaps.

EXPERIMENTAL AND DEVELOPMENTAL EVIDENCE FOR THE FIELD-SPECIFIC ABILITY BELIEFS HYPOTHESIS
Andrei Cimpian1, Lin Bian1, Sarah-Jane Leslie1
1University of Illinois, Urbana Champaign, 2Princeton University

Since current cultural stereotypes suggest that women are less likely than men to possess raw intellectual talent (e.g., Kirkcaldy et al., 2007), women may find disciplines or environments that portray success as requiring such talent to be unwelcoming. In this talk, we will present experimental evidence for this hypothesis (termed the Field-Specific Ability Beliefs hypothesis). In three studies, we introduced adults to a variety of novel activities and manipulated what was said to be required for success (brilliance vs. dedication). As predicted, although no gender differences were found for the activities said to require effort and dedication, women held more negative attitudes towards the activities portrayed as requiring raw ability. The same pattern of results was found in 6- and 7-year-olds, suggesting that the roots of this phenomenon stretch deep into childhood. More broadly, these findings may provide insight into the causes of women’s underrepresentation in certain sectors of academia.

TEACHERS’ PERCEPTIONS OF STUDENTS’ MATHEMATICS PROFICIENCY MAY EXACERBATE EARLY GENDER GAPS IN ACHIEVEMENT
Joseph P. Robinson1, Sarah T. Lubenski1, Colleen M. Ganley2, Yasemin Copur-Gencturk2
1University of Illinois, Urbana Champaign, 2Florida State University, 3Rice University

Recent research suggests that teachers overrate the performance of girls relative to boys and hold more positive attitudes towards girls’ mathematics abilities. However, these prior estimates of teachers’ supposed female bias are potentially misleading because those estimates (and teachers themselves) confounded achievement with teachers’ perceptions of behavior and effort. Using nationally representative data from the Early Childhood Longitudinal Study, Kindergarten Class of 1998-1999 (ECLS-K), Study 1 demonstrates that teachers actually rate boys’ mathematics proficiency higher than
that of girls who perform and behave similarly to the boys. Study 2 uses causal mediation analyses to explore the extent to which this conditional underrating of girls explains the widening gender gap in mathematics in early elementary school. We find robust evidence suggesting that underrating girls’ mathematics proficiency accounts for a substantial portion of the development of the mathematics achievement gap between similarly performing and behaving boys and girls in the early grades.

Symposia Session S-C5
LESSONS FOR SOCIAL AND PERSONALITY PSYCHOLOGY FROM CLINICAL PSYCHOLOGY
Friday, February 14, 2:00 pm – 3:15 pm, Room 9
Chair: Jonathan Adler, Olin College of Engineering

This symposium is designed to demonstrate the applicability of key methodological approaches and analytical techniques from clinical psychology that may be unfamiliar but highly useful for research in social and personality psychology. The four talks provide a range of novel practices that promise to advance personality and social psychological research.

ABSTRACTS

CHANGE CAN BE SPIKE-Y – AND YOU CAN MEASURE THAT
Jonathan M. Adler1, Luke H. Harmeling2, Ilana Walder-Biesanz1
1Olin College of Engineering, 2 Bates College

Actual change over time often does not follow neat lines; it has spikes that may be meaningful. Psychotherapy researchers are interested in the phenomenon of “sudden gains” (SGs), episodes when clients make dramatic improvements, and they have developed a set of analytical techniques for quantifying these SGs. This talk will describe a new study that extends the SGs literature into a naturalistic sample, using a broad measure of well-being. It is the first to identify specific narrative meaning-making variables that precede SGs. 54 clients completed measures of well-being and wrote private narratives prior to their first session of treatment and in-between every session. SGs analyses extended findings from previous studies to this naturalistic setting. Further analyses revealed two narrative characteristics – depth of processing and high narrative coherence – as significant precursors to SGs in well-being. The applicability of these methods for social and personality research with longitudinal data will be emphasized.

ACCELERATED SCIENCE AT THE INTERFACE OF PERSONALITY, SOCIAL, AND CLINICAL PSYCHOLOGY: A LESSON FROM SOCIAL NEUROENDOCRINOLOGY AND EXTERNALIZING PSYCHOPATHOLOGY
Jennifer L. Tackett1, Kathrin Herzoff2, Kathleen W. Reardon3, Robert A. Josephs2
1University of Houston, 2University of Texas at Austin

Interactive effects of gonadal (e.g., testosterone) and stress (e.g., cortisol) hormones have emerged as a robust mechanism underlying normal-range social dominance, power, and competitiveness. These effects have occasionally replicated for clinical externalizing phenotypes (such as aggression), although only in all-male clinical samples. In a series of recent studies, we aimed to link these literatures by employing the broad, normally distributed psychological space captured by personality traits. In a mixed-gender, community sample of adolescents (N = 106, ages 13-18), we demonstrate that personality trait moderation elucidates: 1) differential risk and resiliency effects of adolescents (N = 106, ages 13-18), we demonstrate that personality trait moderation elucidates: 1) differential risk and resiliency effects for testosterone on externalizing problems, 2) testosterone × cortisol associations with externalizing problems, and 3) estradiol × cortisol associations with externalizing problems. In all of these studies, inattention to personality trait moderation results in overall null findings, suggesting that an integration of these three domains of psychological science substantially enhances our understanding of hormonal mechanisms underlying socially dominant phenotypes.

COPING CAN BE ABOUT MORE THAN JUST YOU AND I – AND WORDS CAN REVEAL IT
Kelly E. Rentschler1, Michael J. Rohrbaugh1, Varda Shoham1, Matthias R. Mehl1
1University of Arizona

This presentation highlights the potential that communal coping, a classic construct, has for going beyond the individual in social and personality research. Communal coping – a relational process in which partners view a problem as ours rather than yours or mine, and take we-based action to address it (Lyons et al., 1998) – has emerged as an important predictor of relationships and health. Several studies have also linked couples’ first-person plural pronoun use (we-talk), as a potential linguistic marker of communal coping, with adaptive relationship and health functioning. We present findings from two couple-focused intervention studies that aimed to promote communal coping with health problems, in which pre-treatment we-talk and change in we-talk over the course of intervention predicted favorable patient health outcomes. These findings strengthen the construct validity of measuring communal coping through couples’ language use and identify communal coping as an important potential mechanism through which relationships influence health outcomes.

PERSONALITY PATHOLOGY IS AN IMPORTANT PART OF THE LINK BETWEEN PERSONALITY AND HEALTH.
Thomas F. Oltmanns1, Marc E.J. Gleason2, Yana Weinstein3, Steve Balsis1
1Washington University in St. Louis, 2University of Texas at Austin,
3University of Massachusetts at Lowell, 4Texas A&M University

Most studies linking personality to health have focused on the adaptive range of personality traits. Findings from our study indicate clearly that personality pathology accounts for additional variance in health behaviors, subjective ratings of health, the presence of specific diseases, the frequency of stressful life events, and levels of social integration that is not explained by a normal range measure. The total proportion of variance explained by personality variables is substantial. In this talk, we will separate the proportion of variance uniquely associated with normal range personality traits (combining self and informant NEO-PI-R scores) so that it can be compared to the proportion of variance uniquely associated with maladaptive variants of personality (combining self and informant questionnaires focused on features of personality disorder as well as a diagnostic interview). In almost each instance, measures of personality pathology account for more variance than measures of normal range personality traits.

Symposia Session S-C6
EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT SELF-AFFIRMATION BUT WERE AFRAID TO ASK: HOW DOES IT WORK? IS IT ALWAYS GOOD? AND WHY SHOULD I CARE?
Friday, February 14, 2:00 pm – 3:15 pm, Room 18 A/B
Chair: Kathleen Vohs, University of Minnesota

This symposium highlights fresh new developments in self-affirmation. Park reports that self-affirmation is the first known antidote to money’s negative consequences. Klein found that self-affirmed persons make better plans for the future. Critcher reveals that self-affirmation puts threats into perspective. Schmeichel found, surprisingly, that self-affirmation produces goal disengagement.
ABSTRACTS

SELF-AFFIRMATION HAS THE POWER TO OFFSET THE HARMFUL EFFECTS OF MONEY REMINDERS
Ji Kyung Park1, Kathleen Vohs2
1University of Delaware, 2University of Minnesota

Research has shown that money reminders encourage the pursuit of personal goals and separateness from others, which ultimately detracts from the interpersonal self. Three behavioral experiments replicated self-sufficiency effects and then showed that self-affirmation has the power to negate those deleterious effects. Experiment 1 showed that participants primed with money donated less to charity – unless they were self-affirmed, raising their donations to the level of nonmoney-primed participants. Money-primed participants who were self-affirmed were also more likely than their counterparts to ask for help on difficult tasks. Experiment 2 showed that self-affirmation eliminated the tendency for money-primed participants to favor solo instead of joint experiences. Experiment 3 showed that self-affirmation made the (normal) sting of social rejection return among money-primed participants who normally report feeling numb to ostracism. In summary, self-affirmation is the first known process to eliminate money’s deleterious effects on the personal and interpersonal self.

IMPLEMENTATION INTENTIONS ARE A KEY TO WHY AND HOW SELF-AFFIRMATION SO EFFECTIVELY CHANGES BEHAVIOR
William Klein1, Peter Harris2, Rebecca Ferrer3
1NIH, 2University of Sussex

Self-affirmation is powerfully effective in promoting adaptive behavior change in response to threatening messages about personal risk. Three studies tested why self-affirmation produces success, and we posited that it promotes the development of specific plans (implementation intentions). In Experiments 1-2, female undergraduate students who drink alcohol read an article linking alcohol to breast cancer risk. If they were self-affirmed beforehand, they created more specific steps to reduce consumption relative to non-affirmed students (e.g., fewer beverages at parties). Experiment 3 crossed self-affirmation with an opportunity to form implementation intentions after learning the importance of fruit and vegetable consumption. We assessed participants 7 days later and found that participants in the condition combining self-affirmation and implementation intentions reported the highest fruit/vegetable consumption. This work provides two core contributions – uncovering a process (self-affirmation) that naturally stimulates implementation intentions and a key reason for self-affirmation’s powerful effects — through stimulating implementation intentions.

THE AFFIRMATION-AS-PERSPECTIVE MODEL
Clayton Critcher1, David Dunning2
1UC Berkeley, 2Cornell University

We present an “affirmation-as-perspective” model that demonstrates how self-affirmation alleviates self-threat. Four experiments found support for the model across four threat domains: health, intellectual, money’s deleterious effects on the personal and interpersonal self.

Symposia Session D and Presidential Address
Friday, February 14, 3:30 pm – 4:45 pm

NOVEL AND SURPRISING EFFECTS OF SELF-AFFIRMATION ON GOAL DISENGAGEMENT AND APPROACH MOTIVATION
Brandon Schmeichel1, Kathleen Vohs2, Adrienne Crowell3
1Texas A&M University, 2University of Minnesota

Self-affirmation changes how people respond to ego threats and other aversive experiences. The current data reveal novel and surprising effects of self-affirmation in response to failure and to positive emotional events, respectively. A first set of three experiments found that, in situations that involve repeated failure, affirmed individuals disengage from goal pursuit more readily than do others. Mediation findings indicated that affirmed persons internalize the implications of failure and lose motivation toward the goal. Building on these findings, a second pair of experiments yielded another surprising effect — that self-affirmed persons exhibit reduced approach motivation. Specifically, they respond less intensely (on self-reports and physiological measures) to positive emotional stimuli than do non-affirmed persons. These findings shed new light on what self-affirmation does by suggesting that it increases the impact of negative events and reduces the impact of positive ones.

ABSTRACTS

RELATIONAL CONTEXT SHAPES EMOTIONAL LIVES (AND VICE VERSA)
Margaret S. Clark1
1Yale University

In this talk cases are made that: a) relational context is a powerful determinant of emotional expression and, in turn, b) emotional expression is a powerful determinant of relational context. “Basic"
emotions such as fear, sadness, and happiness convey information about needs and desires. Therefore they are expressed (and even amplified), elicit support and grow relationships when responsive relationships are expected and desired or exist. They are suppressed otherwise. Moreover, emotions that have been considered “social, moral, or secondary” such as embarrassment, hurt, and gratitude only occur in relational context and, when they do, they serve to initiate, grow and repair close relationships. Although considerable data exist (and will be efficiently presented) supporting these points, it will be noted that the vast majority of emotion research remains individualistic, fails to take relational context into account, and, therefore, fail to capture the nature of people’s emotional lives.

YOU GIVE ME STRENGTH: THE SELF-CONTROL BENEFITS OF HAVING A PARTNER WITH HIGH SELF-CONTROL
Catrin Finkenauer1, Tila M. Pronk1, Asuman Buyukcan-Tetik1
1VU University
Self-control helps partners to successfully protect and maintain their relationship. Do partners influence each other’s level of self-control over the course of a romantic relationship? We hypothesized that self-control strengthens over time, but only when one’s partner possesses high self-control. We tested this prediction in a longitudinal study among 199 first-marriage newlywed couples, using a multilevel growth curve analysis. Results showed a significant interaction between time and partner self-control in predicting the development of self-control. Specifically, self-control increased over the four years after marriage, but only for participants whose partner had a relatively high level of self-control. When the level of self-control of the partner was relatively low, self-control remained stable over time. Having a partner with a high level of self-control can thus have a beneficial effect on one’s own level of self-control, which may in turn help one become a better relationship partner.

THE CONTEXT SURROUNDING ROMANTIC EVALUATIONS: RESEARCH PARADIGM MATTERS
Paul W. Eastwick
1University of Texas at Austin
Do the sexes differ in the extent to which they desire physical attractiveness and earning prospects in a romantic partner? New research suggests that the answer may depend on the research paradigm (Eastwick, Luchies, Finkel, & Hunt, in press, Psychological Bulletin). These two sex differences emerge consistently when people evaluate hypothetical opposite-sex targets. Yet evidence for these sex differences has been equivocal in paradigms where participants report on targets they have (at least) met face-to-face. A meta-analysis spanning these latter paradigms (N=75,000) revealed that physical attractiveness predicted romantic evaluations (e.g., attraction, liking, love, satisfaction) with a moderate-to-strong effect size, r = .40, and earning prospects predicted romantic evaluations with a small effect size, r = .10. However, sex differences in these correlations were extremely small (difference = .03) and nonsignificant. Impression formation processes and interpersonal evaluations may differ depending on the context in which we evaluate another person.

IMPRESSION MANAGEMENT: A RELATIONAL PERSPECTIVE
Amy B. Canavello
1University of North Carolina, Charlotte
People often adopt self-image goals to increase others’ regard for them. Impression management research has focused largely on one-time interactions between strangers and suggests that impression management attempts can be successful. But how do these findings extend to ongoing relationships over time? Study 1 examined how people’s self-image goals predicted their friends’ regard for them, depending on relationship length. Results suggested that in new friendships, people’s self-image goals predicted their friends’ greater regard for them; in longer friendships, this association was reversed (i.e., self-image goals predicted friends’ lower regard). Study 2 tested the relational process by which people’s self-image goals predicted changes in others’ regard for them over time. Results suggest that, in college roommates, students’ self-image goals predicted their decreased responsiveness to roommates, which roommates detected and, subsequently, led to roommates’ decreased regard for students. These findings suggest the potential benefits of considering impression management from a relational perspective.

Symposia Session S-D3
WHY HAVEN’T WE SHATTERED THE GLASS CEILING?
COVERT AND SUBTLE BIASES IMPEDING EQUALITY IN THE WORKPLACE
Friday, February 14, 3:30 pm – 4:45 pm, Ballroom E/F
Chair: Lily Jampol, Cornell University
Co-Chair: Vivian Zayas, Cornell University
Although gender equality has improved and explicit endorsement of sexism has declined, barriers to the advancement of women in the workplace remain. This symposium presents the latest developments on how covert biases like reactive sexualization, shifting standards, implicit stereotypes, and unequal communication impede gender equality in subtle yet impactful ways.

ABSTRACTS
THE SUBTLE SEXUALIZATION OF WELL PERFORMING WOMEN IN MASCULINE DOMAINS
Theresa K. Vescio1
1The Pennsylvania State University
Many traditional achievement domains are stereotypically masculine domains, such that the attributes predictive of success are stereotypically linked to men but not women. In addition, in western cultures, to be masculine typically requires that one is powerful/high status and tough (physically, mentally and emotionally), particularly in relation to women given heterosexual interdependencies, and that one consistently repudiates all that is non-manly (gay or female). The implication of these theoretical suggestions is that well performing women in masculine domains may threaten masculinity. In this talk, I will present two studies that test this hypothesis (Study 1 and Study 2), as well as research examining whether threats to masculinity are related to tendencies to sexualize well performing women (Study 2 and Study 3). I will also review research noting the adverse consequences of the seemingly subtle sexualization and objectification for the women who are the targets of such perceptual and behavioral tendencies.

DETECTING SUBTLE BIASES: USING THE BRIEF IAT TO UNCOVER PREJUDICE AGAINST EGALITARIAN WHITE MEN AND HIGH STATUS BLACK WOMEN
Laurie A. Rudman1, Kris Mescher1, Janell Fetterolf1, Corinne A. Moss-Racusin2
1Rutgers University – New Brunswick, 2Skidmore University
Gender egalitarian men are vital for women’s progress, yet perceptions of them are under-investigated. In our research, women generally liked gender egalitarian men more so than men did, but both genders stigmatized them as more feminine, weak, and likely to be gay, compared with control male targets. This was true even when the gender egalitarian was an actual presidential candidate for the American Psychological Association, but only when we used the Brief IAT to assess femininity stigma. Similarly, backlash against White women vying for leadership roles is well established, but self-reports do not yield similar effects for Black women. However, the Brief IAT revealed that ambitious Black women (and men) competing for a managerial role were disliked relative to White counterparts, and that ambitious women (whether White or Black) were associated with more negative traits (e.g., dominance) than ambitious men (whether White or Black).
HARD-WON AND EASILY LOST: THE FRAGILE STATUS OF LEADERS IN GENDER STEREOTYPE-INCONGRUENT OCCUPATIONS
Victoria A. Brescoll1, Eric Luis Uhmann2
1Yale University, 2HEC-Paris
In addition to the well known “glass ceiling” impeding their rise to top leadership roles, female leaders often find themselves poised on a “glass cliff,” such that they are more likely than men to fall from their position (Ryn & Haslam, 2005). We examined one potential mechanism for glass cliff effects—specifically, that making small mistakes on the job is particularly damaging to individuals in gender-incongruent occupations. More so than for a gender-congruent leader (for whom competence is assumed), salient mistakes create ambiguity and call into question a gender-incongruent leader’s competence which, in turn, leads to a loss of status. The present research examined female leaders in three different male-typed occupations and finds that when women make a small mistake, they are seen as less competent and thereby less deserving of status and organizational rewards compared to men in the same occupations who make the identical mistake.

THE DARK SIDE OF WHITE LIES? THE SUBTLE EFFECT OF BIASED PERFORMANCE FEEDBACK ON INEQUALITY IN THE WORKPLACE.
Lily E. Jampol1, Vivian Zayas2
1Cornell, 2Cornell University
One of the covert ways that gender bias may be maintained is through performance feedback. We hypothesized that implicit gender stereotypes (e.g., women need protection) may make women the targets of white lies (kind but inaccurate feedback) during performance evaluation. In Study 1, participants believed that managers were more likely to tell women (vs. men) white lies about their performance. In Study 2, participants presented with a hypothetical workplace scenario reported a greater willingness to tell white lies about sub-par performance to women. This was especially likely for more sexist individuals. In Study 3, when providing real-life feedback, participants gave more positive, and more inaccurate, feedback to women. Moreover, no one reported awareness of the gender bias, providing evidence of its implicit nature. Collectively, these results suggest that although seemingly benevolent, differential telling of white lies may undermine progress if women are not receiving accurate feedback needed to improve performance.

Symposia Session S-D4
THE RIGHT FIELD FOR US: HOW CONGRUENCE BETWEEN PERSONAL VALUES AND THOSE SUPPORTED BY THE ACADEMIC CONTEXT IMPACTS INTEREST, MOTIVATION AND PERFORMANCE
Friday, February 14, 3:30 pm - 4:45 pm, Ballroom G
Chair: Bonita London, Stony Brook University
Co-Chair: Rainer Romero-Canyas, Environmental Defense Fund
This symposium explores approaches that share consideration for the congruence between students’ values and beliefs and those emphasized in learning environments, and how this congruence has positive academic outcomes. Studies test various individual characteristics, from group identification, goals, and self-beliefs, and outcomes like goal affordances, interest, support, motivation and performance.

ABSTRACTS

INVOLVING OTHERS IN THE LAB: NATURALISTIC AND EXPERIMENTALLY-INDUCED COMMUNAL EXPERIENCE INCREASES COMMUNAL AFFORDANCES AND INTEREST IN STEM
Mia Steinberg1, Amanda B. Diekmann1
1Miami University
Science, technology, engineering, and math (STEM) fields are perceived as incompatible with communal goals such as the desire to help or work with others, which may lead individuals to avoid these careers (Diekmann et al., 2010). Our research investigated potential sources of goal affordance stereotypes, or beliefs about how STEM careers fulfill goal. Study 1 demonstrated that communal experience, such as collaboration and mentorship in STEM predicted more communal affordances and had significant indirect effects on interest. Study 2 found that naturalistic communal experience as well as short-term media exposure to information about STEM framed as communal led to increased STEM interest, both directly and through communal affordances. Study 3 extended these findings with a sample of high school students participating in a program aimed at exposing them to scientific fields. This research suggests that both short-term and structural changes emphasizing communal activities may help recruitment and retention in STEM.

PERCEIVED IDENTITY COMPATIBILITY AND SOCIAL SUPPORT AMONG WOMEN PURSUING GRADUATE TRAINING IN STEM FIELDS
Sheana Ahlqvist1, Lisa Rosenthal1, Bonita London1, Marci Lobel1, Sheri R. Levy1
1Stony Brook University
Past work has suggested that the perceived fit between one’s gender and academic career can be important for academic success, with STEM Women being at risk for poor compatibility between these identities. We examine extensions of this premise in a two-year longitudinal study of students at the graduate level, an understudied population. STEM and non-STEM women completed bimonthly surveys during their first year of graduate school. Although past work has established the importance of this “perceived identity compatibility” we test the time-lagged effects of identity compatibility, how it relates to social support, and whether identity compatibility or social support buffer STEM women from stressors in the environment.

WHEN SCHOOL FITS ME: HOW FIT BETWEEN SELF-BELIEFS AND TASK BENEFITS BOOSTS MATH MOTIVATION AND PERFORMANCE
Sylvia Rodriguez1, Rainer Romero-Canyas2, Geraldine Downey3, Jennifer Mangels4, E. Tory Higgins3
1Mindset Works, Inc., Environmental Defense Fund, 2Columbia University, 3Barnard College, City University of New York
Three studies show that students engage more and perform better when math is framed as serving goals that fit with their core self-beliefs, such as whether they view themselves as interdependent with their communities or as independent and unique. In Study 1, students with interdependent self-views performed better on math problems framed as benefiting society but not on the same problems presented as benefiting the individual self. In Study 2, this performance effect was replicated. Furthermore, fit predicted greater use of tutorials following failure to answer problems correctly. In Study 3, after seeing math problems that were presented to them in a frame consistent with their beliefs, participants were more likely to choose to work on those problems and performed better on them. Results highlight the potential power for strengthening math motivation and performance by creating a fit between the portrayal of math’s utility and students’ self-beliefs.

CULTURE AND LEARNING IN DIVERSE CLASSROOMS: THE CRUCIAL ROLE OF INTERDEPENDENCE
Stephanie A. Fryberg1, Rebecca Covarrubias1, Nicole M. Stephens1, Hazel Rose Markus2
1University of Arizona, 2Northwestern University, 3Stanford University
The dominant educational culture, which is largely influenced by the independent model of self, reflects a set of ideas and practices about what it means to be a “good” student, the purpose of education, and the nature of the relationship between teachers and students. For many students, such as American Indian and First-Generation College students, this model does not match their understandings of self, which are more likely to be influenced by the interdependent model of self. Four studies about American Indian and First-Generation College students will examine the sources and consequences of student success associated with a cultural match or mismatch between the students’ model of self and the dominant educational
TRAIT RUMINATION AND CORTISOL RESPONSES: ASSOCIATIONS ACROSS CONTEXTS, OVER TIME, AND BY GENDER

Peggy M. Zoccola1, Sally S. Dickerson2
1Ohio University, 2University of California, Irvine

Two studies tested the relationship between trait rumination and elevated cortisol, and whether this association is moderated by social context (social evaluative threat; SET), time of day, and gender. In Study 1, 117 students completed a SET laboratory stressor and five days of cortisol sampling. Trait rumination predicted greater cortisol responses to the SET stressor for women (but not men). Rumination also predicted different diurnal cortisol slopes for men and women. In Study 2, 144 students completed a SET or non-SET laboratory stressor. Cortisol was measured throughout the visit and evening. Higher trait rumination scores predicted greater cortisol responses overall, and evening cortisol was most elevated for female ruminators on the night of the evaluative stressor. Broadly, the relationship between rumination and cortisol depends upon SET, time of day, and gender. In particular, the combination of SET and ruminative tendencies may increase individuals’ risk of exposure to elevated cortisol concentrations.

INTERGENERATIONAL TRANSMISSION OF RISK: PARENT CONSCIENTIOUSNESS IS A PROTECTIVE FACTOR FOR CHILDHOOD WEIGHT

Angelina R. Sutin1, Richard W. Robins2, Keith F. Widaman2, Rand Conger2
1Florida State University College of Medicine, 2University of California, Davis

The protective effect of Conscientiousness on health-related outcomes, such as body mass index (BMI), is usually considered within the context of the individual’s own Conscientiousness. We tested whether this protective effect on BMI extends from parent to child. Participants were from the California Families Project, a longitudinal study of Mexican-origin youth (N=674) and their parents. Child BMI was assessed annually from ages 12 to 15; participants also completed personality measures. Parents higher in Conscientiousness had children with lower BMI; growth curve analyses indicated that parent Conscientiousness was associated with lower average BMI (intercept) but was unrelated to weight gain (slope). Child’s Conscientiousness was associated with both lower BMI and less weight gain. These results suggest that friends have important insights into one’s personality.

PLEASURE, AND MAKE CONSUMPTION BETTER

Yajin Wang1, Kathleen Vohs1, Francesca Gino2, Michael Norton2
1University of Minnesota, 2Harvard Business School

Rituals are pervasive in people’s lives worldwide but unknown to social psychology until late. Wang shows that rituals enhance consumption of food and drink. Norton found that rituals make consumption of food and drink.萧子东 went to Brazil and concocted consumption of food and drink. Washing shows that rituals enhance consumption of food and drink. Norton found that rituals make consumption better and make consumption of food and drink more enjoyable. Legere went to Brazil and concocted rituals. Rossano’s evolutionary framework argues that rituals underly social norms.

WHAT YOUR FRIENDS KNOW THAT YOU DON’T: FRIEND RATED PERSONALITY PREDICTS LONGEVITY 70 YEARS LATER

Joshua J. Jackson1, Sarah M. Garrison2, James J. Connolly3, Madeleine Levelle4
1Washington University in St. Louis, 2Vanderbilt University, 3Connolly Consulting

Personality traits predict who is likely to have healthier, longer lives -- sometimes decades in advance. However, the vast majority of these studies rely on self-reported personality. In this study we used the Kelly longitudinal study (Kelly & Conley, 1987) to investigate whether peer assessments of personality were associated with mortality over a span of 70 plus years. Between 1934 and 1938, 600 young adults rated their personality and had their personalities rated by five close acquaintances. Big Five equivalent measures were constructed from both self- and peer-reports. Results indicated that both self-reported and peer-reported personality traits predicted longer lives for males and females. Interestingly, in some cases self- and peer-reports were independent predictors of mortality. For example, peers were able to identify unique aspects of a person’s levels of conscientiousness that were, in turn, associated with longer lives. Results suggest that friends have important insights into one’s personality.

NEW INSIGHTS ON THE EFFECTS OF TRAITS ON HEALTH: THE IMPORTANT ROLE OF SOCIAL PROCESSES

Friday, February 14, 3:30 pm – 4:45 pm

Chair: Lauren Human, University of British Columbia
Co-Chair: Joshua Jackson, Washington University in St. Louis

Both personality and social processes play an important role in physical health, but rarely are these processes examined simultaneously. This symposium showcases diverse approaches to taking social processes into account when examining how traits affect health-relevant outcomes. Together, these talks provide new insights for understanding pathways to better health.

A B S T R A C T S

BEING PERCEIVED ACCURATELY IS ASSOCIATED WITH BETTER INFLAMMATORY REGULATION IN ADOLESCENTS

Lauren J. Human1, Meanne Chan2, Anita DeLongis3, Laura Roy1, Gregory E. Miller1, Edith Chen1
1University of British Columbia, 2Northwestern University

The tendency to be perceived accurately by others is associated with better psychological adjustment, but might accuracy also have implications for physical health? In this study we begin to address this question by examining whether adolescents who are seen more accurately by their parents have better inflammatory regulation. In a two-week daily diary study of 116 parent-adolescent dyads, we examined whether parental accuracy about their adolescent’s daily demands and the positivity of their day was associated with regulation of the inflammatory response in terms of glucocorticoid (GC) sensitivity (the extent to which cortisol is able to dampen the production of inflammatory proteins) in adolescents. Adolescents who tended to be seen more accurately by their parents did indeed demonstrate greater glucocorticoid sensitivity. These results provide preliminary evidence that being accurately perceived by close others is associated with processes relevant to physical health.

RITUALS MAKE LIFE BETTER — BY ENHANCING HEALING RITUALS, AND RELIEVING GRIEF

Friday, February 14, 3:30 pm – 4:45 pm, Room 18 C/D

Chair: Kathleen Vohs, University of Minnesota

Rituals are pervasive in people’s lives worldwide but unknown to social processes. In this study, we show that rituals enhance healing rituals.Rossano’s evolutionary framework argues that rituals underly social norms.
effect found for chocolates, lemonade, and even carrots. Experiment 1 showed that ritual behaviors, compared to a no-ritual condition, made chocolate more flavorful, valuable, and led to more behavioral savoring. Experiment 2 demonstrated that random gestures do not boost consumption like ritualistic gestures do. It further showed that a delay between a ritual and the opportunity to consume heightens enjoyment, which attests to the idea that ritual behavior stimulates goal-directed action (to consume). Experiment 3 found that performing rituals oneself enhances consumption whereas watching someone else perform the same ritual does not. Last, Experiment 4 provided direct evidence of the underlying process: Rituals enhance consumption enjoyment due to the greater involvement they prompt in the experience. In short, rituals have the power to make consumption better, richer, and more compelling than otherwise.

**RITUALS ALLEVIATE GRIEVING FOR LOVED ONES, LOVERS, AND LOTTERIES**

Michael Norton¹, Francesca Gino¹

¹Harvard Business School

Three experiments explored the impact of mourning rituals—after losses of loved ones, lovers, and lotteries—on mitigating grief. Participants who were directed to reflect on past rituals or who were assigned to complete novel rituals after experiencing losses reported lower levels of grief. Increased feelings of control after rituals mediated the link between use of rituals and reduced grief after losses, and the benefits of rituals accrued not only to individuals who professed a belief in rituals’ effectiveness but also to those who did not. Although the specific rituals in which people engage after losses vary widely by culture and religion—and among our participants—our results suggest a common psychological mechanism underlying their effectiveness: regained feelings of control.

**EVIDENCE FROM THE SUPERNATURAL: REASONING ABOUT RITUAL EFFICACY**

Cristine Legare¹

¹University of Texas

Rituals pose a paradox — although widely used to treat illness and problems, rituals lack veridical causal forces. How do people evaluate the efficacy of rituals in the absence of causal information? Three studies were conducted in Brazil, where rituals called simpatias are used to treat a variety of problems ranging from asthma to infidelity. We analyzed content in existing simpatias in order to create experimental simpatias that manipulated the kinds of information that seemed to determine whether rituals were deemed effective (e.g., greater repetition, greater number of procedural steps). As predicted, the experimental simpatias with the right ‘active ingredients’ were judged by Brazilians to be efficacious. A fourth study with identical stimuli was conducted in the U.S. to assess cross-cultural generalizability. Results replicated the Brazilian samples. We conclude that the structure of rituals is a reflection of evolved lay theories of intuitive causality.

**RITUALS FORM THE BASIS OF SOCIAL NORMS**

Matthew Rossano¹

¹Southeastern Louisiana University

Social norms are agreed upon, morally significant behavioral standards that are partly responsible for sophisticated human social organization. A recent theory (Rossano, 2012, Psychological Bulletin) concluded that ritualized behaviors are cornerstones of the transmission and reinforcement of norms. Ritualized behaviors work so outstandingly well because they are attention-getting intentional gestures that unambiguously signal important information, such as normative standards. In fact, rituals are used almost immediately upon birth to draw attention to and therefore communicate which information is important, with much evidence revealing that caregivers’ interactions with newborns feature many rituals. In addition, I present a new theory of ritualized action in human evolution. This model documents how humans — but not other animals — moved from using rituals used for personal gain and self-interest (“Bring me something”) to those prompting joint perspective-taking (“I want to show you something”), thereby aiding such essential psychological processes as cooperation and theory of mind.
**Symposia Session S-E1**

**PROMOTING RESEARCH INTEGRITY: ‘BEST PRACTICES’ IN SOCIAL-PERSONALITY RESEARCH**

Saturday, February 15, 9:45 am – 11:00 am, Ballroom A

Chair: Jennifer Bosson, University of South Florida

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

Four speakers consider ‘best practices’ for maintaining research integrity in social-personality psychology, and propose changes to the way the field conducts, reports, and evaluates research. These talks address current crises in the field, and highlight improvements for strengthening our science while maintaining productivity.

**ABSTRACTS**

**ETHICAL BOUNDARIES IN RESEARCH DESIGN AND SCHOLARLY COMMUNICATION: YOU ARE NOT STAPEL**

Laura King\(^1\)

\(^1\)University of Missouri-Columbia

Recent events in the field of social psychology have understandably led to all manner of soul-searching. Some scholars have drawn links between Stapel’s outright fraud and other common practices, conflating scientific fraud with the replicability crisis. I will argue that the line between these issues is not as fuzzy as some have proposed. Moreover, suggesting that seeking to replicate an effect is tantamount to suspecting scientific fraud on the part of the original investigators is likely to produce defensiveness and have a chilling effect on replications themselves. I will suggest strategies for research design and reportage that alleviate concerns over the ethical aspects of research, weighing the value of accuracy over that of a “good story.” Changing the way we view replications (and failures to replicate) from an ethical standpoint is vital to the continuing health of the field.

**HOW TO BE RewARDED FOR STAYING CLEAN WHEN ACADEMIC STEROIDS ARE AVAILABLE (AND PERVERSIVE?)**

Brian Nosek\(^2\)

\(^2\)University of Virginia and Center for Open Science

The currency of Virginia is producing. Publishing novel, positive, and clean results maximizes the likelihood of publishing success because those are the best kind of results. There are multiple ways to produce such results: (1) be a genius, (2) be lucky, (3) be patient, or (4) employ flexible analytic and selective reporting practices to manufacture beauty. In a competitive marketplace with minimal accountability, it is hard to resist (4). But, there is a way. With results, beauty is contingent on what is known about their origin. With methodology, if it looks beautiful, it is beautiful. The only way to be rewarded for not using academic steroids is to make transparent how the results were obtained. With openness, I won’t stop aiming for beautiful papers, but when I get them, it will be clear that I earned them.

**CARROTS, STICKS, AND SAUSAGES: REVERSE ENGINEERING BEST PRACTICES (BY THE EDITOR OF A NON-EMPIRICAL JOURNAL)**

Barbara Spellman\(^3\)

\(^3\)University of Virginia School of Law

You want to publish your research in order to get a job, tenure, raises, funding, and respect. You also, I hope, want to contribute to science and to society. Lasting contributions are (rarely) made by one experiment but they can be made by one great idea – and that one idea should spawn replications, meta-analyses, and theoretical articles. Only then is the science ready to export. Try writing such an article and you will see what our current empirical house of cards currently lacks. Where are the missing studies – the ones that must have been done but aren’t reported? How can research be aggregated and evaluated when the measures, data, and details of analysis are missing? What alternative theoretical accounts are possible? You want your empirical work to be part of the big picture, to be taken seriously, and to matter outside of psychology. I’m your editor and I do, too.

**HOW CAN WE MAKE PSYCHOLOGY LESS SCIENTIFIC AND MORE SCIENTIFIC?**

Sanjay Srivastava\(^4\)

\(^4\)University of Oregon

Psychologists have recently proposed a number of innovations to make our science more rigorous, including pre-registration, direct replications, and methods to detect p-hacking. All of these innovations have great potential, but they cannot and will not be enough on their own. Instead of simply doubling down on the idea that theory-testing is the only prestigious way to do science, we need to revise and expand our ideas about what good science looks like. What are realistic expectations for single papers, and what kinds of conclusions can only be drawn programmatically? How can we more honestly and rigorously conduct and evaluate the descriptive and exploratory research that we have been doing all along (but pretending not to)? Why do we derogate exploratory experiments or pretend they don’t exist? What are the workable alternatives to hypothesis testing? And how can we bring incentives in line with needed improvements?
EVIDENCE FOR OVULATORY CYCLE SHIFTS IN WOMEN’S MATE PREFERENCES: A META-ANALYSIS
Martie Haselton1, Kelly Gildersleeve1, Melissa Fales1
1UCLA

The ovulatory shift hypothesis posits that women experience elevated sexual attraction on high- relative to low-fertility days of the cycle to characteristics that reflected genetic quality in ancestral men. Dozens of published studies have provided evidence for these “cycle shifts” and have been widely cited as demonstrating the utility of an evolutionary perspective in studying human behavior. However, recently published null findings have cast doubt on the robustness of these cycle shifts. We quantitatively evaluated support for the ovulatory shift hypothesis in a sample of 127 effects from 34 published and 13 unpublished studies. Consistent with the hypothesis, analyses revealed robust cycle shifts in women’s preferences for cues of genetic quality in short-term but not long-term partners. Funnel plots, imputation procedures, and analyses limited to studies using a continuous fertility variable indicate that these findings do not reflect publication bias or “researcher degrees of freedom” in defining cycle phases.

SPENDING ON GIRLS VERSUS BOYS IN ECONOMIC RECESSIONS
Kristina Durante1, Vlad Griskevicius2, Joseph Redden2, Andrew White3
1University of Texas at San Antonio, 2University of Minnesota, 3Arizona State University

Do people invest more resources into boys or girls? Theory in evolutionary biology suggests that investment in male versus female offspring depends on environmental conditions of resource availability. We use both historical data and experiments to test if economic conditions alter spending on boys versus girls. Consistent with predictions, poor economic conditions led people to allocate more resources to girls relative to boys. Economic recessions, for example, led people to bequeath more assets to girls rather than boys in their will, and increased people’s willingness to pay for girl versus boy toys. Additional studies revealed the psychological mechanism for this effect and showed an important boundary condition, finding that economic conditions have stronger effects on gender-biased spending as children near reproductive age. Bridging work on animal behavior, evolutionary biology, and consumer behavior, this research contributes by showing how, why, and when environmental factors influence spending on girls versus boys.

CONFRONTING INTRASEXUAL RIVALS: 2D:4D DIGIT RATIO PREDICTS BEHAVIORAL AND ENDOCRINOCLOGICAL RESPONSES TO INFIDELITY
Jon Maner1, Saul Miller2, Jacqueline Coyle1, Michael Kaschak1
1Florida State University, 2University of Kentucky, 3Stetson University

An evolutionary perspective provides critical insight into processes associated with the maintenance of long-term romantic relationships. One key challenge associated with relationship maintenance involves warding off intrasexual rivals - individuals who might encroach on one’s relationship and steal one’s partner. The current research applies an evolutionary perspective to shed light on a physiological mechanism potentially underlying confrontational responses to infidelity. Findings suggest that responses to infidelity threats in adulthood are shaped by hormonally mediated masculinization of the brain in utero. In an experimental study, 2D:4D digit ratio (widely regarded as an index of prenatal testosterone exposure) moderated behavioral and endocrinoclogical responses to infidelity threat. After an infidelity prime (but not a control prime), lower (more masculine) 2D:4D was associated with a greater tendency to approach attractive same-sex targets (introsexual rivals) and also with heightened increases in circulating testosterone, a hormone related to a variety of aggressive and confrontational behaviors.

Symposia Session S-E3
THE VIEW FROM THE TOP: HOW GROUP DOMINANCE SHAPES THE PSYCHOLOGICAL EXPERIENCE
Saturday, February 15, 9:45 am - 11:00 am, Ballroom B/C
Chair: L’Taylor Phillips, Stanford University
Co-Chair: Brian Lowery, Stanford University

Dominant group membership can subtly affect individuals’ beliefs and behaviors, with profound implications for society. Dominant group membership is associated with pro-gun attitudes; heightened moral standards by which subordinate group members are judged; reduced commitment to reciprocity norms; and increased perceptions of personal adversity, undermining support for redistributive social policies.

ABSTRACTS

OPPOSITION TO GUN CONTROL AS AN EXPRESSION OF SOCIAL DOMINANCE
Christopher M. Federico2
1University of Minnesota

In popular discourse, opposition to gun control is commonly attributed to cultural traditionalism, a libertarian aversion to government, and general conservatism. In contrast, I argue that opposition to gun control is specifically an expression of social dominance. Using nationally-representative data from the 2000, 2004, and 2008 American National Election Studies (ANES), I show that general anti-egalitarianism predicts opposition to gun control even after accounting for general conservatism, partisanship, authoritarianism, moral traditionalism, opposition to “big government,” personal gun ownership, and a raft of demographic variables; indeed, its predictive power typically exceeds that of all these variables. Using data from the 2008 ANES -- which features an oversample of non-whites -- I then show that this effect is limited to members of the dominant racial group in American society, i.e., whites. Together, these results suggest that opposition to gun control may be primarily a function of anti-egalitarianism, especially among dominant social groups.

HOW POWERFUL GROUPS RESPOND TO DISADVANTAGED GROUPS’ SUFFERING
Nyla R. Branscombe1, Ruth H. Warner2, Saulo Fernandez3
1University of Kansas, 2Saint Louis University, 3Universidad Nacional de Educación a Distancia

Dominant group members who are confronted with the unjust suffering of others experience a threat to their worldview. To avoid feeling guilt when their own group perpetrated the harm, dominant groups can minimize the severity of the suffering or engage in “competitive victimhood.” When dominant groups are not the perpetrators of the victim group’s harmful experience, meaning making of the victim’s suffering may result in disadvantaged groups being held to a higher moral standard of future conduct. By finding benefits following exposure to victims, those with a victimized history (vs. those who have not suffered in the past) are perceived to be morally obligated to help other suffering groups. For dominant group observers, belief that the world is just and that overcoming suffering can bring benefits, results in more negative judgments of disadvantaged groups who fail to live up to these elevated moral expectations.

POWER POSITION BIASES WHAT PEOPLE THINK IS JUST
Felicia Pratto1, Fouad Bou Zeineddine1
1University of Connecticut

Demographic groups disagree on what obligatory and compensatory policies they consider just. Two power game experiments tested whether power position causes such differing views of justice. Both experiments instantiated “social class” as unequal access to resources. When this was obvious, players over-compensated to correct class inequality, but did not do so when class inequality was non-obvious. Both experiments operationalized asymmetric interdependence.
between players: as control over desired commodities (Experiment 1) or as fealty (Experiment 2). Both experiments showed that power position influenced perceptions of what is fair. Experiment 1 disadvantaged players thought non-reciprocity and use of violence to obtain the desired commodity was more fair. Both positions thought that potential costs and curtailed agency were more unfair if done to them than to the other position. Experiment 2 advantaged players thought their obligations to disadvantaged players were more unfair. Discussion elaborates the complex relations among power, justice, equality, and reciprocity.

A HARD-KNOCK LIFE? PERCEIVING HARDSHIPS IN RESPONSE TO PRIVILEGE
L. Taylor Phillips1, Brian S. Lowery1
1Stanford University
People are motivated to take credit for their life successes and outcomes. But what if one’s outcomes and successes are chalked up to privilege or unearned advantage, for instance due to race or class? Such information is aversive, undermining individuals’ sense of personal merit and thus eliciting a self-enhancing reaction. Claiming personal hardships, however, can help restore that sense of personal merit, even while accepting the existence of group-level privileges.

Our results show that dominant group members (Whites, upper class), when informed about their group’s privileged status, claim more personal life hardships compared to those in the control condition. Importantly, self-affirmation eliminates this effect, demonstrating how self-concerns play a role in dominant group members’ understanding of their group status, and how that dominance extends to them personally. Further, we show that increased claims of personal hardships in turn decrease support for redistributive policies—policies that may help reduce group inequality.

Symposia Session S-E4
MINDSETS MATTER: THE POWER OF BELIEFS FOR EVERYDAY LIFE
Saturday, February 15, 9:45 am - 11:00 am, Room 17
Chair: Jeni Burnette, University of Richmond
Co-Chair: Crystal Hoyt, University of Richmond
This symposium presents four cutting-edge perspectives on the power of personal beliefs to influence significant life outcomes for the self and others across a range of applied contexts. Integrating diverse theories, the symposium outlines how beliefs impact gender-biased employment decisions, the politics of religious conflicts, eating behavior and academic achievement.

ABSTRACTS

POLITICAL IDEOLOGIES: IMPLICATIONS FOR EMPLOYMENT-RELATED GENDER BIAS
Crystal Hoyt1
1University of Richmond
This research examined the role of political ideology and salient traditional female gender roles in employment-related gender bias. We tested the prediction that conservatives would show an anti-female candidate bias and liberals would show a pro-female bias when the traditional female gender role is salient across three studies. In Study 1, 126 participants evaluated a job applicant with the traditional female gender role activated or not. Under gender role salience, conservatives evaluated the female candidate negatively and liberals evaluated her positively. Study 2 (89 participants) replicated this effect and showed that this ideology-based bias does not occur when the non-traditional female gender role is salient and these effects are not driven by differing perceptions regarding the applicant’s qualifications. Finally, Study 3 (159 participants) replicated the ideology-based evaluation bias for female candidates and demonstrated that this bias is mediated by liberals’ and conservatives’ attitudes toward the roles of women in society.

RELIGIOUS BELIEFS: COMPARING REPRODUCTIVE RELIGIOsITY THEORY AND RELIGIOUS PROSOCIALITY THEORY
Mike McCullough1, Liana Hone1, Evan Carter1, Eric Pedersen1, Nathan DeWall2
1University of Miami, 2University of Kentucky
Understanding the functions of avowals of religious beliefs in modern society can have important implications for religion and politics. Reproductive Religiosity Theory (RRT) posits that the primary function is to enforce reproductive interests—specifically, to coerce others into adopting a restrictive sociosexual orientation. Religious Prosociality Theory (RPT), in contrast, posits that the chief function of these avowals is to encourage honesty and generosity. Here we describe several studies we have conducted to arbitrate between these two theories. In a correlational study, we found that self-reported religious belief was more strongly related to avowals of strict sexual morality than to avowals of strict cooperative morality. In an experiment, we found that an experimental manipulation that required participants to express their religious beliefs increased their subsequent avowals of strict sexual morality to a greater extent than their avowals of strict prosocial morality. Implications for understanding religious conflict and its politics are discussed.

LAY THEORIES OF WEIGHT AND EATING BEHAVIORS: CAN AN INCREMENTAL BELIEF INDUCE SOCIAL IDENTITY THREAT?
Jeni Burnette1, Lisa Auster-Gussman2
1University of Richmond, 2University of Minnesota
Although recent work suggests that incremental theories are beneficial for self-regulation in the weight domain, the current findings suggest this may not be the case for those who experience weight stigma. More specifically, across three studies, we present evidence that believing body-weight is changeable (incremental theory), rather than fixed (entity theory), reduces calorie consumption, unless you are obese, in which case such beliefs increase consumption. Study 1 illustrates this main effect and interaction on a self-report assessment of calorie intake in a sample of dieting adults. Study 2 replicates these effects on a menu selection outcome (i.e., calories ordered). Study 3 provides causal evidence for the effect of theories of weight on calories consumed in a taste test. We discuss how an incremental, relative to an entity theory, may trigger greater concerns about weight stigma and such apprehensions may deplete self-regulatory resources needed to control eating.

A BRIEF MULTI-DIMENSIONAL SOCIAL-BelongING INTERVENTION REDUCES THE GENDER ACHIEVEMENT GAP IN SCIENCE
Lauren Aguilar1, Greg Walton1, Patricia Burchat1, Chaya Nanavati1
1Stanford University
Beliefs about belonging in school powerfully impact achievement. In science, women may question whether they are valued and respected by peers. We tested two interventions designed to bolster women’s sense of belonging and improve peer interactions in a large introductory physics course (N=588), a gateway to STEM majors. Intervention-1, randomized to individuals early in the term, gave students a positive narrative for interpreting adverse experiences in science (Walton & Cohen, 2011). Intervention-2, randomized by section, restructured group work to promote equal participation and peer-to-peer collaboration. Intervention-1 reduced the gender achievement gap in exam performance — men outperformed women in the control condition, but no gender differences emerged in the intervention condition. The effect was strongest for women in restructured sections at the midterm exam. Longitudinal reports of motivation, engagement, and peer interactions are examined. The results imply that changing beliefs about belonging and peer experiences may reduce gender inequality in science.
Symposia Session S-E6
CURRENT DIRECTIONS IN THE STUDY OF CHARACTER: THE FOUR W QUESTIONS (WHAT, WHEN, WHY AND WHERE)
Saturday, February 15, 9:45 am – 11:00 am
Chair: David Gallardo-Pujol, University of Barcelona
Co-Chair: Taya Cohen, Carnegie Mellon - Tepper School of Business
The existence of moral character traits has been historically challenged. In this symposium, we seek to understand what character is, its development, whether it is consistent or not and what are its implications in applied settings by means of four innovative approaches.

A B S T R A C T S
ARE YOU A MORAL PERSON? EXAMINING THE SUBSTANCE, STABILITY, AND OUTCOMES OF EXPLICIT MORAL SELF-VIEWS TO GAIN INSIGHT INTO CHARACTER
Erik E. Noffle1
1 Willamette University
Classic work on moral development was focused on information-processing: how people responded to moral dilemmas was diagnostic of the moral person. Recently, the reinvigoration of a long-neglected personality approach regards morality more broadly as related to character (Hill & Roberts, 2010). Although useful frameworks exist for identifying and classifying traits that represent good character (character strengths, Big-Five subcomponents), the current work examines morality at the broadest, most explicit level. The current study tracked 237 participants, in the formative period of emerging adulthood, longitudinally across their first two college years. Several questions about moral development were pursued: Do people see themselves as typically behaving morally? Do those views change over time? Are moral self-views fatally biased or can they predict people’s character traits and important outcomes? Results suggest moral self-views capture some character traits but not all, and predict life goals, moral concerns, integrity, and adjustment in revealing ways.

UNDER PRESSURE TO OBEY AND CONFORM: THE ROLE OF CHARACTER IN A VIRTUAL REPRISE OF MILGRAM’S EXPERIMENT
David Gallardo-Pujol1
1 University of Barcelona
Character has been often conceptualized as a blend of virtues, traits and dispositions that arise in extreme situations. Social Psychology classical paradigms, such as Milgram’s experiment, provide excellent situations in which we might test this assertion. However, obvious ethical limitations prevent us to replicate Milgram’s experiment in the original form. In this talk we present a virtual reality reprise of Milgram’s paradigm based on Slater et al. (2006). We investigated the role of diverse individual differences -genetics, personality, intelligence, values and goals- with regard to their influence on immoral behavior in this paradigm in a sample drawn form the general population of Barcelona (N=80). Our results show that participants’ behavior can be explained, up to 30% of the variance by intelligence and agreeableness. For the very first time, a comprehensive assessment of individual differences has been conducted in relation to Milgram’s paradigm. Hence, the power of the situation becomes certainly challenged.

THE LANGUAGE OF CHARACTER: LINGUISTIC MARKERS OF NATURALLY OBSERVED VIRTUOUS DAILY BEHAVIOR
Matthias R. Mehl1, Kathryn Bollich2, John M. Doris3, Simine Vazire2
1 University of Arizona, 2 Washington University in St. Louis
This study sought to bring together the (re-)emerging fields of moral character research and research on linguistic markers of psychological processes. In three studies (total N=190), we measured daily virtuous behavior (e.g., empathy, affection, gratitude) unobtrusively, ecologically and observationally using the Electronically Activated Recorder (EAR), a small digital audio-recorder that periodically samples snippets of ambient sounds from people’s everyday lives. We further measured participants’ natural language use via a computerized text analysis of verbatim transcripts of the recorded snippets of their moment-to-moment conversations (using Linguistic Inquiry and Word Count). A common “Character” factor underlying the assessed virtuous behaviors showed interesting correlates with linguistic markers of emotional and social processes as well as with theoretically meaningful thematic content categories. These findings suggest that moral character can be characterized by the words people spontaneously use in their everyday social interactions.

Symposia Session S-E7
IDENTITY CONFLICTS: CATEGORIES, CAUSES, CONSEQUENCES, AND SOLUTIONS
Saturday, February 15, 9:45 am – 11:00 am
Chair: Alexander Browman, Northwestern University
Co-Chair: Mesmin Destin, Northwestern University
This symposium delineates two categories of identity conflicts: “identity-context conflicts” (when stigmatized/underrepresented social identities are perceived to be devalued in important settings) and “inter-identity conflicts” (when one identity’s attributes conflict with those of other identities). Speakers focus on emerging causes and real-world consequences of each, and propose empirically-supported solutions.

A B S T R A C T S
ORGANIZATIONAL LAY THEORIES OF INTELLIGENCE MODERATE IDENTITY-CONTEXT CONFLICTS FOR WOMEN AND RACIAL MINORITIES
Katherine T. U. Emerson1, Mary C. Murphy2
1 Indiana University
The cues hypothesis, a central tenet of social identity threat theory, proposes that situational cues signal which groups belong and are valued in a setting, impacting psychological and performance outcomes for stigmatized group members. We propose that by emphasizing either innate genius/talent (entity beliefs) or growth/effort (incremental beliefs), an organization’s lay theory of intelligence can act as such a cue, moderating identity-context conflicts among individuals whose social groups are negatively stereotyped in the organization’s domain. Indeed, women—but not men—exposed to entity (vs. incremental) companies reported expecting to be negatively stereotyped by company management (Study 1). Furthermore, Blacks...
Multiculturalism (having several cultural identities) is a growing social phenomenon that has received considerable attention in psychology in the last decade. However, the impact multiculturalism has on adjustment has remained empirically unclear until recently. This presentation reviews research showing that acculturating individuals who embrace biculturalism organize their cultural orientations in the same way, and that differences in the degree of cultural blendedness (vs. compartmentalization) and harmony (vs. conflict) experienced by biculturals are linked to both positive and negative outcomes. Implications for understanding the intersectionality of other types of identities will also be discussed.
Society for Personality and Social Psychology – 2014 Annual Meeting

**Symposium Session E**

**Saturday, February 15, 9:45 am – 11:00 am**

**Society for Personality and Social Psychology – 2014 Annual Meeting**

**Saturday, February 15, 9:45 am – 11:00 am**

**RECOGNITION OF MULTIPLE EXPRESSIONS**

**ABSTRACTS**

**THE NON-VERBAL EXPRESSION OF POSITIVE EMOTIONS: A NEURAL PERSPECTIVE**

**Brent Hughes**

**1Stanford University**

People are often motivated to see themselves and certain other people in an overly flattering light, yet motivational influences have been relatively absent from neural models of social cognition. I will present a series of studies that demonstrate the dynamic influence of positivity motivation on perception and evaluation of self, close others, and in-group members. We find that positivity motivation biases how we selectively encode desirable and undesirable information as well as exerts an automatic influence on our evaluations and behavior. Specifically, positivity motivation particularly engages frontal lobe regions (e.g., ventral anterior cingulate) to discriminate between desirable and undesirable attributes when encoding information. Moreover, a different set of regions (e.g., orbitofrontal cortex) is modulated by the degree to which we see the self and others in an overly flattering light. The findings provide novel traction for fleshing out neural and psychological models of motivated social cognition.

**Symposia Session S-E8**

**THE NON-VERBAL EXPRESSION OF POSITIVE EMOTIONS: VARIATIONS AND SOCIAL IMPLICATIONS**

**Saturday, February 15, 9:45 am – 11:00 am, Room 18 A/B**

**Chair: Michelle Shiota, Arizona State University**

Non-verbal expressions of positive emotion play a profound role in our social interactions. Talks in this symposium ask whether people recognize a variety of distinct positive emotion expressions in the face, body, and voice, and examine subtle implications of positive emotion expressions for social inference and behavior.

**ABSTRACTS**

**THE FACE(S) OF POSITIVE EMOTION: CROSS-CULTURAL RECOGNITION OF MULTIPLE EXPRESSIONS**

**Alexander F. Danvers**

**1Michelle Lani Shiota**

**1Arizona State University**

Although growing body of work suggests the existence of several positive emotions, research on the extent of differentiation in their facial and postural expression is limited. We assessed recognition of seven distinct facial/postural expressions of positive emotion by MTurk participants from two cultures: the U.S. and India. Participants read about a prototypical eliciting situation for each emotion, and chose one of seven posed facial expressions (or “none of the above”) as most appropriate for the scenario. Results indicated high levels of recognition in both cultures for displays of pride, amusement, and nurturant and attachment love. Target consentment, anticipatory enthusiasm, and awe expressions were selected for their scenarios at lower frequencies, or inconsistently across cultures. Findings suggest that positive emotions primarily serving social/relationship functions can be identified through similar cues across cultures. Expressions of positive emotions serving resource- or information-focused functions may be more variable and/or identified less readily.

**NON-VERBAL VOCALIZATIONS OF POSITIVE EMOTIONS: ASSESSING UNIVERSALITY AND INNATENESS**

**Disa Sauter**

**1University of Amsterdam**

Groans of pleasure, whoops of triumph, sighs of relief, and mirthful laughter – nonverbal vocalizations can communicate a range of positive emotional states. Examining vocal expressions, I ask whether these positive states fulfill two criteria of “basic emotions”: universality and innateness of expression. Study 1 tested universality in a cross-cultural comparison of British and Namibian listeners’ interpretations of vocalizations using a forced-choice task (n=109). As a test of innateness, Study 2 examined the vocalizations of congenitally deaf individuals, since those born deaf have had no opportunity for auditory learning. Naïve listeners (n=25) classified vocalizations produced by both hearing and deaf individuals. Taken together, the results from these studies support the notion that mirth and relief may be basic, by demonstrating universality and innateness of their vocal signals. In contrast, non-verbal vocalizations of seminal pleasure and triumph showed considerable plasticity, being shaped to a greater extent by modality- and culture-specific learning.

**THE IRREPRESSIBLE POWER OF PRIDE DISPLAYS**

**Jessica L. Tracy**

**Azim F. Shariff**

**Jason P. Martens**

**1University of British Columbia, 2University of Oregon**

Pride is associated with a distinct, cross-culturally recognized nonverbal display, suggesting that this positive emotion may serve a communicative function. We present evidence from eight studies indicating that pride is integrally involved in the communication of high status, and that individuals respond to pride displays with adaptive status-relevant inferences and social behavior. Findings support four conclusions: (1) individuals across cultures reliably display pride in response to the status-relevant situation of success; (2) observers across diverse cultures respond to pride displays by implicitly granting the display high status; (3) pride-based status inferences occur, and influence decision-making, even when observers are confronted with contradictory contextual information; and (4) observers use status information gleaned from pride displays to guide social learning, showing a behavioral bias toward learning from those who display pride. Together, these findings suggest that the pride expression evolved to influence and help navigate hierarchy-based social dynamics.

**ANGRY LESBIANS AND HAPPY GAYS: EMOTIONAL EXPRESSION INFLUENCES THE PERCEPTION OF SEXUAL ORIENTATION**

**Gabrielle Filip-Crawford**

**Andrew E. White**

**Virginia S.Y. Kwan**

**1Arizona State University**

“Gaydar” is a popular term describing ability to detect others’ sexual orientation, often based on gender atypical cues. Previous research has examined stable, gendered cues that influence inferences about homosexuality. In the current investigation, two studies asked whether people displaying a gender atypical emotion expression - the Duchenne smile in males and anger expression in females - are more likely to be perceived as homosexual than when they display a neutral or gender-typical expression. Study 1 (n=89) demonstrated that “happy” men and “angry” women were significantly more likely to be perceived as gay (F[2,87] = 15.62, p < .001). Study 2 (n=94) replicated this effect (F[2,92] = 16.80, p < .001) and found that it was mediated by perceived masculinity-femininity. The present findings demonstrate
how fleeting, transient emotional displays can affect perceptions of sexual orientation. As such, our findings can be applied across many social contexts.

Symposia Session S-E9
AUTOMATIC ETHICS: EXPLORING THE RELATIONSHIP BETWEEN COGNITIVE RESOURCES AND PROSOCIAL BEHAVIOR
Saturday, February 15, 9:45 am – 11:00 am, Room 18 C/D
Chair: Peter Meindl, University of Southern California
Co-Chair: Jesse Graham, University of Southern California
Is prosocial behavior best achieved via cognitive resources and deliberative thinking, or by quick and automatic responses? Recent research supports both views. In this symposium we explore both possibilities and offer empirical resolutions to current discrepancies in the literature.

ABSTRACTS
ASK A BUSY PERSON: ATTENTIONAL MYOPIA AND HELPING
Matthew Wallaert¹, Andrew Ward², Traci Mann³
¹Microsoft, ²Swarthmore College, ³University of Minnesota
How prosocially do people behave when they are busy? The traditional view is that people are less helpful when they are under cognitive load. We tested a version of this proposition in two studies. Study 1 exposed participants to a helping request in which cues promoting the relevant behavior were made more salient than those inhibiting it. Study 2 featured a request in which inhibiting cues were made more salient than cues promoting the behavior. In both studies, participants who were “busied” by high cognitive load showed more influence of the dominant behavioral pressure than did participants under minimal load. The results suggest that busy people can respond more to a helping appeal, but only when cues facilitating help are more salient than those discouraging it.

ALtruism takes Time
Peter Meindl¹, Kate Johnson¹, Erica Beall¹, Jesse Graham¹
¹University of Southern California
If you want people to act prosocially, should you give them more or less time to decide what to do? Some research suggests that the more people think before they decide how to act, the more likely it is that they will act prosocially. Other research suggests the opposite is true: the more time people take to decide how to act, the less prosocially they behave. The results of the present nine studies help reconcile these conflicting lines of research. Our findings indicate that the current discrepancy in the literature may stem from two distinct types of prosocial behavior - altruistically-driven (e.g., giving with no chance of reward) and more egoistically-driven (e.g., cooperation that could also benefit the self). When prosocial behavior is altruistically motivated, prosociality is increased as a function of greater decision-time, but in situations in which prosociality is influenced by egoistic motives, increased decision-time reduces prosocial behavior.

HABITS OF VIRTUE: CREATING NORMS OF COOPERATION AND DEFECTION IN THE LABORATORY
David Rand¹
¹Yale University
Why do we often cooperate with strangers, more likely to punish selfishness, and more generally trusting. Furthermore, we show that this effect is driven by subjects who use heuristics. Our findings provide direct evidence that strategies from repeated interactions spill over into one-shot settings, and shed light on the origins of cooperative intuitions.

Subjects from environments that support cooperation are more prosocial with strangers, more likely to punish selfishness, and more generally trusting. Furthermore, we show that this effect is driven by subjects who use heuristics. Our findings provide direct evidence that strategies from repeated interactions spill over into one-shot settings, and shed light on the origins of cooperative intuitions.

THE SLUGGARD AND THE STALWART: A NEW, RELATIONAL LOOK AT SELF-CONTROL AND INTIMATE PARTNER VIOLENCE
Nathan DeWall¹
¹University of Kentucky
Why do people harm the ones they love the most? Growing evidence suggests that self-control buffers people from intimate partner violence. But this work ignores the importance of how relational self-control - individual self-control in relation to a partner’s self-control - influences intimate partner violence. Extending the I-cubed theory of intimate partner violence (Finkel, DeWall, Slotter, McNulty, Pond, & Atkins, 2012), two daily diary longitudinal studies showed that people whose self-control was lower than their romantic partner’s behaved most aggressively. These effects occurred at high levels of trait physical aggressiveness and provocation, and remained significant after controlling for individual and partner level self-control. The findings redefine self-control by focusing on how the difference between individual and partner levels constitutes a unique predictor of intimate partner violence.

Symposia Session S-E10
WORKING MEMORY CAPACITY IN SOCIAL PSYCHOLOGY: NEW DIRECTIONS
Saturday, February 15, 9:45 am – 11:00 am, Room 19
Chair: Dominik Mischkowski, The Ohio State University
Co-Chair: Jennifer Crocker, The Ohio State University
Though working memory capacity (WMC) explains important affective, cognitive, and social outcomes, its potential as a core construct in personality and social psychological research remains largely unexplored. This symposium documents how WMC can foster our understanding of basic social psychological phenomena, such as stereotype threat, social exclusion, and aggression.

ABSTRACTS
WORKING MEMORY CAPACITY AS A MEDIATING VARIABLE
Randall W. Engle¹
¹Georgia Institute of Technology
Working memory capacity (WMC) has the qualities of a trait, with identifiable brain structures, neurotransmitters, and genetic factors associated with individual differences in WMC. This trait is associated with performance on a huge array of real world tasks from complex learning to mind wandering to the prevention of intrusive thought. WMC can also be thought of as a state variable in that many conditions can lead to a reduction in trait WMC. Some examples are sleep deprivation, drugs, and stereotype threat. I argue for a model in which WMC at the construct level is a mediating variable for many different tasks in which control of attention is important. I will present new data supporting the fractionation of WMC into separable functions including attention control, capacity of primary memory, and ability to retrieve information from secondary memory.

UNCOVERING THE ROLE OF SPECIFIC EXECUTIVE FUNCTIONS IN STEREOTYPE THREAT OUTCOMES FOR WOMEN
Katie J. Van Loo¹, Robert J. Rydell¹, Kathryn L. Boucher¹
¹Indiana University
Stereotype threat research shows that reminding women of negative gender-based math stereotypes underperform on subsequent math problems. Models of stereotype threat assert that threat reduces working memory capacity, thereby accounting for its negative effects. This work provides a more detailed understanding of the
cognitive processes through which stereotype threat leads women to underperform at math and to take risks, by examining which basic executive functions underly working memory capacity (inhibition, shifting, and updating) account for these outcomes. We found that women under threat showed reduced inhibition, updating, and math performance and increased risk-taking compared to women in a control condition (or men); however, only updating accounted for women’s poor math performance under threat (Experiments 1 and 2), whereas only inhibition accounted for the effect of threat on risk-taking (Experiment 2). These findings suggest that distinct executive functions can account for different stereotype threat-related outcomes.

WORKING MEMORY CAPACITY EXPLAINS THE EFFECTS OF SOCIAL EXCLUSION ON REDUCED COGNITIVE AND SOCIAL FUNCTIONING
Dominik Mislichowski1, Jennifer Crocker2
1The Ohio State University

Social exclusion impairs intellectual and social functioning, for reasons that are not well understood. We propose that reduced working memory capacity (WMC) explains effects of social exclusion on important cognitive and social behaviors, specifically intellectual performance and prosocial behavior. We tested this process hypothesis in three experiments. In Experiment 1, social exclusion reduced intellectual performance on the General Mental Abilities Test. In Experiments 2 and 3, social exclusion reduced prosocial behavior, operationalized as writing a support letter to another person in either social or physical distress. In all experiments, social exclusion reduced WMC. Bootstrapping tests indicated that social exclusion indirectly affects intellectual performance and prosocial behavior towards a person in social or physical distress through reduced WMC, indicating that the empathic response to both types of distress relies on similar working memory mechanisms. These findings suggest that WMC is a core variable in explaining the effects of social exclusion.

WORKING MEMORY CAPACITY INFLUENCES AGGRESSION AND ATTENTIONAL BIASES TOWARD VIOLENT STIMULI
Thomas F. Denson1
1University of New South Wales

Good working memory capacity (WMC) allows individuals to exert control over attention and impulses. Three laboratory studies showed that WMC moderated the influence of individual differences in anger proclivity on aggressive behavior and attentional biases. Study 1 found that high WMC can help high anger people overcome the urge to aggressively retaliate in response to an insult. Moreover, relative to a placebo, when people with low WMC consumed a glucose beverage (which can improve WMC), they responded to the insult with identical levels of aggression as people with high WMC. Study 2 found that high WMC can help those high in angerlessness overcome the bias to attend toward violent images. In Study 3, we experimentally reduced WMC via alcohol intoxication and reversed the effects found in Study 2. Together, these results suggest that high WMC can assist anger-prone individuals in controlling aggressive behavior, possibly via effective attentional control.

Symposia Session S-E11
APPROACHES TO ANTHROPOMORPHISM AND ITS SOCIAL AND MORAL CONSEQUENCES
Saturday, February 15, 9:45 am – 11:00 am, Room 6
Chair: Hyunjin Song, Arizona State University
Co-Chair: Virginia Kwan, Arizona State University

This symposium presents four approaches to anthropomorphism and its important consequences: (a) the effects of illness metaphor on cancer perception and management, (b) the impact of Haeckel’s embryo drawing on attitudes toward abortion, (c) the intuitive mind-body dualism and anthropomorphism, and (d) the link between mind-body dualism and anthropomorphism.

ABSTRACTS

UNINTENDED CONSEQUENCES OF “WAR ON CANCER”
Virginia S. Y. Kwan1, Robert M. Adelson1, Kathryn Johnson1, Athena Aktilis2, Carlo Maley2, Steven L. Neuberg2
1Arizona State University, 2University of California-San Francisco

The “War on Cancer” has been the dominant framing for cancer treatment. Despite the ubiquity of this metaphor, little is known about its unintended consequences for cancer management decisions. We propose that many of these consequences are problematic— that framing cancer as a foreign enemy may lead people to conceptualize cancerous tumors as homogenous and discrete, and motivated an outside enemy to destroy one’s body. In a series of studies, we showed that priming cancer as an invading enemy led people to (a) rate the cancerous cells as more homogenous than non-cancerous cells in stark contrast to the genetic reality that cancerous cells are more diverse than non-cancerous cells, (b) increase preferences for immediate, aggressive eradication of the cancer, and (c) facilitate biases towards riskier treatment options. By improving our understanding of cancer metaphors, this research raises awareness of the impact of cancer metaphor on medical and health decisions.

TOO CREATURELY TO BE ALIVE: HUMAN-ANIMAL SIMILARITY IN EMBRYOS ATTENUATES ANTI-ABORTION ATTITUDE AMONG RELIGIOUS INDIVIDUALS
Hyunjin Song1
1Arizona State University

The belief about ‘personhood of embryos’ underlies the anti-abortion attitudes among many religious traditions. The present research examines how evolutionary evidence of human-animal similarities in embryos influences humanness perception of embryos and attitudes toward abortion among religious vs. non-religious individuals. Specifically, participants were presented with the mammal parts of Haeckel’s embryo drawing that accentuates similarities between human embryos and embryos of other mammals. Religious individuals became more liberal about abortion when they encountered the drawing: They (a) started seeing humans in embryos at later stages (b) felt less strongly against aborting embryos, and (c) more willing to consider aborting embryos even at later stages. The drawing did not affect non-religious individuals’ attitudes toward abortion. The roles of uncanny valley and mind-body dualism in anthropomorphism will be discussed.

WE ARE INTENT-DETECTORS
Susan T. Fiske1, Daniel L. Ames1
1Princeton University

People are quick to spot intent, for better or worse. People spot intent even in animals and corporations, along the same dimensions as we do for individual people. Apparently, some entities aim to be helpful and some harmful; some seem competent to act on those intentions, and some seem not. Several studies of apparently Human Brands support these claims. Perceiving intent has critical downstream consequences. When harms seem intentional, they seem worse, even when they are not, whether for people, corporations, or animals. Several studies show this intent-magnifying-harm effect persists, despite incentives to be accurate, and for emotional as well as financial harm. Our motives to detect intent over-ride more balanced approaches, but they may be adaptive, nonetheless.

OF LIMPING HAMSTERS AND EVIL DOPPELGÄNGERS: WHY ADULTS ARE INTUITIVE MIND-BODY DUALISTS
Matthias Forstmann1, Pascal Burgmer1
1University of Cologne

One necessary requirement for the ability to attribute conscious thought and intentions to nonhuman entities is a belief in mind-body dualism, that is, that minds and bodies are two separable entities. Past research suggests that such beliefs are a natural by-product of the development of cognitive processes that enable us to take other people’s perspectives and infer their mental states. Thus, it was argued...
that people are “natural-born dualists” and only use later acquired knowledge about the physical origins of the mind to correct for this intuition. Derived from recent work in developmental psychology, we establish a new measure of mind-body dualism and show in four studies (a) that dualism is still prevalent among adults, and (b) that adults are indeed by default intuitive mind-body dualists: taxing participants’ cognitive resources needed to correct their intuitions or priming them with an intuitive (vs. analytical) thinking style both increased dualistic beliefs.

**Symposia Session F**

**Saturday, February 15, 11:15 am – 12:30 pm**

**Symposia Session S-F1**

**DATA BLITZ**

**Saturday, February 15, 11:15 am – 12:30 pm, Ballroom D**

Chair: Simine Vazire, Washington University, St. Louis

Co-Chair: Nathan DeWall, University of Kentucky

**ABSTRACTS**

**ATTACHMENT COREGULATION: A LONGITUDINAL INVESTIGATION OF THE COORDINATION IN ROMANTIC PARTNERS’ ATTACHMENT STYLES**

Nathan W. Hudson1, R. Chris Fraley1, Claudia Choe Brumbaugh2, Amanda M. Vicary3

1University of Illinois at Urbana-Champaign, 2Queens College, 3Illinois Wesleyan University

A longitudinal study of 172 romantic couples was used to investigate the coregulation, or coordination, of changes in attachment security between partners. Participants provided self-reports of their attachment security in 4 relationship domains (mother, father, best friend, romantic partner) up to 5 times over the course of 1 year. Data were analyzed using structural equation models that allowed estimation of baseline attachment similarities between partners, correlated changes in partners’ attachment styles, and partners’ direct prospective effects on each other’s attachment security. Results supported coregulation processes, as individuals experienced positively correlated changes in attachment security with their partners above and beyond their baseline similarities to each other. Furthermore, changes in security with respect to the romantic relationship were associated with changes in security with respect to each partner’s other close relationships. This suggests that attachment changes in one relational domain may tend to propagate forward to impact other relationship domains.

**PROCESSES OF SELF-ESTEEM DEVELOPMENT IN EMERGING ADULTHOOD IN THE CONTEXT OF INTERNATIONAL MOBILITY**

Roos Hutteman1, Steffen Nestler2, Jenny Wagner2, Boris Egloff3, Mitja D. Back1

1University of Muenster, 2Humboldt-University of Berlin, 3Johannes Gutenberg University Mainz

We investigated the micro-processes underlying self-esteem development, by examining whether state changes in self-esteem underlie the development of trait self-esteem. We investigated a sample of 700 German high school students participating in an exchange year, who provided 3 waves of trait self-esteem data as well as 10 monthly state measures of self-esteem. In addition, a control group who stayed in Germany (N = 700) provided two waves of trait self-esteem data. Results showed a steeper mean-level increase and a lower rank-order stability of trait self-esteem in exchange students compared to the control group. Trait changes in exchange students were mediated by state changes during their exchange. Moreover, these trait changes in self-esteem could be explained by the dynamic interplay between state changes in self-esteem and social adaption. In sum, our findings emphasize the importance of incorporating a micro-analytical approach when investigating self-esteem development and its underlying processes.

**SACRED VALUES IN THE ISRAELI-PALESTINIAN CONFLICT**

Hammad Sheikh1, Jeremy Ginges2

1City University of New York, 2New School for Social Research

Conflicts over sacred values may be particularly difficult to resolve. Because sacred values are non-fungible with material values, standard attempts to negotiate, such as offering material incentives to compromise, often backfire, increasing moral outrage and support for violent action. We present two experimental studies with Palestinians in the West Bank and Gaza demonstrating three other ways sacred values may make conflict more intractable, focusing on what we call devoted actors, people who regard issues central to the Israeli-Palestine conflict as sacred values. We show that devoted actors (1) were less amenable to social influence, (2) perceived conflict-related events in the past as well as expected events in the future to be temporally closer, and (3) were blind to individual opportunities to escape the conflict. These results suggest that sacred values may affect decision making in a number of ways, which combined, contribute to common defense and continuation of conflict.

**I’M GAME: THE COSTS AND BENEFITS OF COMMUNAL MOTIVATION IN THE SEXUAL DOMAIN**

Amy Muise1, Emily A. Impett2

1University of Toronto Mississauga

Romantic partners will inevitably experience conflicting interests in their relationship, and the sexual domain is no exception. It is crucial to understand how partners navigate situations in which their sexual interests differ and the implications for relationship happiness. When is it beneficial to focus on meeting a partner’s sexual needs? In two daily experience studies of long-term couples we draw on theories of communal motivation to demonstrate that people who are motivated to meet their partner’s sexual needs (those high in sexual communal strength) and their partners experienced relationship benefits. In contrast, those who are exclusively focused on their partner’s needs as opposed to their own (those high in unmitigated sexual communion) don’t reap these benefits and even incurred relationship costs. The findings suggest that being motivated to meet a partner’s sexual needs is associated with positive outcomes, but only when people don’t ignore their own desires in the process.

**SHAMED INTO TAKING A DRINK? SHAME DISPLAYS PREDICT LIKELIHOOD OF RELAPSE AMONG RECOVERING ALCOHOLICS**

Daniel Randles1, Jessica L. Tracy1

1University of British Columbia

Public shaming has long been thought to promote positive behavioral change. However, studies suggest that shame may be a detrimental response to problematic behavior because it motivates hiding, escape, and general avoidance of the problem. Using a longitudinal design, we tested whether shame about one’s past addictive drinking (measured via nonverbal displays and self-report) predicts future drinking behaviors and changes in health among newly recovering alcoholics. Results showed that nonverbal behavioral displays of shame, expressed while discussing past drinking, strongly predicted (a) the tendency to relapse 4 months later, (b) the severity of that relapse, and (c) declines in physical and mental health. All results held controlling for a range of potential confounders (e.g., alcohol dependence, health, personality). These findings suggest that shame about one’s problematic past may increase, rather than decrease, future occurrences of problem behaviors.
“FIGHT THE POWER” VS. “I HAVE A DREAM”: IMPLICIT POWER MODULATES HOW AFRICAN AMERICANS COMMUNICATE ABOUT RACIAL INJUSTICE
Ruth Dittmann1, Valerie Purdie-Vaughns2, John Dovidio3
1WZB Social Research Center Berlin, 2Columbia University, 3Yale University
Implicit motives play an important role in intergroup communication. Four studies demonstrate that African Americans with a high implicit power motive (nPow) are more likely than those with a low implicit power motive to influence Whites when discussing controversial topics. First, we show in an experiment that high but not low nPow African-American participants express more affiliation motivation in a letter to a White peer when racial injustice is salient than when it is not salient (e.g., emphasizing common interests, building a relationship). Similarly, we show in an archival analysis that President Obama (a high nPow president; Winter, 2011) uses more affiliation motivation when speaking to Whites versus Black audiences about racial injustice and inequality. Second, we show in two experiments that White individuals and audiences are receptive to expressions of affiliation motivation in intergroup communication about controversial topics, especially when racial injustice and inequality are salient.

TEENS’ POSITIONS WITHIN THEIR ONLINE SOCIAL NETWORKS PREDICTS NEURAL RESPONSES TO SOCIAL FEEDBACK
Matthew O’Donnell1, Joe Bayer2, Chris Cascio3, Emily Falk1
1University of Michigan
The degree to which you are an information broker in your online social network (OSN) is related to your neural activity when receiving social feedback. We collected ego-networks from 54 adolescent male Facebook users and measured their betweenness centrality (extent to which they serve to connect the groups of friends in their network). Controlling for network size (number of friends), this measure predicts neural activity in regions associated with perspective taking (DMPFC) during an fMRI social influence task in which they rate and receive feedback about peer opinions of mobile game applications. These results link the neural bases of social influence and social network phenomena, suggesting novel interpretations for what it means to be connected and to be a connector online. Beyond these structural features of OSNs, we collected participants’ Facebook usage through status updates, photo-tagging, likes, and comments to relate network structure and usage to the social psychology of influence.

HALO FACTOR IN PERSONALITY RATINGS IS NOT RELATED TO WELL-BEING
Ivana Anusic1, Richard E. Lucas1, M. Brent Donnellan2
1Michigan State University
Past work has suggested that a single factor can explain much covariance among the Big Five personality traits. Some researchers have proposed that this reflects a higher-order personality factor that is related to important outcomes such as well-being. However, there is evidence that the single factor reflects evaluative biases (i.e., halo). We used data from multiple informants and found support for the halo model. Replicating past research, we found that halo from self-ratings of personality was not related to halo from informant ratings. We used data from multiple informants and found support for the halo model. Replicating past research, we found that halo from self-ratings of personality was not related to halo from informant ratings. Moreover, the halo factor was not related to well-being indicators (life satisfaction, affect, self-esteem) across different informants.

THE NEXT GENERATION OF PSYCHOLOGICAL DATA COLLECTION: SOCIAL NETWORKS AND MOBILE SENSING
Benjamin Sage Crosier1, Gregory Webster2
1University of Florida
Facilitated by technological advances, the social psychological laboratory has expanded from college campus into the real world. Online social network data sources such as Facebook, Twitter, and Instagram have increased sample sizes into the millions. Mobile devices now accompany many people through every moment of their daily lives, potentially serving as behavioral recorders. Custom hardware and software solutions are now being designed to collect rich behavioral data in social situations. We provide an overview of these cutting-edge approaches through our ongoing projects, including web-based data-mining tools for collecting qualitatively rich relational data (social networks), open-source mobile-sensing platforms that allow many cellphones to become behavioral databanks, radio-frequency identification (RFID) technology for collecting high-resolution social network data, and Google Glass, which offers an unprecedented avenue for information delivery and collection. We discuss how each of these new data collection techniques has the potential to transform personality and social psychological methods and theory.

TRUST, CLOSINESS, AND CONFLICT IN INTERGROUP FRIENDSHIPS
Hilary B. Bergslieker1, J. Nicole Shelton2, Deborah Son Holonen3, Jan M. Alegría4
1University of Waterloo, 2Princeton University, 3The Ohio State University
Friendship, the most potent form of intergroup contact, requires trust to withstand conflicts. Three dyadic studies assess trust and conflict in same- and cross-race friendships. In Study 1, Whites and Blacks reported trusting a cross-race friend less than a same-race friend, a gap mediated by closeness. One year later, higher trust predicted fewer friend betrayals and greater closeness to the cross-race friend’s group. In Study 2, cross-race roommates who experienced a conflict reported larger, longer-lasting trust gaps than their same-race counterparts. In Study 3, dyads completed closeness-inducing (Fast Friends) or control tasks prior to simulated cooperation or defection in the prisoner’s dilemma. After a betrayal, Black participants reported less trust and more anger at Whites (vs. Blacks) in the control-task condition, whereas this race-based trust gap disappeared in the Fast Friends condition. These studies highlight the fragility of intergroup trust and suggest that closeness can facilitate its establishment and recovery.

REACHING OUT TO OTHERS IN THE CONTEXT OF DAILY INTERPERSONAL EXPERIENCES AND SELF
Shannon T. Mejía1, Karen Hooker2
1Oregon State University
Examinining relationship processes in the context of self and daily experiences provides insight into how the self-system may guide distinct regulatory strategies in daily life. Using data from the Personal Understanding of Life and Social Experiences (PULSE) project, this study links regulation to self by examining variation in relationship processes across independent and interdependent possible self (PS) representations. Each day, for 100 days, 99 older adults (M Age = 62.3) reported contact and satisfaction with their closest social partner (CSP) (partnered = 73) and four peripheral social partners (PSP). Multilevel analysis found that among those with interdependent PS (N = 77), days with satisfying CSP interactions were associated with less PSP contact on that day. Among those who were partnered, interdependence decreased the likelihood of contacting PSP on days with no CSP contact. The findings justify further investigation into the variation of interpersonal processes across independent and interdependent self-conceptions.

HEALTH BEHAVIOR REACTIVITY AND WELL-BEING: DO RELATIONSHIPS BETWEEN WEEKLY STRESSORS, EXERCISE, AND DRINKING LINK TO SUBSEQUENT OUTCOMES?
Laurie M. Jacobs1, Cynthia D. Mohr1, Robert R. Sinclair2
1Portland State University, 2Clemson University
When coping with stressors, individuals may demonstrate health behavior reactivity, e.g., increases or decreases in behaviors such as exercise or drinking. These changes might be coping-motivated or failures of self-regulation; their cumulative effects could be a mechanism through which stressors impact well-being. We examined reactivity in a sample of registered nurses (N=137) who completed 12 weekly Internet diaries and a follow-up survey. Each participant’s relationship (slope) between work stressors and behavior was calculated via multilevel modeling; follow-up health/well-being outcomes were regressed on those individual slopes. We found that those who exercised more days per week than usual when encountering greater stressors than usual subsequently had lower depression scores and higher satisfaction with life than those whose exercise was the same or decreased in such weeks. Increased drinking...
in weeks of greater stressors was associated with subsequent lower perceived health. Results suggest a relationship between health behavior reactivity and later outcomes.

**Symposia Session S-F3**

**BEING THERE WHEN IT COUNTS: CHRONIC AND SITUATIONAL INFLUENCES ON RESPONSIVE BEHAVIOR IN CLOSE RELATIONSHIPS**

Saturday, February 15, 11:15 am – 12:30 pm, Ballroom A

Chair: Denise Marigold, Renison University College at University of Waterloo

Being a responsive relationship partner means attending to and responding supportively to partners’ needs, concerns, and goals, which is essential for fostering relationship well-being. This symposium explores factors that influence people’s responsiveness to close others, and examines the discrepancy between the provider’s and recipient’s perceptions of responsive behavior.

**ABSTRACTS**

**WHEN NEGATIVITY IS THE NORM: PARTNER RESPONSIVENESS TO NEGATIVE DISCLOSURES FROM CHRONICALLY NEGATIVE PEOPLE**

Amanda L. Forest¹, David R. Kille², Joanne V. Wood²

¹University of Pittsburgh, ²University of Waterloo

Responsive behavior requires understanding a partner’s emotional state (Reis & Shaver, 1988). Employing shifting standards logic, we reasoned that people interpret a partner’s negative disclosures in light of the partner’s typical level of negative expressivity (i.e., negativity baseline). For example, a complaint will be taken more seriously when it comes from a typically sunny person than from a chronic whiner. Study 1 provided correlational evidence that people who frequently (vs. seldom) express negative emotion believe that their partners underestimate the severity of their negative emotions and behave unresponsively toward them. In Study 2, experimentally manipulating a listener’s beliefs about a discloser’s negativity baseline affected the listener’s perceptions of discloser distress and anticipated responsiveness. Study 3 linked a discloser’s negativity baseline to a partner’s behavioral responsiveness to a specific negative disclosure. These findings demonstrate the importance of a discloser’s negativity baseline in shaping emotion interpretation and responsiveness in close relationships.

**WHY SUPPORT PROVIDERS MAY NOT BEHAVE RESPONSIVELY TOWARDS LOW SELF-ESTEEM FRIENDS**

Denise Marigold¹, Justin V. Cavallo², John G. Holmes³

¹Renison University College at University of Waterloo, ²Wilfrid Laurier University, ³University of Waterloo

Well-intentioned social support can fail to relieve, or even exacerbate, the recipient’s distress if the recipient does not perceive it to be responsive to his/her needs (Maisel & Gable, 2009). How do providers feel when they are not successful at delivering responsive support? In this research we examine the providers’ reactions as well as the recipients. We predicted that when people relate a personal failure, what support they experience as responsive depends on their own self-esteem (Study 1). In Study 2 we showed providers have some knowledge of how support strategies are differentially perceived by LSE or HSE friends. In Study 3 we show that providers do not follow through on that knowledge, and can behave non-responsively. LSES’ reactions to non-responsive support lead providers to feel worse about themselves and about their friendship. Possible reasons why the gap exists between providers’ knowledge and practice of responsive support strategies are discussed.

**PREDICTORS OF THE PURSUIT AND SUPPORT OF CHALLENGING LIFE OPPORTUNITIES**

Brooke Feeney¹, Meredith Van Vleet¹, Jennifer Tomlinson¹, Brittany Jakubia³

¹Carnegie Mellon University

Making the decision to engage in or forego challenging life opportunities is a common experience for many individuals. This study investigated the idea that these decision points (and the subsequent embracing of challenging opportunities) are influenced by close relationships. Participants were 167 married couples, one member of which was given an opportunity to compete in a challenging speech task for a chance to win a prize. The potential benefit of the prize to the partner was experimentally manipulated (either the prize would benefit only the recipient or would benefit both couple members). Each couple was unobtrusively videotaped for 5 minutes as the recipient made a decision, later coded by independent observers. Results indicated that the recipient’s decision to embrace the opportunity was influenced by the quality of support enacted by the spouse, and that the spouse’s support behavior was influenced by the spouse’s chronic and experimentally-manipulated motivations for providing support.

**PERCEIVING RESPONSIVENESS THROUGH THE FILTER OF PERSON AND SITUATIONAL FACTORS**

Thery Prok¹, Courtney L. Gosnell¹, Claire Chisholm¹, Shelly L. Gable¹

¹University of California, Santa Barbara

Perceptions that a partner is understanding, validating, and caring (responsiveness) are based not only the behavior of the partner but also on the situation and on factors residing within the perceiver. Dating couples (N = 98) were videotaped taking turns discussing important personal goals. Disclosers rated their perceptions of partners’ responsiveness and observers later coded their responsive behaviors. Results showed that general feelings of worth interacted with partners’ observed behaviors to predict perceived responsiveness. For example, those high in self-esteem perceived high responsiveness when their partners’ behavior was coded as responsive and perceived low responsiveness when their partners’ behavior was coded as less responsive. In contrast, those low in self-esteem perceived moderate responsiveness from their partners regardless of the partner’s actual behavior. This perceived responsiveness predicted partners’ goal support six months later, which in turn was linked to goal progress. Implications of person and situational factors on perceived responsiveness are discussed.

**Symposia Session S-F3**

**ARE CONSERVATIVES REALLY FROM MARS AND LIBERALS FROM VENUS? THE PSYCHOLOGICAL PROCESSES UNDERLYING INDIVIDUAL DIFFERENCES IN MORALITY AND IDEOLOGY.**

Saturday, February 15, 11:15 am – 12:30 pm, Room 17

Chair: Jeremy Frimer, University of Winnipeg

Co-Chair: Linda Skitka, University of Illinois, Chicago

Ideological clashes over gun control, abortion, and foreign wars give the impression that, morally speaking, conservatives are from Mars and liberals are from Venus. Relying on personality, motivational, and cognitive approaches, this symposium investigates the basic processes underlying ideological moral conflicts. The result is a surprising amount of common ground.
ABSTRACTS

DO CONSERVATIVES REALLY MORALIZE OBEDIENCE TO AUTHORITY?
Jeramy A. Frimer1, Jennifer C. Wright2, Danielle Gaucher2
1University of Winnipeg, 2College of Charleston

Liberals often morally support individuals who challenge authorities. Conservatives often support individuals who obey orders. We suggest that this ideological difference is primarily the product of a general bias to favor like-minded authorities. Studies 1-3 use personality judgments, scales, and vignettes to show that conservatives appear to have a moral affinity for obedience to authorities, and liberals a moral affinity for disobedience. Study 4-5 experimentally tested the source of the disagreement: moral sentiments about (a) obedience, or (b) the authority demanding obedience. The political association of the authority was the stronger driver of the disagreement. When the authority is liberal, liberals—not conservatives—moralize obedience. Study 6 finds that people perceive authorities, by default, to be conservative. Most of the political disagreement about obedience to authority is sourced to a generic bias to favor authorities that share one’s own beliefs, along with a perception that authorities are conservative.

ABSTRACTS

CROSS SITUATIONAL (IN)CONSISTENCY IN LIBERALS’ AND CONSERVATIVES’ MORAL WORLDVIEWS
Daniel Wisneski1, Paul Conway2, Linda J. Skitka1
1University of Illinois, Chicago, 2University of Western Ontario

Research testing Moral Foundations Theory finds that liberal morality depends on the two individuating foundations whereas conservatives’ morality depends equally on individuating and binding foundations. These differences are assumed to underlie the ideological divide in modern politics. We tested whether this pattern is contextually stable or variable. In two studies, we found that liberals’ sense of morality varied across the domains of politics (e.g., abortion attitudes) and everyday life (e.g., illegally parking in a handicap space), whereas conservatives’ sense of morality is relatively stable across these domains. The individuating moral foundations predicted Liberals’ moral judgments about politics, whereas the binding foundations predicted their moral judgments in the domain of everyday life. Conservatives’ moral judgments were predicted by all five moral foundations, regardless of domain, but were most strongly predicted by the binding foundations. Implications will be discussed.

ABSTRACTS

MORAL CONTEXT MATTERS: WHEN LIBERALS AND CONSERVATIVES DIFFER (AND DON’T)
Ronnie Janoff-Bulman1, Nate C. Carnes1
1University of Massachusetts - Amherst

In our model of political ideology, liberalism and conservatism are respectively based in approach and avoidance motivation. These differences are reflected in preferences for distinct (prescriptive versus proscriptive) moral regulatory systems, suggesting strong liberal-conservative differences in morality. However, we have found that the relationship between the two moral regulatory systems differs by context, and thus we would expect the magnitude of liberal-conservative differences to also depend largely on context. Data from three studies (two large surveys and one lab study) demonstrate that context matters, for there are minimal liberal-conservative differences in the individual (moderation, industriousness) and interpersonal (not harming, helping/fairness) moral domains, where prescriptive and proscriptive moralities are positively correlated. In contrast, large differences exist in the collective/group domain (social order and social justice), where the two moral regulatory orientations are negatively correlated. Explanations for these distinct patterns and their implications for politics and national elections will be addressed.

ABSTRACTS

DESCRIPTION DIFFERENCES, COMMON COGNITION: A UNIVERSAL DYADIC MORAL TEMPLATE
Kurt Gray1, Chelsea Schein2
1University of North Carolina, Chapel Hill

Building off classic work on the cognitive structure of concepts, we suggest that—despite descriptive differences—morality can be unified by a single cognitive template. This template is dyadic, involving the causal combination of two perceived minds—an intentional moral agent and a suffering moral patient. Three studies test for the top-down influence of this template on moral judgment. Specifically, studies assess the idea of dyadic completion, whether isolated moral agents (i.e., wrongdoers) are psychologically linked to perceived moral patients (i.e., victims). To provide the most conservative test, dyadic completion is evaluated using implicit paradigms (e.g., lexical decision tasks) for the objectively victimless violations of purity and loyalty. Studies reveal that, across the political spectrum, all wrongs are tied to perceived victimhood, and this cannot be accounted for by affective congruence. A dyadic template suggests that cultural differences in moral judgments may not reflect distinct cognitive processes.

Symposia Session S-F4

DESIRES, BEHAVIOURS AND GOAL PURSUIT: INSIGHTS INTO SELF-REGULATION FROM EXPERIENCE SAMPLING RESEARCH
Saturday, February 15, 11:15 am – 12:30 pm, Ballroom B/C
Chair: Marina Milyavskaya, University of Toronto

This symposium showcases research which uses experience sampling methodology to provide new insights into how goal pursuit is influenced by in-the-moment desires and behaviors. Four talks address mindfulness, goal motivation, neural predictors, and interpersonal behaviors, looking at their relation with everyday self-regulation and long-term goal pursuit.

ABSTRACTS

HOW MINDFULNESS SHAPES SELF-REGULATORY PROCESSES IN EVERYDAY LIFE
Malte Friese1, Wilhelm Hofmann2
1Saarland University, 2University of Chicago

Mindfulness has been associated with improved executive functioning and self-regulation in laboratory tasks. The current study investigated the effects of mindfulness on self-regulatory processes in everyday life using experience sampling methodology. Individuals high in state mindfulness were more accepting of their desires (experienced less conflict between current desires and personal goals). Consequently, in general, individuals exerted less self-control and enacted their desires more often when they were more as compared to less mindful. However, when a conflict between a desire and personal goals was experienced, state mindful individuals where better in controlling the desire and enacted the desire less than less mindful individuals. Having acted on a desire, mindful individuals experienced less regret, less guilt and were happier with their enacting the desire than individuals in a less mindful state. These data give a nuanced picture of how mindfulness shapes self-regulatory processes in everyday life and contributes to psychological well-being.

FEELING CONFLICTED: EXPERIENCES OF CONFLICT AND DEPLETION IN AUTONOMOUS AND CONTROLLED GOALS.
Marina Milyavskaya1, Richard Koestner2
1University of Toronto, 2McGill University

Although research has shown that autonomous goals are more likely to be achieved than goals set for external reasons, little is known about the day-to-day process of self-regulation for such goals. The current study investigates how people’s in-the-moment desires conflict with autonomous and controlled goals and the impact of this conflict on
long-term goal pursuit. Experience sampling (along with nightly diaries) was used as part of a semester-long study of students’ goal pursuit. At the start of the semester, participants (N=159) reported on their relative autonomy for four goals and later in the semester completed the week-long experience sampling protocol where they reported on their current desires, how these conflict with their four goals, and their levels of ego-depletion. Within-person analyses showed that people experience fewer conflicting desires with their autonomous goals. Experiencing conflicting desires leads to greater depletion, negatively impacting end-of-semester goal progress.

**NEURAL PREDICTORS OF GIVING IN TO TEMPTATION IN DAILY LIFE**

Richard B. Lopez1, Wilhelm Hofmann1, Dylan D. Wagner1, William Kelley1, Todd F. Heatherton1

1Dartmouth College, 2The University of Chicago Booth School of Business

The ability to successfully control desires, whether for food, sex, or drugs, enables people to successfully function within society. Self-control can be viewed as a balance between the strength of impulses and desires and the capacity to control them. Here we demonstrate that everyday eating desires and behavior are predicted by neural markers of these countervailing forces. Using a novel approach combining functional neuroimaging and subsequent experience sampling, we show that food cue-related activity in the nucleus accumbens predicts the strength of food desires their enactment, whereas activity in the inferior frontal gyrus modulates resistance to food desires during daily life. These findings help bridge the gap between task-based neural activity typically studied in laboratory environments and important real world health behaviors.

**BEHAVIORAL SELF-REGULATION: CONSEQUENCES OF INTERPERSONAL BEHAVIORAL VARIABILITY FOR THE COMPLETION OF INDIVIDUAL AND RELATIONSHIP GOALS**

Lance Rappaport1, Debbie S. Moskwitz1, David C. Zuroff1

1McGill University

Interpersonal spin, dispersion in behavior over events, is an indicator of lack of control over social behavior. We evaluated whether this form of dysregulation of interpersonal behavior is predictive of the ability to complete goals shared with others (relationship-specific goals) to a greater extent than interpersonal spin impairs the completion of individuals’ goals for themselves (individual-specific goals). Participants (N = 215) identified 6 goals (3 individual, 3 shared with romantic partner) before completing a 20 day event-contingent recording (ECR) procedure. ECR data was used to measure spin, which was computed for all events (SPIN) and over events with the romantic partner (SPINR). Participants rated completion of each goal following ECR and after 6-months.

Over 6 months, SPIN and SPINR were associated with impaired completion of individual-specific goals. SPINR was also associated with impaired completion of relationship-specific goals. Absence of behavioral control in interpersonal relationships impairs goal completion within that relationship.

**Symposia Session S-F5**

**NOT “JUST A STORY”: THE SOCIAL CONSEQUENCES OF NARRATIVE INFORMATION**

**Saturday, February 15, 11:15 am – 12:30 pm, Room 9**

Chair: Jenna Clark, University of North Carolina, Chapel Hill

Co-Chair: Melanie Green, University of North Carolina - Chapel Hill

Stories shape social life. This symposium brings together multiple perspectives to illuminate the ways in which narratives affect perceptions of individuals and social groups. Four lines of research highlight the social consequences of narrative information ranging from the interpersonal (person perception; moral behavior) to the group level (prejudice; political ideology).

**ABSTRACTS**

**NARRATIVE WARMTH AND QUANTITATIVE COMPETENCE: PERSUASIVE MESSAGE TYPE AND PERCEPTION OF THE SOURCE.**

Jenna Leigh Clark1, Melanie Green1, Joseph J. P. Simons2

1University of North Carolina, Chapel Hill, 2Agency for Science, Technology and Research, Singapore

Research on the persuasive use of narrative versus statistical information has typically focused on attitude change outcomes. However, the type of evidence used in a persuasive argument may also have implications for perceptions of the argument’s source. Personal judgments relevant in impression formation, such as warmth and competence, may be influenced by the type of evidence that a source uses to support an argument. In two experiments, participants read a vignette in which one person gave either narrative or statistical advice (persuasive arguments) to an acquaintance. In line with predictions, narrative arguments led to greater perceptions of source warmth and statistical arguments led to greater perceptions of source competence. These results suggest that the evidence types chosen for everyday persuasive communications can have long-ranging consequences for interpersonal interaction via person perception. As such, these findings highlight an understudied consequence of persuasive communication: message effects on impressions of the source.

**HELPING HEROES, HURTING VILLAINS: HOW ENGAGEMENT WITH INTERACTIVE NARRATIVES AFFECTS CHILDREN’S ALTRUISM**

Thalia Goldstein1, Paul Bloom2

1Yale University, 2Yale University

Preschool children spend much of their free time engaged with narratives, such as storybooks or television. Although children typically have a clear idea of what is real and what is not, occasionally children will bring information from an imaginary world into a real one, particularly if they are asked to interact with the story. We investigated whether children (age 3-5 years) would vary their level of “real world” altruism dependent on their interaction with morally positive or negative fictional narratives. Children read story books in which they either helped or hurt the protagonist. Then, they played a simple dictator game. Results showed that children were more altruistic after they had helped a hero protagonist or hurt a villain protagonist (a positive action) than when they hurt the hero or helped the villain (a negative action). Children take their interactions with narratives and turn them into “real world” altruistic actions.

**EXTENDED CONTACT THROUGH FILM: REDUCING PREJUDICE AGAINST GAY MEN**

Cindy Organ1, Andreana Kenrick1, Elizabeth Levy Paluck1

1Princeton University

Film provides narratives through which people’s understanding of the world and beliefs about social processes might be shaped. We tested whether people could experience extended contact with a stigmatized ingroup member ‘a gay male’ through felt friendship with an ingroup film character. In Study 1, heterosexual male undergraduates viewed the same film scene of a heterosexual male interacting with his gay male friend. Treatment participants believed that a film database had matched them to the heterosexual male character as someone they would be friends with in real life. In addition to feeling more commonality with the matched, heterosexual male character, treatment participants reported significantly more liking of his gay friend and more positive attitudes toward gay men in general. In Study 2, we replicated and extended these findings using an online population of men. The most improvement in attitudes occurred for men with initially neutral stances on gay marriage.

**THE INFLUENCE OF FICTION ON BROADER SOCIAL PHENOMENA**

Raymond Mar1, Karina Fong1, Justin Mullin1, Cherie Werhun2

1York University, 2University of Toronto

How does fiction influence broader social phenomena such as stereotypes and global social beliefs? Lifetime exposure to narrative fiction predicts our ability to accurately infer what other people are
thinking and feeling. But how does what we read influence how others see us? Participants (N = 216) rated minimal targets described as preferring various reading behaviors on various social and intellectual dimensions. Although readers were evaluated more negatively than non-readers for various social dimensions, interesting differences emerged once genre preference was taken into account. A separate study builds on a recent paper which found that exposure to media partially mediates the association between trait personality and liberal political beliefs (Xu et al., in press). In a separate sample (N = 328) we examined these liberal beliefs in a more detailed fashion, discovering that lifetime exposure to narrative fiction predicts more liberal beliefs toward gender roles, controlling for various demographic variables.

Symposia Session S-F6
MOTIVATION, MINDSET, AND THE FOSTERING OF POSITIVE INTERRACIAL CONTACT EXPERIENCES AND OUTCOMES
Saturday, February 15, 11:15 am – 12:30 pm, Ballroom G
Chair: Dorainne Levy, Northwestern University
Co-Chair: Jennifer Richeson, Northwestern University

Interracial contact is often stressful and anxiety provoking for both Whites and ethnic minority group members despite its long-term benefits. The papers in this symposium investigate the benefits of intergroup contact and the role of motivational mindsets in facilitating intergroup contact and engendering its positive outcomes.

ABSTRACTS
THE ROLE OF LEARNING AND PERFORMANCE-ORIENTED SOCIAL GOALS ON INTERRACIAL COOPERATION
Allissa J. Mrazek1, Daniel C. Molden1, Jennifer A. Richeson1
Northwestern University

Interracial interactions can be a distressing precursor to conflict. Hence, identifying strategies to foster positive relationships between outgroup members is an important endeavor. Our research demonstrates that social goal orientation can play a significant role in the outcomes of interpersonal interactions. Specifically, a learning orientation that focuses on gaining knowledge about another person, in contrast to a performance orientation that focuses on being judged positively, can lead to improved relational outcomes. Racial majority members (White Americans) engaged in a ten minute dialogue with either another majority member or a racial minority (Black American) and then played the Zurich Prosocial Game (ZPG) to measure their subsequent cooperation toward their dialogue partner. As compared to individuals primed with a performance orientation, we found that those primed with a learning orientation were willing to benevolently help outgroup members even when it was at a high cost to oneself.

MOTIVATIONAL MINDSETS IN INTERGROUP INTERACTION: THE ROLE OF PERCEIVED ANXIETY IN CONTACT AVOIDANCE
Adam R. Pearson1, Tessa V. West2, Chadly Stern2

Intergroup interactions are often anxiety-provoking, which can lead members of majority and minority groups to avoid contact. We show that the mere belief that an interaction partner is anxious can undermine interest in intergroup contact, even when the anxiety can be attributed to an irrelevant source. Cross-race (but not same-race) perceivers who learned that an interaction partner’s anxiety could be attributed to an upcoming evaluation (Study 1) or a stimulant (Study 2) over-estimated their partner’s discomfort, exhibited less self-disclosure, and expressed less interest in continuing an interaction than perceivers who were given no source information, consistent with a persistent appraisal of anxiety as signaling avoidance in intergroup interactions. Nevertheless, an implementation intention that paired perceived anxiety with an approach motivation led to more positive attributions of cross-race targets (Study 3). Implications of an appraisal framework for cultivating positive effects of anxiety in intergroup interaction are discussed.

FOSTERING POSITIVE INTERRACIAL INTERACTIONS: THE ROLE OF REGULATORY FOCUS
Dorainne J. Levy1, Jennifer A. Richeson1, Daniel C. Molden1
Northwestern University

Interracial interactions can often be uncomfortable and stressful for both Whites and ethnic minorities. For instance, interracial interactions often negatively impact cognitive functioning and lead to negative experiences such as increased feelings of inauthenticity. The present research examines the effect of regulatory focus on White and ethnic minority participants’ interaction experiences. Specifically, ethnic minority and White participants came into the lab and each participant was primed with either a prevention or promotion-focused mindset prior to engaging in a ten-minute interracial interaction. Participants then completed measures of cognitive depletion and affect. Finally, participants completed self-report outcome measures that assessed their interaction experiences. In general, our findings suggest that for Whites a promotion focus motivational orientation yields more positive experiences than a prevention focus motivational orientation. However, for ethnic minorities, a prevention focus motivational orientation results in more positive outcomes than a promotion focus motivational orientation.

BEYOND PREJUDICE REDUCTION: CONSEQUENCES OF INTERGROUP CONTACT
Natalie J. Shook1, Patricia D. Hopkins1
West Virginia University

The “contact hypothesis” posits that increased interaction between members of different groups leads to prejudice reduction. However, intergroup contact may impact broader interpersonal beliefs. The goal of the present research was to test the effect of intergroup contact on global belief systems and local social perceptions. Participants were first-year undergraduate students, living in the university residence halls, who were randomly assigned to either a same-race or interracial roommate relationship. Participants completed study measures during the first and last few weeks of their first semester at college. In general, students in interracial rooms exhibited a reduction in social dominance orientation over time, whereas those in same-race rooms did not exhibit any change in levels of social dominance orientation. In addition, students in interracial rooms, particularly minority students, reported a stronger sense of belonging at university than students in same-race rooms. These findings have implications for future intergroup interactions and academic outcomes.

Symposia Session S-F7
CONTROL, AUTOMATISM AND THE SOCIAL BRAIN
Saturday, February 15, 11:15 am – 12:30 pm, Ballroom E/F
Chair: Kevin Ochsner, Columbia University
Co-Chair: Meghan Meyer, University of California, Los Angeles

Social psychological theory often describes behaviors in terms of automatic and controlled processes. This symposium highlights recent social cognitive neuroscience findings that collectively indicate that social psychological theory may benefit from a deeper unpacking of automaticity and control, and how these relate to social behavior.

ABSTRACTS
MORE THAN ONE POOL OF RESOURCES: LARGE-SCALE NEUROCOGNITIVE NETWORKS DIFFERENTIALLY INTERACT TO SUPPORT SOCIAL AND COGNITIVE CONTROLLED PROCESSING
Matthew D. Lieberman1, Meghan Meyer2
1University of California, Los Angeles

A guiding assumption in social cognition research is that there is one pool of controlled processing resources (e.g., Gilbert, 1988). Our goal was to test this assumption from a neurocognitive perspective. During fMRI scanning, participants completed a classic form of controlled processing: working memory (the momentary maintenance/manipulation of information). Importantly, we manipulated whether...
participants engaged in social working memory (judging friends’ traits; SWM) or cognitive working memory (alphabetizing friends’ names; CWM). SWM and CWM did share activation in a lateral frontoparietal network previously associated with working memory. However, a medial frontoparietal network associated with social cognition selectively increased during SWM and decreased during CWM. Moreover, the two networks positively related to one another during SWM, but negatively related to one another during CWM. Thus, social and non-social controlled processing may not share one pool of resources, but rather differentially affect how large-scale neurocognitive networks interact to support controlled processing.

**MAKING SOCIAL JUDGMENTS INVOLVES MULTIPLE DISTINCT KINDS OF CONTROL PROCESSES**

Ajay Satpute1, Leor Hackel2, Lisa Feldman Barrett1  
1Northeastern University, 2New York University  

How do people make social judgments? Diverse branches of social psychology often address this question by using dual-process models wherein unified control processes are considered to divert, inhibit, or otherwise overcome biases from automatic processes. In this talk, we suggest that control involves at least two distinct, even competitive, processes: selection – choosing what is most goal-relevant among retrieved options, and controlled retrieval – generating more options than are retrieved spontaneously. In a trait judgment task, greater demands placed on selection or controlled retrieval increased reaction times and error rates – prototypical behavioral hallmarks of control. However, processes were dissociated at the neural level: selection correlated with greater activity in the dorsomedial prefrontal cortex whereas controlled retrieval correlated with greater activity in the ventrolateral prefrontal cortex. These results suggest that control involves a variety of processes that cooperate or interfere among each other in the act of making a social judgment.

**THE ROLE OF CONTROL IN UNDERSTANDING AND LEARNING ABOUT OTHERS’ EMOTIONS**

Kevin Ochsner1, Seth Kallman1, Daphna Shohamy1, Jamil Zaki2  
1Columbia University, 2Stanford University  

Emotion perception is often portrayed as a bottom-up ability where one simply recognizes the meaning of emotion cues. To the extent that control comes into play, it is only to correct one’s initial impression. But first impressions often are ambiguous, as when targets send conflicting signals about their emotions (e.g., a neutral face when describing a sad event). Here, perceivers experience a social cognitive conflict between alternative interpretations of a target’s emotions. And for targets we encounter frequently, we must learn to resolve these conflicts more effectively. In two studies we show that resolving such conflicts depends on prefrontal control systems that bias judgments towards relying on systems representing the meanings of different emotion cues. Learning how different people send different emotion signals engages striatal systems associated with habit learning. These data suggest that top-down, relatively controlled, and bottom-up, relatively automatic, processes often work together during emotion perception.

**CAN WE INVESTIGATE AUTOMATICITY IN SOCIAL COGNITIVE NEUROSCIENCE?**

Robert Spunt1  
1California Institute of Technology  

Although automaticity has historically been a central focus of social cognition research, it has received scant attention in the social cognitive neurosciences. I will sketch a conceptual and methodological framework for investigating automaticity using neuroimaging techniques. The framework assumes that specific social cognitive processes can be mapped to the operation of specific brain systems. Hence, investigating the operating characteristics of these brain systems permits inferences about the automaticity of the specific social cognitive processes. The framework also follows Bargh (1989,1994) in framing automaticity as a construct of multiple orthogonal dimensions including awareness, efficiency, intention, and control. Aspects of the framework will be presented using work of my own and others investigating social causal attribution. Taken together, this approach has power to provide much-needed insight on the nature of automaticity in social cognition.

**Symposia Session S-F8**

**POSITIVE AFFECT AND HEALTH: EMERGING EVIDENCE FROM CELLS TO BEHAVIOR**

Saturday, February 15, 11:15 am – 12:30 pm, Room 18 A/B  
Chair: Nancy Sin, University of California, San Francisco  
Co-Chair: Judith Moskowitz, University of California, San Francisco  

Using observational, experimental, and intervention methodologies, we present cutting-edge research on the link between positive affect and physical health. Our findings demonstrate that positive affect protects against cellular aging, cardiometabolic risk, and pain, and interventions to cultivate positive affect are effective among individuals experiencing health-related stress.

**ABSTRACTS**

**HAPPINESS AND TELOMERE LENGTH AMONG PATIENTS WITH CORONARY HEART DISEASE: PROSPECTIVE FINDINGS FROM THE HEART AND SOUL STUDY**

Nancy L. Sin1, Judith T. Moskowitz1, Elissa S. Eipel1, Jane Lin1, Elizabeth H. Blackburn1, Mary A. Whooley2  
1University of California, San Francisco, 2University of California, San Francisco; Veterans Affairs Medical Center, San Francisco  

Shortened telomere length, a marker of cellular aging, is a risk factor for cardiovascular morbidity and mortality. Negative psychological states (e.g., depression and stress) have been linked to shorter telomeres, but little is known about the possible protective effects of positive states on telomere length. We sought to evaluate longitudinal associations between happiness and telomere length among patients with coronary heart disease. Leukocyte telomere mean length was measured at baseline (N = 951) and five years later (N = 607). Participants were asked how often they felt happy during the past week. At baseline, each category increase in happiness was associated with a 41-base pair increase in mean telomere length, controlling for demographics and comorbidities including major depressive disorder. Happiness did not predict 5-year change in telomere length (i.e., differences in telomere length remained stable over time). These findings suggest that happiness may be a protective factor against telomere shortness.

**SUBJECTIVE WELL-BEING’S PROSPECTIVE ASSOCIATION WITH CARDIOMETABOLIC RISK IN THE MIDLIFE IN THE UNITED STATES STUDY**

Julia K. Boehm1, Ying Chen2, Laura D. Kubzansky2  
1Chapman University, 2Harvard School of Public Health  

Individuals with greater subjective well-being (i.e., life satisfaction and positive emotions) have a reduced risk for heart disease, but limited research has examined subjective well-being’s association with risk factors that precede heart disease (e.g., high blood pressure). We investigated whether life satisfaction and positive emotions were prospectively associated with cardiometabolic risk. Initially healthy men and women from the Midlife in the United States study self-reported their subjective well-being. A cardiometabolic risk score was constructed based on eight biomarkers (blood pressure, lipids, glycylated hemoglobin, waist circumference, and C-reactive protein) measured 9-10 years later. Regression analyses showed that life satisfaction and positive emotions were prospectively associated with an 18-30% reduced probability of experiencing cardiometabolic risk. The association remained after controlling for covariates such as age, demographic characteristics and depressive symptoms. These findings are consistent with past research regarding heart disease and indicate that subjective well-being is associated with pre-disease cardiovascular functioning.
THE INFLUENCE OF SMILING ON NEEDLE INJECTION PAIN
Sarah D. Pressman1, Tara L. Kraft2, Katie Au cott3
1University of California, Irvine, 2University of Kansas, 3University of Michigan

Experimentally manipulated smiling has been shown to have both psychological and physical benefits, with particular advantages shown for the Duchenne smile. We hypothesized that benefits might also be found in the context of a realistic stressor: needle injection (i.e., sharm vaccination). 182 undergraduates were randomized to condition: Neutral, Standard smile, or Duchenne smile. Participants were told a cover story and then were taught to hold chopsticks in their mouths in the correct expression. Following a 1-minute practice, participants rated anticipated pain of the needle. Next, participants received the injection while holding the expression, followed by rating their experience of injection pain. ANOVA results revealed that smiling participants reported lower pain anticipation and lower experienced pain following the shot, with the Duchenne group showing the greatest benefits. These results indicate a simple intervention to reduce the experience of pain during unpleasant vaccinations.

EFFECTS OF A POSITIVE AFFECT SKILLS INTERVENTION FOR PEOPLE COPING WITH SIGNIFICANT HEALTH-RELATED STRESS
Judith T. Moskowitz1, Laura Saslow2, Michael Cohn1
1University of California San Francisco, Osher Center for Integrative Medicine

We have developed a 5-week, multi-component intervention aimed at increasing positive affect and tailored the intervention for adults coping with a variety of health-related and other types of life stress, including type 2 diabetes, HIV, methamphetamine addiction, dementia caregiving, and work stress. A meta-analysis indicates that across these studies, the intervention increases positive affect relative to control participants. From baseline to one-month follow-up, we found a significant increase in overall positive affect and in the frequency of the individual positive affects of contentment, happiness, gratitude, hope, awe, and pride. Amusement, interest, and love did not change significantly. We will discuss the process of tailoring the intervention including adaptation for group, telemedicine, and online delivery. Next steps in this program of research include larger randomized controlled trials optimizing content and delivery method to maximize and sustain the impact on positive affect and reduce the deleterious health effects of stress.

Symposia Session S-F9
THE SOCIALITY OF SUSTAINABILITY: HOW (AND WHEN) GROUPS IMPACT ENVIRONMENTAL COGNITION AND BEHAVIOR
Saturday, February 15, 11:15 am – 12:30 pm, Room 18 C/D
Chair: Adam Pearson, Pomona College
Co-Chair: Jonathon Schuldt, Cornell University

With sustainability increasingly understood as a fundamentally social challenge, illuminating both individual and social forces that hinder and promote sustainable policies and practices is imperative. Four papers chart the role of group processes in environmental cognition and behavior and highlight a path to a more cooperative and inclusive green movement.

A B S T R A C T S

CLIMATE CHANGE DISCUSSION AND THE SPIRAL OF SILENCE
Austin Nathan Geiger1, Janet K. Swim1
1The Pennsylvania State University

Despite a steady majority of Americans viewing climate change as a serious concern, discussion has decreased in frequency. According to Spiral of Silence theory, over-representation of minority opinion in the media results in overestimation of the prevalence of that opinion. This misperception silences the majority due to fear of isolation.

Consistent with this theory, we find that people tend to underestimate others’ concern about climate change and that perceived concern of others is associated with reported willingness to speak about climate change. In a lab study, participants concerned about climate change were less willing to discuss climate change when told most others are unconcerned than when told most others are concerned. This latter finding is mediated by self-presentation concerns about appearing incompetent and hope about one’s ability to discuss climate change. These results suggest that providing accurate information about others’ concern about climate change will increase engagement with climate change.

OF ACCESSIBILITY AND APPLICABILITY: HOW HEAT-RELATED CUES AFFECT BELIEF IN “GLOBAL WARMING” VERSUS “CLIMATE CHANGE” ACROSS POLITICAL PARTISANS
Jonathon P. Schuldt1, Sungjong Roh1
1Cornell University

Research shows that exposure to heat-related cues (e.g., warm temperatures, “fry” and “boil”) influences the belief that global warming exists and poses a serious threat to humans. In this research, we hypothesized that these effects may depend on how the issue is framed, given that heat-related concepts are more compatible with “global warming” than “climate change.” Exploring this possibility, undergraduates (N=192) viewed photographs depicting either unseasonable or seasonal temperatures in their locale before reporting their belief in “global warming” or “climate change” (Study 1). Results suggest that priming cold weather decreases belief in “global warming” but not “climate change” among conservatives but not liberals. Complementing these results, a nationally representative survey study with U.S. adults (N=2,041) revealed less belief in “global warming” than “climate change” among conservatives but not liberals. Implications for the situated nature of everyday judgment and motivated reasoning about climate change are discussed.

BOOMERANG EFFECTS IN SCIENCE COMMUNICATION: HOW MOTIVATED REASONING AND IDENTITY CUES AMPLIFY OPINION POLARIZATION ABOUT CLIMATE MITIGATION POLICIES
P. Sol Hart1, Erik C. Nisbet2
1University of Michigan, 2The Ohio State University

The deficit-model of science communication assumes increased communication about science issues will move public consensus toward scientific consensus. However, in the case of climate change, public polarization about the issue has increased in recent years, not diminished. In this study, we draw from theories of motivated reasoning, social identity, and persuasion to examine how science-based messages may increase public polarization on controversial science issues such as climate change. Exposing 240 adults to simulated news stories about possible climate change health impacts on different groups, we found the influence of identification with potential victims was contingent on participants’ political partisanship. This partisanship increased the degree of political polarization on support for climate mitigation policies and resulted in a boomerang effect among Republican participants. Implications for understanding the role of motivated reasoning within the context of science communication are discussed.

DOES GREEN = WHITE? RACE AND THE FACE OF ENVIRONMENTALISM
Jessica L. West1, Adam R. Pearson2
1Duke University, 2Pomona College

Motivates people to join environmental causes? Despite increasing awareness of the need for broad participation in the environmental movement, racial and ethnic minorities in the U.S. remain substantially underrepresented in environmental professions and organizations. We hypothesized that social category associations with environmentalism might contribute to these disparities. Across student and community samples, we found no differences between White and racial/ethnic minority respondents on measures of environmental concern. Nevertheless, both Whites and minorities more strongly associated Whites with pro-environmental behaviors (e.g., recycling) than Blacks or Hispanics and were quicker to identify
environment-related words (e.g., conserve) when primed with a White versus a Black face or neutral category in a lexical decision task. Additionally, when primed with race/ethnicity in an initial demographic survey, minority respondents expressed less interest in joining pro-environmental causes in the future. Implications for enhancing diversity in environmental fields and the broader environmental movement are discussed.

**Symposia Session S-F10**

**THE ROLE OF INTERPERSONAL PROCESSES IN GROUP PHENOMENA AND CULTURAL DEVELOPMENT**

Saturday, February 15, 11:15 am – 12:30 pm, Room 19

Chair: Andreana Kenrick, Princeton University
Co-Chair: Stacey Sinclair, Princeton University

The research in this symposium uses diverse methodologies to demonstrate how isolated and ongoing interpersonal encounters strengthen and shape intergroup attitudes and behaviors, influence the emergence of and adherence to group norms, and, ultimately, how the spread of ideas through a social network and over time can shape culture.

**ABSTRACTS**

**DOWNSTREAM CONSEQUENCES OF SOCIAL TUNING**

Andreana C. Kenrick1, Stacey Sinclair2

1*Princeton University*

Though extant theory and research has implicated social regulation in the origin and perpetuation of prejudice, much of the work seeking to reduce it emphasizes self-regulatory strategies. We test a socially-situated intervention to reduce implicit outgroup prejudice, using shared reality theory as a framework. When people are motivated to share reality (i.e., achieve a sense of mutual understanding) with another, their attitudes align with that person’s through a process called “social tuning.” We manipulated whether White participants believed that they had achieved shared reality with an egalitarian ingroup member, then examined whether this would influence their explicit and implicit attitudes toward Blacks and/or impact subsequent intergroup encounters. When participants maintained a sense of shared reality after social tuning, they exhibited reduced explicit and implicit anti-Black prejudice. Furthermore, they had more positive interactions with Black confederates in a subsequent social encounter. Finally, these changed intergroup attitudes persisted over a weeklong delay.

**CUES OF WORKING TOGETHER FUEL INTRINSIC MOTIVATION AND CAN CONTRIBUTE TO THE SOLUTION OF COLLECTIVE ACTION PROBLEMS**

Greg Walton1, Priyanka B. Carr2, Lauren C. Howe3

1*Stanford University*

What psychological mechanisms facilitate social coordination and cooperation? The present research examined the hypothesis that cues that evoke just a state or feeling of working with others fuel intrinsic motivation even when people behave alone. Holding constant other factors, four laboratory experiments showed that symbolic cues that merely represented a challenging task as collaborative led participants to persist longer on it, to enjoy it more, to require less self-regulatory effort to persist on it, and to become more engrossed in and to perform better on it. A final field-experiment showed that a social-norm message that, in addition, evoked a feeling of working with others to achieve a common goal proved more motivational than the norm alone, causing participants to use fewer paper towels in public restrooms. The results suggest that cues of working together inspire intrinsic motivation, turning work into play, and can motivate people to pursue social change.

**NETWORKS AND NORMS: DESCRIPTIVE NORM AS A SOCIAL NETWORK PHENOMENON**

Yoshihisa Kashima4

4*The University of Melbourne*

From Asch to Cialdini, a fundamental insight of social psychology is that descriptive norms, or what a majority of people do in a community, shape social behavior. A critical question, however, is yet to be answered. How does a descriptive norm emerge? I argue it is a social network phenomenon combined with the cognitive mechanism of exemplar-based category learning. Individuals learn the behavioral practices of others with whom they are connected through social network ties; based on these exemplars, they learn the social category that represent their community; and this category representation forms a critical basis of their perceived descriptive norm of the community, which in turn drives their social behavior. Thus, a given behavioral practice spreads through social networks via the mechanism of category learning. Supportive evidence for this mechanism is provided by an exponential random graph modelling of the social network structure of a rural Australian community.

**THE BEHAVIORAL IMMUNE SYSTEM AND THE DYNAMICS OF INFLUENCE WITHIN SOCIAL NETWORKS (WITH IMPLICATIONS FOR CULTURAL EVOLUTION)**

Mark Schaller1, Michael Muthukrishna1

1*University of British Columbia*

The psychology of social networks plays a central role in a larger conceptual story linking infectious diseases to social influence and cultural change. Under ecological conditions characterized by greater disease threat, people are less extraverted and more conformist. These dispositional differences have implications for social networks and social influence. Extraverted individuals have more friends and acquaintances, and so population-level differences in extraversion have implications for the density and structure of the social networks. In addition, individuals with more conformist attitudes are more likely to be influenced by the people they encounter within their social networks. These psychological phenomena may have further implications for cultural evolution. These implications are explored with computer simulations that apply principles of dynamic social influence within realistic models of network structure, and produce outcomes documenting differences in the propagation and change of beliefs over time within different cultural populations.

**Symposia Session S-F11**

**UNEXPLORED CAUSES AND CONSEQUENCES OF (UN) ETHICAL BEHAVIOR**

Saturday, February 15, 11:15 am – 12:30 pm, Room 6

Chair: Emma Levine, The Wharton School, The University of Pennsylvania

In this symposium, the authors explore previously ignored causes and consequences of unethical behavior. We document the influence of new situational factors, personal qualities, and ethical mindset on ethical decision-making and investigate the relationship between unethical behavior and trust.

**ABSTRACTS**

**THE MORALITY OF LARKS AND OWLS**

Brian C. Gunia1, Chris M. Barnes2, Sunita Sah3

1*Johns Hopkins University, 2University of Washington, 3Georgetown University, Harvard University*

Prior research reveals that individuals show different amounts of ethicality in different situations. The current research asks whether their ethicality also varies with time. Specifically, we investigate whether people have different ethical dispositions at different times of the day, as a function of their chronotype (whether they are a “morning person” or “evening person”). Building from the ethical decision-making and ego depletion literatures, we predict…
that morning people will act more unethically in the evening than in the morning, whereas evening people will act more unethically in the morning. Three studies using several methods and samples support this prediction, suggesting that the intrapersonal “fit” between chronotype and time of day predicts ethicality. In addition to providing ethical decision-makers with practical guidance, these results help to lay the groundwork for an intrapersonal theory of ethical decision-making.

I AM IMMUNE: A SENSE OF INVULNERABILITY PREDICTS INCREASED ACCEPTANCE OF, AND INFLUENCE FROM, CONFLICTS OF INTEREST
Sunita Sah1, Richard Larrick2
1Georgetown University, 2Harvard University

Many scandals in government, medicine, and industry, concern conflicts-of-interest in which professionals accept gifts from others that influence their judgment in favor of the gift giver. In three experiments, we examine whether people are overconfident that their professional values can protect them from the influence of gifts. Managers who scored higher on “professionalism”—the ability to remain objective and impartial in their decision-making—were more likely to accept and be influenced by small gifts, while denying any bias in their decision-making. Managers who were experimentally primed with professionalism (by writing about a time when they displayed high integrity) were more likely to accept gifts and be influenced by these gifts. These results demonstrate that professionals who believe that they are the least vulnerable to the biasing effects of gifts are actually more likely to accept gifts and to demonstrate increased bias—without awareness of being biased.

DOES COULD LEAD TO GOOD? WHEN CONTEMPLATING POSSIBLE ACTIONS GENERATES MORE CREATIVE ETHICAL SOLUTIONS
Ting Zhang1, Francesca Gino1, Joshua Margolis2
1Harvard Business School, 2Harvard University

When facing difficult dilemmas that feature seemingly incompatible ethical and performance-oriented objectives, individuals intuitively ask themselves “What should I do?” We demonstrate that despite this natural tendency, asking “What could I do?” is more effective in helping individuals realize that ostensibly competing objectives are actually compatible (Study 1). “Could” mindsets lead individuals to expand more effort to find creative ethical solutions that meet both objectives relative to “should” mindsets (Study 2). In an incentive-compatible context, Study 3 shows that individuals in a “could” mindset are more likely to bypass obvious solutions—cheat and meet the objective, or act honestly but fall short—to find creative solutions that meet the objective ethically, as compared to those in a “should” mindset. Additionally, those who contemplated their values were less likely to exercise their “could” mindset for dishonest purposes in comparison to those who did not. We discuss theoretical and practical implications.

PROSOCIAL LIES: WHEN DECEPTION BREEDS TRUST
Emma Edelman Levine1, Maurice E. Schweitzer2
1The University of Pennsylvania, 2Harvard Business School

Philosophers, psychologists, and economists have long asserted that deception harms trust. We challenge this claim. We break new ground by demonstrating that some types of deception increase trust. Across five studies, we demonstrate that prosocial lying increases both behavioral and attitudinal measures of trust. We find that benevolence is more important than integrity in predicting trust behavior, suggesting that benevolence may be more important than adherence to ethical rules. We also find that deception, regardless of outcomes or intentions, harms integrity-based trust, a previously unexplored dimension of trust. This work expands our understanding of the consequences of deception and deepens our insight into the mechanics of trust.
REGULATING THE NEED TO BELONG: BIOLOGICAL SUBSTRATES OF THE SELF-ESTEEM AND ATTACHMENT SYSTEMS
Saturday, February 15, 2:00 pm – 3:15 pm, Room 19
Chair: Danu Stinson, University of Victoria

Forming and maintaining close relationships is a fundamental human need. To support this drive, psychobiological regulatory systems evolved to guide the initiation and maintenance of social bonds, and exert aversive consequences when social bonds are threatened. Two such regulatory systems, self-esteem and attachment, are the focus of the present symposium.

ABSTRACTS
THE TELL-TALE HEART: SELF-ESTEEM REGULATES OPTIMAL PHYSIOLOGICAL AROUSAL DURING RELATIONSHIP INITIATION
Danu Anthony Stinson1, Eric T. Huang2, Lisa B. Reddoch3
1University of Victoria

The present research proposes and tests a model of optimal physiological arousal during relationship initiation that explains why situational risk dynamically interacts with self-esteem to produce initiation motivation and behavior. Studies 1a and 1b manipulate social risk during relationship initiation and then measure heart-rate reactivity. Study 2 uses exercise to manipulate arousal directly and then measures initiation motivations and behaviors. Results suggest that high risk is optimally arousing for higher self-esteem individuals, creating the social demand necessary to provoke energetic initiation efforts. Yet reduce risk, and higher self-esteem individuals become passive and disengaged. In contrast, high risk is enervating for lower self-esteem individuals, a threat that undermines their initiation motivations and behaviors. Instead, low risk is optimally arousing for lower self-esteem individuals. These results reveal both lower and higher self-esteem individuals’ capacities for warm, inviting, and uninhibited initiation efforts when they are motivated to put their hearts into the process.

PROBING THE BIOLOGICAL CONSTITUENTS OF THE SOCIOMETER AND NEED TO BELONG
Jennifer A. Bartz1
2McGill University

According to sociometer theory, self-esteem indicates one’s social inclusion status, with low self-esteem signaling that social connection is lacking and that one should rectify the situation. Given the evolutionary value of belonging, this regulatory process is likely rooted in biological mechanisms that have evolved to support the initiation and maintenance of social bonds. One candidate is the opioid system: By regulating pleasure and pain, endogenous opioids reinforce social connection by making social contact pleasurable, and discourage social disconnection by making such experiences painful and thus prompting socially motivated behavior to restore well-being. We administered naltrexone (a mu-opioid receptor antagonist that blocks the pleasurable effects of endogenous opioids), and placebo (within-subject), to 26 participants, and measured self-esteem and attentional bias to faces. Naltrexone significantly decreased self-esteem, highlighting the importance of physiological pleasure for self-motivation. Moreover, supporting the opioid theory of social motivation, naltrexone increased bias to accepting (but not rejecting) faces.

AN ATTACHMENT PERSPECTIVE ON BIOLOGICAL AND PSYCHOLOGICAL REGULATION DURING THE TRANSITION TO PARENTHOOD
Robin S. Edelstein1, Britney M. Wardecker2, William J. Choppik2, Amy C. Moors1
1University of Michigan

The transition to parenthood can be a significant relationship stressor, especially for couples who struggle with belongingness and connection. Psychologists have documented postpartum declines in relationship satisfaction among insecurely attached individuals; neuroscientists have also shed light on biological changes in new parents. Yet, thus far, these two literatures have operated largely independently, making it difficult to understand how individual and contextual factors influence biological process (and vice versa) during the transition to parenthood. In a longitudinal sample of expectant parents, we examined: (a) how individual differences in adult attachment influence changes in hormones and relationship satisfaction, and (b) how prenatal changes influence postpartum outcomes. Women’s attachment avoidance predicted prenatal changes in hormones associated with stress (cortisol) and nurturance (testosterone). Women’s relationship satisfaction was also associated with men’s avoidance and men’s declines in testosterone. Our findings demonstrate how orientations toward belongingness regulate biological and psychological changes during a real-life relationship stressor.

THE IMMUNOLOGICAL CONSEQUENCES OF THREATS TO BELONGING
Lisa Jaremka1, Ronald Glaser2, Janice K. Kiecolt-Glaser2
1Ohio State University, 2OSU College of Medicine

The desire for close and caring relationships is a basic human need. Accordingly, threatening a person’s sense of belonging can be highly aversive. In this talk, I present an overview of my research about attachment anxiety, loneliness, and marital distress and argue that these different experiences reflect the same underlying construct, threats to belonging, and thus should have similar physiological consequences. Specifically, I will discuss multiple studies demonstrating that loneliness, attachment anxiety, and marital distress dysregulate immune function, particularly cellular immunity. Taken together, these studies suggest that loneliness, attachment anxiety, and marital distress conceptually index the same basic process, threats to belonging. The current studies also support the utility of applying a psychoneuroimmunological approach to the study of close relationships and the need to belong.

CAUGHT IN THE MIDDLE: “IN-BETWEEN” GROUPS ELICIT DISTINCT PATTERNS OF ATTITUDES
Saturday, February 15, 2:00 pm – 3:15 pm, Ballroom B/C
Chair: Sara Burke, Yale University

These talks illustrate a rarely-acknowledged constellation of attitudes toward social groups who fall between other recognized groups. Not all “in between” groups are alike, but examples related to race, gender identity, sexual orientation, and mental illness highlight some reasons why examining intermediate cases is crucial for understanding prejudice.

ABSTRACTS
RACIAL AMBIGUITY IN INTERPERSONAL INTERACTIONS AND RACIAL ATTITUDES
Diana T. Sanchez1, Kristin Pauker2, Danielle M. Young1
1Rutgers University, 2University of Hawaii

Biracial Americans have emerged as one of the fastest growing demographic groups in the United States. There has been much discussion about the impact of mixed-race population growth (and the resultant increase in racial ambiguity) on peoples’ stereotypes and prejudices about racial groups. For example, how might exposure to individuals who challenge binary racial categories influence attitudes about race and racial categories? The present project reports on data from 83 White/Minority dyads to test the consequences of interacting with a partner that is perceived as racially ambiguous. When race was made salient during a conversation, individuals (both White and Minority) who interacted with those whose race they perceived to be ambiguous reported decreased racial essentialism, which had important downstream consequences for essentialism in other domains and racial equity perceptions. While racial ambiguity may...
BINARITY AND NON-BINARY IDENTITIES ON THE TRANSGENDER SPECTRUM: EVIDENCE THAT CISGENDER PERCEIVERS ARE LESS TOLERANT OF THE NON-BINARY IDENTITIES
Charlotte Chuck Tate¹, Cris P. Youssef²
¹San Francisco State University
Cisgender perceivers (i.e., those whose current gender identities are the same as their birth-assigned categories) exist within a standard view of gender experience - namely, that there are only two categories (binary) and that any person is immutably female or male (static). This standard view presumably contributes to prejudice toward transgender spectrum targets. Yet, the transgender spectrum features both binary experiences - consistent with only one of the two gender categories: trans female and trans male - and non-binary experiences: gender-blended and post-gender. Thus, cisgender perceivers should have more difficulty with the latter experiences because they doubly violate the standard view. Study 1 showed that cisgender perceivers reported more negativity toward non-binary transgender targets compared to binary transgender targets. Study 2 replicated this finding and showed that the correlation between need for closure and negativity was stronger for non-binary targets than binary targets. Accordingly, cisgender perceivers appear less tolerant of non-binary transgender identities.

BISEXUAL TARGETS ILLUMINATE INDIVIDUAL DIFFERENCES IN ATTITUDES TOWARD SEXUAL MINORITIES
Sara Emily Burke¹, Marianne LaFrance¹
¹Yale University
Bisexual people are often implied to “pick a side,” implying that bisexuality is both temporary and undesirable. However, researchers often assume that attitudes toward bisexual people are simply a milder version of attitudes toward homosexual people. We examined attitudes toward sexual orientation groups by randomly assigning straight and gay/lesbian participants from four samples to evaluate heterosexual, bisexual, or homosexual targets. Bisexual targets were viewed as “in between” heterosexual and homosexual targets in terms of gender nonconformity, but were evaluated more negatively than homosexual targets, at least among straight participants. Bisexuality was consistently rated as less stable or real than heterosexuality or homosexuality, particularly among participants high in personal need for structure, suggesting that a preference for simple structures can partially explain negative attitudes toward “intermediate” identities. Researchers should move away from a unidimensional understanding of sexual prejudice, instead examining the complex ways attitudes vary along spectra of social identities.

BEYOND “CONTEMPT”: FEAR VERSUS ANGER DIFFERENTIALLY MEDIATE STEREOTYPE-DISCRIMINATION LINK TOWARD PEOPLE WITH MENTAL ILLNESS
Melody Sadler¹, Kimberly E. Kaye¹
¹San Diego State University
Public stigma toward people with mental illness is prevalent, persistent, and yet not well understood across specific disorders. The function of emotions in public stigma of people with mental illness was examined. We expected fear to emerge as a distinct negative emotion from anger, given the belief that people with mental illness are dangerous. Moreover, we predicted anger to explain more overt, and fear to explain less overt, forms of discrimination based on appetitive-aversive theories of emotion. Competence and warmth stereotypes, emotional prejudice, and discrimination were assessed toward several mental illnesses. Results revealed anger and fear were separable bases of emotional prejudice. For example, anger predominated emotions to addictions and sociopathy but fear and anger played disparate explanatory roles. Anger mediated warmth to active forms of discrimination whereas fear mediated competence to passive forms of discrimination toward people with mental illness.

FROM GLUE TO GASOLINE: HOW THE VERY SAME PROCESSES THAT BIND PEOPLE TOGETHER CAN ALSO TEAR THEM APART
Saturday, February 15, 2:00 pm – 3:15 pm, Ballroom G
Chair: Adam Galinsky, Columbia University
Perspective-taking, similarity, face-to-face contact, and flattery are often the glue that binds people together. We propose that competitive contexts transform these very same processes into gasoline being poured onto a burning fire: they can inflame already aroused competitive impulses, leading people to engage in more rather than less competitive behavior.

A B S T R A C T S

HOW COMPETITION TURNS PERSPECTIVE-TAKERS UNETHICAL
Jason R. Pierce¹, Adam D. Galinsky², Niro Sivanathan³
¹Universidad Adolfo Ibañez, ²Columbia University, ³London Business School
Perspective-taking is often the foundation of healthy relationships. We propose, however, that in competitive contexts, perspective-taking leads people to act unethically to protect themselves from the possible nefarious and insidious actions of their competitors. Overall, we suggest that perspective-taking works as a relational amplifier on social behavior. Perspective-taking encourages prosocial impulses in cooperative contexts. However, in competitive contexts, perspective-taking triggers competitive self-protection to prevent being exploited. Four experiments establish that perspective-taking interacts with the relational context - cooperative or competitive - to predict a range of unethical behaviors from insidious negotiation tactics to materially deceiving one’s partner to cheating on an anagram task. These results demonstrate that the effects of perspective-taking can change dramatically depending upon the relational context. Perspective-taking appears to pervert the age-old axiom “Do unto others as you would have them do unto you” into “Do unto others as you think they will try to do unto you.”

TOO SIMILAR AND TOO FAMILIAR: RIVALRY AS A DRIVER OF UNETHICAL BEHAVIOR
Gavin J. Kilduff¹
¹New York University
Although similarity and frequency of contact often form the basis of supportive relationships, among competitors, they can result in heightened rivalry. The current studies investigate these antecedents to rivalry and rivalry’s consequences for unethical behavior. A series of experiments and archival studies demonstrate a) similarity and repeated interaction are essential for producing rivalry, and b) that any person is immutably female or male (static). This standard view presumably contributes to prejudice toward transgender spectrum targets. Yet, the transgender spectrum features both binary experiences - consistent with only one of the two gender categories: trans female and trans male - and non-binary experiences: gender-blended and post-gender. Thus, cisgender perceivers should have more difficulty with the latter experiences because they doubly violate the standard view. Study 1 showed that cisgender perceivers reported more negativity toward non-binary transgender targets compared to binary transgender targets. Study 2 replicated this finding and showed that the correlation between need for closure and negativity was stronger for non-binary targets than binary targets. Accordingly, cisgender perceivers appear less tolerant of non-binary transgender identities.

BEYOND “CONTEMPT”: FEAR VERSUS ANGER DIFFERENTIALLY MEDIATE STEREOTYPE-DISCRIMINATION LINK TOWARD PEOPLE WITH MENTAL ILLNESS
Melody Sadler¹, Kimberly E. Kaye¹
¹San Diego State University
Public stigma toward people with mental illness is prevalent, persistent, and yet not well understood across specific disorders. The function of emotions in public stigma of people with mental illness was examined. We expected fear to emerge as a distinct negative emotion from anger, given the belief that people with mental illness are dangerous. Moreover, we predicted anger to explain more overt, and fear to explain less overt, forms of discrimination based on appetitive-aversive theories of emotion. Competence and warmth stereotypes, emotional prejudice, and discrimination were assessed toward several mental illnesses. Results revealed anger and fear were separable bases of emotional prejudice. For example, anger predominated emotions to addictions and sociopathy but fear and anger played disparate explanatory roles. Anger mediated warmth to active forms of discrimination whereas fear mediated competence to passive forms of discrimination toward people with mental illness.

WHEN BRINGING NEGOTIATORS FACE-TO-FACE SHRINKS THE PIE
Roderick I. Swaab¹, Virginia Husted Medvec², Dnael Diermeier²
¹INSEAD, ²Northwestern University
Bringing people into face-to-face contact is often the key to reaching settlements and producing integrative agreements. However, having those with strong competitive feelings meet face-to-face can create a volatile mix that produces impasses and leaves money on the table. A qualitative review of the literature found that the effects of
Symposium Session G: Saturda y, February 15, 2:00 pm – 3:15 pm

Facial width-to-height ratio (fWHR) predicts aggression in both males and females. However, recent research by Arcus & Kagan (1995) found that infants with high fWHRs were more likely to inhibit shy, inhibited personalities. Thus, the fWHR-personality link in men may partly reflect early developmental influences, such as prenatal hormonal exposure. We examined the fWHR-aggression link in a longitudinal sample of 10 and 17 year olds. At age 10, fWHR was correlated with reactive aggression in both males and females and more direct aggression in males. At age 17, fWHR was only correlated with reactive aggression in males. These findings suggest that fWHR is a marker of pre-pubertal influences on aggression, with socialization processes eliminating these influences on girls and reducing them in boys.

Social Status Moderates the Relationship Between Facial Structure and Aggression
Justin M. Carr², Stefan M. Goetz²
1Nipissing University, 2Wayne State University
A growing body of evidence has linked individual differences in facial structure, in particular, the facial width-to-height ratio (fWHR), to social behaviors including aggression, cheating, and non-reciprocation of trust. The current paper extends this work by demonstrating that the association between fWHR and aggression is moderated by subjective and objective measures of social status. In Study 1 (N = 237 college students), fWHR was positively correlated with aggressive behavior assessed in a well-validated laboratory task, but only among men reporting relatively low social status. In Study 2 (N = 891 professional hockey players), fWHR was positively correlated with penalty minutes, but only among players who earned relatively low salaries. Collectively, these studies provide compelling evidence for the role of social status in moderating the relationship between facial structure and aggression, indicating that fWHR is a robust predictor of aggressive behavior, but only in the context of relatively low social status.

Personality at Face Value: The Facial Width-to-Height Ratio and Psychopathic Traits
Cheryl M. McCormick², Shawn N. Geniole²
1Brock University
There is growing evidence that the facial width-to-height ratio (fWHR) is associated with aggressive, untrustworthy behaviour, and prejudicial beliefs (Carr & McCormick 2008; Haselhuhn and Wong, 2012; Stirrat & Perrett, 2010, 2012; Hehman, Leitner, Deegan, & Gaertner, 2013) and with reproductive success (Loehr & O’Hara, 2013; Gómez-Valdés et al., 2013). To date, the psychological mechanisms that mediate the relationship between facial structure and such antisocial behaviour are unknown. We will describe studies in which we find no relationship between the fWHR and broad dimensions of personality; rather, we find associations between the fWHR in men and psychopathic personality trait factors, which also have strong associations with antisocial behaviour in clinical and in community samples (reviewed in Leistico, Salekin, DeCoster, & Rogers, 2008; Reidy, Shelley-Tremblay, & Lilienfeld, 2011). Lastly, we propose a model to resolve why a feature deemed “unattractive” and associated with traits seemingly “maladaptive” may confer reproductive success.

Facial Structure Predicts Decreased Inhibition: From Pain Tolerance to Baseball Swings
Jordan Blake Leitner², Eric Hehman², James M. Jones¹, Adam B. Magerman¹, Matthew P. Deegan¹
1University of Delaware, 2Dartmouth College
Recent research has demonstrated that a face’s width-to-height ratio (fWHR) is associated with a variety of important social behaviors. For example, men with wider, shorter faces act less trustworthy, more aggressively, and report more racial prejudice. However, a unifying framework explaining these diverse relationships remains unknown, and these behaviors can be explained either by greater competitiveness or reduced inhibition. The current research elucidated the foundation of these fWHR-behavior relationships by examining whether fWHR is a stronger predictor of competitiveness or inhibition. In a cold pressor pain tolerance competition (Study 1), males with larger fWHRs showed decreased inhibition by removing their hands from ice water sooner. Study 2 then found that Major League baseball batters with larger fWHRs were less likely to inhibit swinging at pitches, regardless of the type of pitch. These results indicate that the relationship between fWHR and behavior is better characterized as decreased inhibition than increased competitiveness.
Symposia Session S-G6
MALLEABLE TIME PERCEPTIONS AND THEIR IMPLICATIONS FOR SELF-CONTROL AND GOAL PURSUIT
Saturday, February 15, 2:00 pm – 3:15 pm, Room 18 A/B
Chair: Hengchen Dai, University of Pennsylvania
The subjective distance between two points in time does not always perfectly reflect the actual time passed. This symposium highlights several factors that affect time perception and demonstrates implications of non-linear time perceptions for intertemporal choices and goal pursuit.

ABSTRACTS

WHEN TIME FLIES: HOW ABSTRACT AND CONCRETE MENTAL CONSTRUAL AFFECT THE PERCEPTION OF TIME
Jochim Hansen1, Yaacov Trope2
1University of Salzburg, 2New York University
Time is experienced as passing more quickly the more changes happen in a situation. The present research tested the idea that time perception depends on the level of construal of the situation. Building on previous research showing that concrete rather than abstract mental construal causes people to perceive more variations in a given situation, we found in 3 studies that participants in a concrete mindset experienced time as passing more quickly than participants in an abstract mindset. In 2 further studies we demonstrated that the level on which actual changes happen in a given situation moderated this effect: Changes in high-level aspects mainly affected time estimation of participants primed with an abstract mindset, whereas changes in low-level aspects affected time estimation of participants primed with a concrete mindset.

THE TEMPORAL DOPPLER EFFECT: WHEN THE FUTURE FEELS CLOSER THAN THE PAST
Eugene M. Caruso1, Leaf Van Boven2, Mark Chin2, Andrew Ward1
1University of Chicago, 2University of Colorado at Boulder, 3Swarthmore College
People routinely remember events that have passed and imagine those that are yet to come. The past and the future are sometimes psychologically close (“just around the corner”) and other times psychologically distant (“ages away”). Four studies demonstrate a systematic asymmetry whereby future events are psychologically closer than past events of equivalent objective distance. When considering specific times (e.g., 1 year) or events (e.g., Valentine’s Day), people consistently reported that the future was closer than the past. We suggest that this asymmetry arises because the subjective experience of movement through time (whereby future events approach and past events recede) is analogous to the physical experience of movement through space. Consistent with this hypothesis, experimentally reversing the metaphorical arrow of time (by having participants move backward through virtual space) completely eliminated the past-future asymmetry. We discuss how reducing psychological distance to the future may function to prepare people for upcoming action.

WHEN DOES THE FUTURE START?
Sam Maglio1, Hal Hershfield2
1University of Toronto, 2New York University
Decades of research on intertemporal decision making have established a robust difference in how people think about the present compared to the future. Asking people to choose for right now is meant to attune their thoughts to the present moment; choosing for one year from now, however, presumably lands people’s thoughts somewhere in the vast ocean of the future. With this research, we explore the demarcating point at which the present ends and the future begins. One initial study establishes that this dividing line is not fixed but malleable in that an experimental manipulation can change how long the present moment feels. We next use this manipulation to bring the future closer and show how shrinking of the present leads people to allocate more money to a retirement account. A third study corroborates this finding: People inclined to see the present as shorter are more disposed to long-term financial planning.

THE FRESH START EFFECT: TEMPORAL LANDMARKS MOTIVATE ASPIRATIONAL BEHAVIOR
Hengchen Dai1, Katherine L. Milkman1, Jason Riis1
1University of Pennsylvania
The popularity of New Year’s resolutions suggests that goals may be easier to tackle immediately following temporal landmarks. If true, this little-researched phenomenon could potentially help people overcome important willpower problems that often inhibit goal attainment. Across three field studies, we provide evidence of a “fresh start effect”, revealing that aspirational behaviors (dieting, exercising, and goal pursuit) increase following temporal landmarks (e.g., the outset of a new week, month, year, or semester; birthdays; holidays). We propose that temporal landmarks demarcate the passage of time and increase the psychological distance between one’s current and past selves. This relegates one’s imperfections to the past and make the current self feel superior and thus capable of pursuing its aspirations. We support this explanation with laboratory studies that manipulate the significance of temporal landmarks and directly measure the subjective distance between study participants’ post-landmark self, pre-landmark self, and ideal self.
Symposium Session S-H2
NEW EVIDENCE FOR RESPONSIVENESS AS AN ORGANIZING CONSTRUCT IN THE STUDY OF RELATIONSHIPS
Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom A
Chair: Richard Slatcher, Wayne State University
Co-Chair: Heidi Kane, Wayne State University
Responsiveness is the process through which people attend to and respond supportively to close others. This symposium brings together cutting-edge research highlighting the implications of responsiveness for romantic relationships, parent-child relationships and physical health, providing compelling new evidence for responsiveness as a central, organizing construct in the study of relationships.

ABSTRACTS
RESPONSIVENESS HELPS EXPLAIN WHY VISIBLE SUPPORT IS GOOD FOR YOUR RELATIONSHIP
Harry T. Reis1, Michael R. Maniaci1
1The University of Rochester
It has been reliably demonstrated that emotional well-being in established relationships benefits more from invisible support - assistance that is given subtly, so that it is not directly perceived as assistance by the recipient - than from visible support - assistance that is directly perceived as such by the recipient. Researchers believe that this result is explained in part by findings showing that visible support undermines self-perceived competence. When it comes to relationship well-being, however, the reverse appears to be true. We will present results from several studies using dyadic analyses and diverse samples demonstrating that relationships benefit more from visible than from invisible support. We further will report evidence showing that perceived responsiveness - believing that a relationship partner understands, appreciates, and will behaviorally support one's needs - underlies this effect. Our theoretical model argues that partners are perceived as responsive only when recipients recognize intentionally given support.

THE EFFECTS OF SELF-DISCLOSURE AND RESPONSIVENESS BETWEEN COUPLES ON PASSIONATE LOVE WITHIN COUPLES
Richard B. Slatcher2, Keith M. Welker1, Lynsey Baker1, Alexandra Padilla1, Arthur Aron2
1Wayne State University, 2Stony Brook University
Although passionate love declines across time for most couples, novel and arousing experiences may help counteract those declines. The effect on passionate love of one potentially important and common type of novel and arousing experience has not yet been studied: the formation of a friendship with another couple. We will present data showing that couple friendships created in the lab through high-disclosure activities boost feelings of passionate love within couples. In Study 1, couples randomly assigned to a high (vs. low) self-disclosure task, either alone or with another couple, showed significantly greater increases in passionate love when they were highly self-disclosing with other couples. Study 2 showed that the responsiveness of the other couple mediated the effects of self-disclosure on increases in passionate love following high-self-disclosure interactions with other couples. These findings suggest that forming responsive, disclosing couple friendships may re-ignite feelings of passionate love in romantic relationships.

PERCEIVED PARTNER RESPONSIVENESS, RESPONSIVE PARENTING AND CHILD HEALTH AND WELL-BEING
Heidi Kane1, Erin T. Tobin1, Daniel J. Saleh1, Sylvie Naar-King1, Wayne Pierantoni1, Elizabeth Secord1, Richard B. Slatcher1
1Wayne State University, 2Grosse Pointe Allergy & Asthma Center
Growing evidence indicates that perceived partner responsiveness is associated with a host of positive outcomes for couples. We will present results from a new study showing that the benefits of responsiveness extend beyond the dyad to positively impact...
ILLUSORY BEHAVIOR: A MEMORY ERROR EXACERBATED BY SPOKEN SELF-TALK
Dolores Albarracin1, Christopher R. Jones1
1University of Pennsylvania
Self-talk is a frequent occurrence in individuals’ daily lives, long theorized to aid self-regulation (e.g., Freud, 1927). For example, recent demonstrations include self-talk aiding impulse control (Tullet & Inzlicht, 2010). However, we report a study in which self-talk exacerbates a memory error. We describe a research paradigm in which memory for brief, simple, and frequent behaviors is inaccurate such that mere intentions are misremembered as real, enacted behaviors. This effect can lead to failure to act when the opportunity arises (i.e., a self-regulatory failure). We examined the effect of manifesting intentions as explicit self-talk on accuracy of behavior memory. Explicit self-talk increased the tendency to mistake intentions for enactments; simply speaking an intention aloud to oneself increased error rates. We suggest that self-talk can enhance encoding of behavioral intentions, but that this may be insufficient to improve self-regulation when accurate retrieval of behavioral memories is difficult.

GET EXCITED: REAPPRAISING PRE-PERFORMANCE ANXIETY AS EXCITEMENT WITH MINIMAL CUES
Alison Wood Brooks1
1Harvard University
Individuals often feel anxious in anticipation of tasks such as speaking in public or meeting with a boss. Feeling anxious immediately before or during performance tasks drains working memory, decreases self-confidence, and harms performance. Anticipating the harmful effects of anxiety, many people attempt to down-regulate anxiety. We find that an overwhelming majority of people believe trying to calm down is the best way to cope with pre-performance anxiety. However, across several studies involving karaoke singing, public speaking, and math performance, we demonstrate that reappraising anxiety as excitement as opposed to a threat mindset) and improve their subsequent performance.

INTENTIONAL AND UNINTENTIONAL ADOPTION OF EXPANSIVE POSTURES AFFECTS JOB INTERVIEW PERFORMANCE, ASSERTIVENESS, AND WAKING UP ON THE RIGHT SIDE OF THE BED
Amy Cuddy1, Caroline Wilmuth1, Maarten W, Bos2, Dana R. Carney2
1Harvard University; 2Disney Research; 3University of California-Berkeley
Expansive, open postures (e.g., hands on hips, feet spread, chin up) reflect and reinforce feelings of power. Three new studies demonstrate how adopting powerful postures — whether intentional or unintentional — affects various power-related behaviors. In Study 1, participants who briefly adopted high-power (vs. low-power) postures before a stressful job interview performed better and were judged as more hirable, an effect that was mediated by their improved “presence” (e.g., enthusiasm, confidence, passion). Study 2 examines the effect of unintentionally adopting high- vs. low-power postures on assertiveness: participants who spent a few minutes working on smaller electronic devices (i.e., smart phones and tablets) subsequently behaved dramatically less assertively than participants who had worked on larger devices (e.g., laptop, desktop). Study 3 examines whether the least intentional adoption of a posture — sleeping position — and finds that people who sleep in more expansive, open positions wake up feeling less stressed and anxious.

Symposia Session S-H3
SELF-NUDGES: HOW INTRAPERSONAL TWEAKS CHANGE COGNITION, FEELINGS, AND BEHAVIOR
Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom B/C
Chair: Amy Cuddy, Harvard University
Co-Chair: Alison Wood Brooks, Harvard University
This symposium explores self-nudges - minimal intrapersonal behavioral tweaks that profoundly influence one’s own cognition, feelings, and behavior. Hal Hershfield, Dolores Albarracin, Alison Wood Brooks, & Amy Cuddy will describe how minor self-administered interventions, such as self-talk and changes to body posture, influence unethical behavior, memory accuracy, and high-pressure performance.

ABSTRACTS
VIVIDNESS OF THE FUTURE SELF PREDICTS UNETHICAL BEHAVIOR
Hal E. Hershfield1, Jean-Louis van Gelder2, Loran F. Nordgren3
1New York University; 2Netherlands Institute for the Study of Crime and Law Enforcement; 3Northwestern University
The tendency to live in the here and now and the failure to think through the delayed consequences of behavior is one of the strongest individual-level correlates of unethical behavior. We tested the hypothesis that this results from a limited ability to imagine one’s self in the future, which leads individuals to opt for immediate gratification. Strengthening the vividness of the future self should therefore reduce unethical choices. We tested and found support for this hypothesis in two studies. In Study 1, compared to those in a control condition, participants who wrote a letter to their future self were less inclined to make unethical choices. In Study 2, participants who interacted with a realistic digital version of their future, aged-progressed, selves in a virtual environment were less likely to cheat on a subsequent task than controls.

Emre Selcuk1, Anthony Ong2
1Middle East Technical University, Ankara, Turkey; 2Cornell University
Although it has been suggested that perceived partner responsiveness (PPR) — i.e., the extent to which individuals believe their relationship partners care for, understand, and appreciate them—promotes well-being, longitudinal studies investigating this prediction have been rare. We present findings that PPR positively predicts numerous indicators of subjective and psychological well-being (e.g., affect, autonomy, personal growth, self acceptance, environmental mastery) 10 years later, even after controlling for initial well-being. We also report evidence that PPR helps explain when actual support receipt is or is not harmful for physical health. Specifically, received partner support predicted increased risk of all-cause mortality a decade later for participants who perceived their partner as unresponsive but not for those who perceived their partner as responsive. An experimental study with a separate sample of romantic couples suggested that one mechanism underlying the effects of PPR on well-being is enhanced affect regulation that comes with having responsive partners.

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Symposium Session S-H4

THE CURSE OF INSTRUMENTALITY: BURDENING, OBJECTIFYING, AND REPLACING INSTRUMENTAL OTHERS IN RELATIONSHIPS, HEALTH, AND WORK

Saturday, February 15, 3:30 pm – 4:45 pm, Room 17

Chair: Juliana Schroeder, University of Chicago
Co-Chair: Ayelet Fishbach, University of Chicago

Being highly instrumental for others’ goals may have both beneficial and detrimental interpersonal consequences. Four papers explore these consequences: people rely more heavily on instrumental partners in relationships, objectify instrumental health providers, and replace instrumental workers with nonhuman agents. Power can moderate objectifying instrumental others.

ABSTRACTS

RELYING ON THE SELF-CONTROL OF INSTRUMENTAL OTHERS
Grainne Fitzsimons1, Catherine Shea2, Christy Zhou1, Michelle vanDellen2
1Duke University, 2Northwestern University, 3University of Georgia

A growing body of work suggests that goal pursuits look to close relationship partners for help with their goals. Certain kinds of relationship partners – reliable, motivated, and competent partners – are likely to be particularly instrumental, and may thus come to be relied upon more heavily than their flightier counterparts. We find that when individuals are low in levels of self-control, they more highly value others who are high in self-control. High self-control individuals show no such pattern. A subsequent series of experiments suggest that observers have higher performance expectations and allocate more responsibilities to partners whom they perceive as high in self-control. Observers systematically underestimate the effort needed only when they perceive the actor as high in self-control. Thus, we propose that individuals tend to rely on high self-control others, especially when their own self-control resources are low. That tendency can lead to a burden on those high in self-control.

INSTRUMENTALITY BEGETS OBJECTIFICATION OF HEALTH PROVIDERS
Juliana Schroeder1, Ayelet Fishbach1
1University of Chicago

Individuals may consider instrumental others highly agentic but also less capable of human emotion because they are objects to fulfill one’s goals. We examine these perceptions of high agency and low experience in the context of the inherently instrumental doctor-patient relationship, and explore mechanisms and consequences of these perceptions. Studies 1 and 2 show that instrumental doctors seem simultaneously more capable of planning and thinking (agentic) but less capable of feeling emotions and having fundamental human experiences (experiential). Study 3 suggests that objectification is motivated; participants can recognize doctors’ experiential capacities, but only when it benefits them. Studies 4 and 5 investigate consequences, showing that instrumentality affects choice of doctor. Particularly, need for service increases preference for “robotic” doctors who are highly capable but devoid of human emotion. In sum, instrumentality begets objectification of health providers, which affects health care preference.

BOTSOURCING AND OUTSOURCING: PERSPECTIVES ON USING OTHER AGENTS FOR INSTRUMENTAL TASKS
Adam Waytz1, Michelle Norton2
1Northwestern University, 2Harvard University

Innovations in technology have produced robots capable of performing jobs that, until recently, only humans could perform. The present research explores “botsourcing” – the replacement of human jobs by robots – by testing and providing support four related hypotheses across five studies: (1) because robots are generally perceived as more capable of thought than feeling, people will express more comfort with botsourcing than for jobs that require feeling; (2) workers will express more discomfort with botsourcing of their own jobs when they consider losing jobs that require feeling versus thought; (3) people can be induced to express more comfort replacing jobs that do require feeling if robots are made to convey more feeling; and (4) people also prefer outsourcing thinking versus feeling jobs to other humans who appear more versus less robotic. Discussion centers on implications for social cognition, job design, and the robot-dominated workplace.

WHEN DOES POWER MAGNIFY THE EXPRESSION OF DISPOSITIONS?
Ana Guinote3, Marlo Weick3, Alice Cai1
1University College London, 2University of Kent

Conventional wisdom holds that power magnifies dispositions, and can lead to objectification of instrumental individuals depending on chronic goals. Drawing on principles of construct accessibility, we propose that this occurs only in conditions that facilitate use of chronically accessible constructs. In three experiments, we assessed participants’ chronic dispositions, manipulated power, and then primed them (or not) with inaccessible/counter-dispositional constructs. In neutral contexts, power magnified chronic dispositions – perceptions of other people (Experiment 1), preferences for charitable donations (Experiment 2), and pro-social behavior in an economic game (Experiment 3). However, the effect was eliminated when alternatives had been activated. In a fourth experiment, power-holders encoded information about a target in a positively or negatively biased fashion depending on contextual cues. We propose a single mechanism: power increases reliance on accessible constructs regardless of whether they are chronically or temporarily accessible.
PROTECTION AND PREVENTION IN LOVE: REGULATORY FOCUS COMPLEMENTARITY AND RELATIONSHIP WELL-BEING
Vanessa K. Bohns¹, Gale M. Lucas², Daniel C. Molden³, Eli J. Finkel⁴, Michael K. Coosen⁵, Madoka Kumashiro⁶, E. Tory Higgins⁷
¹University of Waterloo, ²University of Southern California, ³Northwestern University, ⁴Shippensburg University, ⁵Goldsmiths, University of London, ⁶Columbia University

In two studies, we examined the effects of individual differences in regulatory focus within romantic couples. Specifically, we explored the question of whether complementary (promotion-promotion) or similar (promotion-prevention) pairings were more beneficial for relationships. We found that couples reported more positive relationship outcomes when they had complementary regulatory focus orientations. We theorize that the benefits of regulatory focus complementarity stem from the availability of both eager and vigilant strategies, which allow complementary couples to “divide and conquer” goal pursuits as a unit. We further suggest that goal congruence is a necessary moderator that allows a couple to capitalize on these advantages of complementarity. Despite volumes of research showing that similarity between partners benefits relationships, our findings suggest that similarity and complementarity are each beneficial within a restricted range of contexts: similarity is advantageous for establishing agreement on joint goals, while complementarity is advantageous for coordinating pursuit of those goals.

EXPRESSIVITY IN CLOSE RELATIONSHIPS: THE DUAL IMPORTANCE OF SELF-ESTEEM AND AGREEABLENESS
Megan H. McCarthy¹, Joanne V. Wood²
¹University of Waterloo

After a bad day, who talks to their loved ones? Previous research has revealed mixed findings regarding high self-esteem (HSE) people being more expressive of negative thoughts and feelings than their low self-esteem (LSE) counterparts. Self-esteem by itself may not be enough; rather, HSE may operate in conjunction with agreeableness in encouraging expressivity. Self-esteem and agreeableness together promote feelings of security, which may encourage open emotional expression. Consistent with this, Study 1 (n = 236) showed that HSE/high agreeable participants were most expressive of negative emotions to a roommate after a bad day, and this interaction was mediated by participants’ perceptions of their roommate’s caring. When felt security was experimentally heightened in Study 2 (n = 270 romantic partners), the less expressive self-esteem/agreeableness combinations became more expressive. These findings redirect main effects models of self-esteem, and suggest an interaction model of personality variables that predict relational security and intimacy-promoting behaviors.

THE FILLING-THE-VOID MODEL OF BOLSTERING ATTACHMENT SECURITY OVER TIME
Ximena B. Arriaga¹, Madoka Kumashiro², Eli J. Finkel³, Laura E. VanderDrift⁴, Laura B. Luchies⁵
¹Purdue University, ²Goldsmiths, University of London, ³Northwestern University, ⁴Syracuse University, ⁵Daemen College

Research on adult attachment styles overwhelmingly has treated attachment security as reflecting a stable individual difference that predicts important processes in intimate relationships. Our research examined the opposite process, whereby attachment security can be strengthened over time as a consequence of being in a relationship that fills security voids in an individual’s working models. A one-year, 3-wave longitudinal study (n=134 couples) supported divergent predictions about long-term versus concurrent associations of relationship perceptions and attachment dimensions. Attachment anxiety, primarily associated with hyper-vigilance about a partner’s availability, declined over time more as a function of experiencing personal goals being validated than experiencing higher trust. Conversely, attachment avoidance, primarily associated with independence and self-reliance, declined more as a function of higher trust than personal goal validation. These longitudinal findings diverged from concurrent associations, suggesting that committed relationships offer a means of altering relatively stable individual differences.

Symposia Session S-H6
LIKE WATER FOR THE FISH: FEATURES OF THE ENVIRONMENT PRODUCE BIG EFFECTS ON COOPERATION, ATTENTION, SELF-CONTROL, AND EVEN CREATIVITY
Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom E/F
Chair: Kathleen Vohs, University of Minnesota

Four presentations feature groundbreaking work in the burgeoning area of environmental psychology. Rahman found that order encourages norm-following, whereas disorder inspires breaking free. Chae found that disorganized environments are ego-depleting. House showed that even table shapes communicate cooperation or competitiveness. Berman reveals how cognitive functioning is impaired without nature experiences.

PHYSICAL ORDER PRODUCES HEALTHY CHOICES, GENEROSITY, CONVENTIONALITY, WHEREAS DISORDER PRODUCES CREATIVITY
Ryan Rahinel¹, Joseph Redden¹, Kathleen Vohs¹
¹University of Minnesota

Do tidy rooms compel people to do what’s expected? Does messiness aid creativity? Four experiments tested the hypotheses that orderly environments encourage following tradition and convention, whereas disorderly environments encourage breaking free of what’s expected. Experiment 1 showed that participants in tidy rooms, as opposed to untidy rooms, chose healthier snacks and donated more of their own money to charity. Experiment 2’s online replication of Experiment 1 used webpages with unkept versus tidy graphics. Experiment 3 showed that when the experimental room was messy, participants were more creative than if the room was tidy. Experiment 4 showed a crossover effect: when the room was tidy, participants preferred the “classic” version of a product; whereas when the room was messy, they preferred the “new” version. Whereas prior research has portrayed orderly settings as producing better behavior than disorderly settings, the current research shows that different environments simply suit different outcomes.

ENVIRONMENTAL DISORDER LEADS TO SELF-REGULATORY FAILURE
Boyoun Grace Chae¹, Rui Juliet Zhu¹
¹University of British Columbia

This paper examines the influence of environmental orderliness on self-regulation. We propose that a disorganized environment threatens the individual’s sense of personal control. Because experiencing this control threat depletes resources, individuals exposed to a disorganized (vs. organized) environment are more likely to exhibit self-regulatory failure in subsequent tasks. The results from four studies provide support for this hypothesis. Further, they offer evidence of the underlying process by demonstrating that a perceived threat to control mediates the effect of environmental orderliness on self-regulation. One final experiment used a well-known intervention – self-affirmation – to test whether it would allow people to recoup their resources. As predicted, we found that disorganized environments do not lead to self-regulation failure among people who have been prompted to self-affirm. In summary, this work ties two essential self-processes – self-control and self-affirmation – to the fundamental motivation for control, all as instigated by the state of the environment.
PHYSICAL SYMBOLS AT WORK: COMMUNICATION OF COOPERATIVE NORMS THROUGH TABLE SHAPE
Julian House1, Chen-Bo Zhong1
1University of Toronto
We tested the novel hypothesis that people use elements of the physical environment to influence their social interactions. We hypothesized and found that rectangular tables suggest divisions between opposing sides, whereas circular tables signal cohesion and equality. Experiment 1 showed that participants who were asked to imagine representing a company described as having a cooperative (vs. competitive) climate were more likely to furnish the company with circular tables. Experiment 2 revealed a reversal of the effect, in that companies depicted with circular (vs. rectangular) boardroom tables are perceived by participants to have more cooperative climates. Experiment 3 seated participants at otherwise identical circular (vs. square) tables and found that people behaved more cooperatively by contributing more of their own money in a public goods dilemma. These data suggest that people intuitively understand the symbolism of the physical environment and use it strategically to convey social norms and change others’ behavior.

THE RESTORATIVE BENEFITS OF INTERACTING WITH NATURE
Marc Berman1
1University of South Carolina
Attention Restoration Theory (ART) explains how and why interacting with nature benefits mental functioning. The current experiments tested and found support for the novel hypothesis that interacting with nature restores the ability to direct attention, which aids working memory. Experiments 1-2 tested healthy adults and found that interacting with nature, as opposed to an urban environment, improves working-memory performance and the ability to direct attention as measured by two standard attention tasks. Experiment 3 found that interacting with nature, as opposed to an urban environment, improves working memory in individuals diagnosed with clinical depression who are known to have cognitive difficulties (viz. rumination). Across all experiments, no outcomes were due to mood changes. Findings from these and other experiments also suggest which specific physical dimensions of nature produce these benefits. In short, this work details the significance of interacting with nature, which is all too rare in modern society.

Symposia Session S-H
COGNITION IS A MATTER OF TRUST: DISTRUST TUNES COGNITIVE PROCESSES
Chair: Ruth Mayo, The Hebrew University of Jerusalem
Distrust implies that things may not be as they appear to be. It tunes cognition to accommodate this possibility, resulting in qualitatively different processes: higher critical thinking, dissimilarity-focus, and the elimination of priming effects. The observed effects require social distrust and are not observed under mere uncertainty.

ABSTRACTS

SOMETHING SMELLS FISHY: SENSORY DISTRUST PRIMES IMPROVE CRITICAL THINKING
David SeungJae Lee1, Eunjung Kim1, Spike Wing Sing Lee1, Norbert Schwarz1
1University of Michigan, 2Rotman School of Management, University of Toronto
In many languages, suspicion is metaphorically associated with smell, in English, that smell is “fishy”. Building on the observation that incidental fishy smells undermine cooperation in trust games (S.W.S. Lee & Schwarz, JPSP, 2012), we tested the effects of fishy smells on cognitive performance. When asked how many animals of each kind Moses took on the Ark, most people answer “two” despite knowing that the biblical actor was Noah. An incidental fishy smell reduced this error from 83% to 58% (Study 1). When asked to test the rule underlying a number series, most people engage in positive hypothesis testing, which impairs performance. An incidental fishy smell reduced positive testing on the Wason rule generation task (Study 2), suggesting that it may also reduce other confirmation biases. These findings highlight cognitive benefits of a distrustful mindset and contribute to our understanding of its elicitation through sensory cues.

TRUSTING ME, TRUSTING YOU? HOW TRUST AND DISTRUST SHAPE AND ARE SHAPED BY COMPARATIVE THINKING
Ann-Christin Posten1, Thomas Mussweiler1
1University of Cologne
Trust is strongly connected to our kin and friends. From this angle, it is unsurprising that trust research has focused primarily on interpersonal-affiliation motives. By contrast, how cognitive processes relate to trust has gained little attention. We try to fill this gap by investigating how one principal cognitive-information-processing mechanism, namely, comparison, relates to trust and distrust: How does comparison shape (dis)trust? How is it carried out in states of (dis)trust? And how does this distrust-comparison-focus in turn influence social judgment? Specifically, we demonstrate that a comparative similarity-focus (vs. dissimilarity-focus) leads individuals to assimilate (vs. contrast) others’ trustworthiness toward one’s own level of trustworthiness (Experiment 1). Investigating the reverse direction of influence revealed that trust activates a similarity-focus and distrust fosters a dissimilarity-focus (Experiment 2), which in turn guides person judgments (Experiment 3). This research sheds light on cognitive antecedents, mechanisms, and consequences of trust and distrust.

A DISTRUSTFUL MIND IS NOT PRIMED: DISTRUST ELIMINATES PRIMING EFFECTS
Ruth Mayo1
1The Hebrew University of Jerusalem
Distrust presents a challenge for cognition because it signals one should not take information from the environment at face value. Accordingly, distrust may block congruent associative processes responsible for basic priming effects. We find that dispositional distrust affects the Halo effect; participants with a high level of distrust were less influenced in their impression formation regarding a target person described by the “warm” vs. “cold” priming, compared to participants with a low level of distrust (Study 1). By adding an individual disposition, we demonstrate that a manipulated incidental distrust context (I) diminishes embodiment effects (Study 2), (II) decreases the response-time advantage of repetitive targets compared with alternative ones (Study 3), and finally, in a realistic scenario, distrust (III) promotes the naming of alternative (competing) brands in response to ads embedded in a distrust-provoking article (Study 4). These findings offer an innovative perspective regarding the cognitive processes underlying distrust and priming.

INFORMATION SIMPLIFICATION IN AN UNCERTAIN WORLD: THE IMPORTANCE OF ATTRIBUTING IT TO CHANCE VERSUS DECEPTION
Yaacov Schul1
1The Hebrew University of Jerusalem
A central feature of social-information processing involves simplification. People must ignore some if not most of the characteristics of the information and concentrate on its central features. Our study employs the probability-matching paradigm to investigate people’s reluctance to reduce information complexity in conditions of uncertainty. We find that individuals who believe the uncertainty is due to deception resist information simplification more than individuals who attribute the uncertainty to chance. We also explore whether individuals can generalize what they have learned in one uncertain environment to another. We find that people generalize the simplification principle from a high- to a low-uncertainty environment, but they fail to generalize in the other direction. However, the nature of the uncertainty (due to chance or deception) does not affect this pattern of generalization.
Symposia Session S-H8
DISSECTING SOCIAL RELATIONSHIPS AND BIOLOGICAL CONSEQUENCES: INTERDISCIPLINARY DYADIC APPROACHES
Saturday, February 15, 3:30 pm – 4:45 pm
Chair: Meanne Chan, Northwestern University
Co-Chair: Lauren Human, University of British Columbia
Social relationships are known to have important health implications. However, less is known about the specific dyadic processes that enable social relationships to get under the skin. We present data using interdisciplinary dyadic approaches across multiple relationship contexts to examine how social relationships impact biological correlates and disease development.

ABSTRACTS
WARMTH, CONTROL, AND RESTRAINT DURING MARITAL DISAGREEMENT: DYADIC MECHANISMS IN CARDIOVASCULAR RISK
Timothy W. Smith1
1University of Utah
Although being married is associated with reduced cardiovascular risk, marital strain (e.g., conflict, disruption) confers increased risk. Utilizing data from three dyadic studies, this presentation illustrates gender differences in behavioral and psychophysiological mechanisms linking low marital quality and cardiovascular risk. In dyadic analyses of couple disagreements, interactions characterized by low warmth are associated with greater coronary atherosclerosis for women, but not men. Marital disagreements characterized by high levels of control are associated with greater atherosclerosis for men, but not women. Cardiovascular stress responses during marital interactions show parallel sex differences in this mechanism. Restraint and couple regulation efforts during potentially stressful marital interactions have beneficial initial effects on the tone of marital conflict discussions, but measures of parasympathetic functioning suggest that such efforts can lower women’s subsequent resting parasympathetic functioning after conflict. This could be an additional biobehavioral mechanism that works differently for men and women in influencing cardiovascular risk.

COMMUNAL COPING IN COUPLES WITH CHRONIC ILLNESS
Vicki S. Helgeson1
1Carnegie Mellon University
Research on chronic illness often fails to consider the interpersonal context. This presentation focuses on the impact of communal coping on illness adjustment among couples in which one person has been recently diagnosed with type 2 diabetes. Communal coping is conceptualized as the perception of the illness as “our” problem rather than “my” problem. We hypothesize that communal coping leads to greater accuracy in understanding feelings/thoughts, greater support provision, enhanced patient self-efficacy, and better patient adherence. We have self-report, language, and behavioral measures of communal coping. Analyses of 30 couples revealed that patient self-reported communal coping was related to greater spouse support, patient self-efficacy, and patient adherence. Patient communal pronouns were associated with better adherence, and spouse communal pronouns were associated with greater support and less patient depression. For this presentation, we will examine links of communal coping to empathic accuracy and communal coping behaviors assessed through videotaped illness discussions.

DYADIC COPING WITH RHEUMATOID ARTHRITIS: SPOUSE RESPONSES MODERATE THE EFFECT OF PATIENT COPING ON PAIN
Anita DeLong1, David B. King1, Ellen Stephenson1
1University of British Columbia
We employed an intensive longitudinal design to examine the influence of spouse support on catastrophizing among patients with rheumatoid arthritis (RA). Couples in which one spouse was diagnosed with RA participated twice daily in telephone interviews for a period of one week. Multilevel modeling was used to examine interactions between patient catastrophizing and three types of spouse responses: being there for the patient when needed, love and acceptance, and avoidance. Simple slopes analyses revealed that the relationship between patient catastrophizing and pain was attenuated when spouse reports of love and acceptance were high and when their reports of avoidance were low. In sum, findings support a model of dyadic coping in which both patient and spouse responses need to be considered in union to determine the outcomes of stress, and further underscore the value of including the support provider in clinical interventions.

THREAT VIGILANCE TENDENCIES IN PARENT-adolescent DYADS: IMPLICATIONS FOR CARDIOVASCULAR HEALTH
Meanne Chan1, Edith Chen1
1Northwestern University
Documented cross-over effects and risk for disease have centered on the contagion of stress in couples, while less is known about stress response pre-cursors within other family relationships. In a sample of 259 parent-adolescent dyads, we examined threat vigilance, a specific social-cognitive process that may underlie psychological responses to stress, and cardiovascular health indicators, including metabolic symptoms (cholesterol, glucose, blood pressure, waist circumference, body composition) and inflammatory markers. Threat vigilance was measured with an implicit paradigm to capture automatic processing of environmental cues. Threat vigilance was associated with greater metabolic symptoms in adolescents, and with greater synthesis of inflammatory proteins by lipopolysaccharide stimulated peripheral blood mononuclear cells in parents. Cross-over analyses revealed that threat vigilance in parents predicted metabolic symptoms in children, but children’s threat vigilance did not predict parents’ cardiovascular health indicators. The importance of considering dyadic characteristics when examining family relationships and biological correlates will be discussed.

Symposia Session S-H9
ARE POWER AND GENDER MUTUALLY REINFORCING OR OFFSETTING?
Saturday, February 15, 3:30 pm – 4:45 pm
Chair: Jennifer Overbeck, University of Utah
Maleness is often associated with dominance and power, femaleness with affiliation and powerlessness. Four talks provide evidence to both challenge and support these associations. In short, there are clear connections between power and gender, but they may be more nuanced than previously thought.

ABSTRACTS
BEING POWERFUL AND FEELING (UN)COMFORTABLE: THE INFLUENCE OF GENDER, LEADERSHIP STYLE, AND INDUSTRY ON MEN AND WOMEN’S COMFORT WITH POWER
Justin D. Wareham1, Ekaterina Netchaeva1, Leah Sheppard2
1University of Utah, 2University of British Columbia
Given prescriptive gender roles, it has been assumed that men feel more comfortable than women holding positions of power. This research examines conditions under which this may or may not hold true. Study 1 manipulated leadership style (authoritarian vs. democratic) and industry setting (fashion vs. software) to show that both men and women anticipate greatest discomfort holding power within gender-incongruent contexts. Further, women most preferred democratic leadership in fashion, whereas men most preferred authoritarian leadership in software. Study 2 manipulated hierarchical rank (middle manager vs. top executive) and industry setting and showed that men and women both prefer higher rank, but only in gender-congruent contexts. We conclude that gender may not predict overall feelings about holding power, but both men and
women prefer to hold power in settings congruent with stereotypes and expectations of their own gender. We discuss implications for improving equal representation in high-ranking roles.

**WOMEN MEAN TO HANG TOUGH IN NEGOTIATIONS, BUT THEIR POSTURES WORK AGAINST THEM**

Teng Zhang³, Jennifer R. Overbeck², Margaret A. Neale²
¹University of Utah, ²Stanford University

We examined how men’s and women’s relational orientation affect economic and relational outcomes of negotiation, and whether postural dominance mediated any relationship. In a study using mixed-gender dyads, men and women had similar relational orientation, pre-negotiation targets and reservation points, and total value claimed. Overall, women’s relational orientation directly increased their value claiming whereas men’s relational orientation caused them to show less dominant postures, which led to decreased value claiming. This good news for women was offset by their behavior, however: Women’s postures were less dominant than men’s, and women’s relational orientation resulted in men’s adopting more dominant postures. Both dynamics helped men claim more value. Women were also judged more negatively than men on relational dimensions, despite their less-dominant postures. Despite similar pre-negotiation planning, then, men and women comported themselves differently during negotiation, in ways that could work to women’s disadvantage.

**WHEN OPPORTUNITY KNOCKS, FEMALE NEGOTIATORS ARE DISPROPORTRINATELY DECEIVED**

Laura Kray⁴, Alex Van Zant⁵, Jessica Kennedy⁶
¹University of California, Berkeley, ²UC-Berkeley, ³University of Pennsylvania

Because negotiations involve competition between parties with conflicting interests, deception is common. Across three studies, we find that gender stereotypes about women’s greater ease of being misled and men’s greater likelihood of retaliating predict more blatant deception towards female counterparts than male counterparts. Study 1 confirmed the existence of this negotiator gender stereotype. In Study 2, negotiators indicated more deceptive intent towards females than males when the lie had a high risk of being detected, suggesting fear of retaliation prevented deceit towards males. When the lie was unlikely to be detected, no gender difference emerged in deception. In Study 3, we examined deceptive behavior in face-to-face negotiations. As hypothesized, negotiators were significantly more likely to bluntly deceive female counterparts than male counterparts. This deception resulted in higher agreement rates under false pretexts and more negative subjective experiences for female negotiators compared to male negotiators.

**FROM POWER DIFFERENCES TO SEX DIFFERENCES**

Adam Galinsky¹, Eric M. Anicich¹, Joe C. Magee², Derek D. Rucker², Hannah Riley Bowles³, Nira Liberman⁴
¹University of Colorado Boulder, ²University of Connecticut

The cause of sex differences has been a long-standing debate in the social sciences. Evolutionary theories point to differential selection pressures that produce biological differences between the sexes. Social role theories identify the differential distribution of women and men into different roles with disparate demands. Power/status theories highlight the differential level of power that men and women have in society. Drawing on a decade of research on the psychological effects of having versus lacking power, we present data showing that more than 25 established differences between men and women exhibit comparable differences between individuals with high-power versus low-power, with those experimentally endowed with power mirroring the behavior of men. Men and high-power participants display more confidence, risk-taking, action, negotiation initiation, authenticity, subjective well-being, persuasion, objectification, unethical behavior and less perspective-taking, emotion recognition, rumination, and conformity than women and low-power participants. These findings support power-based accounts of sex differences.
here are based on novel power analysis results that we have derived for the correct statistical models that treat participants and stimuli both as random factors. These principles will help researchers answer questions such as: How many different stimuli should I use? Will I increase power more by increasing the sample size of participants or of stimuli? Should I have every participant respond to the same set of stimuli, or should each participant get their own unique set of stimuli?

WITHIN-PERSON MEDIATION ANALYSIS OF INTENSIVE LONGITUDINAL DATA
Jean-Philippe Laurenceau1, Niall Bolger2
1University of Delaware, 2Columbia University

In this talk, we describe a type of statistical mediation especially suited for intensive longitudinal data: mediation at the within-subject level (Bolger & Laurenceau, 2013). As an illustration we use data from an intensive longitudinal study of couples coping with metastatic breast cancer who completed electronic diary assessments 6 times a day for 14 days. Within-person mediation analyses suggested that pain may wear on couples’ relationships through its adverse effects on patients’ mood. Because participants are assessed repeatedly in an intensive longitudinal study, each participant can be conceived as having his/her own mediation effect. This permits the estimation of an average within-person mediated effect as well as between-person heterogeneity around that average. Challenges involving extensions to a non-normally distributed mediator or outcome are briefly considered.

Symposia Session S-H11
GIVING SOCIAL PSYCHOLOGY AWAY--AND HAVING IT THROWN BACK IN OUR FACES
Saturday, February 15, 3:30 pm – 4:45 pm, Room 6
Chair: Leonard Newman, Syracuse University

Research by social psychologists can enrich public understanding of important societal issues and challenges. However, clearly communicating the implications of our findings is challenging. Giving social psychology away to institutions with well-entrenched practices can be especially difficult. Symposium contributors will elaborate on such challenges and lessons learned from their experiences.

A B S T R A C T S

PSYCHOLOGY-AND-LAW OR PSYCHOLOGY-VERSUS-LAW?: YOU DECIDE
Lisa E. Hasel1
1University of Florida

Over a century has passed since Hugo Munsterberg’s classic text, “On the Witness Stand,” was published in 1908. Psychologists continue to conduct research aimed at understanding and improving both the criminal justice process and outcomes for people involved in the criminal justice system. Given the relevance to social psychology and the expertise of the presenter, this presentation will focus on the areas of eyewitness identification, which has been referred to as the “gold standard” in the field of law and social science, as well as on the areas of deception detection and interrogation procedures. I will highlight some historical failures and successes in the interactions between psychological researchers and legal actors regarding evidence-based practices designed to improve criminal investigation outcomes. Additionally, I will discuss key lessons that have been learned during those interactions about the best ways to accurately portray research while communicating and collaborating with policy makers.

HABITS OF CAUTION AND CONTEXTUALIZATION DIE HARD
Judith Harackiewicz1
1University of Wisconsin

As an experimental social psychologist, I have always tried to emphasize the limiting conditions and qualifications of any single empirical finding, often to a tedious fault. As my empirical work has accumulated, however, my colleagues and I have been confident enough to venture into the real world and test interventions to promote academic outcomes such as performance in science classes and STEM course-taking, with some real success. Still, we try to identify the limitations and qualifications, and it can be frustrating when educators jump to use interventions that we don’t feel are fully ready for implementation in other contexts, or aren’t quite ready for scaling up. Habits of caution and contextualization die hard. At the same time, other educators question whether simple interventions based on social psychological principles could possibly work, and suspect and question our findings. Then we throw caution to the winds, and make stronger claims than we should.

A FAMILY-ORIENTED HUMANISTIC VERSION OF EVOLUTIONARY PSYCHOLOGY? FORGET ABOUT IT!
Douglas Kenrick1
1Arizona State University

Evolutionary psychologists have been accused of focusing on negative aspects of human nature: Homicide, one-night-stands, infidelity, and other selfish and nasty tendencies. As a protege of Bob Cialdini, I thought a more appealing marketing strategy might be in order. Hence, my colleagues and I wrote a paper linking modern Darwinian thought with that of the beloved humanistic psychologist Abraham Maslow. We suggested that his famous pyramid had completely skipped the central role of family values in human motivation, and we gently placed care of children and grandchildren into the picture. The paper was published in a top journal, and we were pleased that it got extensive media coverage. Many members of the public, however, including people whose values I mostly shared, were shocked and horrified for an unexpected reason. I will discuss lessons learned about disseminating research findings to the public, lessons I could have learned from my mentor.

WHEN AND WHY DO PEOPLE BELIEVE THAT SOCIAL PSYCHOLOGISTS EXCUSE WRONGDOING?
Ying Tang1, Leonard S. Newman1
1Syracuse University

Research by social psychologists has lessons to impart about the causes of socially undesirable behavior, but lay people may resist them when they believe that social psychologists’ accounts of such behavior absolve wrongdoers of responsibility. Consistent with past research, the studies we describe reveal that relative to accounts of wrongdoing emphasizing individual differences in the propensity to engage in antisocial behavior, accounts that emphasize contextual factors lead people to assume that the researchers do not hold wrongdoers responsible for their behavior. Our current research, however, reveals two moderators of these findings. Discrepancies between participants’ own beliefs about culpability and what they perceive psychologists’ beliefs to be are especially pronounced when psychologists are thought to be disproportionately politically liberal. However, a study involving participants in both China and the United States indicates that people in collectivist cultures are less suspicious of explanations of wrongdoing that focus on the power of the situation.

Evolutionary psychologists have been accused of focusing on negative aspects of human nature: Homicide, one-night-stands, infidelity, and other selfish and nasty tendencies.
Symposia Session I
Saturday, February 15, 5:00 pm – 6:15 pm

Symposia Session S-11
THE POLITICS OF SOCIAL PSYCHOLOGICAL SCIENCE
Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom D
Chair: Lee Jussim, Rutgers University

Many social psychological topics have political implications. Has the fact that most social psychologists are political liberals distorted research on these topics? Four speakers address this issue from different perspectives. Together, these talks challenge researchers to improve social psychology by minimizing the influence of their political beliefs on our science.

ABSTRACTS

WHY WE SHOULD CARE ABOUT IDEOLOGICAL DIVERSITY IN SOCIAL PSYCHOLOGY
Yoel Inbar1, Joris Lammers2
1Tel Aviv University, 2Universität zu Köln
Does social-personality psychology have a diversity problem? When it comes to politics, the answer is clearly “yes.” I will discuss two large-scale surveys (combined N=800) of social and personality psychologists which found that: 1) only a small minority describe themselves as “conservative” or “moderate”; 2) conservatives fear negative consequences of revealing their political beliefs to their colleagues; 3) they are right to do so. In decisions ranging from paper reviews to hiring, many social and personality psychologists said that they would discriminate against openly conservative colleagues— and the more liberal respondents were, the more they said they would discriminate. I’ll then talk about some of the consequences of an ideological monoculture for individual researchers and scientific progress, and suggest some ways to increase ideological diversity.

IDEOLOGICAL SYMMETRY IN PREJUDICE, INTOLERANCE, AND AUTHORITARIANISM
Jarret Crawford1
1The College of New Jersey
In social psychology, prejudice, intolerance and authoritarianism have long been considered more the province of the political right than the left. I will review new evidence showing that—contrary to this prevailing view—prejudice, intolerance, and authoritarianism characterize people on both the right and left. First, I will discuss recent research showing that liberals and conservatives express approximately equal levels of prejudice, discrimination, and political intolerance towards their perceived outgroups. Second, I present new evidence showing that just as right-wing authoritarianism predicts support for the forceful suppression of the left, left-wing authoritarianism predicts support for the forceful suppression of the right. Together, these studies suggest that perceived value inconsistence and threat are the mechanisms behind left-wing and right-wing outgroup hostility. I end by discussing why half a century of social psychological research has failed to address or uncover ideological symmetries in prejudice, intolerance and authoritarianism.

CONSERVATIVES AS CANARIES IN THE COAL MINE: SYMPTOM OF SICKNESS SAPPING SCIENTIFIC SOCIAL PSYCHOLOGY
Lee Jussim1
1Rutgers University
Why are social and personality psychologists largely politically left-wing, and what are the scientific consequences? Psychology’s ideological skew is due to self-selection, hostile-workplace processes, and direct discrimination (Duarte, Crawford, Stern, Haidt, Jussim, and Tetlock, under review; Inbar & Lammers, 2012). The consequences for psychological science are serious, including unjustified or distorted conclusions about politically-charged topics via a slew of questionable interpretive practices (QIPs; Jussim, 2012). QIPs include: selective preference (publication, funding, citations) given to politically congenial studies; blind spots (selectively ignoring politically uncomfortable results); and mythmaking (extolling weak or irreplicable findings as powerful and pervasive if they bolster politically desirable narratives). I will present specific examples of QIPs: questionable publication, IRB, and funding decisions; selective ignoring of research on rational and accurate stereotyping; and selective extolling of weak or irreplicable expectancy-confirmation studies. I conclude with recommendations on how to limit QIPs and reasons to be optimistic about social psychology’s future.

THE POLITICS OF PUBLISHING CONTROVERSIAL WORK ON PSYCHOLOGICAL SEX DIFFERENCES
David Buss1
1University of Texas, Austin
This talk will share insights from publishing controversial work on psychological sex differences. When I first presented my 37-culture study on evolved sex differences in the psychology of sexuality and mating, friendly colleagues urged me to suppress the findings. Many still refuse to acknowledge that evolved sex differences exist, because doing so is erroneously perceived to conflict with achieving gender equality. As a result, scientifically astonishing double-standards are applied to evaluating competing explanations. Firmly grounded evolutionary hypotheses require massive cross-cultural and cross-method documentation, and even then are denigrated, distorted, mischaracterized, or dismissed. Explanations involving socialization, roles, and vague invocations of “culture” are readily accepted as prima facie correct, even when causal explanations are nebulous and empirical evidence dubious. Advancement of social psychological science requires acknowledging potentially unpalatable empirical findings, eliminating scientific double-standards, and making social psychological theory consistent with principles in the life sciences.

Symposia Session S-12
PROVIDING EFFECTIVE SUPPORT IN CLOSE RELATIONSHIPS: NEURAL, BEHAVIORAL, AND PHYSIOLOGICAL PREDICTORS AND CONSEQUENCES
Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom A
Chair: Sylvia Morelli, Stanford University

The speakers of this symposium will identify neural, behavioral, and physiological predictors of effective support provision and consequences, and demonstrate that providing support to close others is associated with mental and physical health benefits for the provider.

ABSTRACTS

VICARIOUS REWARD: A NEURAL PREDICTOR OF PROVIDING GOOD SUPPORT
Sylvia A. Morelli1, Molly E. Arnn1, Jamil Zaki1
1Stanford University
Although recent research has focused on the benefits of giving support, much less is known about what motivates individuals to provide good support. Therefore, we examined whether individuals who experience high levels of vicarious reward would be most likely to provide high quality support. In a 14-day diary study, 48 pairs of close friends reported on their personal well-being and the quality of emotional support they provided to their friend each day. One friend was also scanned as he/she observed the other friend win money in a game. When observing a friend win money, increased reward-related activity predicted higher quality support to that same friend across 14 days. Providing higher quality support on one day also predicted decreased stress, loneliness, and negative affect on the same day. Our findings suggest that vicarious reward may serve as neural marker of high quality support provision and its downstream effects on personal well-being.
MECHANISMS FOR LINKING PROSOCIAL BEHAVIOR TO PHYSICAL HEALTH
Stephanie L. Brown
1 Stony Brook University and the University of Michigan
Prosocial behavior has been linked to better health, reduced mortality risk, and well-being. However, almost no research addresses the mechanisms by which prosocial behavior might promote health and interrupt disease processes. In my talk, I will review the results of new studies designed to examine the physiological mechanisms that link prosocial behavior to physical health. These mechanisms are framed and organized as neurobiological features of a caregiving motivational system. I will describe how the features of the caregiving system also regulate physiological homeostasis and interfere with the development of chronic inflammation. After a brief review of new models of inflammatory disease and cancer biology, I discuss how the caregiving system is uniquely poised to also interrupt the development of lethal forms of cancer. I will conclude my talk with the implications for medical research, bioethics, and health care policy.

SOCIAL SUPPORT PREDICTS WEIGHT GAIN IN THE EARLY YEARS OF MARRIAGE
Benjamin R. Karney1, Andrea L. Meltzer2, James K. McNulty2
1 University of California, Los Angeles, 2 Southern Methodist University, 3 Florida State University
Spouses tend to gain weight after they marry. The current study examined whether the quality of spouses’ supportive behaviors as newlyweds predicted weight gain over the first four years of marriage. We observed 169 newlywed couples discussing a personal goal and gathered those discussions for the quality of both partners’ supportive behaviors, and assessed weight every 6 months for 4 years. Both spouses tended to gain more weight to the extent that they engaged in behaviors indicative of a lack of motivation, such as whining, complaining, and avoiding responsibility. Among husbands, but not wives, this effect was moderated by their partners’ tendencies to engage in oppositional behaviors like criticism, confrontation, and rejection. These effects held controlling for marital satisfaction, depressive symptoms, neuroticism, and both partners’ income. These findings illuminate how relationship processes predict weight changes in couples, and demonstrate the value of a little well-timed negativity.

LINGUISTIC CORRELATES OF SUPPORTIVE BEHAVIOR IN COUPLES
Alexandra Suppes1, Niall Bolger2
1 Columbia University
One of the challenges in understanding effective supportive interactions is that these can be subtle and relatively invisible to the recipient. The current study examined whether the quality of supportive behaviors as newlyweds predicted weight gain over the first four years of marriage. We observed 169 newlywed couples discussing a personal goal and gathered those discussions for the quality of both partners’ supportive behaviors, and assessed weight every 6 months for 4 years. Both spouses tended to gain more weight to the extent that they engaged in behaviors indicative of a lack of motivation, such as whining, complaining, and avoiding responsibility. Among husbands, but not wives, this effect was moderated by their partners’ tendencies to engage in oppositional behaviors like criticism, confrontation, and rejection. These effects held controlling for marital satisfaction, depressive symptoms, neuroticism, and both partners’ income. These findings illuminate how relationship processes predict weight changes in couples, and demonstrate the value of a little well-timed negativity.

GROUP IDENTITY AND PREJUDICE: NEW FINDINGS FROM AN IMPLICIT SOCIAL COGNITIVE PERSPECTIVE
Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom G
Chair: Travis Carter, Colby College
This symposium presents an implicit cognition perspective on how group identity predicts prejudice. In particular, the work presented advances psychological findings that racial and national identities shape a wide spectrum of intergroup attitudes and behaviors. We focus on how group identities and cues predict ingroup prejudice subtly and unintentionally.

ABSTRACTS

EXCLUSIVE NATIONAL IDENTITY IN THE POLITICAL ARENA
Thierry Devas1, Que-Lam Huynh1, Debbie S. Ma2
1 San Diego State University, 2 California State University Northridge
Despite the ethnic diversity of the US population, ethnic minority groups are viewed as less American than European Americans. This talk focuses on the potential consequences of this exclusionary national identity in the political domain. First, we examine the links between the perceived prototypicality of ethnic groups and policy attitudes relevant to ethnic relations. The extent to which ethnic groups are perceived as embodying the American identity is more strongly linked to anti-minority policy attitudes among European Americans than among Latino or Asian Americans. Second, we examine the interconnections between the perceived Americanness of Barack Obama and Mitt Romney and their electability during the 2012 presidential election. The relative perceived Americanness of these candidates accounts for the willingness to support them beyond the influence of attitudes. Thus, the cognitive ascertainment of the national identity is linked to attitudes and behavioral intentions that delineate the rights and opportunities of ethnic minorities.

NATIONAL CUES UNINTENTIONALLY INCREASE INTERGROUP RACIAL PREJUDICE
Melissa J. Ferguson1, Travis J. Carter2, Gayathri Pandey1, Rasha Kardosh1, Ran R. Hassin2
1 Cornell University, 2 Colby College, 3 Hebrew University
How does one’s national identity, and particularly the implicit associations with one’s nation, influence attitudes towards that nation’s historically stigmatized racial and ethnic groups? Does it prompt a superordinate grouping of, for instance, “American” to increase egalitarianism in line with recent as well as classic work (e.g., Allport, 1954), or does it exaggerate categorizing minorities as outgroup members, increasing prejudice toward those groups? In a series of studies, we subtly primed participants in America and Israel with their national symbols, and then tested their prejudice toward a historically stigmatized group. In both countries, those who were primed showed a significant increase in bias. White and Asian Americans showed increased prejudice toward Black Americans after being primed with an American flag, and Israeli Jews showed more implicit prejudice toward Israeli Arabs after being primed with the Israeli flag. We also examined how such an effect might be mitigated, and showed that being reminded of admired American Black exemplars eliminated the effect.

DOES THE CONFEDERATE FLAG PRIME PREJUDICE-CONSISTENT JUDGMENT?
Joyce Ehrlinger1
1 Washington State University
The Confederate Flag is a powerful symbol connected to a history of prejudice and race-related violence. Because it is also a source of pride for some, this rebel flag often inspires controversy especially where it is displayed on public land and incorporated into U.S. state flags. Some argue that the link between the Confederate Flag and prejudice is purely historical. However, I will present three studies suggesting that this relationship is ongoing. For example, participants simply exposed to the Confederate Flag evaluate Black targets in more prejudice-consistent ways than control participants. Most notably, exposure to the Confederate flag left participants in a 2008 study less willing vote for Barack Obama despite having no impact on intentions to vote for white political candidates. These results suggest that the Confederate Flag can serve as a powerful cue with an ongoing potential to inspire prejudice.
FOR MEMBERS ONLY: COSTLY INGROUP PUNISHMENT IN THE SERVICE OF INGROUP FAVORITISM
David M. Amo1, Saaid A. Mendoza2, Sean P. Lane3
1New York University, 2Amherst College

Although group membership has many privileges, members are also expected to reciprocate those privileges. We proposed that ingroup members would be punished more harshly than outgroup members for marginal fairness norm violations within a negotiation. We tested this hypothesis in the context of ultimatum game interactions. Participants considered proposals from ingroup and outgroup members for shares of $20, which ranged in perceived fairness. Rejections caused each player to earn nothing—a punishment of the proposer at a cost to oneself. Group membership was defined by either race (Study 1) or college affiliation (Study 2). In both studies, participants expressed costly punishment on ingroup members more often than outgroup members for marginally unfair offers. This effect was magnified for those with stronger group identification (Study 2). We suggest that this pattern represents a strategy for maintaining group-based norms and promoting ingroup favoritism.

SYMPOSIUM SESSION I-S14
EMBODYING MOTIVATION: HOW BODILY EXPERIENCES SHAPE OUR GOALS AND DESIRES
Saturday, February 15, 5:00 pm – 6:15 pm, Room 17
Chair: Lotte Veenstra, VU University Amsterdam
Co-Chair: Shana Cole, New York University

The present symposium introduces an embodied cognition perspective on human motivation. The presenters show how bodily experiences like taste, weight, and lighting, may influence motivational dynamics. Even complex motivations may be grounded in bodily experiences. The embodied nature of motivation has far-ranging implications and suggests new ways of motivating people.

ABSTRACTS

A ROLE FOR SWEET TASTES IN THE EMBODIMENT OF PROSOCIAL MOTIVATION
Michael D. Robinson1, Adam K. Fettermann1, Brian P. Meier2
1North Dakota State University, 2Gettysburg College

Lakoff and Johnson (1999) suggested people live metaphorically rather than merely speak this way. For example, nice people may actually be “sweet” besides being perceived as sweet by others. Across 6 studies, we investigated the embodiment of prosocial motivations. Study 1 finds that perceivers infer more prosocial motivation (i.e., agreeableness) when they learn that the target person likes a sweet food. Study 2 finds that people high (rather than low) in prosocial motivation like sweet-tasting foods more in the lab. Study 2 finds that liking for sweet foods predicts prosocial motivation and behavior outside the lab. Studies 4 and 5 find that tasting sweet foods renders people higher in prosocial motivation. Study 6 finds that people who like sweet foods enjoy their days more when they are nice to others. The findings establish an embodied basis for prosocial motivation and suggest that metaphoric processes influence people’s motivational dynamics.

BETRAYED BY THE BODY: BODILY MARKERS OF IMPORTANCE INCREASE DECISIVENESS BUT LEAVE DECISIONS SELF-INCONGRUENT
Nils B. Jostmann1, Nicola Baumann2
1University of Amsterdam, 2University of Trier

Weight is metaphorically linked to effort mobilization. The present studies examined how this link may influence personal decision-making and motivational processes. A first set of studies shows that holding a heavy rather than light object while participants think about a personal decision (see Jostmann, Lakens, & Schubert, 2009) makes them perceive themselves as higher in trait decisiveness. A second set of studies investigated whether embodied experiences of heaviness mimic the known behavioral manifestations of trait decisiveness. Trait decisiveness is linked to an absence of conflict between explicit goals and implicit motives, which promotes well-being and health (Baumann, Kaschel, & Kuhl, 2005). However, we found consistently that heaviness increases goal-motive conflict in different domains (e.g., affiliation, achievement). We conclude that embodied experiences can affect explicit self-concepts and decisions even when implicit motivational support is lacking. Apparently, listening to your body when making decisions can be deceptive.

EYES ON THE PRIZE: ATTENTIONAL NARROWING INFLUENCES DISTANCE PERCEPTION IN THE SERVICE OF REGULATING EXERCISE BEHAVIOR
Shana Cole1, Emily Balcells1, Matthew Riccio2, Lily Brafman1, Sandra Mulainovic2
1New York University, 2Columbia University, 3VU University Amsterdam

There is a worldwide obesity epidemic, caused in part by people’s failure to exercise sufficiently. We posit that one reason people are overweight is that they literally perceive their environments as more difficult to traverse. We draw from our work on embodied visual perception and on classic motivation theory in designing and testing one intervention meant to affect perceptions of the environment in ways that would incite action. In 3 studies, we trained participants to narrowly focus their visual attention on a goal-relevant target. Narrowed attention led people to perceive a goal as physically closer and to walk faster to reach it. In addition, we tested the moderating effect of construing the task as challenging rather than threatening on perceived proximity to the target and goal-directed behavior. Taken together, the studies support the embodied nature of visual perception and its role in the regulation of goal-directed behavior.

EMBODIED ANGER MANAGEMENT: EMBODIED AVOIDANCE CUES CAN REDUCE ANGER AND AGGRESSION AMONG INDIVIDUALS WITH HIGH TRAIT ANGER
Lotte Veenstra1, Iris K. Schneider1, Irena Domachowska1, Brad Bushman1, Mattie Tops1, Sander L. Koole1
1VU University Amsterdam, 2TU Dresden, 3Ohio State University

Prior work found that embodied anger expressions increase aggression (Bushman, 2002). However, we propose that embodied experiences can facilitate anger management when they address the approach motivation that underlies anger (Carver & Harmon-Jones, 2008). Because approach motivation is dampened by avoidance motivation, embodied avoidance cues may down-regulate anger. Such embodied anger management might especially help individuals high in trait anger. Indeed, trait-angry participants were less angry after a provocation when making avoidance movements (Study 1), in a dark room (Study 2), or leaning backwards (Study 3), compared to when participants made approach movements, were in a well-lit environment, sat straight, or leaned forwards. Embodied avoidance cues further reduced approach drive (Study 4) and impulsive aggression (Study 5) among trait-angry participants. No such effects were observed among low trait-angry participants. Thus, embodied motivational states may facilitate anger management, particularly among trait-angry individuals.

SYMPOSIUM SESSION I-S15
REFLECTING ON THE REDEMTIVE STORY
Saturday, February 15, 5:00 pm – 6:15 pm, Room 9
Chair: William Dunlop, University of California, Riverside

The redemptive story is a narrative accounting of how something bad is construed as leading to something good. In this symposium, McAdams, Dunlop, McLean, and Weston present research showcasing the redemptive story’s relevance to culture, development, health, and well-being. Thus, these talks underscore the ubiquitous nature, and far-reaching implications, of the redemptive story.
TURNING BAD THINGS INTO GOOD: REDEMPTIVE LIFE NARRATIVES IN IDENTITY AND IN CULTURE
Dan P. McAdams¹
¹Northwestern University

In redemptive life narratives, a protagonist is delivered from suffering to experience an enhanced status or state. A number of studies have shown that narrating one’s life story in redemptive terms is associated with psychological wellbeing and positive engagement with society. I will trace the history of the redemptive theme as expressed in American culture, examining redemptive stories of atonement (from sin to salvation), upward mobility (the American dream), liberation (personal and social emancipation), and recovery (re-embracing the good inner self). I will also present new data from a study of 160 midlife American adults showing that high levels of generativity are strongly linked to a suite of related images and motifs in life narrative that revolve around the idea of personal redemption. Redemptive life narratives sustain hope in the face of adversity and affirm the belief that the narrator is destined to leave a positive mark on the world.

THE REDEMPTIVE STORY AND HEALTH BEHAVIOR
William L. Dunlop¹, Jessica L. Tracy²
¹University of California, Riverside, ²University of British Columbia, Canada

Once a self-narrative is formed, we contend there is an impetus to maintain it. Thus, by narrating personal improvement following adversity, the narrator may actually improve. This possibility was examined among a sample of alcoholics, and alongside additional narrative dimensions. Cross-sectionally, we found that alcoholics who had maintained their sobriety for four years or longer were more likely to provide redemptive stories of self-improvement, and to use fewer negative emotion words, while describing their most recent drinking experiences, relative to alcoholics sober six months or less. Longitudinally, although recently sober redemptive and non-redemptive participants were initially otherwise indistinguishable, the former were more likely to maintain their sobriety in subsequent months, relative to the latter. The negative emotional words in their stories, in turn, did not predict subsequent sobriety. Collectively, these results suggest that, in contrast to micro-analytic story content, narrative redemption may serve as a precursor to sustained behavioral change.

ARE THERE RISKS TO NARRATIVE PROCESSING AND REDEMPTION?
IT DEPENDS ON WHO YOU ARE AND WHAT YOU ARE REFLECTING ON
Kate C. McLean¹
¹Western Washington University

While current theory points to the psychological benefits of processing negative events to understand their personal meaning and to find redemption, we have recently proposed that the type of person and the type of event matter, a proposal supported with three recent empirical examples. First, development matters. In a study of adolescent boys (n = 146), narrative meaning was associated with poor adjustment in early, but not late, adolescence. Second, background matters. In a sample of at-risk middle and late adolescent delinquents (n = 31), greater narrative processing was associated with greater delinquency, and redemption was not associated with positive adjustment. Finally, type of event matters. In a sample of college students (n = 561), some with backgrounds of abuse (n = 204), redemption and narrative processing were both positively associated with PTSD symptoms for those with abuse histories. Discussion focuses on the potential risks of redemptive narrative processing.

WHAT IS REDEMPTION? SEARCHING FOR THE LINGUISTIC STRUCTURE OF REDEMPTION STORIES
Sara J. Weston¹, Joshua J. Jackson², Keith S. Cox²
¹Washington University in St. Louis, ²Northwestern University

Redemptive stories are often defined by the meaning the narrator gives to their events. However, these narrators may unknowingly use specific words to tell their stories. Identifying the linguistic structures of narratives, or the associations between words used to construct stories, and their relationship to redemption may explain redemptive stories’ associations with positive psychological outcomes. This study examined low point narratives (N = 152). Linguistic variables were measured using the Linguistic Inquiry and Word Count program. Factor analyses extracted six factors from these linguistic variables, which represent the linguistic structure of the narratives. Interestingly, no factors were associated with redemption coding. However, both redemption and one factor, Future Difference, predicted psychological well-being at a one year follow-up, even when both variables were included in the model. Despite no evidence of a linguistic structure of redemption, the results demonstrate the importance of including linguistic variables in the study of life narratives.

Symposia Session S-16
A THREAT AT EVERY TURN: NEW CHALLENGES AND NEW SOLUTIONS
Saturday, February 15, 5:00 pm – 6:15 pm, Room 18 C/D
Chair: Valerie Taylor, Spelman College

This symposium investigates the consequences of identity threat in sometimes unexpected places and strategies to reduce threat. First, we highlight how seemingly positive situational cues--flattering feminine images and positive group stereotypes--can elicit threat; then examine strategies that buffer diverse groups from threat using daily diary methodology and meta-analysis.

A B S T R A C T S
THREAT IN VIRTUAL REALITY: VIRTUAL SEXUAL OBJECTIFICATION EXPERIENCES DIFFERENTIALLY AFFECT BODY IMAGE CONCERNS IN MEN AND WOMEN
Nicole M. Overstreet¹, Diane M. Quinn²
¹Yale University, ²University of Connecticut

Sexual objectification poses a significant threat to women’s sense of self relative to men and can lead to costly consequences such as body shame. Researchers have suggested that a key contributor to negative objectification outcomes is a focus on the discrepancy between one’s own body and idealized appearance standards (Quinn, Chaudoir, & Kallen, 2011). In the present research, participants were placed in a dating context where sexual objectification experiences might naturally occur and potentially be felt as social identity threat. Two virtual reality studies demonstrated that women’s exposure to sexually objectifying media (Study 1) and objectifying commentary in an interpersonal encounter (Study 2) resulted in greater body image self-discrepancy, which in turn was related to greater body shame and appearance anxiety. These effects were not observed in men. Findings highlight gender asymmetries in the experience of objectification and further identify pathways through which sexual objectification threatens women’s sense of self.

CAN POSITIVES IMPLY NEGATIVES? POSITIVE STEREOTYPES AS A FORM OF SOCIAL IDENTITY THREAT
John Oliver Sî¹, Sapna Cheryan¹
¹University of Washington

Three studies show that hearing a positive stereotype in an intergroup interaction causes targets to believe they are being seen through the lens of negative stereotypes of their group. In Study 1, women who heard a man state a positive stereotype of their group were more likely to believe he held negative stereotypes of them than those who heard no stereotype. In Study 2, positively stereotyped women assumed negative stereotypes were also being applied to them even when the positive stereotype was stated subtly without mention of gender. In Study 3, Asian Americans who were the target of a positive stereotype believed they were also being negatively stereotyped and these beliefs were mediated by a sense that they were being “lumped together” with other members of their group, by the positive stereotype. Positive stereotypes may be threatening because of the latent negativity they signal to their targets.
SYMPOSIUM SESSION I Saturda y, February 15, 5:00 pm – 6:15 pm

Poster Sessions

STEREOTYPE THREAT IN WORKPLACE CONVERSATIONS AND THE MITIGATING ROLE OF GENDER INCLUSIVE POLICIES
Will Hall1, Toni Schmader2
1The University of British Columbia

Stereotype threat is typically examined as a phenomenon experienced by university students during testing. But for women and minorities who successfully jump the hurdle of testing and advance into professional careers, the next obstacle is to stem attrition and boost advancement. In a study of professional engineers we tested whether interpersonal experiences with male colleagues are a source of stereotype threat and the role of workplace policies in reducing that threat. Participants reported their interactions with colleagues on daily diaries over the course of two weeks. Multilevel analyses revealed that for women, negative affective reactions to work conversations with men predicted daily experiences of stereotype threat. However, inclusive policies in the workplace predicted more positive cross-sex conversations and mitigated the relationship between stereotype threat and organizational commitment. This work points to the importance of a positive gender culture in reducing the experience of stereotype threat in organizations.

A COMPREHENSIVE META-ANALYSIS OF THE STEREOTYPE THREAT LITERATURE: OVERALL EFFECTS AND COMPARISON OF GROUPS, TRIGGERS, AND REMEDIES
Valerie Jones Taylor1, Gregory M. Walton2
1Spelman College, 2Stanford University

Stereotype threat can cause severe performance decrements. Research documenting this effect abounds, as does research examining threat-reduction strategies to improve performance. But how large is this effect, does it differ between groups, and how effective are different remedies? Past meta-analyses examine portions of the stereotype threat literature or particular questions within it. Complementing these, we report a comprehensive meta-analysis of laboratory experiments including 316 studies and 26,315 participants in diverse settings and examine the effectiveness of threat-reduction strategies. The overall effect size is moderate (g=.541); a key finding is that studies lacking a condition that actively removes stereotype threat yield a smaller effect (g=.221) than those using a threat-removal strategy (g=.399-.736). The effect is robust for different triggers (gs=.291-.615), populations (gs=.459-.859), and ages (gs=.321-.595). The results highlight pernicious effects of stereotype threat in wide-ranging populations and the importance of efforts to reduce threat in evaluative and other domains.

Symposia Session S-17

THE PSYCHOLOGY OF INGROUP-OUTGROUP DISTINCTIONS IN THE AFTERMATH OF TERRORISM
Saturday, February 15, 5:00 pm – 6:15 pm, Room 19
Chair: Nour Kteily, Harvard University
Co-Chair: Sarah Cotterill, Harvard University

We investigate how acute outgroup threats affect the ways individuals delimit their group boundaries and psychologically distance outgroups. We show how threat contributes to greater restrictiveness in ascribing ingroup characteristics, more stereotypical outgroup characterizations, and the valuing of security over civil liberties. We describe an intervention that mitigates these effects.

ABSTRACTS

BRIDGING THE CHASM: THE EFFECTS OF VIRTUAL INTERGROUP CONTACT ON AMERICAN-MUSLIM ATTITUDES
Emile Bruneau1, Rebecca Saxe1
1Massachusetts Institute of Technology

Intergroup contact has the demonstrated potential to stem the tide of intergroup negativity. However, socio-political conflicts spanning great distances make direct contact difficult and costly. We describe the results of a ‘virtual exchange’ program that aimed to provide the benefits of intergroup contact digitally connecting American students with students in the Arab and Muslim world. These students engaged in video dialogue online, sharing personal stories over several months in groups of 8 to 10 individuals. We conducted the program during the Spring 2013 semester (encompassing the Boston Marathon Bombings), evaluating its effects on participants’ outgroup attitudes relative to a matched control group. Supporting and extending intergroup contact theory, participants exhibited increased positivity towards Muslims, perceived greater overlap between American and Muslim identities, and decreased distancing of Muslims for the self-concept. Moreover, participants were insulated from increased threats exhibited by the control group in the aftermath of the Boston bombings.

‘NOT ONE OF US’: THE DENIAL OF INGROUP CHARACTERISTICS TO SUSPECTED PERPETRATORS OF TERRORIST ACTS.
Nour Kteily1, Sarah Cotterill2, Jim Sidanisu2
1Harvard University

The categorization of individuals as ingroup vs. outgroup members profoundly affects the levels of trust, cooperation, and punishment they are extended, and can also carry implications for the group’s standing itself. Two studies investigated target categorization following the UK Woolwich and Boston marathon attacks: events involving malign targets whose status as national (Woolwich attackers) or racial (Tsarnaev brothers) ingroup members remained ambiguous. Within two days, we presented Brits and White Americans with the suspects’ images. As predicted, those higher in social dominance orientation and right-wing authoritarianism—concerned with the ingroup’s status and norm-adherence, respectively—perceived suspects as looking less British and less White, thus denying them critical ingroup characteristics. Individuals feeling more fear (but not anger or sadness) following the attacks also distanced the suspects in this way. Highlighting its importance, perceiving suspects in outgroup terms increased support for their punitive punishment and for militaristic policies targeting outgroups more generally.

OUTGROUP THREATS, INGROUP COMPROMISES: SECURITY OVER PRIVACY IN THE AFTERMATH OF TERRORIST ACTS
Sarah Cotterill1, Nour Kteily?, James Sidanisu, Jennifer Sheehy-Skeffington1, Robin Bergh2
1Harvard University, 2Uppsala University

The Snowden revelations highlight the tension between protecting civil liberties and ensuring public safety. Incidents making security threats to the ingroup salient can tip the balance in favor of protecting safety, even at a cost to privacy. Whereas most responses to outgroup threat investigated target the outgroup itself, the cost of reduced privacy is one the ingroup bears. We expected fear would activate individuals’ existing authoritarian tendencies, associated with the trust of established leadership necessary for relinquishing autonomy. We assessed Americans’ support for measures that prioritized safety over privacy following the Boston Marathon bombings. As expected, fear interacted with right-wing authoritarianism to predict support for privacy restrictions. Moreover, controlling for fear and authoritarianism, closely following news coverage of the bombings led to support for privacy restrictions by increasing the perceived likelihood of future terrorism. These results emphasize the interplay between individual differences and contextual factors in affecting responses to outgroup threat.
EFECTS OF TERRORISM-RELATED MEDIA ON AMERICAN-MUSLIM INTERGROUP RELATIONS
Muniba Saleem1, Sara Prot2, Craig A. Anderson2
1University of Michigan-Deeance and University of Michigan, 2Iowa State University

Most Americans depend on media for information regarding Arabs and Muslims; however, the portrayal of these groups within media is largely negative. In three studies, we explore how media images of Arabs and Muslims influence Americans’ perceptions of these groups. In Study 1, American participants exposed to terrorism news show greater support for aggressive actions against predominantly Muslim countries and this relationship is found to be mediated by negative attitudes and emotions towards Muslims. In Study 2, American participants exposed to terrorism news show support for harsher civil restrictions for American-Muslims such as annual background checks and random phone screenings. This relationship is mediated by perceptions of American-Muslims holding values that are incompatible with American values and perceiving them as “less American”. Finally, an experimental study reveals that participants who play terrorism-themed, relative to neutral, video-games are more likely to draw “typical” Arabs with stereotypical traits, angry expressions, and weapons.

Symposia Session S-18
CULTURE AND EMOTION: ADVANCES FROM CULTURAL PSYCHOLOGY AND CULTURAL NEUROSCIENCE
Saturday, February 15, 5:00 pm – 6:15 pm, Room 18 A/B
Chair: Joan Chiao, Northwestern University

In this symposium, Gendron, Yang, Chiao and Tsai will discuss novel theoretical and empirical approaches to understanding the extent to which human emotion is a culturally-shaped phenomenon with behavioral and neuroimaging paradigms.

ABSTRACTS

EMOTION WORDS AS ELEMENTS IN EMOTION PERCEPTION: EVIDENCE FROM A REMOTE CULTURE
Maria Gendron1, Lisa Feldman-Barrett1
1Northeastern University

We present two experiments suggesting that language provides a top-down contextual element that constrains the cross-cultural perception of emotion. We tested individuals from a remote cultural context (the Himba ethnic group in northwestern Namibia) as well as individuals from the United States. We examined whether cross-cultural perceptions of emotion are robust when emotion words are not present in the task (Study 1). Further, we manipulated the presence or absence of emotion words (Study 2) and examined whether this impacts cultural similarity in perceptions. We show that words routinely shape emotion perception, across vastly distinct cultural contexts. We also discuss our findings in the context of the claim that perceptions of emotion are culturally universal. Our data do not provide support for such a claim, but do suggest that some cross-cultural similarities may exist, particularly for affective states such as pleasure and displeasure.

CULTURAL BACKGROUND AND RESTING CARDIAC VAGAL TONE ADDITIVELY INFLUENCE EMOTIONAL EXPRESSIVENESS
Xiaofei Yang1, Mary-Helen Immordino-Yang1
1USC

Behavioral displays of emotion (expressiveness) are shaped by both cultural values and biological predispositions. However, the relative contributions of these to natural emotional expressiveness have not been investigated. Here we examined how cultural background and resting cardiac vagal tone (rCVT, a positive biological marker for emotion regulation) together influence expressiveness in three groups of young adult participants: Chinese, second-generation East-Asian American (who are bicultural), and American (not of Asian descent). Participants reacted naturally to video clips depicting minor but painful accidents during a private, videotaped emotion-induction interview. We found main effects of cultural background and of rCVT on individuals expressive behavior, but no statistical interaction between these factors. Within the bicultural group, higher rCVT was associated with stronger reported East-Asian cultural orientation. Results suggest that cultural background and rCVT contribute independently to emotional expressiveness, and that rCVT may predispose bicultural individuals toward adopting particular cultural values.

CULTURAL INFLUENCES ON AMYGDALA RESPONSE TO EMOTION
Joan Y. Chiao1, Ahmad Hariri2, Tokiko Harada2, Yoko Mano2, Hitetsugu Komeda2, Lisa Hechtman2, Todd B. Parrish2, Norhiro Sadato2, Tetsuya lidaka2
1Northwestern University, 2Duke University, 3National Institute for Physiological Sciences, 4Kyoto University, 5Nagoya University

Culture affects how people process and respond to emotional events. Here we investigate the effect of culture on human amygdala response to emotional scenes with cross-cultural neuroimaging (fMRI). We show that people living in a collectivist culture (Japan) demonstrate greater bilateral amygdala response to emotional scenes compared to people living in an individualistic culture (US), independent of other known modulators of amygdala response, including genotype, gender, personality and urbanicity. Bilateral amygdala response did not vary between Caucasian-Americans and Japanese-Americans, indicating that culture, but not ethnicity, modulates amygdala response to emotional scenes. These findings illustrate cultural variation in amygdala response to emotion and provide a foundation for incorporating cultural factors into gene-by-environment models of emotion, psychopathology and their underlying neural substrates.

CULTURAL DIFFERENCES IN IDEAL AFFECT SHAPE NEURAL RESPONSES TO EXCITED AND CALM SMILES
Jeanne L. Tsai1, Louise Chim2, Bokpyung Park1, Brian Knutson2
1Stanford University

Whereas European Americans want to feel excited and other high arousal positive states more than Chinese, Chinese want to feel calm and other low arousal positive states more than European Americans. Do these cultural differences in ideal affect shape peoples responses to excited vs. calm smiles? 13 European Americans and 10 Chinese international students in the U.S. viewed and made social judgments about excited and calm smiles during fMRI scanning. European Americans showed greater nucleus accumbens activity (associated with positive emotion and reward) to excited vs. calm smiles compared to Chinese; these differences were mediated by ideal affect. Groups did not differ in fusiform face area activity (associated with perception), or medial prefrontal cortex activity (associated with identity and reflection). These findings suggest that cultural differences in ideal affect shape how rewarding people find excited vs. calm smiles.

Symposia Session S-19
UBIQUITY OF SOCIAL HIERARCHIES: HOW STATUS, CLASS, AND POWER SHAPE BEHAVIORAL AND NEURAL PROCESSES IN MULTIPLE SOCIAL CONTEXTS
Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom B/C
Chair: Matthias Gobel, University College London
Co-Chair: Heejung Kim, University of California at Santa Barbara

Presenting findings from multiple perspectives and cultures, this symposium demonstrates the ubiquitous role of hierarchies in shaping social life. It draws novel pictures of how different forms of hierarchy including status, class, or power impact social interactions at multiple levels from the physiological and neural to the cognitive and behavioral.
A CULTURAL NEUROSCIENCE APPROACH TO SOCIAL CLASS
Michael E. W. Varnum
1Arizona State University
A number of studies have documented effects of socioeconomic status on how the brain functions. However, for the most part these studies have framed their findings in terms of cognitive deficits on the part of lower-SES individuals. However, if we take a cultural approach to social class, then many of these same findings may be seen as culturally influenced modes of thinking that may be adaptive in lower-SES environments. ERP results demonstrating social class differences in spontaneous trait inference are presented. These results parallel those found comparing different cultural groups and do not appear to be the result of cognitive deficits on the part of participants from working-class backgrounds.

APPEASING EQUALS: LATERAL DEFERENCE IN ORGANIZATIONAL COMMUNICATION
Allison R. Fragarle1, John J. Sumanth3, Larissa Z. Tiedens2, Gregory B. Northcraft
1University of North Carolina at Chapel Hill, 2Southern Methodist University, 3Stanford University, 4University of Illinois at Urbana-Champaign
Using archival data on e-mail exchanges at a division of Enron (Study 1) and a field study of management professionals (Study 2), we explore how the relative hierarchical rank of a message sender and a message recipient affects expressions of verbal deference in organizational e-mail communication. Verbal deference refers to linguistic markers that convey a willingness to yield to another’s preferences or opinions as a sign of respect or reverence. Although prior research has focused on upward deference in an organizational hierarchy, from lower-ranked senders to higher-ranked recipients, we predict and find that the greatest amount of deference is expressed laterally, between peers of equal or similar rank. Further, lateral deference is most frequently displayed by those individuals most concerned with preserving their status and rank, confirming that lateral deference may be used as a status-saving strategy designed to protect individuals from status loss associated with “overstepping one’s place”.

LOOKING UP BUT STARRING DOWN - CULTURE, RANK, AND OCULOMOTOR BEHAVIOR
Matthias S. Gobel1, Heejung S. Kim2, William W. Maddux3, Daniel C. Richardson1
1University College London, 2University of California at Santa Barbara, 3INSEAD, Fontainebleau
We examined cultural differences in eye movements when looking at upper versus lower class targets between French culture, where social class is considered to be the primary basis of rank, and American and British cultures, where such belief is less strongly held. When watching videos of targets from either naturally varying (Study1) or experimentally manipulated (Study2) class backgrounds, only French participants looked more into upper than lower class targets’ eyes. In Study3, when the experimental context connoted observation, French participants looked more into the eyes of upper than lower class targets, presumably to encode important information about the higher ranked target. When context connoted interaction, however, French participants looked less into the eyes of upper than lower class targets, presumably to submit to the higher ranked target. These results suggest the relatively higher importance of social class in rank judgment and behavior in French compared to American and British cultures.

COMMUNICATION APPEASING EQUALS: LATERAL DEFERENCE IN ORGANIZATIONAL COMMUNICATION
Allison R. Fragarle1, John J. Sumanth3, Larissa Z. Tiedens2, Gregory B. Northcraft
1University of North Carolina at Chapel Hill, 2Southern Methodist University, 3Stanford University, 4University of Illinois at Urbana-Champaign
Using archival data on e-mail exchanges at a division of Enron (Study 1) and a field study of management professionals (Study 2), we explore how the relative hierarchical rank of a message sender and a message recipient affects expressions of verbal deference in organizational e-mail communication. Verbal deference refers to linguistic markers that convey a willingness to yield to another’s preferences or opinions as a sign of respect or reverence. Although prior research has focused on upward deference in an organizational hierarchy, from lower-ranked senders to higher-ranked recipients, we predict and find that the greatest amount of deference is expressed laterally, between peers of equal or similar rank. Further, lateral deference is most frequently displayed by those individuals most concerned with preserving their status and rank, confirming that lateral deference may be used as a status-saving strategy designed to protect individuals from status loss associated with “overstepping one’s place”.

PROCESSES AND BEHAVIORS?
Eddie Harmon-Jones1
1University of New South Wales
Emotion is as basic and fundamental as perception. It pervades nearly every aspect of our social life. Emotions confer evolutionary success by helping organisms survive, reproduce, and ensure the continued existence of their offspring. However, many social psychologists do not view emotion as a core process, and instead try to discount it, to persuade readers that their phenomena of interest is not reducible to emotion. In this talk, I will review evidence that affective systems are evolutionarily ancient, evident in lower mammals and perhaps
Religion may bring out the best and the worst in people. This symposium presents novel experimental data on religion’s role in promoting prejudice, submission, and antisocial behaviors and how these outcomes can lead to doubt regarding religion. Different explanatory accounts for the seemingly divergent outcomes of religion will be discussed.

**Religion, Prosociality, and Prejudice**

Wade C. Rowatt¹, Megan Johnson Shen², Jordan LaBouff³, Megan Haggard¹, Linda Kang²  
¹Baylor University, ²Memorial Sloan-Kettering Cancer Center, ³University of Maine

Forms of religiosity/religion increase prosociality but also prejudice, which may seem somewhat paradoxical. Our theory is that religious participation strengthens in-group social bonds which fosters conditions for both acts of carefully targeted charity, but also generally negative social evaluations of out-group members. For example, in two studies of representative samples of Americans, religiosity correlated positively with racial and sexual prejudices, community volunteerism performed through one’s religious group, but not community volunteerism not through one’s religious group. In three well-controlled lab experiments people primed with religion reported more racial and sexual prejudice than persons primed with control words. Taken together these findings support the idea that religiosity/religion fosters discriminant acts of charity and non-prescribed prejudices.

**Religion as Parochial Altruism**

Ara Norenzayan¹  
¹University of British Columbia

Gordon Allport famously said that religion makes prejudice and it unmakes prejudice. How can religion both encourage prosocial tendencies and boundary-setting, intolerant ones? Allport’s paradox can be resolved if religion turns out to be a powerful shaper of parochial altruism in humans. Parochial altruism — the fusion of in-group prosociality and out-group hostility -- evolves when intergroup competition intensifies. Prosocial religions with passionate commitment to watchful Big Gods outcompete rival groups because they encourage social solidarity. This solidarity deepens bonds within the in-group, but turns toxic for outgroups when perceptions of actual or imagined threat from competing religious groups and from nonbelievers feed into hostility and prejudice. I argue that as a result of a cultural evolutionary process over time and variable across societies, some religions cobble together both prosocial and intolerant tendencies that favour the cultural stability of the ingroup. Recent empirical findings are discussed in light of these considerations.


Vassilis Saroglou¹, Patty Van Cappellen², Olivier Cornellie¹, Joanna Błogowska³  
¹Univrsite catholique de Louvain, ²University of North Carolina at Chapel Hill

Religion increases prosocial or antisocial behavior depending on the target, the specific religious concepts primed, and the underlying forms of religiosity. However, the paradox of pro- and anti-social effects can also be understood as resulting from religion’s capacity to enhance submission to authority and social conformity, be it for good or bad. The present work extends our previous research showing that subliminal religious priming increases accessibility of submission-related words, behavioral submission to an experimenter’s non-moral request, and informational conformity to peers. In four new experiments we found that exposure to religious authoritative texts affected fundamentalists’ willingness to help outgroup targets depending on whether the text contained prosocial or aggressive content. Additionally, we found that subliminal religious priming increased mere social closeness: participants who were primed with religious content sat closer to an ostensibly occupied chair that was next to other, unoccupied ones. Before prosociality or prejudice, religion may simply fuel a desire for social closeness, and thus conformity.

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**Measuring Emotion: Challenges and Solutions**

Cindy Harmon-Jones¹  
¹University of New South Wales

Historically, one barrier to an understanding of the importance of emotion in social psychological processes has been the use of insensitive, even misleading, emotion measures. Although self-report measures are commonly used, some aspects of emotion are poorly accessible to conscious perception and reporting. In addition, the structure of the emotion instrument may obscure particular facets of emotion while over-emphasizing others. In fact, one of the most commonly used measures of self-reported affect is fraught with problems, as revealed in recent research. This talk covers the benefits of using multiple measures, including self-report, implicit measures, facial expression coding, facial electromyography, electroencephalography and neuroimaging, among others. It also provides suggestions for development of sensitive, accurate emotion instruments for use in future research.

**Let’s Nourish the Goose That Lays the Golden Eggs: Generative Force of Affect in Empirical and Conceptual Development in Social Psychology and Beyond**

Piotr Winkielman¹  
¹University of California, San Diego

Affective constructs should be at the core of social psychology. Indeed, much attention in our field goes towards understanding the basic mechanisms of preferences, evaluations, and approach. This reflects the evolutionarily-informed view that affective processes should underpin central social psychological concerns, such as attitudes, prejudice, attractiveness, attachment, interpersonal relations, and many others. However, what is curiously under-appreciated is that research on affect and emotion also provides a primary force for original theoretical developments in social psychology and beyond. In fact, affect-related theoretical construct and empirical discoveries is what allows social psychology to fertilize other disciplines, like cognitive psychology and cognitive science, neuroscience, philosophy, and economics (rather than the other way around). I will illustrate this process with several examples including research on embodied cognition, processing fluency, decision-making, self-control, and unconscious processes. I will show that historically these empirical phenomena and theoretical frameworks started with “affective discoveries” and that focus on affective variables still drives their conceptual and empirical development.
INTERPERSONAL CONFLICTS AROUND RELIGION: A MAJOR SOURCE OF RELIGIOUS STRUGGLE
Julie J. Exline¹, Kenneth I. Pargament², Joshua B. Grubbs¹, Ann M. Yali³
¹Case Western Reserve University, ²Bowling Green State University, ³City College of New York

It can be easy to assume that religion is a source of comfort for individuals. Although this is often true, a growing body of research suggests that many people also experience struggles around religion. This talk will provide a brief overview of research on religious struggle with an emphasis on the interpersonal themes highlighted in this symposium. The talk will introduce a new measure, the Religious and Spiritual Struggles Scale, which assesses 6 domains of struggle (divine, demonic, interpersonal, moral, ultimate meaning, doubt). Data will be presented showing that many struggles that people experience around religion are interpersonal in nature, including conflicts about religious issues, offenses by religious people, and anger focused on organized religion. The talk will review data suggesting that concerns about religious intolerance and associated interpersonal problems (e.g., proselytizing; teachings about the role of women) are a substantial predictor of interpersonal struggle and doubt regarding religion.
DEPLETION EFFECTS ON AGGRESSION IN DAILY LIFE

Creating prosocial memory associations eliminates ego depletion effects on aggression in daily life.

A41
Self-directed change in aggressive personality: the role of anger rumination
Elizabeth Louise Ferguson1, Benjamin M. Wilkowski1
1University of Wyoming
Previous research has found that violent media exposure leads to increases in aggressive personality over time. The current study extends this finding by showing that anger rumination predicts self-directed changes in aggressive personality over time.

A42
The link between facial width-to-height ratio and interpersonal sensitivity accuracy
Joanna Carmie Cooper1, Shauna Donajkowski1, Brian Tyminski1, Jordan Liphardt1, Dylan Sedam1, Shyneth Galicia2, Amber R. McLamey-Vesotski1, Keith M. Welker1, Justin M. Carré1
1The Ohio State University
2The Ohio State University
This study tested the hypothesis that the killing of animals serves a terror management function. In two experiments, participants who were reminded of mortality reported more support for killing animals than participants in the control conditions, suggesting that mortality concerns play a role in the human tendency to kill animals.

A43
The evil animal: a terror management theory perspective on the human tendency to kill animals
Uri Lifshin1, Jeff Greenberg1
1University of Arizona
This study tested the hypothesis that the killing of animals serves a terror management function. In two experiments, participants who were reminded of mortality reported more support for killing animals than participants in the control conditions, suggesting that mortality concerns play a role in the human tendency to kill animals.

A44
Contextual realism in violent videogames and chronic fantasy engagement moderate post-game behavioral aggression
Courtney Plante1, Christopher L. Groves2, David A. Lishner2
1University of Waterloo, 2Iowa State University
A meta-analysis and follow-up experiment revealed that contextually realistic violent video games lead to less post-game aggressive behavior than contextually unrealistic videogames, an effect particularly prominent for people who engage more frequently in fantasy. Implications for the inclusion of these seldom-studied moderators in future videogame research are discussed.

A45
The reasons for obsession: applying the theory of reasoned action to understanding unwanted pursuits post-breakup
Amanda Pastuszak1, H. Colleen Sinclair1
1Mississippi State University
Applying the Theory of Reasoned Action to predict intention to engage in unwanted pursuit post-breakup, we surveyed participants about perceived normativity of unwanted pursuit, attitudes regarding behavior seriousness, and past unwanted pursuit history. We found that perceived normativity and minimization were the strongest predictors of unwanted pursuit post-breakup.
A46 THE PERILS OF GETTING CAUGHT UP IN OTHER PEOPLE’S AGGER: THE IMPACT OF VICARIOUS ANGER INHIBITION ON SELF-CONTROL CAPACITY
A. Hahn1, W. C. Pedersen1, T. F. Denson2, C. Caldera1, W. Herrera1, J. Lopez2, S. Northover1, M. Romero1, C. Shibata1
1California State University, Long Beach, 2University of New South Wales
The impact of perspective taking on self-control resources was explored manipulating both emotion restraint vs. expression and type of emotion (anger vs. positive affect). Results indicated that perspective taking reduced self-control resources, but only in the context of anger restraint. Furthermore, this effect was mediated by increases in negative affect.

A47 THE MODERATING INFLUENCE OF CHARACTER ROLE AND PROVOCATION ON THE VIDEO GAME VIOLENCE AND AGGRESSION EFFECT
Christopher L. Groves1, David A. Lishner3, Mandy Burmeister2, Alisha Petrouske2, Seneca Haley2, Nancy Olson2
1Iowa State University, 2University of Wisconsin, Oshkosh
Three experimental studies were conducted in which video game character role and provocation were manipulated. Results indicated that playing a video game as a deviant character produced higher aggression compared to playing a traditional heroic character, but only under moderate provocation. Implications for future investigations of moderators in video games are discussed.

A48 A MECHANIC EXPLANATION OF THE RELATIONSHIP BETWEEN AGGRESSIVE ATTRIBUTIONS AND AGGRESSIVE BEHAVIORS
Jordan Thomas Söver1, Melissa Marie Plageman1, Sarah R. Holley1
1San Francisco State University
An aggressive attributional style is a risk factor for aggressive behaviors, while the ability to regulate anger may be a protective factor. The present study examined these factors jointly. Results indicate that the association between an aggressive attributional style and aggressive behaviors is mediated by the ability to regulate anger. No other significant relations emerged.

A49 BOYS’ AND GIRLS’ AGGRESSION: LINKS TO PARENT HOSTILITY
Natalie Viola Miller1, Charlotte Johnston1
1University of British Columbia
This study examined the relations between parent hostility and child aggression in a community sample of 161 children (9-12 years; 48% male) using linear regression. In partial support of our prediction, father hostility was significantly positively related to girls’ aggression.

A50 SEXUAL ASSAULT ACKNOWLEDGMENT: AN EXAMINATION OF ASSAULT CHARACTERISTICS AND PERCEPTIONS OF THE INCIDENT
Jackie Woerner1, Sheri Pegram1, Antonia Abbey1, Rhiana Wegner1, Jennifer Pierce1
1Wayne State University
The purpose of this study is to determine factors that are related to the acknowledgment of sexual assault victimization. Hierarchical regression analysis conducted with a community sample of 221 women identified factors associated with the traditional stranger script that explained likelihood of sexual assault acknowledgement.

A51 ANGER AND AGGRESSION IN RESPONSE TO INTERPERSONAL EXPECTATION MANAGEMENT
Ho Phi Huynh1, Kate Swee1
1University of California, Riverside
Our studies examined anger and aggression in response to interpersonal expectation management. We found that people imagined that they would be angrier when an outcome fell short of their expectations; yet, they behaved more aggressively when an outcome met their expectations, compared to when the outcome was worse than expected.

A52 JUSTICE AND RETALIATIONS: INVESTIGATING THE EXACERBATING EFFECTS OF MOOD
Lap Liu1, Christopher R. Warren1, William C. Pedersen1
1California State University, Long Beach
Research has shown that injustice leads to retaliations. A positive mood induction was examined as a mechanism to reduce retaliations toward group members subsequent to manipulating fairness. Results indicated injustice significantly increased retaliations, but justice and mood did not interact. However, the positive induction exacerbated the perceptions of injustice.

A53 THE EFFECT OF LABELING AND THE EVALUATORS’ VIEWPOINT ON EVALUATION OF AGGRESSION.
Tsukasa Teraguchi1, Naoki Kugihara1
1Graduate School of Human Sciences, Osaka University, 2Osaka University
We investigated whether the effect of labeling on evaluation for aggressors varies according to the viewpoint of the evaluator. The results suggested that ingroup-members evaluated aggressors positively when victims were given a negative labeling, whereas both ingroup-members and third parties gave a good evaluation when aggressors had positive labeling.

A54 PREDICTING AGGRESSION: FEARLESS TEMPERAMENT AND CALLOUS UNEMOTIONAL TRAITS AS PATHWAYS TO AGGRESSIVE BEHAVIOR.
Elise M. Cardinale1, Sarah A. Stoycos1, Abigail A. Marsh1
1Georgetown University
Our study aims to understand potential pathways to aggression through the examination of callous and unemotional (CU) traits and temperamental fearlessness. We found that CU traits were negatively related to ecologically induced fear. Fearlessness and CU traits were both associated with aggression. However, fearlessness was the stronger predictor of aggression.

A55 IDENTIFICATION WITH DEVIAN VIDEO GAME PROTAGONIST INCREASES TOLERANCE FOR DEVIANCE
Timothy James Brunelle1, Ana Draghici2, Jay G. Hull1
1Dartmouth College, 2University of Denver
To test the identity simulation account of mature-rated videogames’ effects on deviant behavior, participants viewed slideshows of screenshots from videogames featuring a deviant protagonist, pro-social protagonist, or control images. Participants high in reflectiveness rated deviant behaviors as being less wrong, but only when instructed to identify with a deviant protagonist.

A56 RECIPROCAL RELATIONSHIP BETWEEN MISTREATMENT AND COUNTERPRODUCTIVE WORK BEHAVIOR: A TWELVE-WAVE LONGITUDINAL STUDY
Yeonjeong Kim1, Taya R. Cohen1, A. T. Panter2
1Carnegie Mellon University, 2University of North Carolina at Chapel Hill
This study tested whether perceived mistreatment at work and counterproductive work behavior (CWB) are reciprocal using data from a three-month work diary study. We found that mistreatment has a reciprocal relationship with CWB and individuals’ moral character moderates the relationship. The vicious cycle was stronger for low-moral-character employees than for high-moral-character employees.
A57  
FACIAL WIDTH TO HEIGHT RATIO AND FORMIDABILITY  
Samuele Zilioli1, Aaron Selt2, Justin Jagore3, William Vickerman2, Neil V. Watson1  
1Simon Fraser University, 2Griffith University  
Through five studies, we show that bizygomatic width (FWHR) covaries with physical formidability and that humans use this cue when judging others' formidability. FWHR was predictive of upper body strength among undergraduates and actual fighting ability among UFC fighters. FWHR also correlated with assessments of formidability in both artificial and natural faces.

A58  
RIDICULE: A FORM OF INTERPERSONAL AGGRESSION THAT SHOULD NO LONGER BE IGNORED  
Susan Elizabeth Roberts1  
1University of Western Ontario  
Reactions to three types of aggression -- physical assault, insult, or ridicule -- by school-aged children were examined. It was hypothesized that bystanders would interpret ridicule as being less harmful than other types of aggression and be less likely to intervene. Results indicated that children perceived ridicule as harmful, but won't intervene.

A59  
DOES DOWNWARD SOCIAL COMPARISON ACTIVATE THE BEHAVIORAL APPROACH SYSTEM LIKE POWER DOES?  
Dominique Muller1, Nicolas Bochard1, Brad Bushman2, Baptiste Subra1  
1Univ. Grenoble Alpes, 2Ohio State University, 3Paris Descartes University  
Downward social comparison (i.e., being more skilled than someone else) increases aggressive behavior like power often does. We investigate experimentally whether downward comparison more generally induces the behavioral approach system. We found that downward comparison increased significantly action tendencies and marginally risk taking and difficulties in perspectives taking.

A60  
POSITIVE SELF-BIAS AS A MODERATING INFLUENCE FOR VERBAL HOSTILITY IN COMPETITIVE VIDEO GAMING  
Bryden Spencer1, Moshe Machlev1  
1University of Northern Colorado  
Competitive video games are notorious for incidents of verbal hostility. The purpose of this research was to investigate a possible effect of positive self-bias on incidents of verbal hostility in a competitive gaming situation. Data were collected using 101 freshman participants. Self-bias was not found to be significantly associated with verbal hostility.

A61  
PERPETRATORS’ TACTICS AND SOCIAL SUPPORT AFTER DISCLOSURE: DO THEY DIFFER FOR VICTIMS SEXUALLY ASSAULTED BY INTIMATE PARTNERS AS COMPARED TO OTHER VICTIMS?  
Sheri Elizabeth Pegram1, Jackie Woerner1, Antonia Abbey3, Rhiana Wegner2, Jennifer Pierce1  
1Wayne State University  
The experiences of women sexually assaulted by an intimate partner were compared to those sexually assaulted by an acquaintance. Differences were found in assault type, perpetrators’ tactics, and disclosure. Unexpectedly, victims of intimate partner assault received more social support, suggesting that others did not blame them for their partner’s behavior.

A62  
PREPARED TO KILL: A STUDY OF PERCEPTIONS OF HUMANITY ON KILLING DECISIONS  
David Webber1, Jeff Schimel1, Andy Martens2, Erik H. Faucher1, Jamin Blatter1  
1University of Alberta, 2University of Canterbury  
We utilized a bug-killing paradigm to provide causal evidence that perceptions of humanity (or a lack thereof) directly influence one’s decision to kill a target, both in volunteering to kill (Study 1) and degree of killing during a free-kill period (Study 2). Dehumanization also reduced guilt experienced post-kill (Study 3).

A63  
BIBLE OVERCLAIMING, MORAL OUTRAGE, AND RELIGIOUS VIOLENCE: AN INVESTIGATION INTO THOSE THAT WOULD SUPPORT TERRORISM  
Adon Lee Nina1, Daniel Nelson Jones1  
1The University of Texas at El Paso  
Across a series of studies, support for religious terrorism was positively correlated with claiming to know Bible stories that did not exist. Additionally, individuals who were randomly assigned to feel moral outrage were significantly more likely to claim knowledge of Bible stories that did not exist.

A64  
DOES AGGRESSIVE MUSIC LEAD TO MORE DANGEROUS DRIVING?  
Jesse Hancock1  
1University of New South Wales  
In a driving simulator without any provocation, aggressive music had no significant effect on mean speed, nor was there any significant effect while stuck behind a slow moving vehicle. However when cut off, aggressive music led to significantly higher mean speed. The role of cognitive load and attention is discussed.

A65  
SKINNY, SINGLE AND PHYSICALLY AGGRESSIVE: EVIDENCE OF FEMALE SEXUAL COMPETITION VIA PHYSICAL AGGRESSION IN HUMANS  
Jennifer Hahn-Holbrook1, Julienne Holt-Lunstad2  
1Chapman University, 2Brigham Young University  
Primate models suggest that female-female physical aggression occurs in contexts where high investing males and female status hierarchies predict reproductive success. Consistent with these models, degree of commitment from male partners and closeness to ideal BMI was inversely correlated with women’s willingness to deliver annoying sound bursts to female confederates.

A66  
DRIVING ANGER AND PERSONALITY DISORDERS  
Gina Marie Sacchetti1, Carol Tweten1, Sunde Michele Nesbit1  
1University of Northern Iowa  
Researchers examined the relationship among Borderline Personality Disorder and Antisocial Personality Disorder, and trait driving anger. mTurk participants completed self-report measures evaluating symptoms of both disorders, and the Driving Anger Scale. Both personality disorders were associated with higher levels of trait driving anger, suggesting shared trait mechanisms.

A67  
HOW UNIVERSAL IS TRAIT AGGRESSION? FACTORIAL INVARIANCE OF TRAIT AGGRESSION ACROSS CULTURE  
Sara Prot1, Craig A. Anderson1, Douglas A. Gentile1, Kanae Suzuki2, Barbara Krahé3, Wei Liuqing4, Poesis Diana Petrescu2, Akira Sakamoto6, Sachi Tajima1, Roxana Andreea Toma5, Wayne Warburton5, Xuemin Zhang4  
1Iowa State University, 2University of Tsukuba, 3University of Potsdam, 4Beijing Normal University, 5West University Of Timisoara, 6Ochanomizu University, 7Kantogakuin University, 8Macquarie University  
The factorial invariance of trait aggression was examined in a sample of 2202 participants from 7 countries. Forms and factor loadings of
trait aggression were found to be equal across nations, suggesting a degree of universality of the construct of trait aggression across cultures.

**A68**
**HOW POSITIVE EMOTIONS INFLUENCE CHINESE ATHLETES’ IMPLICIT AGGRESSION?**
Yejun Zhang1, Jianmin Sun1  
1 Renmin University of China

Substantial studies have focused on the effect of negative emotions on aggression or implicit aggression. However, positive emotions should be paid more attention to from the view of positive psychology. In the present study, the results showed that positive emotions could reduce athletes’ implicit aggression, regardless of a subject’s gender.

**A69**
**THE ROLES OF FAIRNESS PROCEDURES, NORMATIVE INFLUENCES AND CULTURAL VARIABLES IN WORKPLACE DEVIANT BEHAVIOR.**
Anabel Fonseca1, Markus Brauer1  
1Clermont University, 2University of Wisconsin

Through a study with Spanish and French workers recruited in various companies, we found that the fairness procedures affect the concurrence of workplace deviant behaviors but social norms actually have a higher impact on the occurrence of these behaviors, having the cultural variables as important mediators.

**A70**
**SELF-TALK AS A REGULATORY MECHANISM: HOW YOU DO IT MATTERS**
Emma Bruehlman-Senecal1, Ozdem Ayduk2, Ethan Kross2  
1University of California, Berkeley, 2University of Michigan, Ann Arbor

This poster will review findings indicating that the language people use to refer to the self during self-talk – i.e., whether they use non first person pronouns and their own name or first person pronouns - consequentially influences whether self-talk facilitates versus undermines self-regulation.

**Applied Social Psychology**

**A71**
**MUSIC AS A BENEFICIAL DISTRACTION (SOMETIMES): PERSONALITY DIFFERENCES IN FACILITATION EFFECTS**
Manuel Francisco Gonzalez1, John Aiello2  
1Rutgers University

The current study investigated the effects of music on simple task performance. Volume and complexity were manipulated to influence music salience in a work environment. Complex music was found to facilitate task performance. This finding, along with several personality and music interactions, suggest contexts where music may facilitate task performance.

**Attitudes/Persuasion**

**A72**
**SOCIAL-EYES: THE ROLE OF OXYTOCIN IN MIMETIC DESIRES**
Evelyne Treinen1, Anthony Lane1, Dana Samson1, Moira Mikolajczak1, Olivier Lumine1, Philippe de Timary1, Olivier Cornelle1  
1Université Catholique de Louvain

We examined the role of observer-related characteristics in mimetic desires by administrating the neuropeptide oxytocin or a placebo to participants. Higher ratings for looked-at-stimuli than for stimuli looked away (i.e. mimetic desires) from were found in the oxytocin condition but not in the placebo condition.

**A73**
**MEDIA-INDUCED DOUBT IN SCIENTIFIC CONSENSUS: WHAT ROLE DOES “BALANCED COVERAGE” PLAY?**
Angie Johnston1, Mark Sheskin2, Mariel Goddu1, Dan Kahan1, Frank Keil1  
1Yale University

In trying to uphold journalistic norms of objectivity, fairness, and balance, does the media inadvertently skew the public’s impression of reality? A series of studies investigate the impact of “balanced coverage,” finding that participants become more skeptical of the scientific majority as coverage of the minority increases.

**A74**
**POLITICAL ORIENTATION AND CLIMATE-CHANGE DENIAL: THE EFFECT OF CLIMATE-RELATED ANXIETY**
Kirsi Häkkinen1, Nazar Akrami1  
1Uppsala University

An experiment demonstrated that climate-change denial is higher when assessed after (versus before) climate-related anxiety. After accounting for the experimental manipulation, political orientation significantly predicted denial. However, this effect was mediated by anxiety. Thus, denial might function as a coping mechanism rather than a direct expression of political orientation.

**A75**
**MULTIPLE ROLES FOR ATTITUDES UNDER LOW AND HIGH ELABORATION**
Jeremy D. Gretton1, Vanessa Sawicki1, Leandre R. Fabrigar2, Duane T. Wegener1, Richard E. Petty1, Joseph R. Priester1, Lisa M. Brooksbank2, J. Shelly Paik1  
1The Ohio State University, 2Queen’s University, 3University of Southern California

The level of elaboration likelihood determines the role pre-message attitudes play. Pre-message attitudes serve more as direct cues to message acceptance/rejection when elaboration likelihood is low rather than high, but relations of pre- and post-message attitudes are more strongly mediated by issue-relevant thoughts when elaboration is high rather than low.

**A76**
**DEATH DEMYSTIFIED: A LINGUISTIC CODING ANALYSIS OF THE MORTALITY SALIENCE MANIPULATION**
Fade Rimon Eadeh1, Stephanie Allison Peak1, John Slochower1, Alan J. Lambert1  
1Washington University

The mortality salience (MS) manipulation is a widely-employed procedure in social psychology. However, what are participants thinking about in the MS task? The current study assessed the construct validity of this manipulation. Results indicated that participants discussed more death, affect-related, and religious language when randomly assigned to the MS condition.

**A77**
**THE EFFECTS OF STRESS ON SMOKER’S IMPLICIT ATTITUDES FOR CIGARETTE**
Omid Fotuhi1  
1University of Waterloo

Smokers smoke more when they experience stress or anxiety as a means of relieving negative emotions, although the mechanism for this urge remains unclear. Our findings reveal that psychological stress results in more positive implicit attitudes for smoking, suggesting that smokers have unconsciously associated smoking with stress reduction.

**A78**
**WAITING WHAT WE DON’T USE: PREFERENCES FOR INFORMATION CHANGE AS A FUNCTION OF DISTANCE**
Yanine Dominique Hess1, Anne Kochersberger2, Alison Ledgerwood2  
1State University of New York at Purchase, 2University of California, Davis

When faced with a decision, how does the information we think we want compare to what we actually use? We found a mismatch between information preference at a distance and information use in the here-and-now: Participants’ preference for abstract information failed to translate into their actual decisions.
A79
MINDFULNESS PREDICTS HEALTHIER EATING THROUGH HEALTHIER FOOD PREFERENCES
Wan Wang1, Christian Jordan1
1Wilfrid Laurier University

Mindfulness encourages healthier eating. We found that mindful people choose food more often than sweets for snacks, relative to less mindful people. This effect was mediated by attitudinal food preferences. Mindfulness may encourage healthier food choices, which impact eating behavior. We found no evidence that this effect requires effortful self-control.

A80
THE IMPACT OF MASULCINITY THREAT ON SEXUAL OBJECTIFICATION
Christopher Bartak1, Mauricio Carvallo1, Matthew Findley1
1University of Oklahoma

The current research examined whether hegemonic masculinity interacts with a masculinity threat in impacting sexual objectification. The results revealed that for participants who are high in hegemonic masculinity, encountering a masculinity threat lead to a greater endorsement of sexually objectifying statements.

A81
ATTITUDES TOWARD ASIANS COMPARED WITH OTHER ETHNIC GROUPS: IN WHAT WAYS IS “THE MODEL MINORITY” EXCEPTIONAL?
Soyeon Kim1, John D. Edwards1
1Loyola University Chicago

Attitudes toward Asians, Hispanics, African Americans, and American Indians were compared on visual image, cognitive, affective, and behavioral disposition modes of representation. Asians were evaluated significantly more favorably, and in ways consistent with Fiske’s warmth-competence model of stereotype content, along with additional features of Asian exceptionality as the “model minority.”

A82
BIGGER ISN’T ALWAYS BETTER: EXPLORING THE EFFECTS OF LONGER TITLES ON CREDIBILITY AND PERSUASION
Gregory A. Hornback1, Meghan E. Norris1, Jeongho Han1, Dongning Ren1
1Purdue University

Research has shown that source credibility can impact persuasion. This research considers the influence of additional letters in a title on attitudes. It was found that additional letters can impact attitudes and perceptions of source credibility depending on relevance. Data suggests that using additional unfamiliar acronym credentials can potentially backfire.

A83
ATTITUDE-MEMORY BIASES FROM AUDITORY INFORMATION: EXPLORING THE MODERATING ROLES OF INFORMATION PROCESSING GOALS AND CAPACITY RESTRICTIONS
Meghan E. Norris1, Steven M. Smith2, Leandre R. Fabrigar1, Duane T. Wegener1
1Purdue University, 2Saint Mary’s University, 3Queen’s University, 4The Ohio State University

Despite the intuitive plausibility of attitude-memory congruency effects, evidence for their existence has been surprisingly sparse. This experiment explored the roles of information processing goals and capacity restrictions as possible moderators of the effects of attitudes on memory in an auditory context. Salient information processing goals moderated attitude-memory congruency effects.

A84
THE POWER OF TOLERANT SOCIAL NORMS: SOCIAL NORM EFFECTS ON POLICY ATTITUDES
Rachael Carroll1, Benjamin H. Walker1, H. Colleen Sinclair1
1Mississippi State University

We examined how social norms affect the endorsement of environment and gay rights policies in online and face-to-face group discussions. Across conditions, pro-gay rights participants consistently stood up to opposing groups where others (e.g., anti-gay rights, pro-environmentalists), conformed approximately 66-79% of the time, subsequently changing their attitudes.

A85
MATCHING AND MISMATCHING VOCAL AFFECT WITH MESSAGE CONTENT
Joshua Jorg Guyer1, Leandre R. Fabrigar1, Clement Tang1
1Queen’s University

We examined how the interplay between vocal affect and the content of a cognitive message influenced attitude change based on the extent to which voice matched the message’s intent. Analyses revealed significantly more persuasion for the fully mismatched vocal quality relative to the fully matched, partially matched and written passage.

A86
EFFECTS OF ROMANTIC FANTASY ON WOMEN’S INTERESTS TO FIND ROMANTIC BENEFACtor – CINDERELLA EFFECTS:
Naoko Ash1, Akira Sakamoto2
1Ochanomizu University

The results of our experimental research showed romantic fantasy of an ideal partner, the tendency to associate an ideal partner (but not participant’s steady partner in current relationship) with chivalric or heroic qualities, would cause women to seek for romantic benefactor who would provide them with a socioeconomic status.

A87
SELF-DECEPTION OF ATTITUDES: LYING TO IMPRESS CHANGES MEMORY FOR PAST ATTITUDES
Sara E. Brady1, Charles G. Lord2
1Charleston Southern University, 2Texas Christian University

Participants lied about and later misremembered their previous survey responses when they expected to meet a same-sex person who was known to have responded differently from them and could potentially reward them. The results have relevance for theories of audience tuning, source monitoring, and self-deception.

A88
CULTIVATING HEALTHY SKEPTICISM TOWARDS HELP-SEEKING ADVERTISEMENTS: DISPELLING THE ILLUSION OF UNIQUE INVULNERABILITY
Brennan Ong1, Carolyn Semmler1, Peter Richard Mansfield2
1School of Psychology, The University of Adelaide, 2Discipline of General Practice, The University of Adelaide

Our research has demonstrated that consumers do not differentiate between an industry-sponsored and a government-sponsored help-seeking ad. To make an informed assessment, consumers need to be educated about this distinction. We report on two experiments which demonstrate that an educational intervention can increase one’s motivation to examine these ads more critically.

A89
LANGUAGE REVEALS BOTH MALLEABILITY AND STABILITY IN IMPPLICIT ATTITUDES
Steven A. Lehr1, Jocelyn Karlan1, Mahzarin R. Banaji1
1Harvard University

Among bilinguals, language-in-use determines implicit attitudes, revealing malleability. Here, we also show that the first childhood-language spoken determines attitudes years later, revealing stability. In 4 experiments, this first-language effect remains after controlling for dominant adulthood language, suggesting that implicit attitudes are formed early and subsequently resistant to change.
A90
THE EFFECTS OF NETWORK HETEROGENEITY ON ATTITUDINAL AMBIVALENCE
Taro Hirashima¹, Tasuku Igarashi²
¹Nagoya University
We examined the effects of network heterogeneity on attitudinal ambivalence and its moderation by perspective taking. Although network heterogeneity positively affected ambivalence, contrary to our expectation, this effect was prominent among people with a low perspective-taking ability. We discussed the role of attitudinal ambivalence in social network formation and maintenance.

A91
THE EFFECT OF MORTALITY SALIENCE ON CONSUMER CHOICES
Aylin Uzun¹, Cemre Sandal¹, Esra Yaman²
¹Koc University
The study aimed to examine the effect of mortality salience on product choices. Participants were assigned to one experimental (mortality salience) and two control groups. Participants in experimental condition evaluated high status local product more positively compared to control conditions. Reminding of death, changed the meaning embedded in different brands.

A92
CONNECTING METACOGNITION TO COLLEGE STUDENTS’ PERCEPTIONS AND AFFECT WHEN MULTITASKING DURING IN-SCHOOL AND OUT-OF-SCHOOL TASKS
Aniana Christine Crowther¹, Aysegul Musallam¹, Diane Schallert¹
¹The University of Texas at Austin
College students’ perceptions of multitasking were assessed and focus group data was utilized to develop an online survey. Questions dealt with multitasking perceptions and skills, in addition metacognitive awareness was measured. Results indicated that being high in metacognitive skills resulted in being more planful when multitasking.

A93
DO STRESS LEVELS AND ATTITUDES TOWARD PARENTING DEPEND ON PARENTING STATUS?
Camille E. Buckner¹, Jenny D. Curtis¹
¹Marymount University
We compared stress levels, attitudes toward parenting, and reasons for parenting status among parents, aspiring parents, and childfree-by-choice individuals. Stress levels did not differ by parenting status, though parents with “difficult” children reported higher stress. Childfree individuals reported more negative parenting attitudes and made more negative internal attributions about parents.

A94
CONSIDERING A PRO-ATTITUDINAL MESSAGE IN LIGHT OF A DIFFERENT VALUE INCREASES ATTITUDE-BEHAVIOR CONSISTENCY
Ya Hui Michelle See¹, Jacinth J. Tan²
¹National University of Singapore, ²University of Illinois, Urbana-Champaign
We examined whether thinking about a topic in terms of a different value than before would strengthen attitudes toward the topic. For participants primed with Openness, a pro-attitudinal message that emphasized Universalism produced greater attitude-behavior consistency than one that highlighted Openness. The opposite occurred for participants primed with Universalism.

A95
THE PSYCHOLOGICAL BENEFITS OF JUSTIFYING THE EDUCATION SYSTEM
Jennifer Zimmerman¹, Christine Reyna¹, Vanessa Zavala²
¹DePaul University, ²University of California, Los Angeles
The current studies examined the relationship between justifying the education system and optimistic future aspirations and beliefs. Believing that the education system functions as a meritocracy (Study 1) and that the education system functions well (Study 2) was related to positive attitudes toward education and academic and career prospects.

A96
Bridget Lee¹, Erika Patall², Stephanie Cawthon², Rebecca Steingut²
¹The Ohio State University, ²The University of Texas
A meta-analysis of 47 reports suggested drama-based pedagogy had a positive, significant effect on attitudes toward the curriculum, attitudes towards others, and motivation, but not on competency in self-perception and social skills. Effects were strongest when the intervention was closely aligned with the outcome and included five to ten lessons.

A97
THE EFFECT OF VERB ASPECT ON COGNITIVE DISSONANCE
Kelly Alex Burton¹, Will Hart¹
¹University of Alabama
The present research addresses whether describing a prior decision-making act as ongoing using the imperfective verb aspect (vs. completed using the perfective verb aspect) influences attitudes toward the decision. Participants who described their prior decision-making act using the perfective (vs. imperfective) aspect indicated greater decision satisfaction.

A98
THE ROLE OF ELABORATION IN SELF-CONTROL CONFLICTS
Jennifer Nicole Belding¹, Pablo Brinol², Richard E. Petty¹, Kentaro Fujita¹
¹The Ohio State University, ²Universidad Autonoma de Madrid
Research on attitudes was applied to self-control conflicts. In two studies, we hypothesized that decisions made with high elaboration are more resistant to change both subjectively and objectively. When under low cognitive load, participants’ attitudes were more resistant to change than when under high load. Implications for self-control are discussed.

A99
DO FIRST IMPRESSIONS STICK? THE ROLE OF INFORMATIONAL RELEVANCE IN THE FAST REVISION OF NOVEL IMPLICIT ATTITUDES
Thomas Mann¹, Melissa Ferguson¹
¹Cornell University
The role of the relevance of new information to previous learning in the fast revision of novel implicit attitudes was examined in three studies using a novel learning paradigm. Results showed that revision following counterattitudinal information depended on the relevance of the new information to the old information.

A100
ATTITUDES AND USES OF SWEAR WORDS AND RELIGIOSITY
Cory R. Scherer¹, Danny A. Lutz²
¹Penn State - Schuylkill, ²Ziegler School of Rabbinc Studies - American Jewish University
The study measured attitudes and uses of different swear words among participants registering either low or high in religiosity. Participants registering high in religiosity had stronger negative attitudes but there was no difference in usage of the swear words between participants relative to their religiosity.

A101
MAXIMUM RESOLUTION: THE INTERACTIVE AND INTERFERING EFFECTS OF VIVIDNESS AND VERB ASPECT ON MENTAL REPRESENTATIONS.
Wyble Burnett Shreves¹, Rosanna Guadagno², William Hart¹
¹University of Alabama, ²National Science Foundation
This project studied if two established manipulations shown to create more elaborate mental representations would promote each other:
verb aspect and figural vividness. Counter-intuitively results showed these manipulations suppressed one another in a predictable pattern creating an apparent ceiling effect for how elaborate of a mental image can be maintained.

A102
PSYCHOLOGICAL BARRIERS TO UTILIZING HIV SERVICES IN AN OUTPATIENT SUBSTANCE ABUSE PROGRAM IN NYC
Janetta Twerell1, Chu Hsiao1
SamHSA, Inc.
In a SAMHSA funded project, initial HIV testing rates were less than 10%. A focus group (N=8) and one-on-one semi-structured interviews (N=10) were conducted. Primary barriers were fear of stigmatization, denial, and mistrust of staff during initial stages of treatment. Strategies were implemented and testing rates significantly improved.

A103
CELL PHONES: AN ANALYSIS OF COGNITIONS AND BEHAVIORS
Emmanuel Jose Perez1, Sarah Savoy2
1Stephen F. Austin State University
The current study examined gender and ethnic differences in cell phone cognitions and behaviors. Women and African Americans scored higher on pro cell phone use cognitions than men and Caucasians. No gender by ethnicity interactions emerged. Phone knowledge was found to be the strongest predictor of cell phone behaviors.

A104
METAPHORS BIAS EVALUATIONS OF TREATMENTS FOR DEPRESSION
Lucas A. Keer1, Mark J. Landau1, Daniel Sullivan1, Zachary K. Rothschild1
1University of Kansas
Conceptual metaphor biases evaluations of solutions to abstract problems. We provide evidence that this process also specifically biases evaluations of treatment options for depression. Exposure to a depression is down metaphor caused to participants to express more favorable evaluations of treatments framed as having spatial metaphorical effects (e.g., “lifting mood”).

A105
ACTION AND INACTION GOALS PREDICT VOTING BEHAVIOR AND DIFFERENTIALLY MODERATE CHANGE FOR CLEAR AND UNCERTAIN ATTITUDES
Ian M. Handley1, Andrew M. Rivers2
1Montana State University, 2University of California-Davis
The current research replicates and extends the findings of Albarracin and Handley (2011), demonstrating that the priming of inaction (vs. action and no goal) results in more change of pre-existing attitudes (about presidential candidates), but less change of uncertain attitudes (about a ballot initiative), and proportionality less actual voting behavior.

A106
RELATIONS AMONG EMOTIONS, TRUST, AND BEHAVIORS TO CARTEL VIOLENCE AND TERRORISM THREAT
Linsa Nishad Jabier1, 2, Stephen L. Crites Jr.2, Osvaldo F. Morera2
1Trinity University, 2University of Texas at El Paso
People’s judgments, emotions and behaviors in response to cartel violence and terrorism threats were examined. El Paso local authority judgments were less positive than federal authority judgments. Threat perception and severity increased anger and fear while attitudes toward authorities predicted trust. Threat severity, attitudes, trust, and fear predicted compliance behaviors.

A107
REDUCING COGNITIVE DISSONANCE AFTER AN ACT OF HYPOCRISY: A COMPARISON OF DISSONANCE REDUCTION MODES
April McGrath1, Megan Ward1
1Mount Royal University
The effectiveness of four dissonance reduction modes was investigated after an act of hypocrisy. Dissonance was reduced following the use of a reduction strategy. Distraction was the most potent reduction mode with significant decreases across all the dissonance subscales whereas adding consonant cognitions failed to produce any significant changes.

A108
CONTEXT EFFECTS IN IMPLICIT AND EXPPLICIT EVALUATION
Richard A. Klein1, Kate A. Ratliff1
1University of Florida
This research examined whether context-based learning impacts implicit and explicit evaluations. The results indicate that, contrary to what has been shown previously, implicit and explicit evaluations are influenced if there is a match between the attitude-learning context and attitude-expression context.

A109
PREDICTING ATTITUDES TOWARD POLICY SOLUTIONS TO FIX THE FEDERAL DEBT AND DEFICIT ISSUES
David Nalbone1
1Purdue University Calumet
An experiment manipulating mortality salience, self-affirmation, and temporal focus was conducted. Results indicated that being right-of-center, self-affirmed, future oriented, and fiscally conservative predicted greater support for remedial actions to curb fiscal problems.

A110
CAN GRATITUDE EXPRESSIONS BACKFIRE?
Patrick C. Dwyer1
1University of Minnesota
Have you ever been on the receiving end of the expression “Thanks in advance”? How did it make you feel? These kinds of gratitude expressions are quite common, but are they always beneficial in facilitating compliance? The findings of this research suggest that gratitude expressions can backfire in some cases.

A111
EVALUATIVE DISCREPANCIES AND INFORMATION PROCESSING
India Renee Johnson1, Richard Petty1, Pablo Brixol2
1Elon University, 2The Ohio State University, 3Universidad Autonoma de Madrid
The present findings build on past work examining implicit and explicit discrepancies and demonstrate for the first time that activating race, even outside the persuasive message, leads to greater information processing for individuals who are discrepant in their implicit and explicit racial attitudes.

A112
A TWO-DIMENSIONAL DIFFERENTIATION OF ENVIRONMENTAL POLICY SUPPORT AND ACCEPTANCE
Stacia Dreyer1, Iain Walker2
1University of Maine, 2Commonwealth Scientific and Industrial Organization
Environmental policy support and acceptance have not been operationally defined and there is much interchangeable use of these terms in the literature. We argue that policy acceptance and policy support are two distinct, albeit related constructs, and may be differentiated by two dimensions - a temporal dimension and an attitude-behavioral dimension.

A113
EFFICACY BELIEFS PROMOTE POSITIVE CONSERVATION ATTITUDES BUT NOT BEHAVIOR
Erika Salomon1, Jesse Lee Preston1, Melanie Beth Tanenbaum1
1University of Illinois
In three studies, participants read that personal energy conservation is easy (difficult) and substantially (inconsequentially) affects climate change. Participants who read the high efficacy message had
more positive attitudes and stronger intentions regarding energy conservation (Studies 1-3). Attitudes, intentions, and behavior were not significant after one week (Study 3).

**A114**
**COUNTERARGUMENTS AND NARRATIVE PERSUASION**  
Jordan Carpenter¹  
¹Dartmouth College

This study tested counterarguing’s effectiveness in the resistance of narrative persuasion. Counterarguing led to lowered sympathy for real people in situations similar to those described in the story but not for the story’s characters themselves. Counterarguers also successfully resisted being persuaded of obvious narrative themes but not more subtle ones.

**A115**
**RACE, POLITICS, AND THE STIGMA OF OBESITY**  
Monique L. Lyle¹  
¹Vanderbilt University

This project examines how politicizing and racializing childhood obesity affects explicit and implicit attitudes toward obese persons. Results from an original experiment demonstrate that political discourse about childhood obesity can intensify obesity stigma, especially when this discourse is racialized, and, thus, potentially undermine political efforts to reduce obesity.

**A116**
**THE SEQUENTIAL EXPOSURE BIAS: A PREFERENCE FOR APPROACHING PRO-ATTITUDINAL BEFORE COUNTER-ATTITUDINAL INFORMATION THAT BIASES JUDGMENTS**  
Justin Hepler¹, Dolores Albarracin²  
¹University of Illinois at Urbana-Champaign, ²University of Pennsylvania

This research introduces the sequential exposure bias, defined as a tendency to approach pro-attitudinal information before counter-attitudinal information during an information search. Six studies demonstrated this effect with various stimuli. Motivation to defend one’s attitude strengthened the effect. The sequential exposure bias represents a previously unidentified motivated cognition strategy.

**A117**
**A META-ANALYSIS OF INFORMATION EXPOSURE STRATEGIES AND SCARE TACTICS: SELECTIVE EXPOSURE MODERATES THE EFFICACY OF FEAR APPEALS**  
Melanie B. Tannenbaum¹, Justin Hepler¹, Rick S. Zimmerman², Dolores Albarracin³  
¹University of Illinois at Urbana-Champaign, ²University of Missouri – St. Louis, ³University of Pennsylvania

Fear has a positive effect on intentions and behavior. However, does it matter whether or not people choose these messages? We meta-analytically establish that selective exposure moderates fear appeal efficacy. Participants who chose to see fear appeals experienced more reactance and less behavioral change than those who were passively exposed.

**A118**
**FUNCTIONAL FREE WILL BELIEF: THE EFFECTS OF FREE WILL BELIEFS ON COUNTERFACTUAL THINKING AND INDEPENDENT THOUGHT**  
Jessica L. Alquist¹, Sarah Ainsworth², Roy F. Baumeister², Michael Daly³, Tyler F. Stillman⁴  
¹Texas Tech University, ²Florida State University, ³University of Stirling, ⁴Southern Utah University

We present research showing that belief in free will stimulates counterfactual thinking and increases people’s willingness to think for themselves. Across multiple studies manipulating and measuring free will belief, belief in free will was associated with generating more counterfactual thoughts and engaging in less conformity than disbelief in free will.

**A119**
**THE PHENOMENOLOGY OF HATE: MORAL CONCERNS DIFFERENTIATE HATE FROM DISLIKE**  
Jennifer L. Ray¹, Jay J. Van Bavel¹, Yael Granot¹, Wil Cunningham²  
¹New York University, ²University of Toronto

For millennia, scholars have debated the psychological foundation of hate. This research investigated whether the difference between hate and dislike is a matter of degree or a matter of kind. Four studies provide initial evidence that moral concerns differentiate hate from dislike.

**Intergroup Relations**

**A120**
**FROM PREJUDICE TO COMPASSION: SHARED EXPERIENCES WITH STIGMA CAN LEAD TO POSITIVE INTERGROUP RELATIONS**  
Clarissa Cortland¹, Rebecca Neef¹, Noah J. Goldstein¹, Jenressa Shapiro¹  
¹University of California, Los Angeles, ²University of Iowa

Are frequently stigmatized individuals more or less likely to express prejudice toward other potential victims of prejudice? Two studies demonstrate that stigmatized individuals are less likely to stigmatize other potential targets of prejudice when their shared experiences with stigma are made salient, a relationship mediated by feelings of compassion.

**A121**
**TIMING OF CRITIC’S GROUP MEMBERSHIP INFORMATION MODERATES EVALUATIONS OF INGROUP CRITICS UNDER MORTALITY SALIENCE**  
Bernice L. Z. Khoo¹, Ya Hui Michelle See¹  
¹National University of Singapore

This study examined if the order of receiving criticism and group membership information influenced ingroup criticism evaluations under mortality salience. Mortality salience led to the derogation of ingroup critics only when people had already read the criticism before they knew that the critic was an ingroup member.

**A122**
**NOT LIKING MUSLIMS BECAUSE I FEEL MORE DISTRESSED FOR LONGER: RELIVING SEPTEMBER 11TH AFFECTS TEMPORAL RATINGS OF DISTRESS AND ISLAMOPHOBIA**  
Becky Choma¹, Jayson Charlesford²  
¹Ryerson University, ²University of Plymouth

Participants in the 9/11 condition reported greater distress at present, anticipated future 5 and 10 years. Participants who viewed 9/11 footage reported greater Islamophobia, endorsement of restricting civil liberties, and distress of a possible future terrorist attack; differences were mediated by ratings of distress in the present and anticipated future.

**A123**
**THE WORLD’S BIGGEST SALAD BOWL: FACEBOOK CONNECTING CULTURES**  
Anne Katrin Schwab¹, Tobias Greitemeyer¹  
¹University of Innsbruck

The effects of virtual intergroup contact on attitudes toward outgroups have been investigated. A Facebook Application retrieved objective data about the intercultural composition of participants’ networks. Results revealed a negative relationship mediated by humanitarian-egalitarian values. Moreover, real-life experience did not moderate the relationship, ensuring a unique contribution of virtual contact.
A124
SEXUAL ASSAULT PREVENTION AMONG COLLEGE MEN: A SOCIAL DOMINANCE THEORY ANALYSIS
Andrew Lee Stewart1
1University of Connecticut

Using social dominance theory as a guiding framework, the present study evaluates the Men’s Project, a sexual assault prevention program targeting college men. Results demonstrate reductions in sexism and rape myth acceptance, along with increases in collective action and activism. Discussion centers on engaging men to work against sexual assault.

A125
RELIGION, ESSENCES AND IDENTITY TRANSFORMATION
Mostafa Salari Rad1, Jeremy Ginges2
1New School for Social Research, 2New School for Social Research - University of Melbourne

Essentialism of national and religious categories are studied in two experiments carried out in US and Palestine. We find that compared to nationality, religious identity is less likely to be essentialized; moreover, inclusion of religious identity decreases rates of essentialism for national identity.

A126
EFFECTS OF INTERGROUP CONTACT ON SOCIAL DOMINANCE ORIENTATION
Patricía Dora Hopkins1, Natalie Shook2
1West Virginia University

The purpose of this study was to test the effect of intergroup contact on social dominance orientation. Participants were first-year students living in either a same-race or interracial roommate relationships. Students in interracial rooms exhibited a reduction in social dominance orientation, whereas students in same-race rooms did not change.

A127
MEN’S PURSUIT OF A LIKING GOAL EXPLAINS POSITIVE OUTCOMES AFTER CONFRONTATION
Dana E. Wagner1, Robyn K. Mallett1
1Loyola University Chicago

Goal pursuit explains why confrontation sometimes leads to positive outcomes. Men were primed with a liking or a respect goal, then confronted as sexist or uninformed by a female confederate. Men’s ingratiation compensation, but not self-promoting compensation, explained the relation between goal type and positive interpersonal outcomes with their confederate.

A128
HOW DO IMPLICIT THEORIES SHAPE PERCEPTIONS OF IMMIGRANTS AND ATTITUDES TOWARD IMMIGRATION POLICY?
Carla España1, Rodolfo Mendez-Denton1, Victoria C. Plaut1
1UC Berkeley

We examined how implicit theories about the fixedness versus malleability of human attributes (entity versus incremental theories) shape attitudes toward immigrants and immigration policy. Relative to incremental theory beliefs, entity theory beliefs were associated with stronger endorsement of legal punishment for undocumented immigrants and more prejudice toward immigrants.

A129
INDIVIDUALISTIC POWER INHIBITS GROUP-RELEVANT ADVOCACY AMONG MARGINALIZED GROUPS
John C. Blanchard1, James Wages1, Scott Edelman2
1University of Arkansas

Three laboratory studies tested the hypothesis that individualistic (but not group-based) power inhibits group-relevant advocacy among marginalized groups. Across all three studies, women and racial minorities were significantly less likely to pursue group-relevant advocacy when primed with individualistic power. Self-reported concerns about appearing biased mediated advocacy responses in each study.

A130
BINDING AND BLINDING EFFECTS OF RITUAL: INTERGROUP BIAS AND GROUP AFFILIATION
Nick Hobson1, Michael Inzlicht2
1University of Toronto

The present research sought to examine the binding and blinding properties of group ritual. To test these predictions, we had participants engage in a lab-created, ad-hoc ritual over the course of seven days. Results suggest that ritualistic behaviors lead people to favor, and feel greater affiliation for, ingroup members.

A131
BEYOND COLOR-BLINDNESS: THE ENDORSEMENT AND IMPLICATIONS OF BLINDNESS TO TEN SOCIAL CATEGORIES
Matt J. Goren1, Victoria C. Plaut1
1UC Berkeley

The implications of ignoring non-racial social categories are not well understood. Presently, we investigated blindness to ten social categories (e.g., race, gender, weight, age) in work and social settings. Participants from mTurk completed a survey. Blindness endorsement varied by category, was higher in work settings, and predicted out-group warmth.

A132
ENDING ON A HIGH NOTE: PERSPECTIVE-TAKING INFLUENCES BAD NEWS DELIVERY
Angela M. Legg1, Kate Sweeney2
1Pace University - Pleasantville, 2University of California, Riverside

News-recipients prefer to hear bad news first but news-givers tend to give good news first. By priming emotion-protection goals or other perspective-taking, participants aligned more with news-recipients’ preferences for bad-then-good patterns but control participants did not. These results provide two solutions for improving bad news delivery.

A133
CONFLICT RESOLUTION AND RECONCILIATION FROM VICTIM AND PERPETRATOR PERSPECTIVE: HOW INGROUP VICTIMIZATION AND INGROUP TRANSGRESSIONS SHAPE PEOPLE’S WILLINGNESS TO RECONCILE THROUGH DEMANDS FOR RETRIBUTIVE AND RESTORATIVE JUSTICE, AND SUPPORT FOR FUTURE VIOLENCE
Mengyao Li1, Bernhard Leidner1, Nebojša Petrović2
1University of Massachusetts Amherst, 2University of Belgrade

This research explored victims’ and perpetrators’ relatively short- and long-term responses (support for future violence and reconciliation, respectively) in the aftermath of intergroup violence, as well as the moderating role of ingroup glorification and the mediating role of retributive and restorative justice.

A134
BREAKING THE SILENCE: THE COSTS AND BENEFITS OF CONFRONTING ANTI-GAY PREJUDICE
Jonathan Cadieux1, Alison L. Chasteen1
1University of Toronto

We found that confronting antigay bias in a live chat session has costs and benefits. Confronters were perceived as complainers and as more likely gay, even if declared heterosexual. Despite that, a majority of participants joined the confrontation, suggesting that confronters can elicit positive action in bystanders.
**A135**

**JUSTICE AND IDENTITY MOTIVES INTERACT TO PREDICT INGROUP STEREOTYPING AND COLLECTIVE ACTION TENDENCIES AMONGST DISADVANTAGED GROUP MEMBERS**

Craig W. Blatzer, Stephen C. Wright

*Grant MacEwan University, Simon Fraser University*

We examined how justice and identity concerns interact to predict collective action tendencies and ingroup stereotyping amongst disadvantaged groups. In two studies involving women and African Americans, results revealed that identity and stability concerns uniquely predicted collective action and positive ingroup stereotyping, and interacted to predict negative ingroup stereotyping.

**A136**

**FROM THE ONE TO THE MANY? WHEN COOPERATION BY OUT-GROUP REPRESENTATIVES FAILS TO IMPROVE INGROUP PERCEPTIONS**

Ozum Saygi, Lindred L. Greer, Gerben van Kleef, Carsten K.W. de Dreu

*University of Amsterdam, Stanford University*

The potential dark side of cooperative behavior during representative negotiations on intergroup relations was examined in two empirical studies. Results revealed that a peripheral cooperative outgroup representative decreased perceived outgroup cooperativeness and hence lowered constructive behavioral tendencies, and a competent cooperative representative harmed trust towards the outgroup.

**A137**

**THE EFFECTS OF ILLEGITIMATE POWER ON MOTIVATION AND ACTION TENDENCIES AMONGST THE POWERFUL AND THE POWERLESS**

Marco Silva Rego, Manuela Barreto, Ana Guinote

*University of Exeter, U.K., University College of London*

This research shows that effects of power are moderated by perceptions of (il)legitimacy. Results showed that illegitimate (vs. legitimate) power structures promote the perception of alternative social systems, eliciting different motivations and behavioral tendencies among the powerful and the powerless.

**A138**

**"THE WAR ON MEN": GENDERED REACTIONS TO CLAIMS OF ANTI-MALE SEXISM**

Katherine D. Schad, Clara L. Wilkins, Joseph D. Wellman

*Wesleyan University*

The present study examines how individuals react to men who claim to be victims of anti-male bias. Results reveal gender differences and moderation by gender identification. Men perceive claimants more positively; while women perceive them more negatively the more strongly they identify with their gender.

**A139**

**THE DARK SIDE OF HETEROGENEOUS IN-GROUP IDENTITIES**

Natasha Stine Frederic, Juan Manuel Falomir Pichastor

*University of Geneva*

Past research suggests that the perceived heterogeneity of the in-group may result in either more positive or more negative intergroup relations. The present studies showed that in-group heterogeneity had a negative impact on inter-group relations when national identification was high and when national identity was heterogeneous (vs. society as heterogeneous).

**A140**

**EFFECTS OF FLOW ON COGNITIVE ABILITY**

Courtney Marie Vendetti, Seth A. Wagenman

*California Lutheran University*

Flow (Csikszentmihalyi, 1999) results from an activity that is both appropriately challenging and engaging. Arguably, people in flow reach their full potential, but how does it effect cognitive processing during subsequent tasks? This study examined whether transitioning from a flow-generating activity affected scores on an intelligence test given immediately after.

**A141**

**YOU BETTER THINK ABOUT BUDDHA! BUDDHIST PRIMING AS PROMOTING PROSOCIALITY AND REDUCING PREJUDICE**

Magali Clobert, Vassilis Saroglou, Kwang-Kuo Hwang

*Université catholique de Louvain, National Taiwan University*

Do Buddhist (vs Christian) concepts promote both prosociality and tolerance? Across two experiments, Buddhist primes consistently promoted prosocial behavior and tolerance of outgroups either through compassion among Westerners (Experiment 1) or through tolerance of contradiction among Easterners (Experiment 2). Religion does not universally promote both prosociality and prejudice across cultures.

**A142**

**THE EMERGENCE OF INGROUP FAVORITISM IN SOCIAL DILEMMAS**

Angela Dorrough, Marie Hellmann, Andreas Glückner, Irena Ebert

*Max Planck Institute for Research on Collective Goods, University of Göttlingen, University Koblenz-Landau*

The study investigates whether people favor their ingroup from the very beginning or whether ingroup favoritism is a dynamic construct that emerges and increases over time. The results give evidence for an increasing gap between cooperation towards ingroup and outgroup members suggesting that ingroup favoritism is not a fixed state.

**A143**

**THE CONTRIBUTION OF PERSONAL PHILOSOPHY: ENCOURAGING A BELIEF IN FREE WILL WILL REDUCE PREJUDICE**

Xian Zhao, Li Liu, Xiao-xiao Zhang, Jia-xin Shi, Zhen-wei Huang, Wen-wen Zheng, Jian Zheng

*Beijing Normal University; Kansas University, Beijing Normal University*

The current research examined the role of the belief in free will (BFW) on prejudice across Han-Chinese and White samples. Three studies demonstrated that a higher BFW can lead to a lower prejudice against ethnic/racial outgroups, which consistently confirmed that endorsing a BFW acts as an antidote to ethnic/racial prejudice.

**A144**

**BENEFIT OF THE DOUBT: THE ROLE OF PARTICIPANT ETHNICITY AND IDEOLOGIES IN ECONOMIC THREAT PERCEPTIONS OF MEXICAN IMMIGRANTS**

Jacob S. Brookfield, Sei Jin Ko, David M. Marx, Thierry Devos

*San Diego State University*

This study examined whether majority and minority participants perceived Mexican immigrants to be an economic threat relative to legal immigrants. Beliefs in cultural diversity lowered minority participants’ threat perceptions of Mexican and legal immigrants, while for majority participants, the same beliefs only lowered threat perceptions of legal immigrants.

**A145**

**WHAT’S RACE GOT TO DO WITH IT? THE INTERACTIVE EFFECT OF RACE AND GENDER ON PERCEPTIONS AND CONSEQUENCES OF DOMESTIC VIOLENCE**

Ivuoma Ngozi Onyeador, Phillip Atiba Goff

*University of California, Los Angeles*

Using an intersectional framework (race x gender), two studies explore how race complicates perceptions of intimate partner violence. In situations where blame for starting the attack can be seen as ambiguous, the perception of Black women as masculine provokes less concern for targets and less severe punishments for attackers.
A146
THE COMPANY WE KEEP: THE TRANSACTIONAL EFFECTS OF WISE REASONING ACROSS INDIVIDUALS
Alex C. Huynh1, Igor Grossmann1
1University of Waterloo
We explored the transactive effects of wisdom in dyads. Participants were primed to act as either a mentor or peer and paired to discuss potential outcomes of an intergroup conflict. Results suggest that mentorship facilitated wisdom both directly through the mentorship prime, and indirectly for their partner following an interaction.

A147
THE NATIONAL ONE AND THE ETHNIC MANY: THE ROLE OF SOCIOPOLITICAL IDEOLOGIES IN AMERICAN INTERGROUP PARTIALITY
Allison Reid1, Aleah Goldin1, Crystal Hoyt1
1University of Richmond
Political ideology predicts partiality to the national group relative to ethnic-minority subgroups and this effect is mediated by American patriotism and stronger ‘American= White’ associations. Relative to a colorblind message, a multicultural ideology is both directly and indirectly associated with less partiality to the national over ethnic American groups.

A148
THE GOOD, THE BAD AND THE ONES NOBODY IS MONITORING - IS DISTRUST OF ATHEISTS EXPLAINED BY BELIEFS ABOUT HUMAN NATURE?
Katharina Block1, Ava Norenzayan1
1University of British Columbia
Exploring the relationship between beliefs about human nature and distrust of atheist, we found that belief in humans as good is associated with less explicit but not implicit distrust of atheists in two American samples. In Study 3, we found no such relationships in a sample from India.

A149
WHAT YOUR FRIENDSHIPS SAY ABOUT YOU: HAVING INTERRACIAL FRIENDSHIP NETWORKS MAY BOOST POSITIVE SOCIAL PERCEPTIONS
Michelle L. Manning1, Jacob S. Brookfield2, Bradley M. Weisz2, David M. Marx3, Sei Jin Ko2
1San Francisco State University, 2San Diego State University, 3University of Connecticut
The current research found that students with interracial friendships were judged more positively and seen as less prototypical than were students with same-race friendships. These findings demonstrate that social perceptions of an individual can be influenced by the racial makeup of their friendship network.

A150
CULTURE OR PREJUDICE? PERCEIVED PARENT DISAPPROVAL AND CONFLICT OVER INTERCULTURAL DATING RELATIONSHIPS.
Sharon Shenhar1, Wendy Goldberg2, Belinda Campos1
1University of California, Irvine
A study of a culturally diverse sample of college students revealed that parents’ cultural concerns and prejudiced attitudes were significantly associated with parental disapproval of intercultural dating and were higher among families with intercultural dating conflict. However, resolving dating conflict did not mean that cultural concerns or prejudiced attitudes dissipated.

A151
WHAT KINDS OF COOPERATION DOES IT AFFECT PERCEPTIONS OF OUT-GROUP THREAT?
Sho Tsuboi1
1Kyoto University
To examine what would cause out-group threat, we used a questionnaire and manipulated independently the amount of resources and the contribution to resources and group defense, thus obtaining eight conditions. We found that the amount of resources generated a perceived out-group threat, while the contribution to defense decreases the threat.

A152
INTERGROUP RELATIONS AND HUMANNESS PERCEPTION OF THE OUTGROUP
Ana Filipa Louceiro1, Sven Waldzus1, Maria-Paola Paladino2
1ISCTE-IUL, 2University of Trento
We investigated whether participation in an intergroup relationship compared to no participation reduces outgroup infra-humanization. Results showed that participation in an intergroup relationship, even when it does not lead to a common ingroup identity, reduces infra-humanization of outgroup members, but only if the ingroup is involved in the relation.

A153
EXAMINING GENDER DIFFERENCES IN THE RELATIONSHIP BETWEEN RELIGIOUS AFFILIATION AND ETHNIC PARTNER PREFERENCES
Jazmin E. Kelly1, Alyssa Lee2, Lisa M. Brown1, Crystal Tse1, Stephen Reysen1, Steven Spencer2, Penny McNatt Devine3
1Austin College, 2UT Southwestern, 3University of Waterloo, 4Texas A&M University - Commerce, 5Florida State College at Jacksonville
We studied gender differences in the relationship between ethnic ingroup romantic partner preferences and religious affiliation. Women generally had higher ingroup ethnic partner preferences than men. Women were more likely than men to have religious longevity although ingroup preferences were not mediated by religious longevity.

A154
DIVERGENT OUTGROUP ATTITUDES UNDERMINE INTRAGROUP RACIAL MINORITY RELATIONSHIPS
Randi Leigh Garcia1, Hilary Bergsieker Burbank2, J. Nicole Shelton1
1Princeton University, 2University of Waterloo
This paper explores the role of perceived outgroup membership under the influence of (dis)similarity in attitudes that are directly relevant to racial group membership. In three studies we found evidence for dissimilarity-repulsion – disagreeing with a same-race other about outgroup attitudes decreased attraction; this was only for minorities in Studies 2 and 3.

A155
THE DISEMPOWERING EFFECT OF BEING THE TARGET OF EMPATHY
Matthew Quesnel1, Jacque Verauer1
1University of Manitoba
This experiment examined how dominant group members’ (DGMs’) efforts to empathize with a minority group member or another DGM during an interaction affected each individual’s sense of power. Targets of empathy exhibited lower levels of cognitive outcomes associated with power than did targets of objectivity during intragroup and intergroup interactions.

A156
WHEN CLOSENESS BREEDS CONTEMPT: THE PERCEPTION OF PHYSICAL CLOSERNESS LEADS TO INTERGROUP DISCRIMINATION
Y.Jenny Xiao1, Jay J. Van Bavel1
1New York University
We previously showed threatening out-groups perceived as closer. Here we explore the role of perception in intergroup threat and discrimination. In Study 1, a strong intergroup barrier eliminated effects of threat on perceptual closeness. In Study 2, manipulated closeness of threatening out-groups exacerbated relationships between collective identification and discriminatory attitudes.
A157
WHEN ONE IS OSTRACIZED, OTHERS LOOM: SOCIAL REJECTION MAKES OTHER PEOPLE APPEAR CLOSER TO US THAN THEY ACTUALLY ARE
John Paul Wilson1, Shane Pitts2, Kurt Hugenberg3
1University of Toronto, 2Birmingham-Southern College, 3Miami University
In two studies, threats to social belongingness biased perceptions of a novel social target’s distance from perceivers. Rejected participants undertook a beanbag that was intended to land at a new partner’s feet (Study 1) and estimated that a social target was closer to them (Study 2) than non-rejected participants.

A158
DIVERSITY AS A CULTURALLY EMBEDDED CONCEPT: THE IMPORTANCE OF SOCIAL ACCEPTANCE
Jacqueline M. Chen1, David L. Hamilton2
1University of California, Davis, 2University of California, Santa Barbara
We hypothesized and found that perceivers construe diversity as encompassing both the representation and social acceptance of minorities. There were race differences in the relative importance of representation versus acceptance for perceivers’ judgments of diversity. Groups aspiring to achieve diversity should increase minority representation and foster a culture of inclusion.

A159
A META-ANALYSIS OF EXTENDED CONTACT
Shelly Zhou1, Arthur Aron2
1Stony Brook University
The current project is a meta-analysis of 38 correlational studies of the extended contact effect. The aggregated effect size (r) was .32. Effects were stronger for affective and explicit attitudes, when groups were defined by religion, when the cross-group relationship was close, and for studies conducted in collectivist countries.

A160
WHO PAYS MORE ATTENTION TO WHOM?: THE IMPACT OF LEADER GAZE AND LEADER STATUS ON STATUS HIERARCHY WITHIN A GROUP.
Se-Hyeon Shim1, Robert Livingston2
1Kellogg School of Management, 2University of Sussex
The purpose of the study is to examine how a leader’s unequal attention produces status and how the effects of leader attention depended on the leader’s status. We found that greater attention from a high-status leader increased a focal person’s status but more attention from a low-status leader decreased it.

A161
GETTING TOUGH ON IMMIGRATION: REASONABLE SUSPICION ABOUT PERFORMING ‘AMERICAN-NESS’
Sahana Mukherjee1, Ludwin Molina1, Glenn Adams1
1University of Kansas
We demonstrate how national origin and identity fit – conformity to Anglo-centric norms (e.g., listening to American vs. Mexican music) influence people’s immigration beliefs. Discussion focuses on how people support tough immigration policies to defend against symbolic threats that cultural ‘others’ pose to Anglo-centric constructions of American identity.

A162
HAPPINESS IS MORE THAN JUST A PAYCHECK: ECONOMIC AND SOCIAL INTEGRATION AS PREDICTORS OF IMMIGRANTS’ LIFE SATISFACTION
Kelly Lauren Barnes1, Victoria M. Esses2
1The University of Western Ontario
This study examined the predictors of successful immigrant settlement and integration in Canada. Data drawn from a representative sample (N = 2966) of newcomers demonstrate that life satisfaction is predicted by job satisfaction, utilization of skills and education, feeling like one belongs to one’s local community, and (lack of) discrimination.

A163
THE TRUE MAGIC SPELL OF LANGUAGE. LINGUISTIC MARKERS OF SOCIAL AGENCY.
Magdalena Formanowicz1, Janin Roessel2, Caterina Sultner2, Anne Maass2
1University of Bern, 2University of Mannheim, 3University of Padova
Here we present verbs as linguistic markers of social agency. In two experiments and set of archival analysis we demonstrate that verbs (but not adjectives and nouns) are not only the grammatical devices conveying action in the syntax, but are also related to the agency stereotypically attributed to social targets.

A164
THE LANGUAGE PATTERNS OF CONVERSATIONAL NARRATIVES WITH TRAINED OR UNTRAINED LISTENERS
Kaitlin Cannava1, Graham D. Bodie1, Jennifer J. Malin1, James W. Pennebaker2
1Louisiana State University and Agricultural & Mechanical College, 2University of Texas at Austin
Conversational narratives are influenced by listeners who can shape the way stories are told. Listeners were randomly assigned to listen to stories in very different ways. Although differences in listener content and ratings of listeners differed, computerized text analyses revealed that the overall linguistic structures of the stories were similar.

A165
THE LANGUAGE OF DEATH: THE EFFECTS OF MORTALITY SALIENCE ON LANGUAGE STYLE MATCHING
Mike Kersten1, Sandra Alvarez2, Renate Beck1, Cathy R. Cox1
1Texas Christian University
Utilizing terror management theory (TMT; Greenberg, Pyszczynski, & Solomon, 1986), the present research examined the extent to which people match their language styles (e.g., pronoun use) following thoughts of mortality. The results demonstrate that people unconsciously initiate communicable synchronization in response to existential threat.

A166
LATENT SEMANTIC SIMILARITY AND LANGUAGE STYLE MATCHING IN DYADIC INTERACTIONS
Meghan JoAnn Babcock1, Vivian Phi Phi Ta1, William Ickes1
1University of Texas at Arlington
We examined two indices of semantic similarity (i.e., Latent Semantic Similarity, Language Style Matching) to determine their respective roles in unstructured dyadic interactions between same-sex and opposite-sex strangers (Study 1) and between same-sex strangers and same-sex friends (Study 2).

A167
LOOK WHO’S TALKING: USING A NON-OBTRUSIVE OBSERVATIONAL TECHNIQUE TO ASSESS THE SOCIAL AND LANGUAGE ENVIRONMENT OF INFANTS.
Nairi Ramirez-Esparza1, Adrián García-Sierra2, Patricia K. Kuhl1
1University of Connecticut, 2University of Washington
Measuring social behavior using non-obtrusive observational techniques has become increasingly popular in the past years. In this investigation we used a recently developed language environment analysis system to make recordings in the everyday lives of infants. Our goal was to examine, the associations between social interaction variables and language development.

A168
NEUROTIC LANGUAGE: NEUROTICISM PREDICTS REFERENT CONCRETENESS FOR NEGATIVE EXPERIENCES
Ryan L. Boyd1, Michael D. Robinson2
1The University of Texas at Austin, 2North Dakota State University
Two studies apply new text analysis techniques in order to analyze implicit psychological properties of participant-generated language.
Results provided evidence suggesting that individuals high in neuroticism tend to conceptualize negative experiences in a relatively concrete fashion, whereas positive affect tends to be conceptualized in an abstract fashion by such individuals.

**A169**
**JANE EYRE VERSUS A 6-MINUTE CONVERSATION ABOUT BASEBALL: COMMON DIMENSIONS OF NARRATIVE**
Jennifer J. Malin¹, James W. Pennebaker¹, Vera Vine², Kaitlin Cannava³, Graham D. Bodie³
¹University of Texas at Austin, ²Yale University, ³Louisiana State University and Agricultural & Mechanical College

Computerized word counting methods detected common patterns in short stories, novels, and conversations as they unfolded from beginning to end. Splitting text into segments of equal length, and tracking word use allows computerized identification of narrative as it unfolds in a text, and gives insight into how narratives are structured.

**A170**
**DO NPR LISTENERS LIKE LISTENING TO NPR MORE THAN PEOPLE WHO LISTEN TO NPR?: THE EFFECT OF ESSENTIALIST NOUN LABELS ON BRAND PREFERENCE**
Charles Robert Seger¹, Ishani Banerji²
¹University of East Anglia, ²Georgetown University

Framing preferences with essentialist noun-labels strengthens relevant self-perceptions (Walton & Banaji, 2004). Does this apply to attitudes/behavior toward a product? National Public Radio (NPR) listeners rated their identification with “being an NPR listener” or “listening to NPR”. Participants in the former condition showed more positivity and loyalty to NPR.

**A171**
**AFFECTIVE INFLUENCES ON THE ABILITY TO DETECT AMBIGUOUS COMMUNICATION**
Diana Matovic¹, Joseph Forgas¹, Alex Stefan Koch²
¹University of New South Wales, ²University of Cologne

Two experiments predicted and found that negative affect improved people’s ability to identify communicative sentences that were ambiguous. An analysis of response latencies (Studies 1 & 2) and recall (Study 2) confirmed that negative mood produced longer and more attentive responses, and processing latencies mediated mood effects on detecting linguistic ambiguity.

**A172**
**DISTINGUISHING POSITIVE AND NEGATIVE INTERGROUP ATTITUDES IN INFANCY**
Anthea Pun¹, Andrew Baron¹
¹University of British Columbia

The nature of 12-month old infants’ social group preferences for speakers of familiar (English) and foreign (French) language groups were examined over 3 experiments. In development, infants’ positive evaluation of a familiar language appears to emerge prior to a negative evaluation of a foreign language.

**A173**
**GENDER DIFFERENCES IN RESPONSES TO OTHERS’ LIFE CHALLENGES: AFFECTIVE, COGNITIVE, AND SOCIAL LANGUAGE USE IN COLLEGE STUDENTS**
Jordan A. Booker¹, Julie C. Dunsmore¹
¹Virginia Polytechnic Institute and State University

Undergraduate students’ writing responses to others’ life challenges were analyzed for affective, cognitive, and social language use. Women referenced more anger in response to potential interpersonal separation. Women referenced more friends while men referenced more behavior inhibiting in response to a life crisis. Men generally referenced more instructions to others.
## Poster Session A – Law

### Law

**A179**

**HOW MORAL CONCERNS PREDICT EMOTIONAL RESPONSES TO CRIME**

Russell L. Steiger¹, Michael Brubacher²

¹DePaul University

Crimes are violations of moral codes. Moral concerns may therefore predict emotional responses to crimes. Participants read a crime scenario and reported emotional responses and moral concerns. Group-based concerns, and not individual-based concerns, predicted emotion. Results suggest public responses to crime are based on concerns for society rather than victims.

**A180**

**SEXISTS DISCOUNT BOTH THE QUALITY AND LEGAL IMPORTANCE OF SOCIAL SCIENTIFIC EVIDENCE FOR DISCRIMINATION**

Natasha Tidwell¹, Anita Kim¹

¹Texas A&M University

Three studies demonstrated that modern sexism judges evaluations of scientific evidence of discrimination. In Studies 1 and 2, modern sexism negatively predicted quality judgments of commonly used social psychological paradigms. In Study 3, participants’ ratings of a social psychologist’s testimony mediated the relationship between modern sexism and evidence admissibility ratings.

**A181**

**IN THE EYES OF THE LAW: VISUAL ATTENTION MODERATES EFFECTS OF GROUP IDENTIFICATION ON LEGAL DECISIONS**

Yael Granot¹, Emily Balcetis¹, Kristin Schneider¹, Tom Tyler²

¹New York University, ²Yale University

We tested visual attention as a moderator of the inconsistent effects of identification on legal decisions. Only when attending frequently on a target, group identification predicted discrepant legal punishment decisions. Interpretations of evidence but not recall accuracy mediated these relationships. Attention may be more prejudicial than informative in legal contexts.

**A182**

**INFLUENCE OF GUN CONTROL, RACE, AND AGE OF VICTIM FOR MENTALLY ILL DEFENDANTS ACCUSED OF MURDER: A MOCK JUROR EXAMINATION**

Russ K. E. Espinoza¹, Ashley Adkins¹, Jenna Popoff¹, Patrick Lam¹, Milli Chumpitat²

¹California State University, Fullerton

This study found juror bias towards mentally ill minority defendants accused of committing murder of White children compared with non-white children or adults. In addition, jurors who view gun control negatively also showed this similar racial bias. Views on gun control and racial bias is discussed.

**A183**

**PROCEDURAL JUSTICE: UNDERSTANDING LAY PERCEPTIONS OF PROCEDURAL FAIRNESS AND PREFERENCES FOR PROCEDURAL TRADEOFFS**

Victor David Quintanilla¹, Annie Milkey¹

¹Indiana University, Maurer School of Law

Two experiments investigated the relationship between decision-making procedures and lay perceptions of fairness. Results revealed a fair process effect (Tyler, 1989) – that procedures affect perceptions of fairness. This effect was mediated by emotions. The second experiment revealed an endorsement and anchoring effect on people’s willingness to pay for fair process.

**A184**

**CAPITAL AND PUNISHMENT: THE INFLUENCE OF RESOURCE SCARCITY ON ENDORSEMENT OF THE DEATH PENALTY**

Keelah E.G. Williams¹, Ashley M. Votruba¹, Michael J. Saks¹, Steven L. Neuberg¹

¹Arizona State University

Availability of resources may help explain variability in use of the death penalty. Using national and global data sets, we find that measures of resource scarcity significantly predict use of the death penalty. In an experimental study, participants primed with resource scarcity exhibit increased favorability toward the death penalty.

**A185**

**IMPACT OF JUDICIAL INSTRUCTIONS AND MOTIVATION ON SUPPRESSING PREJUDICIAL THOUGHTS**

Christine Foxwell¹, Jennifer Chau¹, Amy Hackney¹

¹Georgia Southern University

The research investigated how participants suppress prejudicial thoughts after receiving prejudiced information in a mock court case video. The video allowed examination of how realistic materials influence jury decision-making. Internal and external motivations to be unbiased were examined to investigate how individuals use prejudicial statements when acting as jurors.

**A186**

**MIND PERCEPTION AND MORALITY IN THE JUSTICE SYSTEM**

Pam A. Mueller¹, Susan T. Fiske¹

¹Princeton University

Participants pay more attention to the harmdoer in criminal cases and the victim in civil cases. This leads harmdoer moral character to influence judgments in criminal cases, while victim moral character influences judgments in civil cases. This is driven by perceived harmdoer agency and perceived lack of victim patience.

**A187**

**CRIME, PUNISHMENT, AND SOCIAL STANDING**

Kenworthy Bilz¹

¹University of Illinois College of Law

The expressive theory of punishment argues that punishment (or the lack thereof) conveys information regarding the social standing of victims. My studies show that punishment does impact victim social standing; its impact differs depending on punisher identity; and not only victims, but third-party observers, perceive punishment’s impact on social standing.

**A188**

**VICTIMHOOD, VIGILANTISM, AND CIVIL RECOURSE THEORY**

Andrew Gold¹, Kenworthy Bilz²

¹DePaul University College of Law, ²University of Illinois College of Law

Civil recourse theory argues that the tort system supplies unique advantages and disadvantages to victims, by lending state support to their actions against harmdoers. We find participants are most satisfied when they act with the state to resolve the case, as compared to when they or the state act alone.

**A189**

**APOLOGIES FOR NEGLIGENT AND INTENTIONAL HARMS**

Jessica Bregant¹, Jennifer K. Robbennolt²

¹University of Chicago, Booth School of Business, ²University of Illinois College of Law

We experimentally compare intentionally harmful acts to accidents, and full apologies to so-called “non-apology apologies.” Results suggest that apologies can have perverse results on a victim’s perceptions of fairness, depending on whether the initial harm was accidental or intentional, and whether the apology includes a statement taking responsibility or not.
A190
NICE TO MEET YOU - EMPATHIC ACCURACY AND SOCIAL OUTCOMES IN ZERO-ACQUAINTANCE DYADS
Elisabeth Blanke1, Antje Rauers1, Michaela Riediger1
1Max Planck Institute for Human Development
We assessed empathic accuracy and social outcomes in real zero-acquaintance conversations among 100 young (20-31 years), old (70-80 years) and age-mixed female dyads. Levels of empathic accuracy and implications for social outcomes varied with age-group composition. These results emphasize the importance of considering individual differences in research on empathic accuracy.

A191
GROWTH IS NOT JUST FOR THE YOUNG: AGE, WELL-BEING, AND NARRATIVES OF GROWTH AND REDEMPTION
Jack J. Bauer1, Kate C. McLean1, Jennifer Pals Lligendahl2, Laura E. Graham3, Bridget P. Lynch3, Elissa A. Lauber3
1University of Dayton, 2Western Washington University, 3Haverford College, 4Claremont Graduate University, 5University of Georgia
Older adults (65+) emphasized eudaimonic growth in narratives of high points more than did younger adults. Growth narratives also explained older adults' higher well-being. These and other findings suggest that growth is not just for the young and that growth is not merely a matter of improved affect.

A192
WHICH EMOTION REGULATION STRATEGIES CAN YOUNGER AND OLDER ADULTS EMPLOY TO MODULATE BRAIN RESPONSES TO EMOTIONAL IMAGES? AN EVENT-RELATED BRAIN POTENTIAL (ERP) INVESTIGATION OF ATTENTIONAL DEPLOYMENT AND COGNITIVE REAPPRAISAL
Andrea E. Rehmer1, Michael A. Kisley1
1University of Colorado - Colorado Springs
The current studies investigated if younger and older adults could modulate their neural responses (as measured with an ERP) with attentional deployment and/or cognitive reappraisal. Both groups were effective at modulating their neural responding to an attentional deployment paradigm, but showed minimal modulation of LPP responding with cognitive reappraisal instructions.

A193
PERCEPTIONS OF RAPPORT ACROSS THE LIFE SPAN: GAZE PATTERNS AND JUDGMENT ACCURACY
Ishabel M. Vicaria1, Frank J. Bernieri2, Derek M. Isaacowitz2
1Northeastern University, 2Oregon State University
Although an age-related deficit in emotion recognition has been established in the literature, we found no age differences in the accuracy of judgments of rapport, which suggests that not all social perception declines with age. Furthermore, older adults exhibited different looking patterns and cue utilizations than their younger counterparts.

A194
THE IMPACT OF VALENCE AND AROUSAL INFORMATION ON OLDER AND YOUNGER ADULTS' SELECTIONS OF AFFECTIVE STIMULI
Molly S. Cannon1, Derek Isaacowitz1
1Northeastern University
The current study examined age differences in 30 younger and 29 older adults' selections of stimuli to interact with in an affective environment. Age differences in stimulus selection were indicative of older adults' use of choice to minimize negative affective states and had implications for gaze, physiology and self-reported mood.

A195
THE IMPACT OF BELIEFS ABOUT AGING ON SOCIAL INTEGRATION IN LATER LIFE
Josephine Menkin1, Theodore Robles1, Teresa Seeman1, Tara Gruenewald2, Elizabeth Tanner3
1University of California- Los Angeles, 2University of Southern California, 3Johns Hopkins University
Participants over age 60 with more positive baseline expectations regarding aging report having larger social networks, more perceived support availability, and less desire for additional support 12 months later. Expectations about aging appear to better predict peripheral social ties than close friendships.

A196
AGE DIFFERENCES IN ADULT ATTACHMENT AROUND THE WORLD
William J. Chopik1, Robin S. Edelstein1
1University of Michigan
We examined the universality of age differences in anxiety and avoidance among 194,955 respondents in seven geographic regions. Anxiety was highest among younger adults and lowest in middle-aged and older adults. Avoidance was lowest among younger adults and highest in middle-aged and older adults. Patterns were universal across all regions.

A197
WHAT DOES IT MEAN TO FEEL YOUNGER OR OLDER? A SOCIO-COMMUNICATION ACCOUNT OF SELF-PERCEIVED AGING
Emily Schryer1, Igor Grossmann1, Steven Mock1, Richard Elbach1
1University of Waterloo
Two studies explore the relationship between age stereotypes, subjective age and perceptions of well-being. The results suggest that older adults may reject ageist stereotypes that do not reflect their experience of aging but at the same time, report feeling young because, in an ageist culture, feeling young communicates vitality.

A198
EMOTIONAL DEVELOPMENT IN EXTRACURRICULAR ACTIVITIES
Heloise Sirosis-Leclerc1, Celine Blanchard1, Dominique Perreault1, Amanda Baker1
1University of Ottawa
The social/emotional development of school-aged children through their participation in extracurricular activities was examined. Participants (n=258;grades 4-8) filled out a questionnaire which measured extracurricular activity participation and perceptions, emotional intelligence, and developmental experiences. Regression analyses showed that some developmental experiences and context variables were associated with greater emotional development.

A199
THE MILLS AGING ANXIETY SCALE: DEVELOPMENT, PSYCHOMETRIC PROPERTIES AND ITS RELATION TO POSITIVE AND NEGATIVE WELL-BEING
Dean M. Morier1, Kiya Komaiko1, Katrina Wehmeyer1
1Mills College
A new aging anxiety measure was developed and correlated with measures of aging fears, happiness, religiosity, and depression. A factor analysis of the 25 item scale revealed a large single factor with exceptional reliability that is positively correlated with measures of negative well-being, and negatively correlated with measures of happiness.

A200
THE DEVELOPMENT OF SEXUAL SELF-CONCEPT IN EMERGING ADULTHOOD
Ruixue Zhaoyang1, Lynne Cooper1
1University of Missouri-Columbia
The present study examined the developmental trajectory of sexual self-concept across a 10 year time frame during the emerging
ADULTHOOD ILLNESS BEHAVIOR: ASSOCIATIONS WITH CHILDHOOD TEMPERAMENT AND ILLNESS BURDEN
Brittany L. Bannon1, Chandra A. Reynolds1, Robin Corley2, Sally J. Wadsworth3, Michael Stallings4
1University of California, Riverside, 2University of Colorado, Boulder
We evaluated childhood emotionality as a predictor of adulthood illness behaviors (e.g., somatic complaints, self-medication), adjusting for sex, childhood illnesses, doctor visits, and stress. Adulthood temperament was also tested for mediation. Higher childhood emotionality predicted more adulthood (years 21 and 30) illness behaviors, and adulthood emotionality partly mediated this relationship.

NEUROTICISM AND POOR HEALTH: SELF-PERCEPTIONS OF AGING AS A MEDIATOR
J. Alex Evans1, Tara L. Stewart1, Ayla L. Washam1, Trent Boot2, Emily Rittenhouse1
1University of California, Berkeley
The link between neuroticism and poor health is well-established; less is known about the mediators of this relationship. This research examined a sample of middle-aged adults (N=91, ages 45-65) and suggested that negative self-perceptions of aging may be one mediator of the relationship between neuroticism and physical health.

HOW WE TALK AFFECTS HOW WE FEEL: COMPARING METHODS OF COMMUNICATION ACROSS THE LIFE-SPAN
Dan Tassone1, Elizabeth A. Hahn1, Stefan Agrigoroaei1, Margie E. Lachman1
1Brandeis University
Using a daily diary over one week, we examined types of communication methods (in-person, telephone, text message, Internet) and frequency of use in relation to sense of control and happiness in adults (N=83) across the life-span. Only frequency of communication in-person predicted both sense of control and overall happiness.

MORE SADNESS, LESS LONELINESS: THE BENEFITS OF RESPONDING COMPASSIONATELY IN LATE LIFE
Sandy Lwi1, Claudia M. Haase2, Scott L. Newton1, Robert W. Levenson1
1UC Berkeley, 2Northwestern University
We examined age differences in facial responses to a film depicting others in distress. Older adults displayed more sadness and surprise emotional behavior and more brow-furrowing than middle-aged and young adults. Greater sadness displays in older adults were associated with greater social connection.

INDIVIDUAL DIFFERENCES IN FUTURE TIME PERSPECTIVE: STRUCTURE, CHANGE, AND LINKS TO WELL-BEING
Fausto Gonzalez1, Zia Wei Zhang1, Oliver P. John1
1University of California-Berkeley
In a longitudinal sample (ages 70 and 73), we examined individual differences in future time perspective, studying their structure, changes, and links to well-being. We confirmed a two-factor model; “focus on opportunities” functioned as a buffer, whereas “focus on limitations” functioned as a risk-factor for age-related losses in well-being.

THEORETICAL OUTLOOK ON ADULT PERSONALITY DEVELOPMENT: THE NEXT GENERATION
Jule Specht1, Wiebke Bleidorn2, Jaap J. A. Denissen3, Marie Hennecke4, Roos Hutteman5, Christian Kandler6, Maike Luhmann7, Ulrich Orth7, Anne K. Reitz7, Julia Zimmermann7
1Freie Universitaet Berlin (Germany), 2Tilburg University (Netherlands), 3University of Zurich (Switzerland), 4University of Münster (Germany), 5Bielefeld University (Germany), 6University of Illinois at Chicago, 7University of Basel (Switzerland), 8Humboldt-Universitaet zu Berlin (Germany), 9Friedrich Schiller University Jena (Germany)
Theories on adult personality development suffer from differing terminology that masks similarities and from ambiguous empirical support. Comparison of theories and empirical findings emphasizes the relevance of genetic effects on personality maturation in young adulthood, differences in social role changes that impact personality development across adulthood, and agentic personality development.

I AM WHAT I AM BECAUSE OF YOU - SOCIAL RELATIONSHIP DYNAMICS AND PERSONALITY DEVELOPMENT
Julia Zimmermann1, Franz J. Neyer2
1Friedrich Schiller University Jena (Germany)
We submit that the alternating relevance of both core and peripheral relationship changes across the life span contributes to differential trait change and the cumulative stability of personality. We used data from two large prospective control group studies and showed that peripheral relationship changes indeed explain differential personality development.

GETTING OVER YOURSELF: A SELF-REGULATION FRAMEWORK FOR PERSONALITY DEVELOPMENT ACROSS ADULTHOOD
Marie Hennecke1, Wiebke Bleidorn2, Jaap J. A. Denissen7, Dustin Wood3
1University of Zurich (Switzerland), 2Tilburg University (Netherlands), 3Wake Forest University
We propagate incorporating motivation and self-regulation into theories of personality development and present three empirically supported preconditions under which individuals may “get over themselves” and change their own personalities. We discuss the mutual interdependence of traits and goals, the limits of change, and propose designs for studying self-regulated personality change.

DO PARENTS FOSTER SELF-ESTEEM? EVALUATING LONGITUDINAL ASSOCIATIONS BETWEEN SELF-ESTEEM AND PARENT-CHILD CLOSENESS DURING ADOLESCENCE
Michelle A. Harris1, Kali H. Trzesniewski2, M. Brent Donnellan2
1University of California, Davis, 2Michigan State University
Data from two longitudinal samples were used to test reciprocal connections between self-esteem development and parent-child closeness. Longitudinal effect sizes tended to be modest, perhaps due to the stability of both constructs. However, latent difference score models suggest that parent closeness is the leading indicator in this relation.

CONTINUITY AND CHANGE IN SELF-ESTEEM DURING EMERGING ADULTHOOD
Joaanne M. Chung1, Richard W. Robins1
1University of California, Davis
The present research examined self-esteem development during college. Self-esteem levels dropped during the first semester, rebounded by the end of the first year, and then increased gradually. Individuals with good grades and realistic expectations about their academic achievement experienced more self-esteem growth than those with poor grades and inflated expectations.
Person Perception/Impression Formation

A211
RAISING THE DEAD: DOES SPEAKING ESPECIALLY POSITIVELY OF THE RECENTLY DECEASED HELP QUELL CONCERNS ABOUT MORTALITY?
Joseph Hayes1
1York University

Results from three studies show that people will rate others more positively after imagining that the other has recently died. This effect extends to close others, distant others, and even disliked others. It appears that this tendency may help to allay concerns about one’s own mortality.

A212
“ONE OF US:” HOW CHANGING ONE’S PHENOTYPE TO APPEAR MORE WHITE AFFECTS RACIAL CATEGORIZATION
Jordan Seliger1, Avi Ben-Zeev1
1San Francisco State University

Whites perceive racial categorization to less essentialized/fixed when a racial out-group member takes actions to appear White. Participants were given racial-phenotypic transformation scenarios. In response to a vignette depicting an Asian American woman who underwent surgery resulting in Caucasian shaped eyes, participants re-categorized her as more White than baseline.

A213
MONEY OR RESPONSIBILITY? THE CONCEPTUALIZATION OF POWER
Wei Cai1, Yu Kou1, Xue Wang2, Sisi Chen2
1Institute of Developmental Psychology, Beijing Normal University, 100875, People’s Republic of China, 2School of Psychology, Beijing Normal University, 100875, People’s Republic of China

Through an opened-questionnaire investigation and an experimental study, we found people always called money in mind easily when mentioned power whenever they have power or not, and the accessibility of money words was facilitated when subliminally primed with power. This study may contribute to power and corruption literate.

A214
(Psychological) Distance Makes the Heart Grow Fonder: Effects of Psychological Distance and Relative Intelligence on Men’s Attraction to Women
Ariana F. Young1, Lora E. Park1, Paul W. Eastwick2
1University at Buffalo, SUNY, 2University of Denver, 3Claremont McKenna College

Across three studies we found that when a woman was psychologically far, men showed greater attraction toward her when she outperformed (vs. underperformed) them; however, when the woman was psychologically close, men showed less attraction toward her when she outperformed (vs. underperformed) them.

A215
Familiarity Breeds Simplicity: Brief Interactions Decrease Differentiation of Personality Judgments
James W. Fryer1, Andrew Beer2, Brendan McGrath2
1State University of New York at Potsdam, 2University of South Carolina Upstate, 3St. Lawrence University

The current research found evidence for a decrease in the complexity of personality judgments over the early stages of impression formation (from zero acquaintance through a brief interaction), using between-person (factor structure) and within-person (profile dispersion) analyses. Differentiation of personality judgments may, under some conditions, decrease in accord with familiarity.

A216
RISKY BUSINESS: THE EFFECTS OF SEXY ATTIRE ON IMPRESSIONS OF EMPLOYEES AND COMPANY IMAGE
Laura M. Carrizales1, Michael R. Baumann1
1The University of Texas at San Antonio

Women often struggle between “looking good” and “looking appropriate” on the job. Whereas many studies have shown positive effects of dressing attractively, dressing “sexy” has been shown to have negative effects. Using different forms of sexy attire, we examine whether a woman can dress sexy and still be viewed positively.

A217
EVALUATING THE PERFORMANCE OF OTHERS: IS IMPROVING BETTER THAN BEING CONSISTENTLY-GOOD?
Monica El Gamal1, Roger Buehler1
1Wilfrid Laurier University

Participants evaluated two employee profiles with identical final performance levels but different intertemporal trends (improvement versus consistency). The improved employee was viewed as more deserving of promotion, even though the consistently-good employee was seen to have the stronger overall performance. Additionally, improvement resulted in more positive ratings on personal characteristics.

A218
Posner Extended: The Effect of Perceived Social Interactions on Inhibition of Return
Miles R. A. Tuft1, Matthias S. Gobel1, Daniel C. Richardson1
1University College London

Inhibition of return (IOR) describes slower reaction times to targets that appear in the same location as preceding cues. Experiments have shown that social cues do not produce an IOR effect different to non-social cues. Despite these results, we found a larger IOR effect for social compared to non-social cues.

A219
Perceptual Goal and Absence of Facial Information Influence Use of Others’ Body in Judging Emotion, Status, and Threat
Brittany R. Vincent1, Daniel N. McIntosh2, Catherine L. Reed1
1Palm Beach Atlantic University, 2University of Denver, 3Claremont McKenna College

Two studies investigated how others’ body posture affects judgments of emotion, status and threat with and without facial information. Expanded body increased perceptions of anger, status and threat. Forward lean increased threat and anger judgments. Body configuration affects perception. People use different aspects of the body depending on perceptual goal.

A220
Forming Impressions of Strangers Without Interaction: Consensus Varies by Trait but Accuracy Varies by Mode of Presentation
Lara K. Ault1, Marcel S. Yoder2
1Saint Leo University, 2University of Illinois, Springfield

How well do we form impressions of digitally-presented versus real people? Participants (n=372) rated strangers’ characteristics in one of four randomly assigned conditions: Smiling photograph, neutral-expression video, smiling video, and face-to-face. Consensus was higher among more (attractiveness) than less (intelligence) visible traits. Only face-to-face ratings showed significant self-other agreement.
### Thursday, February 13, 7:00 pm – 8:30 pm, Hall 4

#### Poster Session A – Person Perception/Impression Formation

<table>
<thead>
<tr>
<th>A221</th>
<th>DIFFERENTIAL DUALISM: THE RELATIVE WEIGHTING OF MINDS AND BODIES FOR SELF AND OTHER</th>
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<tbody>
<tr>
<td></td>
<td>Christine E. Looser¹, Matthew Jordan²</td>
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<tr>
<td></td>
<td>¹Harvard Business School, ²Yale University</td>
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</table>

Would you prefer to be turned into a philosopher’s zombie - the same you, but with no subjective experience – or lose a leg? Would others choose differently? Three studies demonstrate that people perceive their own selves to be bodies.

<table>
<thead>
<tr>
<th>A222</th>
<th>WHY PHYSICAL HEIGHT MATTERS IN THE HIRING PROCESS?</th>
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<tbody>
<tr>
<td></td>
<td>Jens Agerström¹, Rickard Carlsson¹</td>
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<td>¹Linnaeus University</td>
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</table>

Although previous research has established that tall individuals are more likely to be employed than short people, it is less clear through which channels height exerts its effect. We find that perceived competence, but not warmth, physical attractiveness or health, partially explains the height premium.

<table>
<thead>
<tr>
<th>A223</th>
<th>ASSIMILATION EFFECTS ON THE LIKEABILITY OF SIMULTANEOUSLY PRESENTED FACES</th>
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<tbody>
<tr>
<td></td>
<td>Anton Gollwitzer¹, Bettina Schwoerer²</td>
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<td></td>
<td>¹New York University, ²University of Hamburg</td>
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</table>

Faces were presented individually and in pairs to participants. An assimilation effect occurred; faces presented in a pair with a comparably more likeable face were rated as more likeable than when presented alone. These findings suggest that when attitude objects are presented simultaneously the more negatively viewed object is assimilated.

<table>
<thead>
<tr>
<th>A224</th>
<th>THE EFFECTS OF GROUP STATUS, GENDER, AND SOCIAL THREATS ON PERCEPTIONS OF HYPOCRISY</th>
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<tr>
<td></td>
<td>Willie Hale¹, David Pillow¹, Victoria Flores¹, Sean Hewitt¹</td>
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<tr>
<td></td>
<td>¹University of Texas at San Antonio</td>
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The effects of social threat, group status, and gender on perceptions of hypocrisy were explored. Different interactions amongst these variables were observed for males and females, suggesting that they perceive and interpret hypocrisy differently based on the nature of behavior, the person performing it, and their current state of arousal.

<table>
<thead>
<tr>
<th>A225</th>
<th>JUDGING BOOKS BY THEIR COVERS: HOW MOOD AND INDIVIDUAL DIFFERENCES IN INTUITION AFFECT PERCEPTIONS OF TRUSTWORTHINESS</th>
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<tbody>
<tr>
<td></td>
<td>Jason Trent¹</td>
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<td>¹Hood College</td>
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The current study examined the roles of individual differences in faith in intuition (FI) and induced mood in trustworthiness judgments, focusing on whether participants distinguished between photos of criminals and volunteers/students. A significant FI x Mood interaction was found, suggesting that negative mood disrupted judgment effectiveness for intuitive individuals.

<table>
<thead>
<tr>
<th>A226</th>
<th>TO THE POWERFUL, EVERYONE IS A CLOSE FRIEND</th>
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<tbody>
<tr>
<td></td>
<td>Emily Rutter², Caroline Ashley Wilmuth¹, Amy Cuddy²</td>
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<td></td>
<td>²Harvard University</td>
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Across five studies, power was positively related to perceived closeness to others for a variety of targets and across multiple situations. While powerful individuals are conventionally thought of as cold and distant, this research suggests that they may exhibit an egocentric bias that minimizes perception of social distance.

<table>
<thead>
<tr>
<th>A227</th>
<th>THE SOCIAL COST OF MATERIALISTIC PREFERENCES</th>
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<tbody>
<tr>
<td></td>
<td>Ross P. Crothers¹, Jacqueline M. Diggis¹, Darwin A. Guervara², Jia Wei Zhang², Ryan T. Howell³</td>
</tr>
<tr>
<td></td>
<td>¹San Francisco State University, ²University of Michigan, ³University of California, Berkeley</td>
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People stigmatize materialistic purchasers. We hypothesized that people tend to socially exclude materialistic purchasers more than experiential purchasers. Participants reported they would sit significantly farther away from material buyers and completed a word task with more rejection words when they thought they would interact with a material buyer.

<table>
<thead>
<tr>
<th>A228</th>
<th>CONSPICUOUS CONSUMPTION AND LIFE EXPERIENCE: WHAT YOUR FACEBOOK SAYS ABOUT YOU</th>
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<tbody>
<tr>
<td></td>
<td>Jessica A. Lam¹, Qian Jiang³, Ryan T. Howell¹</td>
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<td>¹San Francisco State University</td>
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</table>

We examined the motivation to share pictures of luxurious experiential consumption. Participants were randomly assigned to evaluate the personality of a fictitious Facebook profile, which included either a lavish dining experience or an ordinary dining experience. Our findings indicate that displaying conspicuous experiences may signal higher status.

<table>
<thead>
<tr>
<th>A229</th>
<th>WHEN SIMILARITY BECOMES SAMENESS: WHITES SHOW POORER PERCEPTUAL DISCRIMINATION OF BLACK VERSUS WHITE FACES</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Nicholas Camp¹, Brent Hughes¹, Jennifer Eberhardt¹, Nalini Ambady¹</td>
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<td>¹Stanford University</td>
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In a study on own-race biases in perceptual discrimination, White participants determined whether a target face was identical to a prototype face. We manipulated race and genetic similarity between target and prototype faces. Extending past research, participants showed heightened perceptual discrimination to White vs. Black faces across levels of similarity.

<table>
<thead>
<tr>
<th>A230</th>
<th>HOUSE OF BLUES: ARE COUPLES’ LEVELS OF DEPRESSION, HAPPINESS, AND LIFE SATISFACTION RELECTED IN THEIR HOME’S AMBIANCE?</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Michelle Marie Moreau¹, Lindsay T. Graham¹, Samuel D. Gosling¹</td>
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<tr>
<td></td>
<td>¹University of Texas at Austin</td>
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</table>

The psychological ambience of a space can communicate a lot about an individual’s personality – but what might we learn from cohabitating couples’ spaces? Here we explore the connections between a couple’s home environment and their joint levels of life satisfaction, happiness, and depression.

<table>
<thead>
<tr>
<th>A231</th>
<th>BECAUSE HE PLAYS FOOTBALL, HE’S NOT FAT, UNHEALTHY, LAZY, ETC.: A SOCIAL COGNITIVE BIAS IN HEALTH-RELATED PERSON PERCEPTION EVALUATIONS.</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Grant C. Corser¹, Joseph M. Goodman², Matthew Schmidt¹, Candace Bowles¹, Michael Sauceda¹</td>
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<tr>
<td></td>
<td>¹Southern Utah University, ²Illinois State University</td>
</tr>
</tbody>
</table>

Participants made health-related evaluations of one of two individuals. One individual appeared to have an obese Body Mass Index (BMI); the other appeared to have a normal BMI. Each was presented as a football player, college student, or thyroid disease sufferer. Results demonstrated a bias in health-related perceptions.
A232
THE EFFECTS OF DESCRIPTORS' LANGUAGE ABSTRACTION ON RECEIVERS’ IMPRESSION FORMATION TO DESCRIPTORS
Takao Funato1, Minoru Karasawa2
1Naogoya university, 2Nagoya university
This study examined how abstractness and valence of descriptors’ language about a target affected receivers’ impressions of the descriptors. Participants rated descriptors more competent, moral and polite but not warmer when the language were positive and concrete than when positive and abstract. Implications of communication styles are discussed.

A233
DISAGREEING BUT SEEING SIMILARITY: PROJECTION IN REAL-LIFE DISAGREEMENT SITUATIONS.
Devin E. Howington1, Nicole M. Lawless1, Sara D. Hodges3
1University of Oregon
Real-life interactions may change the dynamics between projection and similarity based on social pressures to “get along.” Contrary to previous projection findings, we found that participants projected their own general political standing more on to their partner in dyads that disagreed on specific issues as compared to dyads that agreed.

A234
TITLE: FAKE BUT FINE: EFFECTS OF COSMETIC SURGERY ON PERCEPTIONS OF ATTRACTIVENESS
Kendall Swinney1, Jana Hackathorn1
1Murray State University
This study investigated perceptions of female attractiveness regarding cosmetic surgery in light of evolutionary and sociocultural standards of beauty. Results indicated that perceptions vary as a function of sex. Men prefer cosmetically enhanced body parts despite being outside the parameters of evolutionary theory, while women prefer natural-looking body parts.

A235
TIME-DEPENDENT MEMORY CONSOLIDATION AND THE FORMATION OF GROUP PERCEPTIONS
Luke R. Enge1, Amber K. Lupo1, Michael A. Zarate1
1University of Texas at El Paso
This study examined the effects of time-dependent memory consolidation on the integration of recently learned person specific traits and generalization of those person specific traits to other members of the same group. The data reported are preliminary (48 of a planned 60) and were analyzed for the submission.

A236
A PHOTO IS WORTH A THOUSAND PROFILE WORDS? A SOCIAL RELATIONS MODEL COMPARISON OF ONLINE DATING FORMATS
Lucy Louise Hunt1, Paul Wolfe Eastwick2
1The University of Texas at Austin, 2University of Texas at Austin
To investigate whether different evaluative contexts related to online dating foster fundamentally different evaluative processes, two sets of raters evaluated either single photographs or full profiles of the same group of targets. Results demonstrated that impressions of the same individuals differed dramatically depending on the framework of the presentation.

A237
THE PERVERSE EFFECTS OF PRIOR EXPERIENCE ON EMPATHY
Rachel Lise Ruttan1, Loran F. Nordgren1, Mary-Hunter McDonnell2
1Northwestern University, 2Georgetown University
Despite widespread beliefs in the power of shared experience to facilitate empathy, we find that individuals render harsher judgments of others’ struggles to overcome challenging experiences when they have overcome the experience themselves. This perverse effect of experience was mediated by experiencers’ decreased perceptions of the difficulty of the experience.

A238
FUNNY YOU SHOULD SAY THAT: DO HUMOR STYLES MAP onto HUMOR APPRECIATION?
Amie Cann1, Adam T. Cann2
1University of North Carolina at Charlotte, 2Texas Tech University
We examined whether humor styles mapped onto humor appreciation. People reported level of humor style usage and enjoyment. Aggressive humor use was positively related to enjoying aggressive humor, but usage and appreciation of other humor styles were unrelated. These data suggest a framework for studying humor appreciation should be developed.

A239
PERCEPTIONS OF INTERRACIAL RELATIONSHIPS
Steve M. Newell1, Corey L. Cook2
1University of Florida, 2Skidmore College
We examined perceptions of individuals in interracial relationships and their relationships. Overall, participants reported interracial relationship partners as similar, but less traditional than intraracial relationship partners. Participants also reported interracial partners as more affectionate but less likely to receive equal treatment than intraracial partners.

A240
A SIGN OF QUALITY: HOW GROUP SYMBOLS AFFECT SOCIAL PERCEPTION
Shannon Peterson Callahan1, Alison Ledgerwood1
1University of California, Davis
Research suggests group symbols increase perceived entitativity. In the current study, we examined the downstream consequences of such symbols for judgments of warmth versus competence. Logos increased perceived competence, even if the groups’ descriptions featured a recent setback. Perceived warmth, however, was more polarized in line with the groups’ descriptions.

A241
YOU CAN TRUST A PRETTY FACE: PERCEIVED PHYSICAL ATTRACTIVENESS AND THE USE OF CREDIBILITY RELATED LINGUISTIC MARKERS
Katy Lou Krieger1, Frank Bernieri1
1Oregon State University
This study examined the linguistic patterns of perceived physically attractive individuals to see if these language markers were a reason that physically attractive people are judged as being more credible. Results indicate that those who were more physically attractive used a specific set of credibility related language markers during communication.

A242
SELF-WORTH, SOCIAL SUPPORT, AND EMOTIONAL DISCLOSURE IMPROVE SOCIAL PERCEPTION
Kent D. Harber1, Jamie L. Gorman1, Peter Podolski1, Karen S. Quigley2, Margaret Shiffman3
1Rutgers University at Newark, 2Northeastern University
The Resources and Perception Model (RPM; Harber, 2007) predicts that people with more resources will see stressful things more accurately. Per RPM, self-disclosure improved perception of infant cries and reduced victim blaming, and social support and self-worth improved low-level perception of human motion that was otherwise distorted by ostracism.
DEFault Categorization and Some Processing Influences
Konstantin O. Tskhay1, Nicholas O. Rule1  
1University of Toronto  

Few studies have examined default categories in social perception. Here, we demonstrate that default categorizations may be, in part, based on the complexity of mental representations for any specific group and that shifting one’s cognitions can produce a reliable change in what the mind considers to be the default.

Self-enHANCEment from the Inside Out: A Meta-analysis of Self vs. Other Ratings of Personality
Stefano I. Di Domenico1, Hyunjoo Kim1, Brian S. Connelly2  
1University of Toronto  

We conducted meta-analyses (k = 112, N = 21,941) of differences in means (Cohen’s d) and variability (SD ratios) between self- and informant-reports of the Big Five personality traits. Surprisingly, mean differences between self- and informant-reports were minimal for all traits. Self-reports showed less variability than informant-reports for evaluative traits.

Gender is Raced: How Gendered Facial Cues Influence Race Categorizations
Colleen Marie Carpinella1, Jacqueline M. Chen2, David Hamilton2, Kerri L. Johnson1  
1UCLA, 2University of California, Davis, 3University of California, Santa Barbara  

We demonstrate how gender affects race categorizations and their efficiency. Feminine faces compelled efficient White categorizations; masculine faces compelled efficient Black/Asian categorizations. Moreover, phenotypic cues overlapped between masculine and Black faces and between feminine and White faces, and accounted for the effect of gender on categorizations of Black targets.

How Agents and Objects Violate Our Expectations
James Dungan1, Michael Stepansonic1, Liane Young1  
1Boston College  

Reasoning about objects and agents may be based on our knowledge of their past behaviors, or additionally for agents, their mental states (e.g., intentions). We used fMRI to reveal key differences in the cognitive processes that support how people form expectations and respond to violations of expectations across these contexts.

The Construal of Situations: Relationships between Persons, Situations, and Behaviors
Elysia Todd1, Patrick Morse1, Esther Guillaume1, David Funder1  
1University of California, Riverside (USA)  

Personality and situations have direct effects on behavior. Construal is a product of personality as well as the situation’s objective nature and has a distinctive impact on behavior. We simultaneously measure these elements and their interrelationships during a series of triadic social interactions.

Race Categorizations Drawn from Dynamic Body Motions: Accuracy, Heuristics, and Intersectional Biases
David J. Lick1, Alyssa E. Golay1, Kerri L. Johnson2  
1University of California, Los Angeles  

We present the first study examining race categorizations drawn from dynamic body motions. Perceivers accurately categorized targets as White or Asian based upon point-light displays. Gendered cues (masculinity/femininity) emerged as the primary heuristic driving these judgments. Race categories intersected with sex categories to bias the accuracy of basic social perceptions.

Self-reflection Alleviates the Maladaptive Effect of Self-Rumination on Insight
Miho Nakajima1, Keisuke Takano1, Takashi Oguchi2, Yoshihiko Tanno3  
1Graduate School of Arts and Sciences, University of Tokyo, 2College of Humanities and Sciences, Nihon University, 3College of Contemporary Psychology, Rikkyo University  

Previous studies have suggested that self-reflection has no significant correlation with insight. This study examined the association between self-reflection and insight controlling for the effect of self-rumination. Five hundred and twenty participants answered questionnaires via the internet. Results suggested that self-reflection alleviates the maladaptive effect of self-rumination on insight.

Peer-Rated Personality Traits Influence Relationship Duration and Dissolution.
Sarah Mason Garrison1, James J. Connolly2, Madeleine Leveille7, Joshua J. Jackson3  
1Vanderbilt University, 2Connolly Consulting, 3Washington University  

Does personality influence how long a marriage will last? Using marriage outcomes from the Kelly/Connolly Longitudinal Study on Personality and Aging (1934-present), we examined the relationship between personality and marriage duration in 300 engaged couples. Results indicate that acquaintance ratings of personality from time of engagement significantly predicted relationship duration.

Mirror, Mirror: The Association Between Social Class and Narcissistic Tendencies
Stephanie Yu1, Millie Huckabee1, Paul Piff1  
1University of California, Berkeley  

Two studies tested the influence of social class on narcissism. Upper-class participants both reported increased narcissistic personality tendencies (Study 1) and were more likely to opt to look at their reflections in a mirror (Study 2) than lower-class participants. These results highlight the influence of social stratification on the self-concept.

The Psychopathic Personality
Travis John Spier1  
1High Point University  

Nonclinical psychopathy was assessed in Business, Exercise Science, and Psychology students to investigate differences between the three majors and gender in relation to nonclinical psychopathic attitudes. Business students scored significantly higher than Exercise Science and Psychology students, and men scored significantly higher than women on the Levenson Self-Report Psychopathy Scale.

Conscientiousness Mediates the Relationship between Age and Time-of-Day Preference
Ryan James Walker1, Zachary D. Kribs2, Andrew N. Christopher2, Oren R. Shewach2, Mareike B. Wieth2  
1Miami University, 2Albion College  

491 participants completed the 60-item Conscientiousness NEO-PI-R and a 19-item Morning-Eveningness Questionnaire. Bootstrapping analyses showed that the conscientiousness facets attenuated the relationship between age and time-of-day preference. Specifically, it was found that only self-discipline attenuated the relationship between age and time-of-day preference.
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<td>Ramzi Fahfoua, Michela Schröder-Abé, Angela Merki</td>
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<td>Paul B. Ingram, Karen D. Multon, M. Alexandra Vuyk, Craig A. Warlick</td>
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<td>M. Alexandra Vuyk, Paul B. Ingram, Karen D. Multon, Craig A. Warlick</td>
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**Personality Processes/Traits – Poster Session A**

FFM personality tests may improve the psychometric capability of IPIP-based measures.

**A260**

**Personality and Birth Order: Some Evidence for Differences Relating to Social Status.**

Beatrice Alba | Macquarie University |

This research examined personality and birth order for a number of personality traits in three samples (n = 1011, n = 507, and n = 503). Very few significant effects were found, although first borns were found to be higher than later borns on some measures relating to social status.

**A261**

**How Personality Influences Compliance: The Power of the Individual**

Jennifer Hurst | Middle Tennessee State University |

This study explores how self-esteem, the Big-5, guilt, and psychological reactance may contribute to compliance. It examines how these traits correlated with compliance to a real-world compliance task. Results suggest that that extraversion correlates negatively with compliance to a task.

**A262**

**Firstborn or Lastborn: Onlyborns’ Self-Report of Openness May Vary with the Priming of Birth Order**

Yi Shao, Xiang Yao | Oklahoma City University, Peking University |

Onlyborns listed the similarities between themselves and firstborns, between themselves and lastborns, or between firstborns and lastborns. Then participants reported Big Five personality traits. Onlyborns tended to report less openness when finding the similarities between themselves and sibling individuals than when the comparison did not involve themselves.

**A263**

**Introducing the Florida Childhood Environmental Q-Set (FCEQ)**

Candace Marie Moreland, Rye A. Sherman | Florida Atlantic University |

The Florida Childhood Environmental Q-set (FCEQ) was created to evaluate the relationships of childhood environments and adult personalities. Coders read edited interviews from the RAP-II dataset and then rated them with the FCEQ. This introductory study of the FCEQ has found it to be a reliable and valid test.

**A264**

**Personality and Sensation Seeking Among Security Professionals: The Role of Prosocial Risk Taking**

Joao P. Oliveira | Universidade Lusofona |

The current study investigated the relationship between the Big Five Personality traits and sensation seeking within a sample of security professionals. Participants display a personality profile characterized by high extraversion, high conscientiousness, low neuroticism, and high sensation seeking, resulting in a certain degree of calculated prosocial risk taking.

**A265**

**A Diary Study of the Influence of Facebook Use on Narcissism and Self-Esteem**

Robert S. Horton, Nathan Walters | Wabash College, Ball State University |

The current study explored links between Facebook use and (a) narcissism and (b) self-esteem with a diary method. Eighty-three male
A266
PERSONALITY AND SERUM LIPIDS: DOES LIFESTYLE ACCOUNT FOR THEIR CONCURRENT AND LONG-TERM RELATIONSHIPS
Galit Armon1
1Department of Psychology, University of Haifa
This study evaluates concurrent and over time associations of personality with measures of three serum lipids associated coronary heart disease (CHD) morbidity, namely, high-density lipoprotein cholesterol (HDL-C), low-density lipoprotein cholesterol (LDL-C) and triglycerides (TRI). Results show the personality is associated with serum lipids both directly and through healthy lifestyle behaviors.

A267
PERSONALITY BY SITUATION INTERACTIONS IN PERCEPTIONS OF SITUATIONS
David George Serfass1, Nicolas Alexander Brown2, Ryne Anthony Sherman3
1Florida Atlantic University
Research documents that people perceive situations differently, and that these differences are related to personality. Despite theoretical claims of Person — Situation interactions few researchers have documented Person — Situation interactions in the perceptions of situations. This study finds evidence supporting Person — Situation interactions in situation perceptions.

A268
LOVE ON THE ROCKS: NARCISSISTIC SUBTYPES AND NEGATIVE EMOTIONAL CONTENT IN WRITTEN RECOLLECTIONS OF RELATIONSHIP ADVERSITY
Erin M. Myers1, Miranda Spain2
1Western Carolina University
Participants involved in romantic relationships completed measures of normal and pathological narcissism before writing narratives about their most negative relationship experience. A series of linear regressions revealed that pathological — but not normal — narcissism predicted greater usage of words associated with anxiety and negative emotion.

A269
PERFECTIONISM, DEPRESSIVE PREDICTIVE CERTAINTY, AND THE NEGATIVE FUTURE EVENTS SCHEMA
Amanda Desnoyers1, Gordon Flett2, Lawrence Levy3, Kirk Blankstein4, Paul Hewitt1
1Laurentian University, 2York University, 3University of Toronto, 4University of British Columbia
As part of their perfectionism model, Hewitt and Flett (2002) proposed a negative future events schema rooted in pessimistic expectations about the predictive certainty and inevitability of negative future events. This conceptualization has gone untested. Current results suggest that perfectionism is associated with depressive predictive certainty and indices of distress.

A270
WHO DOES RED BULL GIVE WINGS TO? SENSATION SEEKING MODULATES SENSITIVITY TO SUBLIMINAL ADVERTISEMENT
Gaelle Bustin1, Michel Hansenne2
1Université Pompeu Fabra, 2University of Liège
This study assessed whether subliminal priming of a brand name of a drink can affect people’s choices for the primed brand, and whether this effect is moderated by personality traits. Results revealed that being exposed to Red Bull increased participants’ preferences for the primed brand, but only for participants high in sensation seeking.

A271
WHO KNOWS WHAT: A STUDY OF PERSONALITY FROM MULTIPLE PERSPECTIVES
Kelci Harris1, Simine Vazire1
1Washington University in St. Louis
To examine whether different relationship contexts yield unique information about personality, we collected 95 self-, friend-, and roommate-ratings of personality. Overall, roommates agreed more with the self than did friends. Furthermore, friends and roommates had unique knowledge (that the self lacked) about evaluative traits (e.g., intelligence, conscientiousness).

A272
THE RELATIONSHIP BETWEEN PERSONALITY TRAITS AND PARTICIPATION IN EXERCISE
Lauren B. Nickel1, Brent W. Roberts1
1University of Illinois at Urbana-Champaign
This study looks at the relationship between personality traits and participation in exercise. Data came from two groups (N=617 and N=2156). Extraversion, conscientiousness, emotional stability, and openness were positively related to exercise in both groups; agreeableness was positively related to exercise in only one of the groups.

A273
EXTRAVERSION AMPLIFIER: EMOTION PERCEPTION FROM MUSICAL FEATURE CUES AND COVARIATION OF PERSONALITY TRAITS
Brent Cary James Clickard1
1University of Cambridge
Two studies (N=276; N=200) investigated links between traits and features/timbre in emotion perception from music. Stimuli were manipulated on Intensity, Pitch, and Rate. Experts evaluated timbre. Significant main effects for Intensity on Pleasantness/Preference measures were found. High Extraversion significantly augmented Intensity’s role, doubling ratings of Pleasantness and Preference.

A274
IS HAPPINESS GOOD FOR YOUR PERSONALITY? CONCURRENT AND PROSPECTIVE RELATIONS OF THE BIG FIVE WITH SUBJECTIVE WELL-BEING
Christopher J. Soto1, Anna Kronauer1, Josephine Liang1
1Colby College
Data from 16,367 Australian residents were used to examine longitudinal relations of the Big Five personality traits with three core aspects of subjective well-being: life satisfaction, positive affect, and negative affect. Results indicated that personality traits prospectively predicted change in well-being, and that well-being levels prospectively predicted personality change.

A275
GENERATION ME AND THE ENVIRONMENT: THE IMPACT OF ENTITLEMENT ON CONSERVATION BEHAVIORS
Valerie Wilwert1, Mark Stasson1, Kerry S. Kleyman1
1Metropolitan State University
Entitlement research suggests that individuals demonstrating higher levels of narcissism and self-esteem report feeling that they deserve more than others. Implications of examining the relationship between entitlement characteristics and conservation behaviors include education on the individual benefits of conservation, in order to encourage conservation in individuals that demonstrate entitlement.
We examine how neuroticism influences older couples’ fluctuations in positive and negative affect, physical symptoms, and responses to everyday problems, using daily life assessments. Multilevel models revealed that partner neuroticism accompanied more favorable problem-affected and problem-physical symptom associations, suggesting benefits of having a vigilant spouse when older adults encounter problems.

A282
THE BIG FIVE PERSONALITY TRAITS AND MORTALITY RISK TRAJECTORIES ACROSS THE LIFE COURSE
Nicholas A. Turiano
1 University of Rochester Medical Center, Department of Psychiatry

It is not known whether the effects of personality traits on longevity are constant across the life course. MIDUS study data suggests that the effects of conscientiousness and agreeableness decreased with age, and openness was a protective factor for those under 65 but a risk factor among older adults.

A283
NETWORK ANALYSIS OF THE BIG FIVE INVENTORY: APPLICATION IN THE CONTEXT OF A TWIN AND FAMILY STUDY
Daniel A. Briley, Jennifer L. Tackett, K. Paige Harden, Elliot M. Tucker-Drob
1 University of Texas, Austin, 2 University of Houston

Genetic and environmental correlations were estimated between items of the Big Five Inventory using a combination self- and parent-report in a sample of adolescent twins. We submitted these correlations to network analysis to provide a graphically intuitive alternative to factor analysis. Both genetic and environmental factors contributed to personality differentiation.

A284
THE INFLUENCE OF PERSONALITY TRAITS ON COPING STYLES AMONG HISPANIC GRADUATE STUDENTS
Areli Garcia
1 Texas A&M International University

The presenter conceptualizes coping as a characteristic adaptation in McCrae and Costa’s personality model (1996). Hispanic graduate students completed the Student Coping Scale (SCOPE) (Struthers, Perry, & Menec, 2000). We hypothesized that some traits would predict coping styles and used Regression Analyses to test this. Results and implications are discussed.

Psychophysiology/Genetics

A285
EFFECTS OF OXYTOCIN RECEPTOR GENE POLYMORPHISM AND PSYCHOLOGICAL STRESS ON COGNITIVE INFERRING OF OTHER’S MIND.
Toshiyuhi Himichi, Hiroyo Fujita, Masayuki Kaneko, Jun Nomura, Yasunobu Okuma, Yasuyuki Nomura, Michio Nomura
1 Kyoto University; Japan Society for the Promotion of Sciences, 2 Kyoto University, 3 Gifu Pharmaceutical University, 4 Hiroshima University, 5 Chiba Institute of Science, 6 Yokohama College of Pharmacy

We investigated the interaction between psychological stress and oxytocin receptor gene polymorphism (rs53576) in cognitive inference of other’s mind. We found that compared to AA carriers, G carriers were better in cognitive inference of other’s mind in a neutral state; however, their ability became poor under psychological stress.

A286
A DOWNSIDE TO VICTORY? THE EFFECT OF SELF-CONSTRUAL ON CHALLENGE/THREAT RESPONSES IN ATHLETIC PERFORMANCE SPECTATORS
Cheryl Lynn Kondrak, Shannon P. Lupien, Lindsey Streamer, Mark D. Seery
1 State University of New York at Buffalo

The biopsychosocial model of challenge/threat was utilized to investigate whether independent/interdependent self-construals...
differentially lead fans to contrast/assimilate to athletic performance. Fans primed with an independent self-construal exhibited greater threat (a negative state) following a win compared to loss, demonstrating conditions under which victory may come at a cost for fans.

**A287**

**SOCIAL SUPPORT, ONLINE COMMUNICATION, AND PHYSIOLOGICAL RECOVERY FROM STRESS**

Elizabeth A. Necka¹, Greg J. Norman²

¹University of Chicago

We investigated the effect of receiving social support online on autonomic nervous system activity. Following a social stressor, participants communicated with their best friend over one of four mediums: face-to-face, phone, video messenger, or instant messaging. Results suggest that the medium by which social support was received affects autonomic reactivity.

**A288**

**APPROACH-MOTIVATION ENHANCES THE SUSTAINED LATE POSITIVE POTENTIAL**

Nicole Claudette Mechin¹, Sydney Kathryn Powers¹, Philip Gable¹

¹The University of Alabama

Positive pictures with moderate and high approach-motivation produce similarly larger Late Positive Potential (LPP) amplitudes in early time windows than neutral pictures. However, only high approach-motivated positive pictures enhance LPP amplitudes during the late window. Results suggest that high approach-motivation sustains neurophysiological processing as measured by LPP amplitudes.

**A289**

**MEDIATING FACTORS BETWEEN EARLY ADVERSITY AND CHRONIC ILLNESSES: DISCRIMINATION, AFFECT SOLIDARITY, AND BIOMARKERS OF STRESS AND INFLAMMATION**

Kymberlee M. O’Brien¹, Celia L. Moore¹

¹University of Massachusetts, Boston, Boston, MA, 02125

Early life adversity influences later health through social, affective, and physiological mechanisms. From the MIDUS biomarker project (N = 845, ages 34-84), we found the relationship between early adversity and frequency of diagnosed chronic illnesses was partially mediated by perceived discrimination, urinary cortisol, IL-6, and affect solidarity (all p<0.05).

**A290**

**INTRAPERSONAL AND INTERPERSONAL DIMENSIONS OF NARCISSISM: A TWIN STUDY**

Huajian Cai¹, Hairong Song¹, Yu Y.Y. Luo¹

¹Chinese Academy of Sciences, ²University of Oklahoma

This study examined the heritability of narcissism and its two dimensions—intrapersonal grandiosity and interpersonal entitlement. Results revealed moderate heritability on overall narcissism and its two dimensions. Moreover, the genetic and environmental influences on the two dimensions were mostly unique, suggesting the fundamental distinction between grandiosity and entitlement.

**A291**

**SOCIAL STATUS AND AUTONOMIC NERVOUS SYSTEM RESPONSE: THE COSTS AND BENEFITS OF POSSESSING A HIGH SOCIAL STATUS**

Tianyi Li¹, Jasmin Cloutier¹, Greg Norman¹, Gary Berntson²

¹University of Chicago, ²The Ohio State University

Posessing higher social status confers not only advantages but also costs. We investigated autonomic nervous system responses when perceiving individuals varying in social status. In contrast to lower-status perceivers, those possessing higher status displayed reduced parasympathetic responses when perceiving high-status individuals, and decreased sympathetic responses when viewing low-status individuals.

**A292**

**INDIVIDUAL DIFFERENCES IN REWARD SENSITIVITY MODULATE THE POST-AURICULAR REFLEX TO POSITIVE AIDS VARYING IN APPROACH MOTIVATION**

David L. Adams¹, Margaret Holland³, Philip A. Gable¹

¹University of Alabama

We examined the influence of individual differences in reward sensitivity on post-aauricular reflex (PAR) activity to high and low approach-motivated states. Positive states low in approach motivation evoked greater PAR activity than positive states high in approach-motivation, but only for individuals high in reward sensitivity.

**A293**

**PHYSIOLOGICAL REACTIVITY TO COMPUTER-AUTOMATED VERSUS IN-PERSON INTERVIEWS**

Joseph R. Castro¹

¹Syracuse University

Comparisons between in-person and computer-automated interviews were made for HR, CSR, LF-HRV, HF-HRV, and RSA. Participants in the in-person interview showed a greater increase in HR, CSR, and all three measures of heart rate variability. This suggests a pattern of sympathetic and parasympathetic nervous system coactivation during a face-to-face interview.

**A294**

**AFFECTIONAL REACTIONS ASSOCIATED WITH MEAT AVOIDANCE**

Eric Anderson¹, Anna Neumann¹, Lisa Barrett¹

¹Northeastern University

We explore what factors generate meat avoidance in vegetarians. We found that vegetarians may not have a general decreased hedonic reactions of food, but they seem to have a specific negative reaction to meat. Psychophysiology measures were recorded while subjects rated how appetizing different types of food were to them.

**A295**

**BETWEEN- AND WITHIN-PERSON EFFECTS OF OVARIAN HORMONES ON EXPRESS OF BORDERLINE PERSONALITY DISORDER SYMPTOMS**

Tory Anne Eisenlohr-Moul¹, C. Nathan DeWall², Suzanne C. Segerstrom²

¹University of Kentucky/Duke University, ²University of Kentucky

We hypothesized that risk for Borderline Personality Disorder (BPD) would interact with changes in estradiol – and not progesterone – to predict BPD symptoms. Higher-risk women showed lower symptoms at higher-than-usual estradiol. In contrast, BPD risk interacted with high average estradiol to predict greater symptoms. No effects of progesterone were found.

**A296**

**PUPIL DILATION PATTERNS ARE COMMON ACROSS LISTENERS WHILE ATTENDING TO EMOTIONAL NARRATIVES**

Olivia Kang¹, Thalia Wheatley¹

¹Dartmouth College

We investigated participants’ pupil dilation dynamics (PDy) in response to emotional narratives presented alone and in dichotic pairs. In two studies, we show that PDy is a temporally-sensitive measure of online social attention that can be used to classify the contents of attention even across participants.

**A297**

**OXTR POLYMORPHISM PREDICTS SOCIAL RELATIONSHIPS THROUGH ITS EFFECTS ON SOCIAL TEMPERAMENT**

Kasey G. Creswell¹, Aidan G.C. Wright², Wendy M. Troxel³, Robert E. Ferrell², Janine D. Flory², Stephen B. Manuck²

¹Carnegie Mellon University, ²University of Pittsburgh, ³RAND Corporation, ⁴Mount Sinai School of Medicine

Humans have a fundamental need for strong interpersonal bonds, yet individuals differ appreciably in sociability. In a large sample (N=1,081), we showed that variation in the oxytocin receptor gene
Religion/Spirituality

A298

VALIDATING A NEW MEASURE OF SPIRITUALITY
Kellie M. Sturgeon¹, D. B. Allhouse¹, Kelly A. Cotter¹, Jennifer L. Wong¹
¹California State University, Sacramento

Convergent and divergent validity of the newly developed Spiritual Identity Scale were examined against the Religious Orientation Scale. Convergent validity was demonstrated by a strong relationship between spirituality and intrinsic religiosity (r=.75), while divergent validity was demonstrated by a weak relationship between spirituality and extrinsic religiosity (r=.25, Fishers’ z=6.09, p<.01).

A299

UNPACKING RELIGIOUS PROSOCIALITY: PERSONALITY RATINGS ARE INFLUENCED BY RELIGIOUS STEREOTYPE AND GROUP IDENTITY BIAS
Todd Williams¹, Luke Galen¹, Amy Ver Wey²
¹Grand Valley State University, ²Western Michigan University

A stereotype exists such that religiosity and prosociality are presumed to be positively associated. However, studies using ratings of agreeableness and conscientiousness have not controlled for the religiosity of the participant and the target. This study shows that religiosity is related to increased bias against atheist but not Christian targets.

A300

CHRISTIAN BELIEFS ABOUT MENTAL ILLNESS AND SOCIAL SUPPORT
Diana M. Steakley-Freeman¹, Fredrick Andrew Eichler², Eric D. Wesselmann³, Magin Kebert⁴, William G. Graziano⁵
¹Illinois State University, ²Purdue University

Religious communities often stigmatize individuals with mental illness. Christians’ beliefs that mental illness results from immorality/sinfulness and that mental illnesses have spiritual causes/treatments significantly predicted spiritual support and the lack of secular support and empathy. Denominations did not differ for different types of social support preferences.

A301

RELIGION, SOCIAL INFLUENCE, AND RISK: UNDERSTANDING HOW RELIGION CAN LEAD TO NEGATIVE SOCIAL BEHAVIORS
Jessica Marie Shenenberger¹, Rafael Aguilera², Michael A. Zárate³
¹University of Texas at El Paso

In the present study, we primed individuals with religious or non-religious imagery and measured the extent to which individuals followed suggestions to engage in risky behaviors. The findings demonstrate that individuals exposed to religious concepts are more susceptible to the influence of others to engage in risky behaviors.

A302

NARRATIVE VIDEO GAMING DECREASES SELF-REPORTED PROPENSITY FOR SPIRITUAL/RELIGIOUS EXPERIENCE
Christopher Burnts¹, Traci Dow²
¹St. Jerome’s University, ²University of Waterloo

Among 56 undergraduates, virtual gameplay significantly decreased self-reported propensity for mystical (unity-focused) and numinous (presence-focused) experiences; text-based gameplay decreased the former only. The prefab narrative offered (especially) by virtual gaming environments appears to suppress ability/motivation to engage in sustained internal narrative (involving the Unseen) on which spiritual/religious experience depends.

A303

AN EXPERIMENTAL STUDY OF THE MOTIVATION TO PRAY: THE EFFECTS OF GUILT AND THE ROLE OF TRAIT NARCISISM
Austin J. Simpson¹, Mark J. Lehtman¹, Robert C. Fuller¹, Anthony D. Hermann¹
¹Bradley University

This study addresses guilt’s motivational effects among those who are not guilt prone – narcissists. While high and low narcissism participants both reported feeling guilty after writing an essay about guilt, only those low in narcissism reported increased interest in prayer, suggesting guilt is a more potent motivator for non-narcissists.

A304

SYNCHRONY AND THEORY OF MIND
Adam Baimel¹, Ara Norenzayan¹
¹University of British Columbia

We explored the hypothesized role of intentionality in the relationship between synchronous ritual and cooperation. In groups, participants moved either synchronously or asynchronously with each other in a cups-moving task and Theory of Mind abilities were assessed. Those who synced up with each other showed measurable increases in Theory of Mind.

A305

UNDERSTANDING AND REDUCING TENSION BETWEEN SCIENCE AND RELIGION: THE ROLE OF MEANING IN SOCIAL COGNITIVE BIASES AND REDUCING DEFENSIVENESS
Daryl R. Van Tongeren¹, Jeffrey D. Green², Timothy L. Hulsey², Cristine H. Legare³, David G. Bromley², Anne Houtman⁴
¹Hope College, ²Virginia Commonwealth University, ³University of Tennessee, ⁴University of Texas, ⁵California State University - Bakersfield

One motivation of social-cognitive biases and defensiveness may be a desire for meaning. In Experiment 1, threats to meaning increased anti-evolution attitudes among religious fundamentalists. In Experiment 2, affirming one’s relationships reduced worldview defense following threatening negative feedback. Threats to meaning may increase social-cognitive biases, but affirming meaning reduces defensiveness.

A306

THE WRATH OF GOD: THE EFFECTS OF DIFFERENT PERCEPTIONS OF GOD ON SELF-CONTROL
Kevin Rounding¹, Albert Lee¹, Jill A. Jacobson¹, Li-Jun Ji¹
¹Queen’s University

We examined whether thoughts of an angry or forgiving God is a potential explanation for why those reminded of religion exert more self-control. As predicted, priming thoughts of an angry God resulted in greater exertion of self-control, but only in relation to others who had their initial self-control resources depleted.

A307

RELIGIOUSNESS AND RISK BEHAVIOR IN ADOLESCENTS: THE CRUCIAL ROLE OF OPPORTUNITY
Wendi A. Miller¹, James A. Shepperd¹
¹University of Florida

We tested whether opportunity to engage in risk behavior explains the link between religiousness and risk behavior among adolescents. Participants completed online measures of study variables and reported their risk behavior 6 and 12 months later. Results revealed indirect effects of religiousness on risk behavior through opportunity.
A308
RELIGION AND POSITIVE BODY ESTEEM: THE PROTECTIVE ROLE OF POSITIVE EMOTIONS
Mary  Inman1
1Hope College

Two experiments tested if religion minimized body-image threats due to positive emotions. Religious (but not spiritual) body-affirming statements increased feeling loved and transcendence in men and women. These feelings were positively related to men’s body esteem. Religious commitment was associated with positive body esteem in both groups, supporting self-affirmation theory.

A309
THINKING ABOUT MY DEATH AFFECTS HOW I THINK GOD SEES ME: MORTALITY SALIENCE AND MORALITY PROJECTIONS
Michael K. Lunn 1, Ronald W. Wright2, Alicia Limke1
1Southern Nazarene University

The purpose of this study was to examine how mortality salience affects individuals’ own moral beliefs and projections of God’s morality. Individuals primed with mortality salience were more concerned with harm/care than individuals not primed, but they also believed that God is less concerned with purity/sanctity than individuals not primed.

A310
I SEE GOD AS I SEE ME: GENDER ROLE PERCEPTIONS OF SELF, GOD, AND SOCIETY
Roderick Wright1, Alicia Limke1
1Southern Nazarene University

The current study examined the link between self-attributed, societally-prescribed, and God’s gender roles and characteristics as well as gender differences in attachment to God and perceptions of God’s gender attributes. As expected there were correlations among gender roles and females reported greater perceptions of God’s feminine attributes than did males.

A311
HOW ENDORESEMENT OF RELIGION AFFECTS SCIENTIFIC COMMITMENT.
Stephen Ross Martin1, E.J. Masicampo2
1Wake Forest University

This study examines whether scientific and religious individuals devalue religion and science, respectively, and whether thinking positively about religion or science affects the devaluations. Religiousity and (scientificity) are negatively correlated with scientific and religious commitment, respectively. However, the relationship between religiosity and scientific commitment strengthens after thinking positively about religion.

A312
THE CONTRIBUTION OF RELIGIOUS BELIEFS TO METACOGNITIVE JUDGMENTS OF MEANING IN LIFE
William E. Davis1, Joshua A. Hicks1, Rachel Dom1
1Texas A&M University

Across several studies, highly religious individuals demonstrated a strong positive association between meaning in life (MIL) and perceived ease/confidence in those MIL judgments. Judgments of high MIL were easy, and low MIL difficult, for highly religious individuals. In contrast, MIL was largely unrelated to ease/confidence for less religious individuals.

A313
GOD AND CONSTRUAL LEVEL: HOW RELIGIOUS BELIEFS INFLUENCE OUR THINKING
Katharina Zimmer1, Herbert Bless1
1University of Mannheim

We present several correlational and experimental studies showing that religious beliefs are positively related to the abstractness of mental representations (i.e., high level of construal). This relationship seems to be mediated by individuals’ conceptions of God (loving vs. punishing). Possible underlying mechanisms and implications will be discussed.

A314
PROJECTION OF POLITICAL VALUES ONTO A RELIGIOUS AGENT
Brian Collisson1
1Mariam University

People may infer ambiguous political values of religious agents (e.g., God). To test this, participants indicated their own political values and also made inferences about God’s political values. Results revealed that religiously committed participants projected their own political values onto God to a greater extent than religiously uncommitted participants.

A315
UNCOVERING THE RELATIONS AMONG RELIGIOSITY, EMPATHIC CONCERN, AND HELPING
Ryan Glaman1, David Lishner2, Amanda Fahmer2
1University of North Texas, 2University of Wisconsin Oshkosh

University student participants read an ostensibly news article describing a fellow student in need of aid; participants were placed in either a realistic and hypothetical helping group. Empathy, helping behaviors, and religiosity were measured. Several associations among religiosity, empathy, and helping were observed, as were several interactions with helping realism.

A316
FORGIVE US OUR TRESPASSES: CONCEPTUALIZING GOD AS FORGIVING INCREASES CHEATING
Amber DeBono1, Sarah Poole2, Michel’le Bryant1, Charles Sanguezza1, Natashria Corley1, William Jones1
1Winston-Salem State University, 2University of Arizona, 3New York University

Focusing on God’s forgiveness may increase deviant behaviors. In our experiment, Christians focused on God’s forgiveness cheated more on math problems than Christians focused on God’s punishment or the experimenter’s forgiveness/punishment. This result (in addition to two previous experiments) suggests that focusing on God’s forgiveness may increase immoral behaviors.

A317
SOCIAL DESIRABILITY, RELIGIOUS MOTIVATION, AND GENDER DIFFERENCES
Jay Justin Middleton1, Rose Mary Niles2, Debbie Simpson1, Laura Harris3, John Tracy1, Sean Lajaunie1, Alicia Ford1
1Louisiana Tech

The purpose of this study was to explore gender differences in religious motivation while controlling for social desirability. The results indicated that social desirability was not significant and that women had higher intrinsic and personal extrinsic motivation than men, however there were no significant differences in social extrinsic motivation.

A318
THANK GOD! THE ROLE OF ATTRIBUTIONS FOR SUCCESSES AND FAILURES ON SELF-ESTEEM
Natashria Corley1, William Jones1, Sarah Poole2, Amber DeBono1
1Winston-Salem State University, 2University of Arizona

According to Attribution Theory, we credit ourselves more for our successes than our failures (i.e., self-serving bias). In our experiment, as compared to Christians who failed on a task, successful Christians attributed more of their win to God than other causes. These results may have important implications for Attribution Theory.
A319 
BLIND TO COLOR BUT NOT TO STATUS: THE EFFECTS OF RELIGIOUS IDENTITY AND POLITICAL ORIENTATION ON RACIAL AND ECONOMIC PREJUDICE
Kristin Ann Brousard¹, Helen C. Harton¹, Carol Tweten¹, Allie Thompson¹, Alexia Farrell¹, Paden Goldsmith²
¹University of Northern Iowa
We examined how religious identity and political orientation affected racial and economic prejudice. Participants assessed the severity and potential causes of a criminal action by a Black or White man described as a CEO or a laborer. Both religious identity and political orientation predicted judgments.

A320 
MORAL IDENTITY SALIENCE PRODUCES MORE POSITIVE EVALUATIONS OF TARGETS WHILE RELIGIOUS SALIENCE INCREASES NEGATIVE ASSESSMENT
Amanda ElBassiouny¹, Lloyd Ron Sloan², Debbie Van Camp³
²Howard University, Trinity Washington University
Christian participants’ moral versus religious identity was primed before evaluating a Christian or Muslim applicant. Moral (versus religious) identity priming produced more positive and less negative evaluations of both ingroup and outgroup targets. This suggests moral, but not religious, identity arousal widens acceptance of others.

A321 
RELIGIOSITY AND EXPRESSED EMOTION DURING MARITAL CONFLICT
Marcela Otero¹, Robert Levenson¹
¹University of California, Berkeley
We examined the relationship between religiosity and emotional behavior in 120 married couples during unrehearsed conflict negotiations. Greater religiosity was associated with lower expression of negative emotions and greater expression of positive emotions during conflict.

A322 
SENSITIVITY TO SEXUAL MORALITY PREDICTS ONTOLOGICAL BELIEFS.
Laura Folse¹, Crystal Curry², Kilian James Garvey³
²The University of Louisiana
Evolution deniers often explain their position from a moral perspective. To test this 174 subjects completed the Three (moral, sexual, and pathogen avoidance) Domain Disgust Scale and a ten question creationism measure. Somewhat counter intuitively, creationist beliefs were correlated with sexual disgust and pathogen avoidance but not with moral disgust.

A323 
“DID GOD CAUSE OR ALLOW MY STRUGGLE?” DIRECT AND INDIRECT AGENCY, ANGER AT GOD, AND MEANING-MAKING
Matthew J. Lindberg¹, Julie J. Edline¹
¹Case Western Reserve University
This study (n= 361) explored how attributions of God’s role (e.g., direct vs. indirect) in religious/spiritual struggle predict anger toward God and the ability to find meaning. The impact of agency attributions on meaning was mediated by anger toward God and the belief that God should have prevented the struggle.

A324 
PRAYER AND PLANNING: EXPLORING THE RELATIONSHIP BETWEEN RELIGIOSITY AND HEALTH
Cameron R. Hopkin¹, Rick Hoyle¹
¹Duke University
This study establishes planning behavior as a self-regulatory strategy that partially mediates the relationship between religiosity and health. This finding adds to our understanding of the mechanisms by which religion benefits health by introducing intrapersonal processes alongside the interpersonal/social processes which have been put forth as mediators in the past.

A325 
NOT BELIEF, BUT PURPOSE: RELIGION’S EFFECTS ON MENTAL HEALTH MEDIATED BY LIFE MEANING
Robert Agler¹, Evan Williams²
¹The Ohio State University, ²James Madison University
People with an intrinsically motivated approach have lower rates of depression. The opposite is true for those with a doubting approach. We hypothesized that these relationships are mediated by the purpose and life meaning that religion may grant. We report two studies that suggest this to be the case.

A326 
DIVINE INHIBITION: HOW THOUGHTS OF GOD STIFLE CREATIVITY
Sebastian M. Derl¹, Verena Krause¹, Jack A. Goncalo¹
¹Cornell University
In four studies, thoughts of God were associated with diminished creativity. Two correlational studies demonstrate a negative relationship between belief in God and two different creativity measures. Two controlled experiments conducted in the US and Israel, participants primed to think about God exhibited significantly lower creative performance than controls.

A327 
GENDER DIFFERENCES IN LINKS BETWEEN SPIRITUAL DIMENSIONS AND AFFECT IN CANCER SURVIVORS
Crystal L. Park¹
¹University of Connecticut
We examined relations of four dimensions of spirituality (daily spiritual experience (DSE), belief in God, private prayer, and spiritual struggles) with positive and negative affect in a sample of 173 cancer survivors. Different dimensions of spirituality related to different aspects of affective experience, effects further moderated by gender.

A328 
CULTURAL INFLUENCES ON RELIGIOUS SALIENCE AND POSITIVE EMOTIONS
Kim Chu-Prieto¹
¹College of New Jersey
The effect of religious salience on the experience of emotions was examined. In Experiment 1, White American Christians in the religious salience condition reported heightened experience of love and happiness. Experiment 2 examined the effect for Asian American Christians, who experienced dampening of negative emotions, such as sadness and anger.

A329 
EYES DAZZLED, CRAVINGS QUENCHED: THE EFFECT OF AWE ON REDUCING MATERIALISM AND INCREASING SPIRITUALITY
Hany Xu¹, Claire Prade², Vassilis Saroglou³
¹Université catholique de Louvain, Belgium, ²Université catholique de Louvain
Awe attenuates self-focused, materialistic concerns and facilitates self-transcendent aspirations. Induction of awe, compared to other positive emotions (amusement, joy), made participants desire lower future salary, and estimate money less as source of happiness (Experiment 1), decreased liking for materialistic symbols (Experiment 2), and reduced intention of purchasing luxuries (Experiment 3).
A330
DOES AWE DIMINISH OR ENHANCE THE SELF?
Claire Prade1, Hanyi Xu2, Vassilis Saroglou2
1Université catholique de Louvain, Belgium, 2Université catholique de Louvain
Awe, compared to joy and a neutral condition, induces curiosity and fascination, but also sadness (Experiment 1), and increases the size of the self relatively to the one of the world. For neurotics, it also enhanced the self, and, for spiritual people, it increased closeness with the world (Experiment 2).

A331
HAPPY TWEETS: CHRISTIANS ARE HAPPIER, MORE SOCIALLY CONNECTED, AND LESS ANALYTICAL THAN ATHEISTS ON TWITTER
Ryan S. Ritter1, Jesse Lee Preston1, Ivan Hernandez2
In this research we use natural language data – aggregated across thousands of users and millions of text-messages on Twitter – to investigate psychological differences between believers and non-believers. Consistent with previous laboratory and self-report survey research, Christian followers exhibited higher subjective well-being, and Atheist followers exhibited a more analytical thinking style.

Social Development

A332
ROLE OF VARIOUS FAULT ATTRIBUTIONS IN CHILDREN’S ANTICIPATED RESPONSE TO HYPOTHETICAL PEERS WITH UNDESIRABLE CHARACTERISTICS
Taylor W. Wadian1, Mark A. Barnett1, Tammy L. Sonnentag3, Marcella B. Nichols1
1Kansas State University
Children’s belief that a hypothetical peer’s parents or biological condition, is responsible for the onset of his/her undesirable characteristic (e.g., being overweight, shy, or a poor student) was associated with the children anticipating responding in a relatively unfavorable manner toward that peer.

A333
THE ASSOCIATION BETWEEN ON-CAMPUS RESIDENCY AND FACEBOOK NETWORK STRUCTURE
Genavee Scarlett Brown1, Aparna Kumar2
1Western Washington University, 2Western Washington University
The relationship between living on-campus versus off-campus and Facebook network structures was examined. Living on-campus is associated with more Facebook friends. A longer time at university is associated with greater Facebook network diversity. Facebook networks demonstrate the “small world” principle and other typical empirical network patterns.

A334
FAIRNESS AS IMPARTIALITY AVERSION: THE DEVELOPMENT OF PROCEDURAL JUSTICE
Alex Shaw1, Kristina R. Olson2
1University of Chicago, 2University of Washington
Why are children fair? Do they prefer to be fair or to socially signal to others that they are fair? We demonstrate that children are concerned with social signaling and their sense of fairness is not focused purely on avoiding inequity – they gladly create inequity when given an impartial procedure.

A335
DEVELOPMENTAL CHANGES IN CHILDREN’S REACTIONS TO FEEDBACK ACCURACY AND DESIRABILITY
Maria E. Barth1, Brent L. Hughes2, Nalini Ambady2
1Stanford/Tufts, 2Stanford
This study examines the effect of feedback accuracy and desirability on children’s preferences for and assessments of reliable and unreliable informants. Results demonstrated a developmental sensitivity to the desirability and accuracy of feedback. Results will be discussed in relation to individual differences in children’s optimism and self-esteem.

A336
NEW DISCOVERIES IN THE DEVELOPMENT OF FACE-TRAIT INFERENCES: EARLY ATTRIBUTION AND PERFORMANCE OF BEHAVIORS BASED ON FACIAL APPEARANCE
Emily Cogsdill1, Elizabeth Spelke1, Mahzarin Banaji1
1Harvard University
When matching behaviors to faces, adults and children ages 3-10 attributed trustworthy and competent behaviors to faces designed to convey those traits, and did so even to subtly manipulated faces. Moreover, children offered more tokens to faces that were “nicer”-looking. Faces thus influence both attributions and behaviors early in development.

A337
FOUR-YEAR-OLD CHILDREN CAN DETECT OTHERS’ ALTRUISM
Michiko Koizumi1, Haruto Takagishi2, Takayuki Fujii1, Hiroiuki Okada2
1Hokkaido University, 2Tamagawa University
Children viewed movies showing a cooperator and a non-cooperator, and were told to point to those who are likely to give sweets. Accuracy rates in 3-year-old children (50%) were not significantly higher than chance level, but the accuracy rate in 4-year-old children (58%) was significantly higher than chance.

A338
EARLY EXPERIENCE WITH DISCRIMINATION PREDICTS SMOKING AND BMI IN LATE ADOLESCENCE
Meg Gerrard1, Frederick X. Gibbons1
1University of Connecticut
Study 1 demonstrated two independent paths from discrimination to smoking and BMI: one path to smoking was mediated by poor self-control and anger; a path to BMI was mediated by negative affect. Study 2 demonstrated that increases in discrimination predicted increases in negative affect, which predicted subsequent increases in BMI.

A339
CORRELATED CHANGE IN COMPONENTS OF EMPATHY DURING ADOLESCENCE
John C. Floumoy1, Sanjay Srivastava2, John C. Mazzotta3, Marco Iacoboni3, Mirella Dapretto3, Jennifer H. Pfeifer2
1Department of Psychology, University of Oregon, 2Ahmanson-Lovelace Brain Mapping Center, 3UCLA-FPR Center for Culture, Brain, & Development
Adolescents continue to develop affective and cognitive aspects of empathy. How do individual trajectories of each subcomponent of empathy relate? Latent growth curve modeling reveals correlated change between empathic concern and both perspective taking and the tendency to identify with fictional characters (fantasy), and between fantasy and empathic distress.

A340
DEVELOPMENT OF FALSE MEMORY EDITING IN CHILDREN
Kara Moore1, James Lampinen1, David Gallo1, Ana Bridges1
1University of Arkansas, 2University of Chicago
We examined the role of the prefrontal cortex development in children’s use of memory editing strategies (i.e., disqualifying and diagnostic monitoring), and the role of recall abilities in the development of certain memory editing strategies.
Social Justice

A341
GETTING YOUR “JUST DESERTS” OR SEEING THE “SILVER LINING”: WHEN DO JUDGMENTS OF IMMANENT AND ULTIMATE JUSTICE FOR THE SELF AND OTHERS SURFACE?
Annelie Josephine Harvey, Mitchell Callan
University of Essex

We tested perceived deservingness as a mechanism for both immanent and ultimate justice reasoning for others (Study 1) and the self (Study 2). People perceived “bad” victims as deserving of their misfortune and “good” victims as deserving of ultimate compensation, which predicted greater immanent and ultimate justice reasoning, respectively.

A342
PEOPLE JUDGE MORAL TRANSGRESSIONS MORE LENIENTLY FOR THOSE AFFILIATED WITH DISADVANTAGED INGROUPS
Kenneth Michniewicz, Joseph Vandeloo
University of South Florida

Disadvantaged individuals often receive more lenient penalties for moral transgressions, but no research has examined whether people with superficial affiliations to disadvantaged groups receive similar leniency. Two studies suggest that superficial association with a disadvantaged group grants leniency for moral transgressions.

A343
CAN I TRUST YOU? THE EFFECTS OF JUST WORLD THREAT ON INTERPERSONAL TRUST
Bianca von Wurzbach, Herbert Bless
University of Mannheim

We propose that threatening the belief in a just world (BJW) reduces interpersonal trust if people are socially disadvantaged and hold a high BJW. Consistently, in three experiments, low status people or participants in disadvantage conditions holding a high BJW showed less interpersonal trust after just world threat exposure.

A344
NORMATIVE VS. FORMATIVE ASSESSMENT AS TOOLS FOR SOCIAL ORDER (RE)PRODUCTION
Frederique Autin, Anatolia Batruch, Fabrizio Butera
Université de Lausanne

Participants had to mark tests of low vs. high-SES students using normative vs. formative assessment. In the normative condition, participants allocated their time to detect more mistakes especially in tests of low-SES students. In the formative condition, time was allocated to detect more mistakes only in tests of high-SES students.

A345
CYBER GROUP DYNAMICS AND ONLINE JUSTICE PERCEPTIONS
Elizabeth Jacobs, Stephen Klaisnic
Seton Hill University

Instant messaging software was used to manipulate participants’ initial status within a cyber-group (majority versus minority) and stability of status (stable versus change). Results indicate that the independent variables interacted to predict fairness ratings of group decision-making procedures, and that these effects were mediated by perceptions of group-self similarity.

A346
JUSTICE FOR ALL BUT THE LESS INTELLIGENT
Jean-Claude Crozet, Claude M. Steele, Alice Normand, Frederique Autin
University of Poitiers, Stanford University

People want to believe that they live in a just world. Two studies showed that participants provided more help toward a confederate when she was the victim of an injustice but also that they withdrew their help as soon as they perceived the victim as lower in intelligence.

A347
THE EFFECTS OF PERSPECTIVE TAKING ON WHITE CANADIANS’ ATTITUDES TOWARD CANADA’S INDIAN RESIDENTIAL SCHOOLS
Katherine Starzyk, Caroline Gryba, Gregory Boese
University of Manitoba, University of Surrey, Simon Fraser University

In two studies, we examined the effects of perspective taking and genocide labeling on White Canadians’ attitudes toward the issue. Perspective taking had a positive (though temporary) effect on attitudes, and only if the word “genocide” was not used to describe what happened.

A348
IT MATTERS WHAT YOU FEEL: INCIDENTAL EMOTIONS CAN INFLUENCE SYSTEM JUSTIFICATION.
Kim Hyeon Jeong, Park Sang Hee
Chungbuk National University

Participants were primed incidental emotions (anger, sadness, happiness, fear) and were measured their system justification levels. The participants primed with anger showed lower degrees of system justification than those primed with fear or happiness. The result shows that discrete emotions can influence people’s perception of the society.

A349
ONE’S PREVENTIVE MOTIVE INCREASES SUPPORT FOR THE PUNISHMENT OF AN OFFENDER’S ENTIRE GROUP, UNLESS COLLECTIVE APOLOGIES ARE OFFERED
Jacques Berent, Andrea Pereira, Juan Manuel Falomir-Pichastor
University of Geneva, VU University Amsterdam

In this experiment we demonstrate that, following an offense, one’s motivation to prevent future offenses might blindly lead to the punishment of the offender’s entire group, unless the group collectively apologizes. These results illustrate the central role of the group’s association with the offender in this spreading of punishment effect.

A350
THREAT MOTIVATES BLAMING AND DEHUMANIZATION OF REFUGEES TO RESTORE BELIEF IN A JUST WORLD
Amanda N. DeVaul-Fetters, Victoria M. Esses, James M. Olson
University of Western Ontario

This study examined Just World Theory by manipulating justice threat and asking participants to assess a refugee. High threat resulted in more dehumanization and high believers in a just world (BJW) blamed the refugee for his situation more. These results suggest that people use different strategies to maintain a BJW.

A351
UNDER THREAT, FREEDOM OF SPEECH IS LESS SUPPORTED IN DEMOCRATIC AS COMPARED TO AUTOCRATIC GROUPS
Andrea Pereira, Jan-Willem van Prooijen
VU University Amsterdam

When threatening an established norm, a dissenting deviant’s freedom of speech is equally guaranteed for democratic and autocratic homogeneous groups, but in heterogeneous groups, freedom of speech is less supported in democratic as compared to autocratic groups. Far from absolute, support for democratic values is conditional on the group’s outcomes.

A352
DISTRACTED LOOKING UP: PRIMING LOW SOCIOECONOMIC STATUS IMPAIRS EXECUTIVE FUNCTIONS
Jennifer Anne Sheehy-Skeffington, Jim Sidanius
Harvard University

We present a novel experimental approach to the psychology of inequality. Three studies suggest that decreasing one’s sense of socioeconomic status impairs executive functioning, as measured on standard neuropsychological tasks. This points to a causal effect of
subjective social status on cognitive performance, with implications for decisions of economic consequence.

A353
IMPLICIT AND EXPLICIT ATTITUDES TOWARD THE WEALTHY
Suzanne Horwitz1, John F. Dovidio1
1Yale University
When evaluating the wealthy, relative to the middle class, people explicitly favor the middle class (self-report) but implicitly prefer the wealthy (IAT). In an experiment, participants punished a rich defendant more harshly than a middle-class defendant. Notably, implicit preference for rich versus middle class predicted severity on middle-class criminals.

A354
PARADOXICAL EFFECTS OF SOCIAL CLASS ON INDIVIDUAL AND GROUP-LEVEL ENTITLEMENT
Courtney B. Tablante1, Susan T. Fiske1, Miguel Moya2
1Princeton University, 2Universidad de Granada, Spain
In a series of studies, we find that participants endorse trust in and deservingness of lower-class targets and groups. These effects are moderated by political orientation. Regardless of their own backgrounds, liberal participants tend to rate lower-class targets especially positively; conservative participants tend to rate all groups similarly.

A355
NOT ALL SCIENCES ARE CREATED EQUAL: THE SALIENCE OF CHOICE REDUCES PUBLIC SUPPORT FOR THE SOCIAL SCIENCES
Aneeta Rattan1, Krishna Savani2
1London Business School, 2National University of Singapore
The concept of choice assumes that actions and outcomes derive from individuals’ free-will and liberty. Three experiments demonstrate that when the concept of choice is salient, people de-emphasize the role of social, environmental factors in shaping individuals and prefer cutting funding from the social sciences rather than the natural sciences.

A356
WHAT GOES UP DOESN’T NECESSARILY COME DOWN: ASYMMETRIC PERCEPTIONS OF UPWARD AND DOWNWARD SOCIAL MOBILITY
Shai Davidai1, Thomas D. Gilovich1
1Cornell University
The belief in social mobility as a tenet of American culture underlies the acceptance of financial inequality. However, popular perceptions of mobility are often distorted. When estimating income mobility, participants perceived a higher likelihood of upward than downward mobility, leading to overestimation of the former and underestimation of the latter.

A357
CHANGE OF MOTIVATION FOR DISASTER PREPAREDNESS AND INTEREST IN NATURAL DISASTERS: AFTER THE PREDICTION OF EMOTIONAL REACTION
Masayo Noda1
1Kinjo Gakuin University
The present study examined how motivation for disaster preparedness and interest in natural disasters would change after affective forecasting. The results showed that higher motivational scores were seen immediately after the affective forecasting, while there was no substantial difference between natural disaster interest scores.

Special Session
A358
GRADUATE STUDENT COMMITTEE POSTER: THE PARADOX OF NON-ACADEMIC TRAINING - RESOURCES, STIGMA, STUDENT AND FACULTY PERCEPTIONS ABOUT NON-ACADEMIC VS. ACADEMIC CAREERS
Angela M. Legg1, Ashley Whillans2
1University of California, Riverside, 2University of British Columbia
The Graduate Student Committee surveyed SPSP student and faculty members to assess available resources, bias, and perceptions toward non-academic vs. academic careers. Come learn more about what your colleagues think about the current state of academic and non-academic job prospects for social/personality psychology graduate students.
**Poster Session B**

**Close Relationships**

**B1**
**FRIENDS WITH BENEFITS, BUT WITHOUT THE SEX: STRAIGHT WOMEN AND GAY MEN EXCHANGE TRUSTWORTHY MATING ADVICE**
Eric Russell1, Danielle DelPriore2, Max Butterfield2, Sarah Hill2
1The University of Texas at Arlington, 2Texas Christian University

There has been little research exploring the close relationship between gay men and straight women. The current research explores a benefit that may be uniquely available in this relationship: trustworthy mating advice. Overall, straight women and gay men perceive one another as being more trustworthy sources of mating-relevant information.

**B2**
**GENDER ROLE ORIENTATION, ATTACHMENT STYLE, AND RELATIONAL QUALITY IN NEWLYWED COUPLES**
Onawa P. LaBelle1, Paula R. Pietromonaco2, Sally I. Powere3
1University of Michigan, 2University of Massachusetts

The present work investigated links between gender roles, attachment styles, and marital quality in 225 newlywed couples. Wives and husbands who were high in avoidance and low in femininity evidenced lower marital quality; wives who low in anxiety and high in femininity reported higher marital quality.

**B3**
**WHAT COUNTS AS CHEATING IN A COMMITTED RELATIONSHIP?**
Charles T. Hill1
1University of Victoria

Behaviors considered unfaithful were explored using data from a Multiple Identities Questionnaire. Male (222) and female (347) undergraduates rated behaviors similarly, except that women rated feeling affection for someone else as more unfaithful. In general, non-sexual behaviors were rated slightly more unfaithful by men and women who were more traditional.

**B4**
**THAT WON'T LAST: PEOPLE USE IMPPLICIT THEORIES OF EQUITY TO PREDICT COMMITMENT AND DEPENDENCE-REGULATION**
Lisa B. Reddou1, Danu Anthony Stinson1
1University of Victoria

People use implicit equity theories to predict others’ relationship dynamics and behaviours. They predict commitment based on a couple’s matching in attractiveness (Study 1). Additionally, they predict social status and relational sacrifices based on matching in attractiveness and commitment (Study 2), indicating that people do not blindly judge others’ relationships.

**B5**
**NO STRINGS ATTACHED? ATTACHMENT ORIENTATIONS AND RELATIONSHIPS WITH BENEFITS RELATIONSHIPS**
Erin Larson1, Jessica A. Maxwell2, Rachael E. Quickert1, Tara K. MacDonald3
1Queen’s University, 2University of Toronto

We assessed the relationship between attachment orientations and the initiation of Friends with Benefits Relationships (FWBRs) and FWBR satisfaction. We found that reasons for initiating an FWBR varied by attachment orientation, and that attachment anxiety was negatively correlated with FWBR satisfaction, whereas attachment avoidance was positively correlated with FWBR satisfaction.
**B11**

**MATE RETENTION AND PERSONALITY FEATURES**
Christopher J. Holden¹, Amy Noser¹, Andrew Holub¹, Virgil Zeigler-Hill¹

¹Oakland University

This study examined the associations between personality, gender, and mate retention. Multiple regressions were conducted, each reflecting the associations between personality features and the five categories of mate retention. The results showed that personality features were closely related to the mate retention strategies employed by participants.

**B12**

**PATIENT-PROVIDER COMMITMENT AND MAINTENANCE OF CARE AMONG SEXUAL MINORITIES: AN INVESTMENT MODEL ANALYSIS**
Michael Loerger², Justin J. Lehmiller²

²Syracuse University; ²Harvard University

This study found that Rusbult’s (1980) Investment Model is a useful framework for predicting whether LGBT patients maintain care with their primary medical providers. Investment and satisfaction at Time 1 predicted commitment at Time 2, while Time 1 commitment predicted maintaining a relationship with the same doctor one year later.

**B13**

**TAKING IT HOME WITH YOU: EMOTIONS VERSUS FATIGUE AS MEDIATORS OF WORK-HOME SPILLOVER**
Julia E. Brinton¹, Lara K. Kammrath¹

¹Wake Forest University

Work-home spillover refers to the association between work demands/stressors and negative outcomes. Although negative emotions and fatigue are both potential mediators of work-home spillover, when directly compared, negative emotions more strongly mediated the link between work demands and home outcomes.

**B14**

**“LET’S DO WHAT TOGETHER?!” SHARED ACTIVITY PERCEPTIONS AND RELATIONSHIP CLOSENESS**
Nancy Frye¹

¹Long Island University, Post

When do shared activities predict relationship closeness? 231 skydivers in a relationship (40% with another skydiver) reported relationship closeness and skydiving perceptions (likelihood and severity of a jumping complication). Closeness was highest when the activity was shared and seen as more likely to have a negative but not serious outcome.

**B15**

**AM I WHO I THINK YOU WANT ME TO BE: PERCEIVED-META-IDEALS IN ROMANTIC RELATIONSHIPS**
Tamara A. Sucharya¹, Marian M. Morry²

¹University of Manitoba; ²University of Manitoba

Perceived-Meta-Ideals (PMI) describe people’s conceptions of who they think their partners want them to be. After priming individuals to feel close to-or far away from their PMI, self-esteem predicted PMI similarity (PMIS). PMIS and self-esteem predicted relationship well-being.

**B16**

**UNFORGIVING FRIENDS: HOW FORGIVENESS DECISIONS IN ROMANTIC RELATIONSHIPS AFFECT THIRD-PARTY PERCEPTIONS**
Theresa E. DiDonato¹, Laurette J. McIlwee¹, Marianna E. Carlucci¹

¹Loyola University Maryland

We investigated how forgiving a romantic partner affects observers’ impressions of that individual and his/her relationship. The findings from one experimental (n = 415) and one correlational (n = 125) study converged to suggest that forgiveness predicts both person perceptions and relationship perceptions, often as a function of transgression severity.

**B17**

**PARTNER INFLUENCE, ANXIOUS ATTACHMENT, AND HEALTH HABIT CHANGES IN ROMANTIC COUPLES**
Felicia Kay Zerwas¹, Morgan Erika Kelly¹, Ashley K. Randall², Emily A. Butler¹

¹University of Arizona; ²Arizona State University

We examined attachment style as a moderator between partner influence and health habits. Forty-one heterosexual couples reported on attachment, their partner’s influence attempts, and diet changes since cohabitation. Results suggested that healthy changes in diet are predicted by high negative influence for low anxious attachment partners.

**B18**

**COMMITMENT: MODERATING THE RELATIONSHIP BETWEEN BMI AND SEXUAL SATISFACTION**
Charlie V. Champion¹, Emily A. Butler¹, Ashley K. Randall², Morgan E. Kelly²

¹University of Arizona; ²Arizona State University

This study investigated the role of commitment in romantic relationships. The hypothesis was that higher commitment predicts greater sexual satisfaction for people with overweight partners. Results suggest that women with overweight partners have lower sexual satisfaction, but at high levels of commitment their partner’s weight is unrelated to satisfaction.

**B19**

**PLEASANT SURPRISES: UNDERESTIMATING A PARTNER’S PRO-RELATIONSHIP BEHAVIORS IMPROVES RELATIONSHIP QUALITY**
Samantha Joel¹, Johanna Peetz², Geoff MacDonald¹

¹University of Toronto; ²Carleton University

Across two longitudinal studies, we compared people’s predictions of their partners’ pro-relationship behaviors with their reports of actually performed behaviors one week later. People in higher-quality relationships made more optimistic forecasts regarding their partners’ future behaviors. However, pessimistic forecasts led to the most positive changes in relationship quality.

**B20**

**EFFORT PREDICTS RETAINING OR DISCARDING PARTNER ATTRIBUTES AFTER BREAKUP**
Lydia Emery¹, Erica Slotter²

¹University of Pennsylvania; ²Villanova University

Past research shows that individuals include aspects of their romantic partners in the self. Two studies investigated what happens to these attributes after breakup. Less effort put into the attribute and greater partner responsibility for the attribute predicted rating the attribute as less characteristic of the self after imagining breakup.

**B21**

**THE ORGASM GAPS: DIFFERENCES IN REPORTED ORGASM FREQUENCY BY GENDER AND SEXUAL ORIENTATION**
B.J. Titos¹, Brooke Gentile¹, David Frederick¹

¹Chapman University

Researchers from diverse theoretical backgrounds have attempted to explain sex differences in orgasm rate. Here we explore these differences via a survey on sexuality conducted with over 60,000 men and women. There was a substantial difference between heterosexual men and women, with a smaller difference between lesbian and heterosexual women.

**B22**

**GOALS AS CONTENT-SPECIFIC STANDARDS FOR EVALUATION OF ROMANTIC COMMITMENT**
Patrick S. Tennant¹, Marc E.J. Gleason¹

¹The University of Texas at Austin

This poster explores the association between an individual’s goals and the individual’s commitment to their relationship. 475 participants responded to a survey and a structural equation model was...
constructed to analyze the data. Primary findings show a significant association between partner goal facilitation and commitment.

**B23**

**I’M TOUCHED BY YOUR SUPPORT: HOW IMAGINED TOUCH SUPPORT BUFFERS STRESS AND PAIN**

Brittany Jakubiak1, Brooke Feeney1
1Carnegie Mellon University

Social support has inconsistent stress-buffering effectiveness because it can imply incompetence. We investigated whether imagining touch support buffers stress and pain from the cold pressor task better than imagining verbal support or a neutral object. As expected, touch support buffered stress and verbal support exacerbated stress compared to the control.

**B24**

**DOES CHOICE MODERATE THE EFFECTS OF RECEIVED SOCIAL SUPPORT ON CARDIOVASCULAR REACTIVITY?**

Kimberly S. Bowen1, Bert N. Uchino1, Frederick T. Rhodewalt2, David Sanbonmatsu2, Paul H. White1
1University of Utah

Main and interaction effects of social support and choice were examined for cardiovascular and psychological reactivity to a stressor using an induced compliance paradigm. Received support predicted increased cardiovascular reactivity (p’s<.08). Choice did not moderate the effect. There were no differences in psychological responses.

**B25**

**WHEN VISIBILITY MATTERS: SHORT-TERM VERSUS LONG-TERM COSTS AND BENEFITS OF VISIBLE AND INVISIBLE SUPPORT**

Yuthika U. Girme1, Nickola C. Overall1, Jeffry A. Simpson2
1University of Auckland, 2University of Minnesota

This study examined the benefits and costs of support. Visible support, involving direct displays of care and reassurance, produced immediate benefits for distressed recipients but costs for non-distressed recipients. In contrast, invisible support, involving subtle and indirect care, was unnoticed by recipients but promoted recipients’ goal achievement over time.

**B26**

**RELATIONSHIP SELF-EFFICACY PREVENTS INTIMATES FROM ENDING ABUSIVE RELATIONSHIPS**

Levi R. Baker1, Rebecca A. Cobb1, Nathaniel M. Lambert2, Frank D. Fincham1, James K. McNulty1
1The Florida State University, 2Brigham Young University

Victims of intimate partner violence may remain in abusive relationships because they believe that they can prevent future conflict. Three longitudinal studies demonstrated that physical violence was positively associated with relationship dissolution among those low in relationship self-efficacy but not associated with dissolution among those high in relationship self-efficacy.

**B27**

**DISTAL ORIGINS OF FORGIVING TENDENCIES IN CHILDREN**

Reine van der Wal1, Johan Karremans1, Toon Cillessen1
1Radboud University Nijmegen

Children of parents who give advice to respond in a forgiving manner tend to be more forgiving. Importantly, this effect occurs irrespective of the parents’ propensity to forgive, suggesting that directly instructing a child to respond in a forgiving manner can be effective, even for parents who may not be very forgiving themselves.

**B28**

**“YOU SEEMED SO DIFFERENT WHEN WE MET.” SWITCHING HORMONAL CONTRACEPTIVE USE FROM WHAT WAS USED AT RELATIONSHIP INITIATION PREDICTS SEXUAL AND MARITAL SATISFACTION**

V. Michelle Russell1, Levi R. Baker1, James K. McNulty1
1Florida State University

How do hormonal contraceptives affect marriage? Wives who began their relationships while not using hormonal contraception exhibited lower marital and sexual satisfaction when they began using hormonal contraception whereas wives who began their relationships while using hormonal contraception exhibited lower marital and sexual satisfaction when they stopped using hormonal contraception.

**B29**

**LINKING BELIEF IN RELATIONSHIP GROWTH WITH RELATIONSHIP SATISFACTION AND COMMITMENT: INDIRECT EFFECTS VIA ATTRIBUTIONAL PROCESSES**

Michael J. Doane1, Dana A. Weiser2, Daniel J. Weigel1
1University of Nevada, Reno, 2Texas Tech University

Among a sample of romantically-involved adults (N = 146), we tested for indirect effects of growth beliefs on relationship satisfaction and commitment via attributional processes. Growth beliefs were indirectly associated with satisfaction and commitment through a motivated cognitive process whereby a relationship partner’s negative behaviors were attributed to external sources.

**B30**

**I’LL FIND SOMEONE LIKE YOU: PERCEPTIONS OF PAST RELATIONSHIPS IMPACT CURRENT AND FUTURE RELATIONSHIPS**

Miranda Giacomini1, Justin V. Cavallo2
1Wilfrid Laurier University, 2Wilfrid Laurier University

Across two studies, we found that people who feel they have grown since a past romantic relationship were more attracted to future mates who were similar to their past partner (Study 1), and were more satisfied with their current partner who was similar to their past partner (Study 2).

**B31**

**PREDICTING THE USE AND SUCCESS OF NEGATIVE SHORT-TERM MATING TACTICS.**

Erin Crecelius1, William Marelich1, Aaron Goetz2, Mindy Mechanic1
1California State University, Fullerton

The study objective was to investigate characteristics predictive of the use of negative short-term mating tactics. Individuals higher in the needs for sex and sexual dominance, with an unrestricted sociosexuality and higher levels of the Dark Triad of traits, were more likely to employ and be seduced by such tactics.

**B32**

**GENDER DIFFERENCES IN PREDICTING SOCIOSEXUAL ORIENTATION FROM THE DARK TRIAD OF TRAITS**

Jennifer Coons1, Erin Crecelius1
1California State University, Fullerton

The study objective was to investigate gender differences in sociosexual orientation as predicted by the dark triad of traits. Results indicated that the dark triad of traits is more predictive of an unrestricted sociosexual orientation for both males and females; however it is a stronger predictor for females.

**B33**

**DEPENDENT OR INTERDEPENDENT? IT DEPENDS ON YOUR SOCIAL NETWORK’S OPINIONS ABOUT YOUR ROMANTIC RELATIONSHIP.**

Chelsea Nicole Ellithorpe1, Sining Wu1, H. Colleen Sinclair2
1Mississippi State University

Study 1 differentiated a measure of exclusive dependence in romantic relationships from previous (inter)dependence measurements. Study 2 then manipulated the social network opinions (approval/
Poster Session B – Close Relationship

**B34**
**LONGITUDINAL ASSOCIATIONS BETWEEN ATTACHMENT ORIENTATION AND POSTPARTUM DEPRESSION**
Carina L. Lundtvedt¹, Britney M. Wardecker¹, William J. Chopik¹, Michael J. Shain¹, Margaret P. Boyer¹, Robin S. Edelstein¹
¹University of Michigan

We examined associations between attachment and pre- to postnatal changes in men and women's depression. Using the Actor-Partner Interdependence Model, we found that both partners increased in depression and anxiously-attached individuals were more depressed overall. Results demonstrate the importance of attachment as a risk factor for postpartum in new parents.

**B35**
**I JUST HELPED ONE OF YOU, SO LET ME HELP ONE OF THE OTHERS: SOCIAL GROUP AFFECTS WILLINGNESS TO HELP**
Chantal Bacev-Giles¹, Johanna Peetz¹
²Carleton University

Across three studies, willingness to help depended on whether or not participants had recently helped someone in the same social group. Participants were less willing to want to help someone if they had previously helped someone else in that same social group.

**B36**
**FOLLOWING THE ‘SILVER LININGS PLAYBOOK’: THE ROLE OF REDEMTIVE NARRATIVES IN INDIVIDUALS’ EMOTIONAL DISTRESS AFTER THE END OF A ROMANTIC RELATIONSHIP**
Deborah Elaine Ward¹, Erica B. Slotter, PhD¹, Courtney Walsh¹
¹Villanova University

Redemptive narratives focus on positive outcomes emerging from negative situations. In the present study, recently single participants wrote about their romantic relationship’s end daily for five days. Greater redemptive narrative use predicted reduced emotional distress across the study duration, but only if their writing was high in overall negativity.

**B37**
**IMPACT OF MANIPULATED ADULT ATTACHMENT STYLES ON RESPONSES TO INTERPERSONAL TRANSGRESSIONS**
Elizabeth van Monsjou¹, Careen Khoury¹, Joshua R. Guilfoyle¹, Ward Struthers³
³York University

This study differentiated trends in post-transgression responses (forgiveness, grudge, revenge, avoidance) as a function of adult attachment styles. Attachment was manipulated using a 2x2 experimental design based on working models of self (positive, negative) and other (positive, negative). Each style had its own unique pattern of responses.

**B38**
**BEAUTIFUL, BUT NOT SO NICE IN MEMORY: ROMANTIC RELATIONSHIP STATUS BIASES THE PROCESSING OF AN ATTRACTIVE ALTERNATIVE’S BEHAVIOR**
Mariko Visserman¹, Johan Karremans¹
¹Radboud University Nijmegen

In two studies, we demonstrated that romantic relationship status negatively biases processing of an attractive potential mate’s behavior, most clearly reflected in how behavioral information was stored in memory. Biased processing of an attractive alternative’s behavior may serve an important relationship protection function when confronted with a potential alternative mate.

**B39**
**LOST WITHOUT YOU: THE EFFECTS OF RELATIONSHIP DISSOLUTION ON IDENTITY**
Danay Novoa¹, Chris Davis¹
¹Carleton University

Relationship break-ups evoke feelings that one has lost part of the self. Adaptation following such loss involves developing a new sense of self. Drawing from a sample of undergraduates who have suffered a recent breakup, we show that more searching for meaning and event centrality predict more negative self-concept change.

**B40**
**BEAUTY AND THE BILLIONAIRE: RISK REGULATION AND PARTNER PREFERENCE**
Sadie Leder¹, Ashlee Branch¹
¹High Point University

This work bridges psychological theories of romantic partner selection, risk regulation, and evolutionary principles of attraction to identify the key factors involved in an individual’s decision to leave their current relationship in pursuit of a new one.

**B41**
**COMPARING YOU = COMPARING ME: COMPARING ONE’S ROMANTIC PARTNER TO OTHERS**
Sabrina Thai¹, Penelope Lockwood¹
¹University of Toronto

We examined whether responses to comparisons involving the partner are similar to comparisons involving the self. Individuals rated comparison domains as more important when partners were superior than when they were inferior to another person. Moreover, individuals high in self-partner overlap were most likely to engage in such partner-protecting strategies.

**B42**
**THROUGH THE LOOKING GLASS: FACEBOOK REFLECTS IOS IN ROMANTIC RELATIONSHIPS**
Araceli M. Castaínedá¹, Markie L. Wendel¹, Erin E. Crockett¹
¹Southwestern University

The present study established an association between self-reported levels of Inclusion of Other in the Self (IOS) and Facebook overlap in a sample of 47 romantic couples. We also found evidence that Facebook overlap was associated with Investment Model constructs (e.g., commitment) in ways that were similar to self-reported IOS.

**B43**
**DOES SUPPORT EFFECTIVENESS VARY AS A FUNCTION OF SELF-EFFICACY AND SUPPORT TYPE?**
Quinlyn Morrow¹, Cristina Muyschont¹, Erin E. Crockett¹
¹Southwestern University

We investigated how type of support and self-efficacy interact to affect cortisol reactivity of support recipients using a 2 (Self-efficacy: high/low) x 2 (Support type: visible/invisible) between-subjects, experimental design. Visible support best reduced stress for low self-efficacy participants, but invisible support best reduced stress for high self-efficacy participants.

**B44**
**“THEY’RE NOT MY TYPE”: HOW PERSONALITY PLAYS A ROLE IN INTRARACIAL AND INTRARACIAL DATING**
Pamia Haj¹, Blaine Prescott¹, Shanhong Luo¹
¹University of North Carolina at Wilmington

The current study examined whether personality traits influenced the selection of a romantic partner, specifically one from the same or different racial background. Results yielded that individuals who pursue partners from the same racial background tend to be more conscientious compared to those who pursue interracial partners.
B45  
DOES TIME HEAL ALL WOUNDS? HOW COGNITIVE FACTORS MAY INFLUENCE GETTING OVER PAST ROMANTIC PARTNERS  
Julie A. Brunson1, Camilla S. Øverup1, Linda K. Acitelli1  
1University of Houston  
Participants completed measures assessing both past and current relationships. Results suggest that qualities of the past relationship and cognitive factors relate to current relationship commitment. We concluded that cognitive changes, characteristics of the past relationship, and passage of time all influence how easily an individual gets over a previous partner.

B46  
THERE ARE SOME THINGS MONEY CANNOT COMPENSATE: COMPENSATION FOR EXPERIENCE VERSUS MATERIALS  
Asuka Komiya2, Yohsuke Ohtsubo2, Shigehiro Oishi3  
2University of Virginia, 3Kobe University  
This study investigated the effectiveness of compensations for experiential vs. material loss. Two studies, a situation sampling study and a scenario study, showed that compensations are more likely to induce forgiveness for the material loss than for the experiential loss, because material loss is replaceable, but experiential loss is not.

B47  
I HAVE AN ENEMY AND I AM GLAD: AN EVALUATION OF THE EFFECTS OF ENEMYSHIP ON THE INDIVIDUAL  
L. Janelle Gornick1  
1University of Texas at El Paso  
This research introduces a theory of “optimal enemyship” suggesting there are positive and negative psychological consequences for perceiving enemies, and specific circumstances that maximize positive benefits. We assessed when “optimal enemyship” occurs by looking at characteristics of enemyship relationships and the individual. The predicted interaction emerged for mood and reactance.

B48  
RELATIONSHIP COMMITMENT AS A MODERATOR OF THE ASSOCIATION BETWEEN IMPLICIT SELF-ESTEEM AND ANXIOUS ATTACHMENT  
Katherine Pascuzzo1, John Lydon2  
1MGill University, 2McGill University  
Results of hierarchical regression analysis identified relationship commitment as a moderator of the association between self-esteem and anxious attachment, both assessed at the implicit level (b = 10.5, p < .05). Specifically, for highly committed individuals, lower self-esteem was related to greater anxious attachment compared to people lower in relationship commitment.

B49  
SEXUAL KINDRED SPIRIT: ACTUAL AND OVERPERCEIVED SIMILARITY, COMPLEMENTARITY, AND PARTNER ACCURACY IN SAME-SEX COUPLES  
David C. de Jong1, Harry T. Reis1  
1University of Rochester  
Motivated sexual misperception may incur sexual benefits. Same-sex couples rated 29 sexual activities for own enjoyment, other’s enjoyment, and reflected appraisal. Partners’ preferences were similar, complementary, and accurate, and they overperceived similarity, complementarity, and partner accuracy. Sexual satisfaction was predicted by both actual and overperceived aspects of the relationship.

B50  
DISTANCE FROM THE MARGINS: HOW SOCIAL DISTANCE AFFECTS THE ATTRIBUTIONS PEOPLE MAKE FOR MARGINALIZED RELATIONSHIP OUTCOMES  
Sining Wu1, Abigail D. Blaney1, H. Colleen Sinclair2  
1Mississippi State University  
Participants read a vignette involving an interracial or same-race couple, whose parents either approved or disapproved of the relationship, and made predictions and attributions about relationship outcomes. Interracial relationships were seen as more likely to fail, particularly for internal reasons, and especially by those high on social distance indices.

B51  
RELATIONSHIP EFFECTS OF LOW SELF-ESTEEM INDIVIDUALS’ SENSITIVITY TO PARTNER PRAISE OR CRITICISM  
Marian M. Morry1, Christine Hole1, Brianna Bogucki1  
1University of Manitoba  
Participants wrote abstract or concrete information about praise or criticize from their dating partner. Low, but not high, self-esteem individuals reported higher positive affect, satisfaction, and commitment and lower negative affect after praise than criticism. High, but not low, self-esteem individuals reported more growth beliefs after criticism than praise.

B52  
WHEN INVESTMENT DOES NOT PROMOTE RELATIONSHIP SATISFACTION: MISATTRIBUTING UNPLEASANT EFFORT TO BOTH REAL AND PARASOCIAL PARTNERS  
Zachary Gerald Baker1, John A. Updegraff1, Kaitlyn Bosco1, Lindsay Wilson1, Marian Zgodinski1, Daniel Ryan Kreaps1  
1University at Buffalo, SUNY  
Past research has found that perceived investment positively predicts relationship commitment and satisfaction in naturalistic studies. However, we found that a manipulation of partner-related effort reduced satisfaction with both real and parasocial partners. The results suggest that participants attributed the unpleasant experience of the effortful task to their partner.

B53  
SOCIAL RELATIONSHIPS AND MEANING IN LIFE: ARE ALL RELATIONSHIPS CREATED EQUAL?  
Brian P. Don1, John A. Updegraff1, Ilmo van der Lowe1, Youyou Wu1, Emiliana Simon-Thomas1, Dacher Keltner2, Aleksandr Kogan3  
1University of Cambridge, 2University of California, Berkeley  
Who becomes friends with whom? In an analysis of every international friendship formed on Facebook around the world between 2008 and 2011 (30.49 billion total friendships), people from low-status countries (as captured by GDP and military expenditure) tended to “friend up” and initiate friendships with those in high-status countries.

B54  
FRIENDING UPWARDS: A GLOBAL TEST OF STATUS AND FRIENDSHIP DYNAMICS  
Blaine Landis1, Paul Piff1, Ilmo van der Lowe1, Yoyou Wu1, Emiliana Simon-Thomas1, Dacher Keltner3, Aleksandr Kogan2  
1University of Cambridge, 2University of California, Berkeley  
Who becomes friends with whom? In an analysis of every international friendship formed on Facebook around the world between 2008 and 2011 (30.49 billion total friendships), people from low-status countries (as captured by GDP and military expenditure) tended to “friend up” and initiate friendships with those in high-status countries.

B55  
ARE YOU STILL UPSET? NEGATIVE EMOTION AND RELATIONSHIP REGULATION  
Veronica Lamarche1, Sandra Murray1  
1University at Buffalo, SUNY  
We examined the negative emotional responses people associate with their partners in times of relationship uncertainty. More impulsively trusting people were slower to associate anger with their partner when they were low in executive resources, demonstrating an automatic strategy for maintaining positivity. No effects emerged people low in impulsive trust.
**B61**
**CROSS MY HEART: SECRET-KEEPING IN ROMANTIC RELATIONSHIPS**
Helen Lee Lin1, Ahmet Uysal2
1University of Houston, 2Middle East Technical University
Vangelisti’s (1994) work identified six reasons for keeping family secrets: evaluation, maintenance, defense, privacy, bonding, and communication. An online survey of 195 dating or married individuals showed that, in the context of romantic relationships, only evaluation and defense reasons uniquely predicted self-concealment from one’s partner.

**B62**
**“NEVER MAKE A PRETTIER WOMAN YOUR WIFE”: MATE-POACHING ATTEMPTS AS A FUNCTION OF MATCHING IN ATTRACTIVENESS WITHIN ROMANTIC COUPLES**
Theresa H. He1, Lisa B. Reddoch1, Danu A. Stinson1
1University of Victoria
A field experiment tested the hypothesis that romantic couples who are mismatched in attractiveness are vulnerable to mate poaching attempts by interlopers. As expected, compared to a matched-boyfriend condition, the presence of a less-attractive boyfriend caused very attractive men to compliment and seek closeness with an attractive female confederate.

**B63**
**INDIVIDUAL DIFFERENCES IN DEFINING RELATIONSHIP SUCCESS: A REGULATORY FOCUS PERSPECTIVE**
Kassandra Cortes1, Abigail A. Scholer2
1University of Waterloo
We explored whether promotion versus prevention-focused individuals define relationship success differently. We found that promotion-focused individuals valued qualities related to growth (e.g., excitement), whereas prevention-focused people valued qualities related to security (e.g., commitment). When these valued qualities were absent, relationship satisfaction was lower.

**B64**
**“SHE DID WHAT?!” THIRD-PARTY INFLUENCES ON INTERPERSONAL RECONCILIATION**
Lindsay Kennedy2, Courtney M. Bass1
1Hendrix College
In conflict, reconciliation is promoted when victims and perpetrators receive messages from one another to restore psychological needs, but what if these messages come from a third party? Our results indicate that third-party messages are less effective in restoring needs than within-dyad messages, thereby harming willingness to reconcile.

**B65**
**ANOTHER “I’M SORRY”: APOLOGIES AFTER CONSECUTIVE BUT DIFFERENT OFFENSES**
Anson E. Long1, Abby E. Costello1
1Indiana University of Pennsylvania
Three studies examined forgiveness after two consecutive but different transgressions according to whether an apology was offered after each. Forgiveness was highest when an apology was offered only after the second transgression, suggesting that apologies are most effective the first time they are offered, and their effectiveness fades when repeated.

**B66**
**CAN MORAL FOUNDATIONS PREDICT PERCEPTIONS OF CHEATING BEHAVIORS? THE ROLE OF PURITY IN PERCEIVING DECEPTION**
Brittany Elizabeth Page1, Nickolas Michael Jones2
1California State University, Fullerton, 2University of California, Irvine
We examined the extent to which facets of Moral Foundations Theory predict perceptions of cheating behaviors. Our results indicated that the purity/sanctity subscale significantly predicted perceiving deceptive behaviors as cheating. This suggests individuals adhering to conservative/religious moral structures are more likely to perceive deceptive behaviors as cheating.
B67
MAINTAINING MULTIPLE MEANINGFUL ROMANTIC RELATIONSHIPS:
DEFINITIONS OF COMMITMENT IN POLYMOROUS RELATIONSHIPS
Jennifer Jill Harman1, James McDonald1, Lisa Dornke1, Michael Iorger2
1Colorado State University, 2Syracuse University

Commitment has been defined in numerous ways, including by the
incentives gained from an intimate relationship and by intent to
persist. We hypothesized and found that definitions of commitment
for polyamorous individuals was broader and varied considerably
from those established in research focused on monogamous samples
(e.g., person-specific obligations).

B68
DOES BEDSIDE MANNER MATTER? EXAMINING THE
INTERPERSONAL ASPECTS OF THE DOCTOR–PATIENT RELATIONSHIP
C. Veronica Smith1, Marie Elise Williams2, Parker Lee Ellison1
1University of Mississippi

Eighteen pediatricians completed an adapted measure of relationship
goal orientation and 182 adults bringing children into a pediatric
office completed satisfaction measures and indicated the autonomy
received. Autonomy was a significant positive predictor of satisfaction with the visit; however, the pediatrician’s ego/compassionate goals
significantly moderated this relationship.

B69
MUTUALLY ATTRACTED OR REPULSED? AN ACTOR–PARTNER
INTERDEPENDENCE MODEL OF THE DARK TRIAD IN COUPLES
Laura C. Crysel1, Gregory D. Webster2, C. Veronica Smith3, Benjamin W.
Hadden4, Peter K. Jonason5, Amanda N. Gesselman6
1University of Florida, 2University of Mississippi, 3University of Houston,
4University of Western Sydney

We examined the Dark Triad traits – narcissism, Machiavellianism,
and psychopathy – within 45 undergraduate romantic couples.
Within couples, assortative mating was negative for narcissism but
positive for Machiavellianism and psychopathy. Actor – partner
interdependence models showed multiple actor and partner effects
linking the Dark Triad traits differentially to relationship satisfaction
and commitment.

B70
NATURALISTICALLY-OBSERVED TV WATCHING AND
DISENAGEMENT AMONG COUPLES COPING WITH BREAST CANCER
Megan Robbins1
1University of California, Riverside

Fifty-two couples coping with breast cancer wore the EAR to
acoustically sample their TV watching habits and completed the
COPE to assess disengagement. Results revealed that watching TV
without social interaction may be one way couples, particularly
patients, disengage from the cancer experience.

B71
SADOMASOCHISM IS NOT JUST KINKY SEX
Brad Sagarin1, Kathryn R. Klement2, Ellen M. Lee2, James K. Ambler3,
Sarah A. Hanson2, Evelyn M. Comber1, David Wietting1, Michael Wagner1,
Valerie Burns2, Bert Cutler4, Elwood Reid5
1Northern Illinois University, 2Loewald New Media

We recruited sadomasochistic practitioners who identified as switches
and randomly assigned them to either a top or a bottom role. We
assessed dorsolateral prefrontal cortex function (via the Stroop task)
and administered a flow questionnaire. Our results suggest that SM
role causes role-specific altered states of consciousness.

Intergroup Relations

B73
CIVIL? WAR! THE CONSEQUENCES OF FRAMING CONFLICTS AS
INTRAGROUP VS. INTERGROUP
James J. Katz1, Nir Hallevy2
1Stanford University

This research found that observers of conflicts perceive intragroup
conflicts to be less interesting and harmful than intergroup conflicts.
These perceptions cause observers of conflicts (men in particular) to
be less likely to read about, raise awareness for or donate to ameliorate
intragroup conflicts relative to intergroup conflicts.

B74
RELIGIOUS ADHERENTS SHOW IMPLICIT IN-GROUP FAVORITISM
AND NEGATIVITY TOWARD ISLAM (EXCEPT FOR MUSLIMS)
Charles R. Ebersole1, Brian A. Nosek1
1University of Virginia

We measured implicit and explicit preferences among religious
groups (N>3000). Religious adherents showed implicit and explicit
in-group favoritism, and, except for Muslim participants, relative
negativity toward Islam. Religiously unaffiliated participants showed
negativity toward Islam and Christianity explicitly, but actually
favored Christianity implicitly.

B75
COLLEGE STUDENT SOCIAL IDENTITY SCALE
Courtney Denise Williamson1, Yeonjeong Kim1
1Carnegie Mellon University

The authors developed a scale to measure social identity for college
students. Part-time students had less of a student social identity than
full-time students, and high amounts of hours working for a wage
indicated less identification with being a student. Thus, time spent
away from school decreased student social identification.

B76
EFFECTS OF FAMILIARITY WITH OUT-GROUP FS GASTRONOMIC
CULTURE ON PERCEPTION OF OUT-GROUP TRAIT AND ATTITUDE TO
INTERGROUP BEHAVIOR.
Tomohiro Kumagai1
1Osuma Women’s University

Familiarity with foods of outgroup positively enhanced the perceived
morality and sociality of outgroup member. And perceived morality
increased Japanese’s positive attitude to study in China, whereas
sociality increased the positive attitude toward Chinese exchange
students. These results indicated that perceived morality of outgroup
is important to intergroup behavior.

B77
NO NEWS ISN’T GOOD NEWS FOR INTERGROUP ATTITUDES:
EXPOSURE TO OUTGROUP MEMBERS THROUGH NEWS MEDIA
PREDICTS IMPROVED INTERGROUP ATTITUDES
Amanda Sharples1, Elizabeth Page-Gould1
1University of Toronto

A longitudinal diary study examined whether exposure to information
about outgroups via news media (media contact) and interactions
B78  THE LIMITS OF RESPECT: AGE DIFFERENCES MODERATE THE IMPACT OF PHYSICIAN BEHAVIOR ON OBSERVERS’ ATTITUDES
Stephanie McKee¹, Heather Smith¹, Marissa Georges¹
¹Sonoma State University

If an authority represents a shared social category, authority treatment predicts attitudes and behaviors more strongly than outcome favorability. If an authority represents a different category, outcomes predict behavior more strongly than treatment. We test this hypothesis within physician – patient interactions by manipulating physician age, treatment quality and outcome favorability.

B79  GENDER PROJECTION AND THE GLASS CLIFF PHENOMENON
Fabrice Gabarrot¹, Clementine Bry², De Oliveira Pierre¹, Joerg Dietz³
¹Université de Bourgogne, Dijon, France, ²Université de Savoie, Chambéry, France, ³University of Lausanne, Switzerland

We present three studies examining the influence of gender projection in the glass cliff phenomenon. Results show that projection of masculine and feminine traits to managers’ prototype is moderated by the economic success of the company and that gender projection influences assessments of a prospective candidate.

B80  COMPARING DIRECT AND IMAGINED INTERGROUP CONTACT: WHAT IS MORE EFFECTIVE?
Paola Spagnoli¹, Omayra Prampolini¹, Diletta Ronzoni¹, Loris Vezzali¹, Dino Giovannini¹, Sofia Stathi², Richard J. Crisp³
¹Fourth Didactic Circle of Carpi Schools, ²University of Modena and Reggio Emilia, ³University of Greenwich, ⁴University of Sheffield

We aimed to test the effects of positive metasterotype activation on anticipated enjoyment of a future intergroup interaction. Results revealed that activating positive metasterotypes (compared with a neutral condition) had positive effects, whereas anticipated enjoyment did not differ between the negative metasterotype and the neutral activation conditions.

B81  DRAWING POSITIVE INTERGROUP CONTACT: HOW TO REDUCE PREJUDICE SITUATION CONTACT AMONG PRESCHOOLER
Diletta Ronzoni¹, Chiara Sorzia¹, Omayra Prampolini¹, Paola Spagnoli¹, Loris Vezzali¹, Richard J. Crisp³, Sofia Stathi²
¹University of Modena and Reggio Emilia, ²Fourth didactic circle of Carpi Schools, ³University of Sheffield, ⁴University of Greenwich

In two studies we demonstrated that imagined contact (Crisp & Turner, 2012) can be successfully used among preschoolers. In both studies, children who drew a positive intergroup encounter displayed more positive intergroup behavioral intentions and stereotypes and revealed less bias in resource allocation than those in a control condition.

B82  METASTEREOTYPES AND INTERGROUP RELATIONS: THE ROLE OF VALENCE
Omayra Prampolini¹, Diletta Ronzoni¹, Paola Spagnoli¹, Loris Vezzali¹, Dino Giovannini¹
¹Università di Modena e Reggio Emilia, ²University of Modena and Reggio Emilia, ³Fourth Didactic Circle of Carpi Schools (IT), ⁴University of Modena and Reggio Emilia (IT)

We aimed to test the effects of positive metasterotype activation on anticipated enjoyment of a future intergroup interaction. Results revealed that activating positive metasterotypes (compared with a neutral condition) had positive effects, whereas anticipated enjoyment did not differ between the negative metasterotype and the neutral activation conditions.

B83  HIERARCHY AND HEALTH: EFFECTS OF RELATIVE STATUS, PARTNER DOMINANCE, AND EVALUATIVE THREAT ON PSYCHOPHYSIOLOGICAL RESPONSE DURING SOCIAL INTERACTION
Jenny M. Cundiff¹, Timothy W. Smith¹
¹University of Utah

We manipulated relative social status, dominant versus submissive behavior of an interaction partner, and the threat of negative social evaluation on cardiovascular and cortisol stress responses. Results provide support for the viability of interpersonal experiences as a mechanism linking hierarchy-related interpersonal experiences to health through and physiological reactivity.

B84  NEUROENDOCRINE AND EMOTIONAL RESPONSE TO WITHIN AND CROSS-GROUP SOCIAL INTERACTION
Sarah Ketay¹, Jessica Feliciano¹, Cassandra Goodyear¹
¹University of Hartford

This study examined the emotional and neuroendocrine response to within and cross-group social interactions. Participants were matched with an ingroup or outgroup partner based either on race or cultural orientation and completed a “fast friends” procedure. Results indicate an association between the amount of closeness attained and levels of salivary stress hormones.

B85  FALSE MODERATION AND FALSE POLARIZATION: DO OPPOSING PARTISANS SOMETIMES PERCEIVE EACH SIDE AS MORE MODERATE THAN IT REALLY IS?
Brett Mercier¹, Craig Blatz²
¹MacEwan University, ²University of Utah

Past research has demonstrated a tendency to “false polarize,” or see partisans on each side of an issue as holding more extreme positions than they actually do. Across several issues, we show that participants underestimate how strongly other people hold their position, demonstrating a false moderation effect.

B86  INTERGROUP CONTACT AND HUMANITY ATTRIBUTIONS: EVIDENCE FOR A BIDIRECTIONAL RELATIONSHIP
Dora Capozza¹, Gian Antonio Di Bernardo¹, Rossella Falvo¹
¹University of Padova

The present research provides evidence for a bidirectional relationship between intergroup contact and humanity perceptions. In two studies, we manipulated, respectively, contact (Study 1) and humanity attributions (Study 2). Moroccan immigrants were the outgroup. Results showed that contact ameliorates humanity perceptions and humanization fosters contact tendencies.

B87  CLOSE ENCOUNTERS WITH DISADVANTAGE: HOW PERSONALLY-EXPERIENCED DISCRIMINATION INFLUENCES INTRA-MINORITY ATTITUDES TOWARD SEXUAL MINORITIES
Maureen A. Craig¹, Jennifer A. Richeson¹
¹Northwestern University

An experiment with white women and analyses of a nationally-representative sample of Asian Americans found that perceived group-level discrimination faced by one’s ingroup leads to more negative attitudes toward sexual minorities. Conversely, personally-faced discrimination does not increase bias (S1) and can yield more positive (S2) attitudes toward sexual minorities.
**B88**
RESPONSES TO INVITATION TO FRIENDSHIP BY RACIAL OUTGROUP MEMBERS
Matthew P. Deegan¹, Darren Agboh¹, Samuel L. Gaertner²
¹University of Delaware
With White participants, 75% accepted an invitation to friendship by a White partner, while just 31% accepted an invitation by a Black partner, suggesting that dispelling pluralistic ignorance alone doesn’t encourage intergroup friendship. Participants invited to friendship expressed less explicit bias than those who were positively evaluated or control participants.

**B89**
THE PREVALENCE AND IMPACT OF SEXISM, RACISM AND HOMOPHOBIA IN ONLINE GAMING ENVIRONMENTS.
Lindsey Alison Cary¹, Elizabeth Page-Gould²
¹University of Toronto, ²University of Toronto Scarborough
Videogames are an increasingly popular form of entertainment and offer gamers the ability to engage in anonymous bigotry with few consequences. Our research demonstrates that homophobia and racism are common in online game environments and are predictive of scores on the Homonegativity, Symbolic Racism and Ambivalent Sexism scales.

**B90**
ABSTRACT (VS. CONCRETE) CONSTRUAL INCREASES PSYCHOLOGICAL ESSENTIALISM
Jamie B. Lugrin¹, Jaime L. Napier¹, John F. Dovidio¹
¹Yale University
Construal level was manipulated using a categorization task, and psychological essentialism was measured. Across three studies, thinking abstractly (vs. concretely) led people to increase their general levels of essentialism, their degree of genetic essentialism, and their essentialism of race. Increased essentialism mediated the relationship between abstractness and prejudice toward Blacks.

**B91**
TO DISCLOSE OR NOT TO DISCLOSE? THE CONSEQUENCES OF ADMITTING RACIAL BIAS
Johannes Parzonka¹, Sylvia Perry¹, John Dovidio¹
¹Yale University
What are the implications of people disclosing their racial bias to others? Results suggest that, even when level of prejudice is held constant, those who disclose (versus do not disclose) their racial bias receive more social distance from a partner and are perceived to be more prejudiced.

**B92**
Colonial Mentality and Its Predictive Utility
Rosa Hazel Delgado¹, Cynthia Willis-Esqueda², Sydney Gaylord³
¹University of Nebraska-Lincoln, ²University of Nebraska-Lincoln
We propose that colonial mentality can predict ideologies traditionally used in studies involving intergroup behavior. Confirmatory analyses for the colonial mentality scale indicated good item reliability and four scale factors. Colonial mentality predicted Social Dominance Orientation, essentialism and white identity, with differences in predictive utility for the four subscales.

**B93**
SEX OR GENDER? WHAT IS DISGUSTING ABOUT HOMOSEXUALITY?
T. Andrew Caswell¹, Jennifer Bosson²
¹Gannon University, ²University of South Florida
We sought to investigate what is disgusting about homosexuality. Participants reported greater disgust by a sex act, but not flirtatious behavior, when the participants were gay men than heterosexuals. These results suggest that heterosexual sexual acts are perceived as abnormal and unnatural when the participants are gay men.

**B94**
EFFECTS OF FOCUSING ON SIMILARITIES OR DIFFERENCES IN INTERRACIAL RELATIONSHIPS
Negin R. Toosi¹, Katherine W. Phillips¹
¹Columbia University
We examined the effects of highlighting interpersonal similarities or differences in dyadic interracial interactions. Discussing similarities resulted in higher ratings of perceived similarity only for same-race pairs; discussing differences led to increased perspective-taking only for cross-race pairs. Thus, outcomes of sharing similarities or differences depended on partner race.

**B95**
USING LABELS TO BREAK DOWN BARRIERS: SHARED GROUP MEMBERSHIPS EXPAND IMPlicit GROUP BOUNDARIES
W. Anthony Scroggins¹, Diane M. Mackie¹
¹University of California, Santa Barbara
We were interested in determining whether making a shared group membership salient increases the degree to which Black targets are implicitly seen as ingroup members by non-Black participants. Results showed that Black targets labeled “Black UCSB student” were more strongly associated with the concept “ingroup” than Black targets labeled “Black”.

**B96**
REAPPRAISAL RESULTS IN LESS ANTI-MUSLIM BIAS AFTER THE BOSTON BOMBINGS
Rachel Ray Steele¹, Brian Lickel¹
¹University of Massachusetts-Amherst
In a 3x2 experimental study emotion regulation style (Rumination, Reappraisal, Control) and timing of the Boston bombings (Before, After) interacted predicting anti-Muslim bias following a reminder of an attempted terrorist attack. Reappraisal decreased bias after the bombing compared to before. Bias did not differ in the rumination or control conditions.

**B97**
IDENTITY UNCERTAINTY AND GROUP IDENTIFICATION IN THE NESTED IDENTITY CONTEXT
Jiin Jung¹, Michael A. Hogg², Hoon-Seok Choi², Gary Lewis¹
¹Claremont Graduate University, ²Sungkyunkwan University, ²University of York
Drawing on uncertainty identity theory (Hogg, 2012), we explore the interplay of identity-related self-uncertainty at a superordinate and subgroup level and how this affects group identification and attitudes toward subgroup integration and separation. Identity uncertainty was measured and manipulated in the nested identity context of Korean reunification and Scottish independence.

**B98**
WALKING IN SOMEONE’S SHOES? THE EFFECT OF PERSPECTIVE-TAKING AND INGROUP SALIENCE ON PERCEPTIONS OF UNDOCUMENTED IMMIGRANTS.
Levi Adelman¹, Nilanjana Dasgupta²
¹University of Massachusetts Amherst
Do perceptions of undocumented immigrants change if Americans reflect on their ingroup immigration history or take the perspective of undocumented immigrants? Reflecting on ingroup history increased negative reactions toward undocumented immigrants if participants also engaged in perspective-taking. Not reflecting on ingroup history had no effect on reactions regardless of perspective-taking.
**B99**
CONTROVERSY LEVEL OF INTERACTION CONTENT MODERATES COGNITIVE DEPLETION EFFECTS IN INTERRACIAL INTERACTIONS
Michael A. Olson1, Kevin L. Zabel1
1University of Tennessee

The role of interaction content in interracial interaction outcomes (e.g., cognitive depletion) has received little attention. As expected, White individuals demonstrated greater cognitive depletion following an interaction with a Black (and not White) partner who violated established content preferences (Johnson et al., 2009) by broaching low vs. high controversial topics.

**B100**
DISTINCT EFFECTS OF IMAGINE-SELF VERSUS IMAGINE-OTHER PERSPECTIVE-TAKING ON PREJUDICE REDUCTION
Stacey Sasah1, Jacqui Vorauer2
1Columbia University, 2University of Manitoba

We examined the effects of imagine-self versus imagine-other perspective-taking when instantiated in intergroup exchanges. As predicted, imagine-other perspective-taking hindered prejudice reduction whereas imagine-self perspective-taking did not. Negative implications of imagine-other perspective-taking were mediated by individuals’ focus on how their own group is viewed rather than their view of the outgroup.

**B101**
GO GREEK OR GO HOME: GREEK VS. NON-GREEK PERCEPTIONS OF FAIRNESS
Amber L. Garcia1, Devin B. Grandi1
1The College of Wooster

Greek and non-Greek participants (n=185) were randomly assigned to read one of two scenarios where a Greek or non-Greek organization was advantaged or disadvantaged. Results indicate that disadvantaged Greek members were more likely to perceive the outcome as unfair and report more negative emotions compared to disadvantaged non-Greek members.

**B102**
THE TIME-SPACE SOCIAL CHANGE CONTINUUM: THE EFFECT OF PSYCHOLOGICAL DISTANCE ON WILLINGNESS TO ENGAGE IN COLLECTIVE ACTION
Demis E. Glasford1, Krystleynn Caraballo1
1John Jay College, City University of New York

The present research investigated whether psychological distance affects willingness to engage in collective action. Across two experiments, participants were less likely to engage in collective action for psychologically distant (space and time) events, relative to psychologically near events, which was explained by shifts in mental construal of the victim.

**B103**
FAITH PRIME PRODUCES INTERGROUP FORGIVENESS AMONG TANGENTIAL GROUP MEMBERS
Henry A. Danso1, Nathaniel Agudelo1
1Messiah College

We tested the idea that priming Christian faith would produce greater forgiveness following an intergroup apology. A 2 (Faith prime vs. No prime) x 2 (Sincere vs. Insincere apology) x 2 (High vs. Low group involvement) design revealed that faith prime produced higher forgiveness only among peripherally involved group members.

**B104**
A COMMON INGROUP IDENTITY INCREASES PERCEPTIONS OF WEIGHT DISCRIMINATION IN AMBIGUOUS SITUATIONS
Paula Brochu1, Jillian Banfield2, John Dovidio2
1Nova Southeastern University, 2Yale University

This research examined the effectiveness of a common ingroup identity in increasing perceptions of weight discrimination in the hiring decisions of a human resources officer. Results revealed that a common ingroup identity increased perceptions of discrimination when participants saw ambiguous evidence of prejudice. Feelings of moral outrage mediated this effect.

**B105**
VOTER PERCEPTIONS OF POLITICAL CANDIDATES BEFORE AND AFTER THE 2012 PRESIDENTIAL ELECTION
Smrithi Prasad1, Pranjal H. Mehta1, Bethany Lassetter1
1University of Oregon

113 voters (62 Democrats, 33 Republicans and 18 Undecided voters) and their perceptions of Obama and Romney were tracked one day before, one day and one week after the results were declared. Results indicated that victory resulted in in-group favoritism, while loss resulted in in-group derogation and out-group favoritism.

**B106**
READ IT AND WEEP: FIRST-PERSON NARRATIVE VOICE HELPS HIGH-IDENTIFIED WHITES EMPATHIZE WITH A BLACK TARGET OF HISTORICAL RACIAL PREJUDICE WHEN THREAT TO WHITE IDENTITY IS MITIGATED
Janet J. Rha1, Lisa K. Libby3
1Ohio State University

High- and low-identified Whites read a threatening or less threatening historical narrative about a Black target’s experience of prejudice, in first-person or third-person voice. With threat, high-identifiers empathized with the protagonist less than low-identifiers regardless of voice. However, with mitigated threat, high-identifiers empathized equally to low-identifiers, with first-person voice.

**B107**
CLASS-BASED DEHUMANIZATION: THE ROLE OF HUMAN NATURE AND UNIQUELY HUMAN TRAITS
Pinta E. See1, Kurt Hugenberg1
1Miami University

The current work investigated dehumanization and social class. Across three studies, middle-class participants dehumanized both poor and rich (vs. middle-class) people, ascribing more human nature traits to poor people, but more uniquely human traits to rich people. Dehumanization of the rich also predicted anti-rich policy endorsement.

**B108**
ALLPORT&[PRIME]S CONTACT HYPOTHESIS STILL PREVAILS: COMPARING THREE MODELS OF INTERGROUP CONTACT AT UNITED WORLD COLLEGE
Eva Susanne Bregger Gabrielsen1, Mark Snyder1
1University of Minnesota

91 high school students representing 59 countries were surveyed as part of a longitudinal project comparing three models of intergroup contact. Allport’s Contact Hypothesis (equal status, common goals, intergroup cooperation, supportive authorities), with the addition of a friendship variable, provided the strongest model of intergroup anxiety and negative outgroup emotions.

**B109**
SCARCITY MAKES THE GROUPS FORM NARROWER: IN-GROUP BOUNDARY FORMATION AMONG HETEROSEXUAL PARTICIPANTS
Sierra Brooke Cronan1, Allison A. Vaughn1, Adam J. Beavers1
1San Diego State University

When resources are scarce people are less inclusive when creating in-groups. The current study tested the effect of resource scarcity on in-group boundary formation for heterosexuals. Following a priming procedure, participants in the scarcity condition categorized fewer faces as straight compared to those in the abundance condition.
**B110**

**THE EFFECT OF THE PROTESTANT WORK ETHIC IDEOLOGY ON THE PSYCHOLOGICAL WELL-BEING OF MEMBERS OF THE YELLOWKNIVES DENÉ FIRST NATIONS BAND**

Megan E. Cooper1, Donald M. Taylor1, Esther Usborne2

1McGill University

Although associated with positive outcomes for advantaged groups, endorsement of the protestant work ethic ideology (PWE) has been found to relate negatively with well-being among disadvantaged groups. The present study demonstrates this relation among a Native-Canadian population: high PWE endorsers reported significantly less well-being than low endorsers.

**B111**

**THE INFLUENCE OF EXPERIENCE AND SOCIAL DOMINANCE ORIENTATION ON REDUCTION OF PREJUDICE TOWARDS PEOPLE WITH PHYSICAL DISABILITIES**

Tierza Elizabeth Loskota1, Kerry S. Kleymann1

1Metropolitan State University

The current study examined the influence that previous experience and an individual’s social dominance orientation had on prejudice reduction towards people with physical disabilities. Participants were 191 undergraduate and graduate University students. A regression analysis demonstrated that experiences and SDO had an effect on current attitudes towards people with physical disabilities.

**B112**

**CHIVALRY ISN’T DEAD: THE INSIDIOUS EFFECTS OF WITNESSING BENEVOLENT SEXISM ON WOMEN’S COGNITIVE PERFORMANCE**

Carlos Oswaldo Garrido1, Catherine A. Cottrell2, Reginald B. Adams1

1The Pennsylvania State University, 2New College of Florida

We investigated the effects of benevolent sexism in women who witnessed, but were not the direct targets of, a sexist event. We found that exposing women, but not men, to benevolent sexism led to cognitive performance deficits. We also found that benevolent sexist men were rated more favorably than men in a neutral setting.

**B113**

**NAME BIAS IN COMPETENCE JUDGMENTS, HIRING DECISIONS, AND JUROR SENTENCING**

Dushiyanthini (Toni) Kenthirarajah1, Gregory M. Walton1, Geoffrey L. Cohen1

1Stanford University

Names convey divergent social stereotypes about individuals within the same ethnic group. African Americans with stereotypical Black names were judged to be less competent and received harsher juror sentences than those with a White name. In hiring decisions, high-prejudice participants led to feel objective showed the name bias more.

**B114**

**SYMBOLIC AND REALISTIC THREAT’S EFFECTS ON MORAL EXCLUSION ARE MODERATED BY SOCIAL DOMINANCE ORIENTATION AND RIGHT WING AUTHORITARIANISM**

Dana C. Leighton1, Regina A. Osl1

1Hendrix College, 2Marywood University

Do perceived symbolic and realistic threats affect moral exclusion, and how do right wing authoritarianism (RWA) and social dominance orientation (SDO) moderate these effects? The present research found that symbolic and realistic threats predicted moral exclusion, and SDO and RWA moderated the effect of realistic threat and symbolic threat, respectively.

**B115**

**REFLECTIVE GUILT: DAMAGING THE INGROUP IMAGE INCREASES GUILT**

Peter Kardos1, Emanuele Castano1

1New School for Social Research

People experience more guilt for negative behavior if it was committed in an intergroup (versus intragroup) context because it is perceived to reflect poorly on their ingroup (reflective guilt). This guilt is mediated by caused damage to the ingroup image (Study 1) and moderated by perceived ingroup entitativity (Study 2).

**B116**

**GETTING PERSONAL: INTERPERSONAL CLOSENESS MODERATES INGROUP MEMBERS’ EMOTIONAL RESPONSES TO STEREOTYPE-CONFIRMING BEHAVIOR**

Ashley Hamilton-Johnson1, Jessica Turner2, Blanka Charity1, Valerie Jones Taylor1

1Spelman College

The current research investigates whether interpersonal closeness with an outgroup member moderates Blacks’ emotional responses after witnessing a fellow racial group member behave stereotypically. The results showed that participants who experienced high (v. low) interpersonal closeness with a White partner experienced less shame and anger following ingroup members’ stereotype-confirming behaviors.

**B117**

**BLACK WOMEN AT DOUBLE JEOPARDY IN PERCEPTIONS OF TEAM PARTICIPATION**

Leigh Wilton1, Diana Sanchez2, Laura Quiros2

1Rutgers University, 2Adelphi University

Beliefs about Black women’s abilities to work in cooperative environments disadvantaged them in hiring decisions, a pattern consistent with double jeopardy. Compared to other demographic groups, Black women were evaluated as less agentic, likeable, warm, and contributing to a work team, which was also expected to be less cooperative and lower-performing.

**B118**

**RELIGIOUS ORIENTATIONS PREDICT UNIQUE PATTERNS OF PREJUDICE**

Jeffrey A. Goodman1, Cody Butcher2, Hemapreya Selvanathan1, Alex J. DeLaPena1

1University of Wisconsin - Eau Claire

We asked participants to complete measures of religious beliefs, quest, fundamentalist, and intrinsic religiosity, and prejudice toward several minority groups. Believers were more prejudiced than nonbelievers toward each group considered. Among believers, we observed expected and unexpected linear and quadratic relationships between specific religious orientations and specific prejudices.

**B119**

**PROSPECTIVE CO-RUMINATION TENDENCIES AND ADJUSTMENT STYLE IN THE SUCCESSFUL DEVELOPMENT IN THE FIRST SEMESTER OF COLLEGE FRESHMEN**

Kristen Ursine1, Yanna Weisberg2

1Linfield College

Attachment type and co-rumination habit correlation will predict success in college adjustment, romantic and platonic relationships, and healthy personal habits.

**B120**

**THE BENEFITS OF BEING AT THE TOP: HIGH STATUS, SELF-ESTEEM, AND STATUS LEGITIMIZING BELIEFS**

Thomas J. Allen1, Gregory M. Herek1

1UC Davis

Two experiments examined the relationship between self-esteem threat and endorsement of status legitimizing beliefs. Following self-esteem threat, high status group members were more likely to endorse both positive and negative beliefs associated with low status outgroups. These findings suggest self-esteem maintenance may contribute to maintaining status hierarchies.
B121
HOW MOTIVATION GUIDES PERCEPTION OF INDIVIDUALS WITH MULTIPLE SOCIAL IDENTITIES
Negin Ghabami
1UCLA
How does motivation guide perception of individuals with multiple identities? Participants rated perceived similarity to their ethnic group, LGBs and LGBs of their own ethnic group and reported on their attitudes toward and friendships with LGBs. Positive attitudes toward and more friendships with LGBs predicted participants’ similarity to same-ethnicity LGBs.

B122
PERCEPTUAL BIAS IN THREAT DISTANCE: THE ROLE OF IN-GROUP SUPPORT IN DEFENSIVE THREAT REGULATION
Joseph F. Cesario 1, Carlos Navarrete 2
1Michigan State University
Whether people are alone or with their in-group was found to modulate perceptual biases regarding threat proximity. Participants perceived threatening outgroups as closer when participants were alone vs. surrounded by in-groups. This illustrates how motivated biases may benefit from consideration of the functional workings of defensive threat regulation systems.

B123
PERCEPTIONS OF OUTGROUP SUFFERING: CONNECTING EXTERNAL EXPLANATIONS TO COMPASSIONATE RESPONSES
Michael J. Giff 1, Michael R. Andreychik 2, Phillip D. Getty 3
1Lehigh University, 2Fairfield University
When will people experience compassion — rather than blame — toward outgroups associated with negative events? We propose that compassion begins when perceivers accept external explanations regarding the outgroup. Our novel contribution, supported across four studies, is to show that such explanations evoke compassion by increasing perceived suffering, independent of controllability perceptions.

B124
THE FRIENDS WE SEEK: IMPLICIT BIAS AS PREDICTOR OF INDIRECT CONTACT
Drew Sedar Jacoby-Senghor 1, Stacey Sinclair 2, Colin T. Smith 3
1Princeton University, 2University of Florida
Implicit outgroup bias predicts outgroup contact experiences, but may also relate to ingroup affiliation. We show that implicit anti-Black bias predicts Whites’ affiliative responses toward White targets with Black, versus White, friends. Furthermore, this effect is mediated by perceived similarity to the target and reflected in participant’s Facebook friendship networks.

B125
WHEN DOES EXTENDED CONTACT WORK BEST? CROSS-SECTIONAL AND LONGITUDINAL EVIDENCE
Anja Eller 1, Dominic Abrams 2, Angel Gomez 3
1National Autonomous University of Mexico, 2University of Kent, 3UNED
Extended contact is a promising alternative when there are few opportunities for direct contact. Three field-based studies show that when direct contact is low (but not high), higher levels of extended contact predict lower prejudice and higher voluntary engagement with outgroup culture, both cross-sectionally and longitudinally.

B126
EXAMINING THE INTERGROUP CONSEQUENCES OF PERSONAL BIAS AWARENESS
Sylvia Patrice Perry 1, Mary C. Murphy 2, John F. Dovidio 3, Johannes Parzonka 4
1Yale University, 2Indiana University Bloomington
Awareness of personal bias is considered a critical step in prejudice reduction. Four studies examined how individual differences in Whites’ awareness of their racial bias (bias awareness) affected their intergroup attitudes and behavior. Intervention implications are discussed.

B127
THE MEANING OF NATIONAL IDENTITY ACROSS CULTURES AND SUBCULTURES IN THE UNITED STATES AND GERMANY
Johannes Kopf-Beck 1, Ruth Dittmann 2, Nina Rouhani 3, Valerie Purdie-Vaughns 4
1University of Konstanz, Germany, 2WZB Social Research Center Berlin, 3Columbia University
We investigated whether subgroups (recruited for political affiliation, religion, socio-economic status, age) subscribe to national identity norms in the US (ideology-based) and Germany (heritage-based). Normative national identity types were replicated, and a third disengaged-identity was found. Subgroups varied in their endorsement of national identity type with implications for immigrant integration.

B128
UNDERSTANDING COLLECTIVE ACTION THROUGH RELATIONSHIPS: A STUDY ON THE TURKISH 2013 UPRISING (OCCUPY GEZİ)
İlker Dalgar 1, Burçin Cihan 2, Lotte Thomsen 3, Mark Brandt 4, Hans Uzerman 5
1Middle East Technical University, 2University of Oslo, University of Copenhagen, 3 Tilburg University
We investigated relationships between relational models, collective identity, and ideology and collective action during the early period of the 2013 Turkish uprising. The results showed that collective action was positively influenced by preferences for multi-group Communal Sharing, collective identity, and left-wing ideologies, but negatively related to preferences for Authority Ranking.

Mental Health/Well-Being

B129
THE SURPRISING EFFECTS OF DAILY EVENTS ON MEANING IN LIFE: FINDINGS FROM A DIARY STUDY
David Newman 1, John Nezlek 1, Todd Thrash 1, John Dombrowski 1
1The College of William and Mary
We conducted a diary study to examine the relationship between daily events and meaning in life (MIL). Multilevel modeling analyses revealed that MIL was more strongly related to positive social events than to positive achievement events. Interestingly, overall, relationships between MIL and positive and negative events were equally strong.

B130
THE RELATIONSHIP BETWEEN HEDONIC WELL-BEING AND NATURE CONNECTEDNESS: A META-ANALYSIS.
Colin Capaldi 1, John Zelenski 2
1Canterton University
A meta-analysis was conducted to examine the relationship between nature connectedness and hedonic well-being. Based on 30 samples (n = 8,496), this meta-analysis found a small but significant effect size (r = .19). Individuals who are more connected to nature tend to experience more positive affect, vitality, and life satisfaction.

B131
STRESS PROMOTES EGO-DEPLETION IN TYPE 2 DIABETES
Alexandre Castonguay 1, Marianne Michaud 1, Paule Miquelon 1
1Université du Québec à Trois-Rivières
Research has shown that ego-depletion is promoted by stress and prevented by higher glucose level. Since type 2 diabetes is characterized by defective glucose regulation, it was proposed that perceived stress would predict situational ego-depletion even among people with type 2 diabetes. Results supported the proposed hypotheses.
B132
UNDERSTANDING CULTURAL DIFFERENCES IN SELF-REPORTED DISTRESS: THE MEDIATING ROLE OF PSYCHOLOGICAL FLEXIBILITY
Chad E. Drake1, David J. Dalsky1, Takashi Muto1, Takashi Mitamura2, Sam Kramer1, Sarah Kertz1
1Southern Illinois University, 2Kyoto University, 3Doshisha University, 4Kyoto Bunkyo University
American and Japanese samples diverge on a variety of psychological constructs. The current study examined the mediating role of psychological flexibility on the association between culture and self-reported distress among a sample of 188 American and 223 Japanese undergraduate students. Results revealed a partial mediation of distress by psychological flexibility.

B133
BENEFITS OF PERCEIVED SOCIAL SUPPORT DURING THE COLLEGE TRANSITION
Tracey Riley1, Alexandra Kirsch1, Colleen Conley2
1Loyola University Chicago
The transition to the first year of college is a time of stress and upheaval. It is also a time of changing relationships with friends and family. The current study found familial support as a predictor of higher self-efficacy and self-esteem while friend support positively predicted resilience and life satisfaction.

B134
THE PERSONALITY CHARACTERISTICS OF SUPPORTIVE PEOPLE
Elizabeth Fles1, Brian Lakey2
1University of Tennessee at Knoxville, 2Grand Valley State University
We examined how recipients use information about support providers’ personality to make support judgments. Participants rated important others on perceived support and personality. Providers were seen as agreeable, open, and emotionally stable. Recipients’ biases to see providers as supportive corresponded with biases to see people as agreeable and open.

B135
IS EFFICIENCY OVERRATED?: MINIMAL SOCIAL INTERACTIONS LEAD TO BELONGING AND POSITIVE AFFECT
Gillian M. Sandstrom1, Elizabeth W. Dunn1
1University of British Columbia
Every day we have opportunities to transform potentially impersonal, instrumental exchanges into genuine social interactions. In the current study, people who had a social interaction with a barista (i.e., smiled, had a brief conversation) experienced more positive affect than people who were as efficient as possible, possibly mediated by belonging.

B136
POSITIVE AFFECT AND MEANING IN LIFE AS PREDICTORS OF SELF-COMPASSION: THE MODERATING EFFECT OF AGE
Leigh Ann Vaughan1
1Ithaca College
This study tested the prediction that positive affect (PA) and meaning in life (MIL) would relate more strongly to self-compassion as a function of age. In our sample (N = 359, ages 18-78), PA and MIL related positively to self-compassion, but MIL was a stronger predictor of self-compassion among older participants.

B137
OTHER FISH IN THE CYBERSEA: THE IMPACT OF TECHNOLOGY USE ON DIVORCE AND WELL-BEING ACROSS CULTURES
Jessica Erin Bodford1, Virginia S. Y. Kwan1
1Arizona State University
We examined whether communication technologies buffer the detrimental influence of divorce on well-being. Findings suggest that technology serves as a proxy for social connection following divorce; however, because trust was positively related to well-being and Internet use, those who most benefit from these technologies may be unlikely to use them.

B138
STRESS-RELATED GROWTH, ACQUIRED RESILIENCE, AND PERCEIVED AVAILABLE SUPPORT: A LONGITUDINAL STUDY.
Makoto Nakayama1, Toshikazu Yoshida2, Jiro Takai1
1Nagoya University, 2Gifu Shotoku Gakuen University
This longitudinal study examined the relationships between stress-related growth following interpersonal stress, acquired resilience, and perceived available support. Acquired resilience was positively correlated with stress-related growth; the interaction that included time was not statistically significant. Additionally, stress in December 2012 was negatively correlated with perceived available support in February 2013.

B139
RESIDENTIAL MOBILITY AND WELL-BEING AMONG GAY POPULATION
Yishan Xu1, Shige Oishi1
1University of Virginia
Our study found a negative relationship between residential mobility and psychological well-being among gay individuals. When gay experienced more frequent moves as adolescents, they are more likely to present depression symptoms as adults and less likely to be satisfied with their current life.

B140
DO TIBETAN BUDDHIST MONKS AND NUNS HAVE HIGHER LIFE SATISFACTION THAN LAYPEOPLE?
Marcia J. Ash1, John Dunne2, Robert Wilson1, Simine Vazire1
1Washington University in St. Louis, 2Emory University
Tibetan life satisfaction was studied by administering the Satisfaction with Life Scale (SWLS) to Tibetan monks and nuns (N = 137), and laypeople (N = 94) living in exile in Dharamsala, India. Results indicate that monks and nuns scored significantly higher on the SWLS (were more satisfied) than laypeople.

B141
TEND-AND-BEFRIEND VS. FIGHT-OR-FLIGHT – THE COGNITIVE ARCHITECTURE OF SEX SPECIFIC STRESS RESPONSES
Apollonia Elisabeth Goll1, Dagmar Stahlberg1
1University of Mannheim
This study investigates Taylor’s tend-and-befriend (TB) theory with a lexical decision task. Women showed a higher accessibility of TB than men as a response to “stress”. Furthermore, we found a higher TB than fight-or-flight stress response in women but no comparable differences in men and in a “cress” control condition.

B142
THE BELIEFS OF THE EVERYDAY HAPPINESS-SEEKER: DO LAY PEOPLE KNOW HOW TO IMPROVE THEIR HAPPINESS?
Christopher Deitrick1, Jaime L. Kurtz1
1James Madison University
Undergraduate participants were surveyed on their beliefs about what they believe contributes to their everyday happiness, as well as whether or not happiness can be controlled. Results suggested that happier participants possessed more accurate knowledge about contributors to happiness, using more strategies that have received empirical support.

B143
SPECIFICITY OF EARLY LIFE ADVERSITY ON DEPRESSION: MEDIATING ROLE OF COPING RESOURCES AND COPING STYLE
Robert Gabrys1, Kimberly Matheson1, Hymie Anisman1
1Carleton University
Early life adversity is among the strongest predictors of vulnerability to depression. We found that the impact of early adversity on coping resources, coping style, and depressive symptoms was contingent on the nature of the adversity, with the most depressogenic being parental problems as well as emotional and sexual abuse.
**Poster Session B – Mental Health/Well-Being**

**B144**
**MAINTAINING WELLNESS AT THE WORKPLACE: MINDFULNESS AND PSYCHOLOGICAL NEED SATISFACTION AS PROTECTIVE FACTORS IN EMPLOYEE’S WELLBEING**

Patricia P. Schultz1, Christopher P. Niemiec1, Nicole Legate1, Geoffrey C. Williams1, Richard M. Ryan1
1University of Rochester

Little research has specifically examined the role of mindfulness in organizations. This work shows that both mindfulness and managerial autonomy support are related to increased employee well-being. Interestingly, those highly mindful were less likely to feel need thwarted and the ill consequences associated with it, even in supportive managerial environments.

**B145**
**INFORMING WOMEN THAT MEN PREFER WOMEN WITH BODY SIZES LARGER THAN THE THIN-IDEAL IMPROVES WOMEN’S BODY IMAGE**

Brooks Harbison1, Andrea L. Meltzer1, James K. McNulty2
1Southern Methodist University, 2The Florida State University

One source of women’s body dissatisfaction appears to be society’s reinforcement that men desire ultra-thin women. Two studies demonstrated that heterosexual women’s body dissatisfaction decreased after being told that men prefer average-sized women over ultra-thin women. Accordingly, women may benefit from interventions that incorporate these findings.

**B146**
**MULTILEVEL ANALYSIS OF VALUE CONGRUENCE AND PSYCHOLOGICAL WELL-BEING**

Phuong Linh T. Nguyen1, Alexandra N. Lord1, Michael J. Strube1
1Washington University in St. Louis

Using an idiographic approach, participants reported greater anxiety from value violations when values were rated as important to both individuals and to society. This finding departs from that predicted by the traditional Edwards model (Edwards, 1994), which hypothesizes negative outcomes for any value incongruence, regardless of importance level.

**B147**
**VARIABILITY IN PERCEIVED RESTORATION: THE ROLE OF VISUAL AND OBSERVER CHARACTERISTICS**

Elyssa Twedt1, Dennis R. Proffitt2
1University of Richmond, 2University of Virginia

Participants rated the perceived restorative potential of environments that ranged from completely natural to completely built. Visual and observer characteristics were also measured for potential mediating relationships. The visual appeal of environments reliably predicted perceived restorative potential above and beyond environment category or naturalness. Furthermore, individual differences marginally influenced ratings.

**B148**
**THE RELATION BETWEEN DEPRESSIVE SYMPTOMS AND REACTION TIME**

Reeva Christine Morton1, Natalie J. Shook1, Amanda Costello1, Cheryl B. McNeil1
1West Virginia University

The current study examined the extent to which depression is associated with reaction time to novel stimuli in an attitude formation task. Participants with higher levels of depression responded more slowly to novel stimuli than participants with lower levels of depression. Results have implications for understanding cognitive factors of depression.

**B149**
**CONTEXTUAL STRESSORS, INTERNALIZATION, AND LIFE QUALITY OF MALE AND FEMALE EMERGING ADULTS**

Vivian Tran1, Benjamin Boyd1, Scott Plunkett1
1Cal State Northridge

Multi-group SEM was conducted on self-report survey data from 1373 emerging adults; the results indicated a good fit. Specifically, higher perceived discrimination, maternal and paternal psychological control, and stress predicted greater depressive symptoms and brooding, which then predicted decreased quality of life for both men and women.

**B150**
**BRIEF RECALL OF GRATEFUL INCIDENT ENHANCES EVALUATION OF PSYCHOLOGICAL WELL-BEING**

Bobo Hi-Po Lau1
1The University of Hong Kong

This study reveals that recalling personal and transpersonal gratitude enhances evaluations of psychological well-being (e.g., contribution to other’s welfare, mastery, and morality) among Hong Kong Chinese. The effect was moderated by trait gratitude and ambivalence in emotion expression. This result lends support to the pan-cultural effectiveness of gratitude intervention.

**B151**
**WHY ME?: LOW-INCOME WOMEN’S POVERTY ATTRIBUTIONS, MENTAL HEALTH, AND SOCIAL CLASS PERCEPTIONS**

Kristin D. Mickelson1, Emily Hazlett2
1Kent State University, 2NEOMED

Although we know a lot about poverty attributions at a societal level, we know little about personal poverty attributions. A community sample of low-income mothers finds that attributing one’s poverty to having children and/or romantic relationships is strongly related to mental health and upward mobility beliefs.

**B152**
**OBSESSED WITH BREASTS: THE EFFECTS OF APPEARANCE CONCERNS ON BREAST SELF-EXAM INTENTIONS**

Harry Howland Pope1, Amanda Glueck1, Cathy R. Cox1
1Texas Christian University

This study examined whether women concerned with their appearance are more avoidant of breast self-examinations (BSEs) if breast cancer is associated with looking unattractive. Results demonstrate that high extrinsic self-esteem women are less interested in performing BSEs after reading brochures that show disfigurements resulting from breast cancer treatment.

**B153**
**WHEN WHAT YOU SEE IS LITERALLY WHAT YOU GET: THE INFLUENCE OF OBSERVING DISCRIMINATION IN CHILDHOOD ON DEPRESSION IN AFRICAN-AMERICAN ADULT WOMEN**

Courtney Heldreth1, Christine Guardino1, Jenessa Shapiro1, Peter Shafer2, Madeleine Shalowitz1, Robin Lanz1, Latoya Sahadeo3, Christine Dunkel-Schetter2
1University of California, Los Angeles, 2New York Academy of Science, 3Northshore University Health System, 4University of Alabama at Birmingham, 5North Carolina Department of Health and Human Services

We examined the possibility of experiencing the effects associated with personal discrimination when observing ingroup member discrimination. Using a community sample of African-American mothers, the present research explores how, similar to personal discrimination, observing discrimination can lead to higher levels of concurrent depressive symptoms at 1 month postpartum.
**B154**

**THE MEDIATING ROLE OF SOCIAL INTERACTION AND TIME URGENCY IN THE RELATION BETWEEN DEPRESSIVE SYMPTOMS AND PHYSICAL ACTIVITY**

Jesse Howell

*Carleton University*

Fatigue and anhedonia are usually considered the main barriers to exercise among depressed individuals. The present results suggest that this relationship is sequentially mediated by perceived lack of time, poor time management, excessive sedentary computer use, and perceived low levels of social benefits derived from exercise.

**B155**

**COMMUNICATION INITIATION LINKS TO SYMPTOMS OF SOCIAL ISOLATION**

Channah Rubin, Molly Bruckman, Mario Bourgoïn, Ali Azarbeyjani, Skyler Place

*Cogito Corporation*

This study examined the communication patterns that identify people as socially isolated. Results from a behavioral monitoring mobile phone study suggest social isolation may be best assessed through evaluation of communication initiation and diversity of social contact.

**B156**

**THE IMPACTS OF STRESS AND NEUROTICISM ON THE EFFECTS OF CHILDHOOD TRAUMA ON DEPRESSION IN MEXICAN AMERICANS**

Cory Knight, Kristin Wilborn, Willie Hale, Deborah Mangold

*University of Texas at San Antonio*

Exposure to trauma is a risk factor for the onset of depressive symptomatology in Mexican Americans. This study examines whether acculturative stress and neuroticism influence the relationship between trauma and depression in Mexican-Americans. Results suggest neuroticism and acculturative stress are risk factors determining whether trauma predicts depression in this minority.

**B157**

**KEEPING UP WITH THE SIBLINGS: EXAMINING THE ASSOCIATION BETWEEN SIBLING’S INCOME AND LIFE SATISFACTION**

Felix Cheung, Richard E. Lucas

*Michigan State University*

Using a nationally representative sample from Germany (N = 1762 sibling-dyads), the results showed that controlling for personal income, sibling’s income is negatively associated with life satisfaction. This finding suggested that one’s income relative to others matters, especially one’s income relative to immediate others.

**B158**

**PARADOXICAL EFFECTS OF THE LAY BELIEF ABOUT NEGATIVITY**

Yuri Kwon, Joshua Fuller, Jongan Choi, Incheol Choi

*Seoul National University*

The present study examines how lay belief of negativity is related to well-being. Avoiding pain-lay belief is negatively correlated with actual happiness and this negative relationship is moderated by stress. Moreover, avoiding pain-lay belief decreases willingness to behave in challenging experiences when assigned to more negative information.

**B159**

**IS MINDFULNESS A NON-JUDGMENTAL STANCE?**

Kathryn C. Adaín, Barbara L. Fredrickson

*UNC Chapel Hill*

We hypothesized that mindfulness would predict reduced biased judgments and facial reactivity, assessed by self-report and facial electromyography, respectively. As hypothesized, state mindfulness predicted reduced self-reported bias in ratings of social and non-social pictures, however, trait mindfulness predicted greater increases in positive facial reactions to positively valanced stimuli.

**B160**

**SUSTAINED SUPPRESSION INTENTION FOILS DYSPHORIC INDIVIDUALS’ DISTRACTION**

Yosuke Hattori, Yoshihiko Tanno

*The University of Tokyo*

Previous research revealed that dysphoric individuals make sustained effort to suppress thoughts during distraction. We examined the possibility that the sustained suppression effort would mediate between depression and the failure of distraction by using a lexical decision task. Results suggest that the sustained suppression intention foils dysphoric individuals’ distraction.

**B161**

**SITUATIONAL TIGHTNESS AND HAPPINESS: THE EFFECT OF TIGHTNESS PERCEPTIONS ON WELL-BEING**

Jennifer Kim, Incheol Choi

*Seoul National University*

The relationship between perceived situational tightness and well-being is examined. Findings suggest that the tighter individuals perceive situations to be, the lower the levels of well-being in those situations. Furthermore, results indicate that chronically happier individuals are less sensitive to situational tightness than chronically unhappy individuals.

**B162**

**THE IMPACT OF SOCIAL ANXIETY ON EMOTION RECOGNITION**

Akane SUE, Haruto TAKAGISHI, Toshio YAMAGISHI

*Department of Brain Sciences, Tamagawa University, Tamagawa University Brain Sciences Institute, Graduate School of Arts and Sciences, The University of Tokyo*

The purpose of this study is to examine the impact of social anxiety on recognition of others’ emotion. All participants completed the Liebowitz Social Anxiety Scale and the Reading the Mind in the Eyes test Asian version. Social anxiety was negatively correlated with emotion recognition only in younger people.

**B163**

**FALSE POSITIVE-PSYCHOLOGY: POSITIVE INTERVENTIONS LACK CREDIBLE EVIDENCE OF EFFECTIVENESS**

Julia McNeil, Ulrich Schimmack

*University of Toronto*

We used meta-regression analysis (Stanley, 2005) to examine bias in a meta-analysis of positive intervention studies (Sin & Lyubomirsky, 2009). Our results showed that the effect sizes reported in the original meta-analysis were inflated, and the bias-corrected effect sizes were not significantly different from 0.

**B164**

**THE INFLUENCE OF THIN IDEAL MEDIA ON MALE VIEWER’S COGNITIONS AND PERFORMANCE**

Amanda Baker, Dominique Perreault, Hélène Sirois-Leclerc, Lisa Mask, Céline Blanchard

*University of Ottawa, Champlain College*

The research evaluates the impact of exposure to idealized media images of the female body on men’s body image preoccupations (i.e., cognition, performance) and explores how individual differences in motivation moderate the effects. The results show that socio-cultural factors may influence whether male viewers are preoccupied while completing a subsequent challenging mental task.

**B165**

**PROFILES OF BODY IMAGE DISTURBANCE AND THEIR EXTERNAL CORRELATES**

Zachary Fetterman, Kelly Stanek, Martin Sellbom, Alexa Tullett

*University of Alabama, Australian National University*

The present study investigated body image disturbance (BID) using a person-centered approach to identify profiles of BID and related external criteria. Analyses revealed three BID severity profiles that...
were associated with differences in important outcomes. Results suggest individuals with BID are distinguished by degree – but not content – of their symptoms.

**B166**

**VETERAN & CIVILIAN CLIENTS’ SUBSTANCE ABUSE TREATMENT OUTCOME TRENDS: 2007-2011**

Chu Hsiao1, Janetta Twerrill1, Keith Morgen2, Dolores Paul2  
1Samaritan Village, Inc., 2Centenary College, 3Adelphi University  

A five-year trend analysis on veteran substance abusers in treatment and a comparison between veteran and civilian clients were conducted. A spike in mental health hospitalizations among veteran clients was detected in 2011. Additionally, veteran clients completed more treatment goals and stayed in treatment longer than civilian clients.

**B167**

**STORM EXPOSURE AND RESILIENCY**

Jerome Lewis1, Melanie Eger1, James Hamilton1, Ian Sherwood1  
1The University of Alabama  

We looked for evidence of post-traumatic growth in persons who experienced a significant natural disaster. Though little evidence of growth was found, we found that those who were most affected by the storm were most likely to mobilize social support, which in turn led to positive psychological outcomes.

**B168**

**FACEBOOK PARADOX? EFFECTS OF FACEBOOKING ON SOCIAL RELATIONSHIPS AND PSYCHOLOGICAL WELL-BEING**

Xiaomeng Kate Hu1, Andrew Kim1, Nicholas Siwek2, David Wilder1  
1Department of Psychology, Rutgers University  

Intensive Facebooking was positively associated with users’ online social relationship satisfaction (SRS) and psychological well-being (PWB), but negatively predicted offline SRS. Facebooking affected neuroticism’s PWB through both online and offline SRS; extraverts only through offline SRS. Whether Facebooking was conducive or detrimental to PWB depended on personality and social context.

**B169**

**INTEREST IN MINDFULNESS BASED STRESS REDUCTION (MBSR) PROGRAMS**

Kathleen DeSales Burke1, Baldwin Way2  
1The Ohio State University  

Are there individual difference variables that might affect interest in MBSR? Based on an online survey of 235 Americans, political ideology was found to predict interest in MBSR, while religiosity did not. Liberals were more interested in MBSR than conservatives.

**B170**

**EXPLAINING SOCIAL INEQUALITIES IN MENTAL HEALTH: CAN MATERIALISM HELP?**

Tasha Stehling-Ariza1  
1Columbia University  

This study indirectly tests the hypothesis that the positive income-mental health association is driven by the psychological consequences of social comparison. Materialism, if associated with a greater sensitivity to negative comparisons, should moderate this association. Materialism and income were independently associated with well-being, however, no significant interaction was observed.

**B171**

**“I LOVE BOOBIES”: THE INFLUENCE OF SEXUALIZED BREAST CANCER CAMPAIGNS ON FEELINGS OF OBJECTIFICATION**

Erin Ann VanEnkevort1, Katrina Fazelimanesh1, Trevor Swanson1, Cathy R. Cox1  
1Texas Christian University  

From the perspective of objectification theory, sexy breast cancer campaigns can be detrimental to women’s health to the extent that they raise concerns about the body. The present study found that women reported greater feelings objectification after seeing an “I Love Boobies” breast cancer t-shirt compared to a neutral one.

**B172**

**HOW FACEBOOK HELPS AND HARMS YOU: A NETWORK ANALYSIS OF SOCIAL SUPPORT VIA FACEBOOK**

Dusti Jones1, Matthew Chavez1, Lanen Vaughn1  
1Western Washington University  

This study examines the relationship between Facebook use, social support, and well-being via network analysis. More frequent activity and friends with high Facebook activity are associated with lower levels of social support. Having more Facebook friends, lower network path length and lower network diameter are associated with higher social support.

**B173**

**ENVY AND DEPRESSION IN SOCIAL ONLINE NETWORKS**

Helmut Appel1, Jan Crusias1, Alexander L. Gerlach1  
1University of Cologne, Germany  

In an online study depressed subjects responded with higher envy levels than healthy subjects when faced with Facebook profiles, particularly attractive ones. Feelings of inferiority and low self-esteem suggested a crucial role of social comparison processes, which is relevant to social online networks that usually contain high comparison standards.

**B174**

**HIERARCHICAL STRUCTURE OF PERSONALITY PROBLEMS**

Michael Joseph Boudreaux1, Daniel Ozer1  
1University of California, Riverside  

This research examines the factor structure of intra- and interpersonal problems. Principle components analyses of intrapersonal problems identified four dimensions, labeled “Internalizing,” “Externalizing,” “[Lack of] Self-Direct,” and “Distractibility.” For interpersonal problems, four dimensions were also identified, labeled “Avoidant,” “Overly Nurturant,” “Vindictive,” and “Controlling.”

**B175**

**MINDFULNESS, CHARACTER STRENGTHS, AND WELL-BEING**

Emily Lykins1  
1Eastern Kentucky University  

Self-report data suggests that while both dispositional mindfulness and character strengths predict improved psychological functioning, character strengths are not a mechanism of the mindfulness/well-being relationship. However, experimental data suggests that utilization of character strengths, whether matching signature strengths or not, improves well-being even for those quite mindful and psychologically well.

**B176**

**SELF-PRESENTATIONAL AUTHENTICITY AND PSYCHOLOGICAL WELL-BEING**

Dina Gohar1, Mark Leary1, Phil Costanzo1  
1Duke University  

Participants presented themselves to four targets with distinct interpersonal preferences. The degree to which participants’ self-presentations both varied across targets and were consistent with their private self-ratings was moderated by self-monitoring and Machiavellianism but not by self-esteem or behavioral authenticity. Moreover, greater self-presentational authenticity uniquely predicted greater psychological and interpersonal well-being.

**B177**

**ROUTINES AND HABITS (EVEN BAD ONES) RELATE POSITIVELY TO MEANING IN LIFE**

Samantha J. Heintzelman1, Laura A. King1  
1University of Missouri, Columbia  

A series of studies demonstrate a positive relationship between routines, habits, and meaning in life (MIL). MIL was positively associated with routinization, independent of mindfulness. Reports of habitual television watching and cigarette smoking also predicted
MIL. Even undesirable behaviors relate to MIL when they are embedded in regularity.

B178
DO MORE BARRIERS MEAN BETTER PHYSICAL HEALTH? THE IMPORTANCE OF MENTAL HEALTH PREDICTORS INFLUENCES BETTER PHYSICAL HEALTH FOR AFRICAN AMERICANS
Christian A. Bonilla1, Brian Ellen2, Farrah Jacquez2, Rachel Kallen2
1Morgan State University, 2University of Cincinnati

The current study aimed to identify predictors of physical and mental health outcomes for African Americans (N = 129). Our results suggest that while African Americans encounter barriers to positive physical and mental outcomes, having strong ethnic group identification, combined with significant other support and spirituality, can override health disparities.

B179
INCREASED ALCOHOL EXPECTANCIES MAY INFLUENCE ALCOHOL CONSUMPTION HABITS
Laura Ann Bierstedt1, Miguel Moreno1
1Texas A&M University Corpus Christi

Shy individuals often self-medicate with alcohol to combat social discomfort, perhaps more than their non-shy counterparts. Participants completed the Revised Cheek and Buss Shyness Scale and Comprehensive Effects of Alcohol Questionnaire. Results indicated that high-shy individuals may have greater expectations than low-shy individuals, suggesting increased potential for future alcohol abuse.

B180
MINDFULNESS AS A PROTECTIVE FACTOR THAT BUFFERS THE RELATIONSHIP BETWEEN PHYSICAL ACTIVITY PERCEIVED AS A SOCIAL AND TIME-RELATED OPTIONAL COST AND INTERNALIZING SYMPTOMS IN LATE ADOLESCENTS
Dave Miranda1, Amélie Morinville1, Camille Blais-Rochette1
1University of Ottawa

The relationship between physical activity perceived as a social and time-related optional cost and internalizing symptoms was moderated by mindfulness among 330 late adolescents. Results indicated that physical activity perceived as an optional cost was associated to more internalizing symptoms when mindfulness was low but not when it was high.

B181
IS BEING RELIGIOUS A PSYCHOLOGICAL BLESSING OR A BURDEN? IT DEPENDS ON HOW AUTHENTIC YOU ARE.
Brian M. Goldman1, Jamal El-Amin1, Samuel J. Maddox1
1Clayton State University

The current studies explored dispositional authenticity as a prospective moderator of the relationship between religiosity and healthy psychological and interpersonal adjustment. As hypothesized, authenticity scores were predictive of varied patterns of adjustment among highly religious persons- of which the least healthy adjustment was experienced by those with low authenticity levels.

B182
PEOPLE WHO PRIORITIZE POSITIVITY WORK HARDER FOR PLEASANT EVENTS
Lahnna I. Catalino1, Christian Waugh1, Barbara Fredrickson1, Lindsay Wright1, Zainab Shams1
1University of California at San Francisco, 2Wake Forest University, 3University of North Carolina at Chapel Hill

Are people high in prioritizing positivity – the tendency to organize life to include frequent experiences of positivity – more motivated to experience pleasant states? We discovered that when provided with the option of viewing humorous versus non-humorous cartoons, people high in prioritizing positivity exerted more effort to view humorous cartoons.

B183
NEW FRONTIERS IN THE REAL-WORLD DISSEMINATION OF POSITIVE PSYCHOLOGICAL INTERVENTIONS
Acacia Christina Parks1
1Hiram College

This poster reports initial efficacy findings from an interactive web-based positive psychological intervention (PPI) designed to maximize user engagement; in these data, we find not only compelling efficacy for this intervention, but also high rates of user compliance and retention that exceed those typically observed in online interventions.

B184
A FOCUS ON OTHERS IS A FOCUS ON YOURSELF: THE HEDONIC BENEFIT OF OTHER-FOCUS
Kristin Layous1, Sonja Lyubomirsky1
1University of California, Riverside

Two studies, in two cultures, show that specific types of happiness-increasing activities – those that prompt people to focus on others (rather than themselves) – were effective in increasing happiness. This “other-focus” in happiness interventions may answer concerns that the effortful pursuit of happiness prompts self-focus and can therefore undermine happiness.

B185
BRACING, BAD NEWS, AND THE BAR: SELF-CONSTRAST ABSTRACTION AND BRACING FOR POTENTIAL BAD NEWS
Arezou Ghane1, Kate Sweeney2, John A. Updegraff2
1University of California, Riverside, 2Kent State University

We examined self-views (self-contrast abstraction; SCA), bracing, and expectations in a study of law graduates awaiting results on the bar exam. SCA did not predict bracing in participants who expected to fail. However, among participants who expected to pass, SCA predicted bracing such that those with low SCA braced more.

B186
DON'T WORRY, SELF-DISTANCE: THE EFFECTS OF SELF-DISTANCING FROM FUTURE WORRIES AND ONGOING STRESSORS
Maya M. Kuehn1, Louis A. Penner2, Ethan Kross1, Ozlem Ayduk1
1University of California, Berkeley, 2Wayne State University & Karmanos Cancer Center, 3University of Michigan, Ann Arbor

Prior work has established that self-distancing fosters a higher construal level, which aids in processing past emotional experiences. We demonstrate that self-distancing while contemplating future worries or ongoing stressors also carries benefits for emotional, perceptual, and other-oriented outcomes, including buffering highly-anxious parents from experiencing anxiety during their children’s cancer treatments.

B187
LAY THEORIES OF CAUSALITY, COUNTERFACTUAL REFLECTION, AND THE FEELING OF MEANING.
Elizabeth Seto1, Joshua A. Hicks1, William Davis1, Rachael Smallman1
1Texas A&M University

Three studies examined whether lay theories of causality moderated the relationship between counterfactual reflection and meaning-making. Studies 1 and 2 found that greater free will beliefs interacted with counterfactual reflection to increase the meaningfulness of life events. Study 3 found fate beliefs similarly interact with counterfactual reflection to increase meaning.

B188
THE EXISTENTIAL BENEFITS OF EMOTIONAL UNDERSTANDING: EXPLORING THE RELATIONSHIP BETWEEN TRAIT META-MOOD AND PERSONAL MEANING IN LIFE
Andrew A. Abyeta1, Clay Routledge1, Jacob Juhl1
1North Dakota State University

Individual differences in the ability to reflect on, understand, and regulate one’s emotion is referred to as trait meta-mood. Three studies...
### Poster Session B – Mental Health/Well-Being — Person Perception/Impression Formation — Personality Processes/ Traits

#### B189
**LIFE IS GOOD IF YOUR GOALS ARE ABOUT THE FOREST, BUT NOT IF THEY'RE ABOUT THE TREES.**
Kenneth E. Vail III,1, Jamie Arndt1

1University of Missouri

Construal level and goal orientation appear to be jointly related, and that relationship may influence perceived well-being. Five studies revealed that perceived well-being is best facilitated when focused on intrinsic goals, making abstract cognitive construals, or both, but not when focused on concrete details and extrinsic goals.

#### B190
**PROTOTYPICAL EXPERIENCES AS A CUE TO COLLECTIVE IDENTITY FOR RECENTLY DEPLOYED VETERANS**
Brooke Allison Lewis Di Leone1, Joyce Wang2, Nancy Kressin2, Dawné Vogt3

1Center for Health Equity Research and Promotion, 2Massachusetts Veterans Epidemiology Research and Information Center, VA Boston Healthcare System, 3VA Boston Healthcare System and Boston University School of Medicine, 4National Center for Posttraumatic Stress Disorder

In a national survey of recently deployed veterans, participants reported their veteran identity centrality, positive regard for veteran identity, and key experiences, such as combat, sexual harassment, and PTSD and depression symptomatology. These prototypic experiences were positively associated with identity centrality, but negatively associated with positive regard for veteran identity.

#### B191
**LATENT PROFILE ANALYSIS OF ENDORED AND ANTICIPATED STIGMA IN OEF/OIF VETERANS**
Annie B. Fox1, Dawné Vogt3

1National Center for Posttraumatic Stress Disorder

We conducted an LPA on a sample of OEF/OIF Veterans and identified four different patterns of endorsed and anticipated stigma. We then examined rates of mental illness and treatment seeking within each subgroup. Higher levels of endorsed stigma were positively related to mental illness and negatively related to treatment seeking.

#### B192
**"DON'T BE DOWN; MAN UP!": MANHOOD, MENTAL HEALTH, AND PERCEIVED GENDER STATUS LOSS**
Joshua Guy Lenes1, Jason I. Chen1, Kenneth M. Michniewicz1, Jennifer K. Bosson1

1University of South Florida

A series of studies explored the associations among gender status loss, the gender-typicality of mental disorders, and resulting distress from such a diagnosis. This work extends other theoretical perspectives surrounding men’s mental health issues (i.e. self-stigma) by identifying gender status loss as a potential mechanism that may underlie help-seeking intentions.

#### B193
**SLEEP PROBLEMS IN THE DIGITAL AGE: NEUROTICISM, IMPULSIVITY, AND PROBLEMATIC INTERNET USE**
Anne D. Hertlache1, Zlatan Krizan1

1Iowa State University

The role that accessibility of communication technology plays in the link between individual differences and sleep problems has so far gone unaddressed. In response, we reveal problematic internet use as a tie between personality traits (neuroticism and impulsivity) and sleep disturbance (e.g., nighttime awakenings, discomfort, and bad dreams).

#### B194
**SELF-ENHANCEMENT EXPLAINS THE LIBERAL-CONSERVATIVE HAPPINESS GAP**
Sean P. Wojcicki1, Peter H. Ditto1

1University of California, Irvine

Three studies examined whether differing self-assessment styles explained the liberal-conservative “happiness gap”. Multiple self-enhancement measures mediated the ideological happiness gap. Additionally, conservatives were more sensitive than liberals to the experimental manipulation of self-enhancement motivation when reporting SWB, suggesting that differences in SWB may actually reflect differences in self-enhancing self-assessment styles.

#### B195
**HOW THE ELEPHANT IN MY NEIGHBORHOOD HURTS MY HAPPINESS: IDEOLOGICAL FIT AND WELL-BEING**
Matt Motyl1

1University of Virginia

We found that ideological fit – the similarity between individuals’ ideologies and their communities’ ideologies – predicted increased well-being, gratitude, and belonging and decreased guilt and shame. In a second study, ideological fit was manipulated and increased belonging and SWB. Belonging mediated the relationship between ideological fit and SWB.

### Person Perception/Impression Formation

#### B196
**APPEARANCE-BEHAVIOR CONGRUITY IMPACTS SOCIAL JUDGMENTS AND MEMORY ACROSS AGE**
Brittany S. Cassidy1, Angela H. Gutches1

1Brandeis University

We examined how the congruity of appearance- and behavior-derived impressions influences cognition across age. Across age, congruent over incongruent face-behavior pairs were judged more extremely and were better remembered. Congruity-related age differences emerged when considering different social judgments, suggesting that aging impacts how appearance-behavior congruity guides varying social decisions.

### Personality Processes/Traits

#### B197
**WHEN THINKING FEELS LIKE DOING: FAITH IN INTUITION MODERATES RESPONSES TO IMAGINED MORAL TRANSGRESSIONS**
Sarah Harrison1, Laura King1

1University of Missouri-Columbia

Participants completed a measure of reliance on intuitive processing and imagined writing an email that contained a lie or routine information. Intuitive processing moderated the effects of condition, such that people high in intuition had increased valuations of hand sanitizer in a hypothetical shopping task after imagining lying.

#### B198
**THE PERCEPTION OF DECEPTION: THE INFLUENCE OF PERSONALITY TRAITS ON LIE DETECTION ACCURACY**
Celina R. Furman1, James W. Fryer2, Arlene M. Stillwell2

1University of North Carolina at Wilmington, 2State University of New York at Potsdam

The present study investigated the relations between personality traits and the ability to accurately determine if another person is telling the truth. Results suggest that various facets of traits may play a role in our susceptibility to the truth bias, our judgment confidence, and our ability to accurately detect deception.
### B199
#### THE RELATIONSHIP BETWEEN CONSCIENTIOUSNESS AND PHYSICAL HEALTH
Olivia E. Atherton¹, Brent W. Roberts²
¹University of California Davis, ²University of Illinois Urbana-Champaign
This study examines how conscientiousness is related to both self-report and objective measures of health. We replicated the finding that conscientiousness is related to self-reported measures of health, but found no relation between conscientiousness and physical health indices. These results and further analyses explore specific implications for personality and health.

### B200
#### ACTING OUT OF CHARACTER: RELATIONS WITH HEALTH AND WELL-BEING
Sanna Balsari-Palsule¹, Brian Little¹
¹University of Cambridge
Individuals vary their personality (act “out of character”) in order to advance their personal goals. The present study demonstrated the consequences of enacting Big-Five personality traits and behaviour on individual’s affect, physical health and well-being. Implications for trait-specific coping mechanisms to mitigate negative consequences from acting “out of character” are discussed.

### B201
#### HOW DOES NEUROTICISM IMPACT INTERPERSONAL PATTERNS OF FRIENDLINESS CORRESPONDENCE?
Kelly McDonald¹, Pamela Sadler¹, Erik Woody²
¹Wilfrid Laurier University, ²University of Waterloo
Does target neuroticism moderate the interpersonal finding that friendliness begets friendliness and hostility begets hostility? We examined this question and whether the target’s context (imagined vs. real) impacted this pattern. We find that imagined interactions with neurotic targets enhanced this typical finding, whereas real interactions with neurotic targets diminished it.

### B202
#### PERSONALITY AND THE PREDICTION OF STUDENT ENGAGEMENT
Kristina Mouzakis¹, Daniel J. Ozer¹
¹UC Riverside
Student engagement is an important component of successful adaptation to the university environment. The present study utilizes the Five-Factor Model of personality to predict academic and social engagement in an undergraduate sample. Extraversion, conscientiousness and agreeableness predicted academic engagement, while (low) neuroticism and extraversion predicted social engagement.

### B203
#### PERSONALITY CORRELATES OF EXECUTIVE FUNCTIONS: AN INVESTIGATION USING LATENT VARIABLES
Alex Rautu¹, Colin G. DeYoung²
¹University of Minnesota
Across two studies, we tested the relationship between personality traits (the Big Five, Effortful Control, impulsivity) and 3 executive functions assessed as latent variables (working memory, task switching, response inhibition). Associations with personality were found for response inhibition and working memory, but the results diverged between study 1 and 2.

### B204
#### SUPPORT SEEKING IN RESPONSE TO STRESS: PERSON-LEVEL MODERATORS, CONTEXTUAL FACTORS, AND THE ROLE OF ONLINE VENUES
Sean Chandler Rife¹, Kathryn A. Kems¹, John A. Updegraff¹
¹Kent State University
Using a daily diary method, we investigated the role personality and situational factors play in determining the relationship between stress and support seeking. Extraversion, social network size, rejection sensitivity, and the nature of a given stressor all moderate the relationship between stress and support seeking.

### B205
#### TRAIT VARIABILITY FOR INDIVIDUALS WITH PERSONALITY DISORDERS: A FREQUENCY-BASED APPROACH
Carol Tweten¹, Gina M. Sacchettil, Sunde Michele Neshit¹
¹University of Northern Iowa
We investigated within-person trait variability for those reporting symptoms of two personality disorders, using a sample recruited from mTurk. As expected, those reporting characteristics of Borderline and Antisocial Personality Disorders showed more variability in personality traits across situations. This study provides additional support for use of frequency-based measurement of traits.

### B206
#### PHYSICAL SCIENCE, POSITIVE THINKING, AND PERSISTENCE: AN INVESTIGATION OF THE FACTORS EXPLAINING THE ASSOCIATION BETWEEN OPTIMISM AND STEM MAJOR PERFORMANCE AND RETENTION
Kimberly K. McAdams¹, Louis S. Nadelson², Julie R. Anthony¹, Sarah Coon¹, Melissa Hughes¹, Michael Martindale¹
¹Boise State University
Optimism and coping were found to be associated with STEM (science, technology, engineering, mathematics) major performance. Optimism positively related to coping, current grade, and predicted final grade. Coping mediated the association between optimism and predicted final grade.

### B207
#### NARCISSISM AND THE USE OF PERSONAL PRONOUNS REVISITED
Angela L. Carey¹, Melanie Brucks², Albrecht C. P. Küfner², Nick Holtzman³, Fenne große Deters⁴, Mitja D. Back², Brent Donnellan⁵, James W. Pennebaker⁶, Matthias R. Mehl¹
¹University of Arizona, ²University of Muenster, ³Georgia Southern University, ⁴Free University of Berlin, ⁵Michigan State University, ⁶University of Texas at Austin
Previous research has operationalized narcissism through the use of first-person singular self-referencing (I-talk). We conducted a large scale (N = 4,836) investigation that examined the association between narcissism and increased I-talk across different communication contexts. Results indicate that narcissism is robustly unrelated to the use of first-person singular.

### B208
#### PSYCHOLOGICAL TYPE PREFERENCES OF MA IO PSYCHOLOGY STUDENTS
Jerome Tobacyk¹, Deann Arnold¹, Bharati Belwalkar¹, Christopher Castille¹, Amy Frost¹, Stephanie Murphy¹, Victoria Smoak²
¹Louisiana Tech
Psychological type preferences of 301 MA IO psychology students were compared to norms. As hypothesized, significantly more of the IO students reported preferences for Extraversion, Intuition, and Thinking than expected from norms. Findings supported Attraction-Selection-Attrition theory. Students whose preferences appear a better fit with the IO major were overrepresented.

### B209
#### ACTIONS ARE WHAT THEY DO: IDENTIFYING TRAIT-RELEVANCE THROUGH ACTION EFFECTS
Cory Kennedy Costello¹, Dustin Wood¹, William Tov²
¹Wake Forest University, ²Singapore Management University
Multiple theories hold that traits describe how individuals tend to act, but less is known about which actions should be characterized as trait-relevant and why. We propose that the trait-relevance of an action can be established by its expected effects. Expected effects predicted trait-relevance ratings, providing support for this approach.
B210 EVIDENCE FOR THE SPONTANEOUS ACTIVATION OF WORRIES AMONG CHRONIC SELF-HANDICAPPERS
Sean M. McCrea1, Matthew T. Crawford2
1University of Wyoming, 2Victoria University Wellington

We examined whether those prone to self-handicap spontaneously worry when encountering a performance. Participants completed the self-handicapping scale, a scrambled-sentence task priming performance error, and an implicit measure of worry. Among high (but not low) SHS individuals, performance primes increased the accessibility of worries compared to neutral primes.

B211 DO STRESS AND WELL-BEING MEDIATE THE RELATION BETWEEN CONSCIOUSNESS AND HEALTH?
Jing Luo1, Brent Roberts3
1University of Illinois at Urbana-Champaign

Previous research indicates that conscientiousness improves health through either implementation or inoculation factors. In this study, participants completed questionnaires assessing conscientiousness, perceived stress, well-being, and physical health. The results suggested that perceived stress and well-being, as inoculation and implementation factors, mediated the association between conscientiousness and health separately and simultaneously.

B212 SELF-REPORTS OF PRE-DISASTER ILLNESS AND TRAUMA HISTORY PREDICT SEEMINGLY RANDOM TORNADO-RELATED EXPERIENCES
Steven Allon1, Ian Sherwood2, Rebecca Thompson3, James C. Hamilton1
1University of Alabama, 2University of California - Irvine

Self-reports of traumatic experiences are frequently assumed true without verification. Our study explores the influence of psychological characteristics on self-reports of trauma exposure from a randomly occurring natural disaster (tornado). Prospectively measured medical problems and retrospectively measured reports of pre-tornado trauma history predict subjects’ reports of random disaster experiences.

B213 TRANSIENT MEASUREMENT ERROR: RELEVANCE TO DIVERSE POPULATIONS AND MULTIPLE RESEARCH DOMAINS
Sean Potter1, Michael Chmielwski1
1Vassar College

250 community participants completed several social, personality, and I/O measures twice over a 1-week interval to assess levels of transient measurement error. Results demonstrate that transient measurement error is present across a wide variety of measures commonly used in many areas of psychology and is not limited to undergraduate samples.

B214 TRAIT SELF-REINFORCEMENT EXPLAINS UNIQUE VARIANCE IN ATTENTION, MEMORY, AND WELL-BEING.
Jannay Morrow1, Laura K. Smith1
1Vassar College

Across studies, self-reinforcement [Heiby, 1982] predicted memory, coping, and well-being. For example, self-reinforcement predicted decreased selective attention toward threat, depression, anxiety, and avoidance, as well as increased memory specificity, cognitive flexibility, equanimity, and life-satisfaction. These effects were not subsumed by the other traits examined (e.g., self-compassion, internal control, rumination).

B215 WHAT INFLUENCES LEVELS OF TRANSIENT MEASUREMENT ERROR?
Michael Chmielwski1, Sean Potter2
1Southern Methodist University

The goal of the current study was to investigate potential causes of transient measurement error. 559 undergraduates completed standard and modified trait measures twice over a 1-week time frame. Results indicate that instruction sets, item formatting (words vs. sentences), and scale variance all moderately contribute to levels of transient error.

B216 STRESS AND SELF-DISCREPANCIES: SOME MODERATING EFFECTS OF DISPOSITIONAL DIFFERENCES IN CONTINGENT SELF-ESTEEM AND NARCISSISM.
Christopher Leone1, Natalie Hofmann1, Michelle Olb1
1University of North Florida

Introspection often reveals self-discrepancies: actual self vs. ought self; actual self vs. ideal self. In two separate studies, we found the effects of these discrepancies were moderated by dispositional differences in contingent self-esteem (individuals with contingent self-esteem were distressed by actual-ought discrepancies) and narcissism (narcissists were distressed by actual-ideal discrepancies).

B217 FACIAL WIDTH-TO-HEIGHT RATIO PREDICTS TESTOSTERONE-LINKED TRAITS AND BEHAVIORS
Shelley S. Devens1, Frank J. Bernieri1, Katy L. Krieger2
1Oregon State University

Facial width-to-height ratio (WHR) correlates positively with testosterone and aggression in racially homogeneous samples of males. The present study examined WHR among racially diverse participants. WHR positively correlated with testosterone-linked personality traits, suggesting that testosterone mediates the link between WHR and personality.

B218 THE IMPACT OF TORNADO EXPOSURE ON PERSONALITY STABILITY IN A COLLEGE SAMPLE
J. Dean Elmore1, Ian M. Sherwood2, Steven Allon1, James C. Hamilton1
1University of Alabama

This study examines the influence of tornado exposure on personality stability. Degree of tornado exposure predicted increases in Agreeableness, Openness to Experience, and Neuroticism. Sex moderated these effects, with men showing greater change than women in Agreeableness and Openness. Exposure had minimal effects on structural, rank-order, and ipsative stability.

B219 ANOTHER SIDE OF THE SIMILARITY RESEARCH STANDARD.
Brett T. Buttliere1
1University of Tilburg

We find that across 44 countries, political and religious misfits have relatively high life satisfaction despite relatively low job status. Though different from many other results, these results make sense as the conviction in their beliefs provides purpose to the suffering, thus raising life satisfaction despite lower job status.

B220 THE NARCISSISTIC TEAMMATE: EFFECTS OF NARCISSISTIC SUBTYPES ON SELF-SERVING ATTRIBUTIONAL BIASES
Ashley A. Brown1, Amani El-Alayli2
1The Ohio State University, 2Eastern Washington University

The current study investigated when narcissists claim personal responsibility for team outcomes, depending on contextual factors and type of narcissism. The results found vulnerable narcissism to be associated with more self-bias when participants made public attributions about a team success. Complexities regarding the distinction between forms of narcissism are discussed.
VALUES AS NON-ABILITY PREDICTORS OF ACADEMIC ACHIEVEMENT

Justina D. Zatzman1, Alex Guindon1, Jordan B. Peterson1
1University of Toronto

Values are implicated in virtually every facet of human activity, and may enrich psychometric assessment of academic performance. The Schwartz Values Scale, among other measures, was administered to undergraduates. In analysis, non-intellectual variables accounted for a robust variance. The study has implications for an integrative model of academic performance.

THE BIORHYTHM STUDY: SMARTPHONE SENSING A TERM IN THE LIFE OF A DARTMOUTH CLASS

Gabriella M. Harari1, Andrew T. Campbell2, Rui Wang2, Fanglin Chen3, Zhennu Chen1, Catherine Norris2, Randall Colvin3, Samuel D. Gosling1
1The University of Texas at Austin, 2Dartmouth College, 3Northeastern University

Smartphone sensor technologies now allow psychologists to collect objective behavioral data from everyday life. The BioRhythm study employed unobtrusive sensor sampling to continuously infer the user’s sociability (microphone), activity level (accelerometer), and sleep duration (ambient light sensor). Relationships between self-reported Big Five personality traits and behavioral sensor data were examined.

NARCISSISM AND PSYCHOLOGICAL HEALTH: COPING FLEXIBILITY MATTERS.

Kin Shing Ng1
1The University of Hong Kong

I3, in this paper, I try to unravel the relationship between narcissism and psychological health by referring to theories of coping flexibility. The results show that coping flexibility is a significant mediator that explains why narcissists are psychologically healthy. Positive response bias and construct redundancy is ruled out by controlling self-esteem.

THE NARCISSISTIC LOOP: THE EFFECT OF NARCISSISM ON INTERPERSONAL PERCEPTIONS BETWEEN PARTNERS

Jin Kato1, Tasuku Igarashi2
1Nagoya University

To examine the role of narcissism in relationship satisfaction in pairs as measured by self- and partner-report, path analysis was conducted according to the Actor-Partner Interdependence Model. We found that narcissism may trigger the breakdown of relationships by increasing individuals’ agentic qualities as perceived by themselves and others.

IMPULSIVITY PREDICTS HEAVY DRINKING OVER THE FIRST SEMESTER OF RESIDENTIAL COLLEGE LIVING

Natalie J. Loxton1, Genevieve Dingle1, Richard Bunker1, Valerie Wong1
1The University of Queensland

A brief personality screen was used to predict heavy drinking during the first week of university in Australia, known as “O-Week” and 3- and 6-months later. Trait impulsivity was the best predictor of heavy drinking during O-week and the maintenance of heavy drinking over 6 months.

NEUROTIC MEMORIES: INTERACTIONS BETWEEN PERSONALITY AND VALENCE

Matthew John Gillespie1, Troy A. Smith1, Vanessa Waller1, Laura Schwartz1, William A. Cunningham, Per B. Sederberg1
1Ohio State University, 2University of Toronto

Neuroticism-withdrawal (high recall) and neuroticism-volatility (low recall) predicted opposite outcomes in a free recall memory experiment. Neuroticism-withdrawal demonstrated a greater increase in memory for neutral than positive items, which is atypical. This perhaps reflects calming effects of positive words on highly-withdrawn individuals - less agitating words are also less memorable.

SHE LOVES HIM, SHE LOVES HIM NOT: ATTACHMENT STYLE AS A PREDICTOR OF WOMEN’S AMBIGUOUS SEXISM TOWARD MEN

Joshua Hart1, Peter Glick2, Rachel E. Dinero3
1Union College, 2Lawrence University, 3Cazenovia College

Two studies examined how romantic attachment style predisposes women’s sexism toward men. Women’s attachment anxiety predicted benevolent and hostile sexism toward men, whereas women’s attachment avoidance predicted univalent hostility. Romanticism mediated attachment style’s relationship to benevolence toward men, whereas low interpersonal trust mediated attachment’s relationship to hostility toward men.

NEUROTICISM, INSECURE ATTACHMENT, AND LOW SELF-ESTEEM EACH CONTRIBUTE UNIQUE RISK OF DEPRESSION FOR PEOPLE WHO EXPERIENCE A MAJOR NATURAL DISASTER

Ian M. Sherwood1, James C. Hamilton2, Steven Allon1
1University of Alabama

Latent regression analyses were performed to test the effects of several risk factors on changes in depression in a sample of subjects who were exposed to a tornado. Results support the hypothesis that neuroticism, insecure attachment, and self-esteem independently moderate the relation of tornado exposure to post-tornado changes in depression.

UNPACKING THE MIXED-BLESSING ACCOUNT OF GRANDIOSE NARCISSISM: THE BENEFITS AND HARMS ASSOCIATED WITH GRANDIOSE NARCISSISM CHANGE ACROSS THE NARCISSISM CONTINUUM

Sydney Jane Varner1, Joshua Foster1
1University of South Alabama

Two studies demonstrate that grandiose narcissism correlates curvilinearly with self-esteem and psychopathy. Low narcissism primarily responsible for correlations involving self-esteem; high narcissism for correlations involving psychopathy. Results suggest that benefits and harms associated with increased narcissism are in some instances dependent upon where along the narcissism continuum one starts.

HOW AND WHY PERSONALITY PREDICTS DIVORCE

Brittany Charlotte Solomon1, Joshua J. Jackson1
1Washington University in St. Louis

This study tested whether relationship satisfaction and changes in satisfaction explain why personality influences divorce. We assessed actor, partner, and combined effects for each Big Five trait. Results show that both satisfaction and changes in satisfaction explain this association. Moreover, actor, partner, and combined effects each play important roles.

NO WORRIES! HIGH SOCIAL DESIRABILITY ASSOCIATED WITH LESS INTENSE EMA-REPORTED WORRY.

Maneeza Dawood1, Paula S. McKinley1, Kathleen M. McIntyre1, Peter A. Shapiro1, Chien-Wen Jean Choi1, Larry D. Janner2, Richard P. Sloan3
1Columbia University Medical Center, 2University of California Irvine

We investigated the relationship between social desirability and worry using ecological momentary assessment (EMA) data. We found that individuals scoring higher on the social desirability scale reported less intense experiences of EMA worry, which suggests that individuals seeking social approval may report lower levels of negative emotions, such as worry.
B232
ARE NARCISSISTS UNWILLING OR UNABLE TO EMPATHIZE WITH OTHERS? EVIDENCE THAT NARCISSISTS HAVE DIFFICULTY WITH EMOTIONAL MIND READING
Joshua Foster¹, Sydneysjane Vamer²
¹University of South Alabama

Study tested correlations between grandiose narcissism (measured by the Narcissistic Personality Inventory) and a measure of emotional mind reading (the Mind in the Eyes Test). Grandiose narcissism predicted significantly lower scores on the test for both males and females. Motivation did not appear to influence results.

B233
REGIONAL PERSONALITY DIFFERENCES IN THE UNITED STATES: A COMPARISON OF THREE COMPETING PARADIGMS
Megan E. Nanny¹, Erik E. Nolfie¹, Samuel D. Gosling², Jeff Potter³
¹Williams University, ²University of Texas at Austin, ³Attof Inc., Cambridge, MA

The current study tested three conceptualizations of US regions in explaining regional personality differences. Over one million participants from outofservice.com completed the BFI facet scales and were grouped into the regions. Stronger regional differences in personality were identified for paradigms based on historical, social, and economic divisions than political boundaries.

B234
JUDGING BARS AND CAFES FROM PROFILE PICTURES OF THE PEOPLE WHO FREQUENT THEM
Daniela A. Herrera¹, Lindsay T. Graham¹, Samuel D. Gosling¹
¹University of Texas at Austin

When people make decisions based on review websites (e.g., Yelp, Tripadvisor) they may qualify the review information with their impression of the reviewer. Consistent with this idea, we found interobserver consensus regarding bars’ and cafes’ ambiance, clientele, and activities based purely on profile pictures of people who frequent those places.

B235
I DON’T FEEL YOUR PAIN: PSYCHOPATHY AND ATTITUDES TOWARD FRAUD VICTIMS
Beth A. Visser¹
¹Trent University (Oshawa)

The role of psychopathy in the well-established empathy/attitude relationship was investigated. Empathy was invoked or suppressed as participants read a fraud victim’s narrative. Psychopathy rather than empathy condition best predicted attitudes towards fraud victims. Thus, high levels of psychopathy might reduce the impact of empathy-arousing strategies to attitude change.

B236
A MORE DIFFERENTIATED LOOK AT NARCISSISTIC ANGER EXPERIENCE, REGULATION, AND EXPRESSION: DISENTANGLING THE EFFECTS OF ADMIRATION AND RIVALRY
Tanja M. Gerlach¹, Marlene Schmidt¹, Michael Weigand¹, Augustin Kelawa², Albrecht C. P. Küfner³, Roos Hütteman⁴, Milia D. Back⁵
¹Technical University Darmstadt, ²University of Tübingen, ³University of Münster

We investigated differential associations of two dimensions of grandiose narcissism – i.e., narcissistic admiration and rivalry – to anger experience, regulation, and expression. Across 5 studies, narcissistic admiration and rivalry, although both related to the experience of anger, exhibited markedly distinct associations with specific anger regulation strategies and anger expression styles.

B237
SELF-CRITICAL PERFECTIONISM AS A PREDICTOR OF INTERPERSONAL DISTRESS OVER FOUR YEARS IN COMMUNITY ADULTS: THE MEDIATIONAL ROLE OF EMOTIONAL REACTIVITY
Tobey Mandel¹, David Dunkley², Molly Moroz¹
¹McGill University

The present study sought to better understand self-critical (SC) perfectionism as a vulnerability factor for interpersonal stress. Using mediational analyses, our findings highlight the importance of targeting heightened emotional reactivity to negative social interactions in order to reduce SC perfectionists’ vulnerability to interpersonal stress over the long-term.

B238
PERSONALITY AND SOCIAL DYNAMICS SURROUNDING FOUR TYPES OF DEVASTATING LIFE SECRETS
Cindy K. Chung¹, Yia R. Tausczik², James W. Pennebaker¹
¹The University of Texas at Austin, ²Carnegie Mellon University

The personality traits and social dynamics of 179 individuals who were keeping one of four types of devastating life secrets (Romantic/Sexual; Financial/Job; Family/Mental Health/Addiction; Physical Health) were identified. The findings profile different types of secret keepers and the social impacts of devastating life secrets.

B239
DIFFERENT BIG 5 TRAIT COMBINATIONS PREDICT SATISFACTION IN DIFFERENT TYPES OF RELATIONSHIPS
Laurel C. Newman¹
¹Fontbonne University

Different combinations of the big 5 personality traits were found to predict successful relationships with different people in participants’ lives. For example, the traits that predict healthy relationships with college students’ parents and RAs are not the same as the traits that predict relationship satisfaction with significant others or friends.

B240
ME, MY BEST BEER, AND I: PERSONALITY PREDICTS BRAND PREFERENCE
Nazar Akram¹, Robin Bergh¹
¹Uppsala University

Two studies revealed an association between self-described personality characteristics and described brand characteristics for consumers most-preferred and desired brands, but not their least-preferred brands. This outcome is discussed in relation to findings in, and limitations of, previous consumer research and the significance of personality in our daily life.

B241
EVALUATING THE EFFECTS OF DATA COLLECTION METHODOLOGY ON THE MEASUREMENT OF SITUATIONS
Richard Paul Frascona¹, Ryne A. Sherman¹, Nicolas A. Brown¹, David Serfass¹
¹Florida Atlantic University

Differences in data collection methodology were examined with the Riverside Situational Q-Sort(RSQ). The results suggest that mood states have little effect on the RSQ; however, there are significant differences observed when collecting RSQ data with Likert scales as opposed to Q-sorts.

B242
IN SEARCH OF THE SECRET TO BEING LIKED: THE ROLE OF CONTROL
Achala Hemantha Rodrigo¹, Stefano I. Di Domenico¹, Jaeger Lam¹, Hasan Ayaz², Anthony C. Ruocco¹
¹University of Toronto Scarborough, ²Drexel University

This study examined the association between trait Agreeableness and activation of the right inferior frontal gyrus during a motor
response control task. Lower activation in this region was associated with higher levels of Agreeableness, suggesting potentially more efficient recruitment of inhibitory control processes in more agreeable individuals.

B243
WHAT THAT ED HARDY SHIRT IS REALLY SAYING: THE SOCIAL CONSEQUENCES OF MATERIAL PURCHASING PREFERENCES
Jacqueline M. Diggel,1 Ross P. Crothers1, Darwin A. Guerra2, Jia Wei Zhang,1 Ryan T. Howell1
1San Francisco State University, 2University of Michigan, 3University of California Berkeley
We examined the social consequences of material consumption. Our results show that people have more positive impressions of experiential buyers compared to material buyers. They also have a stronger desire to get to know, and physically set up chairs closer to interaction with, experiential consumers.

B244
LINGUISTIC MARKERS OF SELF-BIAS IN LIFE NARRATIVES
Jordan Levine1, Sara Weston1, Simine Vazire1
1Washington University in St. Louis
People harbor biases regarding their personalities that may be traced in free form self-descriptions. Participants assessed their level of bias when rating themselves on evaluative traits then participated in life narrative interviews. Comparing biases with linguistic content from the interviews demonstrates that function word use is associated with several biases.

B245
BEHAVIORAL CONSISTENCY ACROSS CONTEXTS: WHO CHANGES AND DO THEY HAVE BETTER OUTCOMES?
Kyle S. Sauerberger1, Christopher S. Nave1, Sarah E. Hampson2, Lewis R. Goldberg1
1Rutgers University, 2Oregon Research Institute
Using the Hawaii Personality and Health Cohort, this study analyzes behavioral consistency at both the profile and item level as it relates to Big Five personality traits and cognitive performance. Behavioral consistency was psychologically adaptive. Some item-level change, being more relaxed, for example, was associated with improved cognitive performance.

B246
PERSONAL STANDARDS AND SELF-CRITICISM DIMENSIONS OF PERFECTIONISM AS MODERATORS BETWEEN CHRONIC LIFE STRESS AND DEPRESSIVE AND ANXIOUS SYMPTOMS.
Molly Moroz1, David Dunkley1, Tobey Mandel1
1McGill University
Longitudinal study of community adults (N=153) examined personal standards (PS) and self-criticism (SC) dimensions of perfectionism as prospective moderators between both interpersonal and achievement-related chronic stress and depressive and anxious symptoms over 5 years. Regression results indicated that PS and SC interact with achievement-related chronic stress to predict symptom increases.

B247
CORRELATES BETWEEN THE FIVE-FACTOR MODEL (FFM) AND A TRADITIONAL CHINESE MEDICAL MODEL OF PERSONALITY
Virginia D. Clifton1, Ian T. Williamson1, David B. Alexander2, Clifton M. Oyamot1
1New Mexico Highlands University, 2Colorado State University - Ft. Collins, 3San Jose State University
The study correlates the Five-Factor Model (FFM) with constructs from a Five Element model of personality, developed from Traditional Chinese Medicine (TCM). Analysis of the correlations between the measures demonstrated how the Five Elements predictably relate to the FFM, supporting a dialogue between Western personality researchers and TCM practitioners.

B248
HEDONIC AND EUDAIMONIC BELIEFS ABOUT WELL-BEING: CONSUMER BEHAVIOR OUTCOMES
Pamela Bhattal1
1San Francisco State University
Purchasing life experiences instead of material items leads to higher well-being and materialistic purchasing has been shown to have many negative consequences. To understand why individuals continue to make materialistic purchases, current research examines the core values and well-being goals people have about their purchases.

B249
WHY DO NARCISSISTS DISREGARD SOCIAL-EQUITETTE NORMS?
John Milton Adams1, Dan Fiorelli2, Alex Burton1, Will Hart1
1University of Alabama, 2Eastern Kentucky University
Overall, narcissists reported using profanity more frequently than non-narcissists. Narcissists used offensive language even more frequently when they found it to be attention-grabbing. Additionally, narcissists were less sensitive to the offensive nature of profanity.

B250
THE AVPR1A GENE AND HUMAN PERSONALITY TRAITS: ASSOCIATIONS WITH BFI ASSERTIVENESS IN BOTH SEXES AND WITH PUBLIC VOLUNTEERISM IN MALES
Shimon Sapir-Henstenstein1, Laura R. Saslow2, Sarina R. Sutton3, Dacher Keltner4
1University of California, Los Angeles, 2University of California, San Francisco, 3Oregon State University, 4University of California, Berkeley
The RS3 microsatellite in the AVPR1A gene was associated with personality traits. Higher levels of extraversion and assertiveness were observed in 334 allele carriers, whereas 336 allele carriers had lower levels of these traits. Similar associations were also found for public volunteerism in men, but not in women.

B251
OVERCLAIMING IN MUSIC KNOWLEDGE: HOW TO SELECT ITEMS
Patrick Dubois1, Delroy Paulhus2
1U British Columbia
The overclaiming technique permits measurement of self-enhancement along with accuracy in a knowledge domain. In a sample of 211 students, we evaluated a series of methods for selecting the best items. We concluded that a joint factoring method was optimal. The first factor is invariably self-enhancement and the second, accuracy.

B252
FACTOR-ANALYTIC INVESTIGATIONS OF PERSONALITY STRUCTURE: DO DATA TAKE THE SHAPE OF YOUR MEASURE?
Lara D. Mercurio1, Daniel Cervone1, Gregory Bartoszek1, Nicole D. Mayer1
1University of Illinois at Chicago
Studies consistently find five factors of personality. However, in computer simulations, enforcing logical and semantic connections between the NEO-FFI items is sufficient to produce the five-factor structure on both random data and data reflecting a different theory of personality – suggesting the need to critically examine the meaning of personality measures.

B253
WHEN DOES PERSONALITY CHANGE OCCUR? EXAMINING HOW EDUCATION INFLUENCES THE DEVELOPMENT OF CONSCIENTIOUSNESS
Anissa Mike1, Joshua J. Jackson1
1Washington University in St. Louis
It is unknown when experiences play an important role in personality development. Two longitudinal studies tested three possible pathways by which educational experiences influences personality. Results indicated that change occurs as a result of continued interactions in educational contexts, whereas anticipating and transitioning into new experiences were less important.
Friday, February 14, 8:00 am – 9:30 am, Hall 4

**B254**
**SELFLESS OR SELFISH? GENERATIVITY AND NARCISSISM AS COMPONENTS OF LEGACY**
Nicky J. Newton¹
¹Northwestern University

Generativity involves producing a legacy or lasting impression (Erikson, 1980), which can be selfless and/or selfish. This study examined generativity and narcissism, and their association with legacy, coded from midlife men’s and women’s narratives. Legacy was related to both generativity and narcissism, F(2,144) = 11.29, p < .01.

**B255**
**THE NATURE AND CORRELATES OF PERSONALITY DEVELOPMENT LATE IN LIFE**
Jenny Wagner¹, Nilam Ram², Denis Gerstorf²
¹Humboldt-University of Berlin, Germany, ²Pennsylvania State University, ²Humboldt-University of Berlin

It is largely an open question how personality changes in late life and what role key factors in the health, cognitive, self-regulatory, and social domains play. We addressed these questions by applying growth modeling to 13-year longitudinal data and discuss potential effects of determinants of personality development in late life.

**B256**
**‘ALL IN THE FAMILY’: THE SHARED AND DISTINCTIVE CAUSES OF PERSONALITY AND WELL-BEING**
Chris C. Martin¹, Corey L. M. Keyes²
¹Emory University

Prior studies suggest that subjective well-being (SWB) and personality share genetic variance, but use limited measures. Using a measure that includes endo-centric well-being, we show that personality and SWB have “familial” connections, but they are sufficiently distinct as to falsify the claim that well-being is part of personality structure.

**B257**
**THE INFLUENCE OF TRAITS ON MENTORING AMONG HISPANIC GRADUATE STUDENTS**
Fernando Navarro¹
¹Texas A&M International University

Results from a revision of the Mentoring Experiences Inventory (MEI S-R), which measures four mentoring dimensions: personal exploration, practical guidance, mentor support and mentor advice with a Hispanic sample are reported. The influence of traits on mentoring is reported. The presentation concludes with implications for McCrae and Costa’s personality model.

**B258**
**THE BIG FIVE’S INFLUENCE ON TWO CHARACTERISTIC ADAPTATIONS WITH A HISPANIC SAMPLE**
Amanda Torres¹
¹Texas A&M International University

This presentation reports the sample’s trait results measured by the FF4, and links them to coping styles and mentoring experience. Regression analyses were used to discover if personality traits impact two characteristic adaptations, coping styles and mentoring. The results suggest there is modest support for McCrae and Costa’s personality model.

**Self/Identity**

**B259**
**THE RELATIONSHIP BETWEEN FELT MISUNDERSTANDING AND SOCIAL PERCEPTION**
Brandon W. Ng¹, James P. Morris¹
¹University of Virginia

In the current study, Asian American and Caucasian participants were denied their American identity and then completed an emotional perception task. Results showed that Caucasian participants demonstrated heightened emotional accuracy after being threatened, suggesting that the manipulation made them feel misunderstood, and that felt misunderstanding more broadly heightens social perception.

**B260**
**MINORITY GROUP ENDORSEMENT OF GROUP ESSENTIALISM UNDER DISTINCTIVENESS THREAT**
Catherine Alaina Schroy¹, Courtney N. Plante¹, Sharon Roberts¹, Jamie S. Snider¹, Stephen Reysen¹, Kathleen Gerbasi¹
¹Texas A&M University-Commerce, ²University of Waterloo, ³Renison University College, University of Waterloo, ⁴Niagara County Community College

We examined minority group members’ endorsement of essentialist beliefs regarding the group when a similar (vs. distinct) outgroup was salient. Results show that when a similar outgroup is salient (i.e., distinctiveness threat) highly identified members who view the group as stigmatized endorse essentialist origins to a greater extent.

**B261**
**“WHAT’VE I DONE TO DESERVE THIS?” THE ROLE OF DESERVINGNESS IN REACTIONS TO BEING AN UPWARD COMPARISON TARGET**
Erika Koch¹
¹St. Francis Xavier University

747 internet participants completed personality measures and responded to outperformance scenarios that experimentally manipulated perceived deservingness. Participants reported significantly more distress in the low (versus high) deservingness condition. Individual difference variables also predicted distress. Results suggest that both perceived deservingness and personality predict reactions to being an upward comparison target.

**B262**
**SCENT-EVOKED NOSTALGIA**
Chelsea A. Reid¹, Jeffrey D. Green¹, Tim Wildschut¹, Constantine Sedikides²
¹Virginia Commonwealth University, ²University of Southampton

Scents elicit stronger nostalgia to the extent that they are more arousing, familiar, or autobiographically relevant. Scent-evoked nostalgia raises positive affect, self-esteem, self-continuity, optimism, social connectedness, and meaning in life; it precipitates a higher proportion of positive to negative emotion than either non-nostalgic/autobiographical memories or non-nostalgic/non-autobiographical memories.

**B263**
**A SILVER LINING OF SELF-CONCEPT: BEHAVIORAL CONSEQUENCES OF A LAY THEORY THAT PROCRASTINATION IS ASSOCIATED WITH PERFORMANCE**
Alexandra E. Wensnousky¹, Gabriele Oettingen², Peter M. Gollwitzer³
¹New York University, ²New York University; University of Hamburg, ³New York University; University of Konstanz

Associating a negative self-concept with a positive self-concept, a “silver lining” lay theory, may influence regulation of the negative self-concept. We measured procrastination self-concept and manipulated the theory that procrastination was associated with time-pressure performance. High procrastinators with the silver lining took longer to return an essay than those without.

**B264**
**RELATIONSHIPS AMONG HEALTH, MOOD AND DISCREPANCY BETWEEN REAL- SELF AND POSSIBLE - SELF; FOR ESTABLISHING MECHANISM OF EXPRESSIVE WRITING**
Yuna Ishiyama¹, Naoto Suzuki²
¹Doshisha University

This study examined about relationships among discrepancy between real-self (RS) and possible-self (PS), health and mood. Participants answered three questionnaire; discrepancy between RS and PS; GHQ 28 and POMS. The result of Sobel test indicated that discrepancy between RS and PS affects moods are mediate by health.
B265
AN UNCLEAR SELF, AN UNHEALTHY MIND AND BODY: LONELINESS, SELF-CONCEPT CONFUSION, AND IMPAIRED HEALTH
Stephanie B. Richman¹, Richard S. Pond Jr.¹, C. Nathan DeWall¹, Madoka Kumashiro², Erica B. Sloter³, Laura B. Luchies⁴, Peggy A. Hannon⁵, Eli J. Finkel⁶
¹University of Kentucky, ²Goldsmiths, University of London, ³Villanova University, ⁴Redeemer University College, ⁵University of Washington, ⁶Northwestern University

Socially disconnected people have poor mental and physical health. The present research tests a mechanism explaining why. Depression and self-concept confusion contributed mediating effects underlying the relationships of loneliness with poor sleep quality and physical health. This mechanism has important implications for targeting early prevention of depression and improving health.

B266
FACE-ING WHO YOU ARE: DO Racially Prototypic FACIAL FEATURES PREDICT RACIAL IDENTIFICATION?
Kathy Espino-Pérez¹, Ryan Folliott², Brandon K. Brown², Debbie S. Ma²
¹University of California, Santa Barbara, ²California State University, Northridge

This study tested whether facial variation influenced racial identification among Blacks. Participants completed racial identification measures; self- and other-rated prototypicality was also assessed. Blacks implicitly and explicitly identified as Black. While implicit was not moderated by self or other-rated prototypicality, explicit identification was marginally moderated by self, but not other-rated prototypicality.

B267
EXAMINING THE MEDIATING ROLE OF SELF-ENHANCEMENT IN THE ASSOCIATION BETWEEN AUTONOMY AND PSYCHOLOGICAL WELL-BEING
Bridget P. Lynch¹, Erin M. O’Mara²
¹University of Georgia, ²University of Dayton

We examined whether self-enhancement is a mechanism through which autonomy and psychological well-being are associated. Participants completed measures of self-enhancement, autonomy, and psychological well-being: approach-oriented self-enhancement is positively associated with well-being avoidance-oriented self-enhancement is negatively associated with well-being.

B268
WHEN THE EXISTENTIALLY ISOLATED GET EXCLUDED
Peter Jameson Helm¹, Elizabeth Pinel¹
¹University of Vermont

We examined whether experiences with inclusion and exclusion differentially affect people with high versus low existential isolation. Compared to those low in existential isolation, those high in existential isolation had lower levels of belonging when excluded and lower levels of control and meaningful existence when included.

B269
TAKING THE PERSPECTIVE OF ONE’S PROFESSOR OR SUPERIOR INCREASES ENTITLEMENT
Verena Krause¹, Emily M. Zitek¹
¹Cornell University

In two studies, participants imagined barely missing the performance cut-off for an A- or a raise. Participants who took the perspective of the professor or supervisor and who had experience with the scenarios described showed increased rather than decreased entitlement.

B270
EXPLORING THE LINK BETWEEN SELF-COMPASSION AND MORAL INCLUSIVENESS
Jacqueline Hogue¹, Lisa Sinclair¹
¹University of Winnipeg

In this study, we found that self-compassion relates to moral inclusiveness. The common humanity and mindfulness subscales of the Self-Compassion Scale correlated positively with Identification With All Humanity, Universalism, and Moral Regard for Out-Groups scales. Thus, self-compassion not only benefits the self, but others as well.

B271
UNCOVERING THE MULTIFACETED-SELF IN THE DOMAIN OF NEGATIVE TRAITS: ON THE MUTED EXPRESSION OF NEGATIVE SELF-KNOWLEDGE
Brad Pinter¹, Wing Yee Cheung², Tim Wildschut³, Constantine Sedikides²
¹Penn State Altoona, ²University of Southampton

The multifaceted-self effect is the ascription of more traits to self than others. Contrary to consensus, we find the effect also occurs for negative traits. Three experiments show that individuals possess negative trait knowledge and reconcile it with self-protection concerns by expressing it in muted terms.

B272
TREATING YOURSELF THE WAY YOU TREAT OTHERS: SELF-COMPASSION AND REDUCED DEFENSIVENESS
Christina M. Smith¹, Yuna L. Ferguson², Rebecca J. Schlegel¹
¹Texas A&M University, ²Penn State Shenango

The current studies use experimental methods to examine whether self-compassion can promote balanced views of self. Across multiple studies, we found that participants who engaged in self-compassion displayed relatively greater unbiased processing of both their self-concept and regretful experiences from their lives. This suggests that self-compassion can reduce defensiveness.

B273
RELATIONSHIP SELF-CHANGE: VALIDATION OF A TWO-DIMENSIONAL MODEL
Gary W. Lewandowski Jr.¹, Brent A. Mattingly², Kevin P. McIntyre³
¹Monmouth University, ²Ursinus College, ³Trinity University

We propose that self-concept changes occur along two dimensions: direction (increase vs. decrease in content) and valence (positivity vs. negativity of content) resulting in four types of self-concept change. Across several studies we examine the nature of these processes, including how they relate to relationship quality and infidelity.

B274
ANOTHER BRICK IN THE SELF: NON-RELATIONAL SELF-EXPANSION AND SELF-CONCEPT SIZE
Brent A. Mattingly¹, Gary W. Lewandowski Jr.², Amanda K. Mosley³, Sarah N. Guarno⁴, Rachel E. A. Carson⁴
¹Ursinus College, ²Monmouth University, ³Ashland University, ⁴Saint Louis University, ⁵University of Akron

We examined a central tenet of the self-expansion model – that novel and interesting experiences expand the self. In Study 1, participants who reported having more novel and interesting experiences had larger self-concepts. In Study 2, participants who pulled (vs. pointed to) novel and interesting activities into themselves reported larger self-concepts.

B275
MASK WEARING AND NARCISSISTIC VULNERABILITY
Jessica McCain¹, W. Keith Campbell¹, Josh Miller¹
¹University of Georgia

Mask wearing is defined as misrepresenting oneself as more confident than one is. The Unmasking Assessment was administered to 303 participants with several other measures. An additive model proved the best fit for the data, suggesting that mask wearing is associated...
with vulnerable narcissism and depression independent of grandiose narcissism.

B276
YOUNG ADULTS ARE MORE LIBERAL THAN THEY REALIZE
Ethan Zell1, Michael Bernstein2
1University of North Carolina at Greensboro, 2Pennsylvania State University Abington

Three studies examined whether young adults have biased perceptions of their political orientation. Across studies, self-reported political orientation was significantly more conservative than political orientation scores assigned to participants using a more objective procedure. Furthermore, this underestimation of liberalism was consistently larger among participants who were conservative than liberal.

B277
SELF-AFFIRMATION INCREASES RELIGIOSITY AND BELIEF IN GOD
Michael Ransom1
1Fairmont State University

Emerging research suggests a link between self-enhancement and religious belief. Along these lines, we examined whether inducing positive self-worth increases religiosity. As expected, participants in a self-affirmation condition reported significantly greater importance of God in their lives, and belief in divine intervention than participants in a control condition.

B278
DIRECTED ABSTRACTION AND PUBLIC SPEAKING: ENCOURAGING HIGH-FEAR INDIVIDUALS TO GENERALIZE FROM A SPEAKING SUCCESS TO THE SELF-CONCEPT
Peter Zunick1, Russell H. Fazio1
1The Ohio State University

People with negative self-views often fail to generalize from success experiences to judgments about their abilities. A directed abstraction writing intervention (explain why you succeeded) counteracted this tendency, leading participants who feared public speaking to rate themselves higher in speaking ability after successfully delivering speeches in the lab.

B279
VIEWS ON PREVIOUS SELF-CHANGE PREDICT CURRENT SELF-CONCEPT CLARITY WHEN RECALLING THE TRANSITION TO PARENTHOOD
Courtney M. Walsh1, Erica B. Slotter2
1Villanova University

Essays from 149 parents demonstrated that viewing becoming a first time parent as a positive self-changing event and experiencing greater self-expansion after becoming a first time parent predicted greater current self-concept clarity, while regretting the self-change resulting from being a parent for the first time predicted less current self-concept clarity.

B280
BECOMING WHAT YOU DO: BEHAVIOR PROTOTYPE PERCEPTIONS UNDERLIE INCORPORATION OF BEHAVIOR INTO SELF-IDENTITY
Andrew Hertel1, Alexander Sokolovsky2
1Knox College, 2University of Illinois at Chicago

We investigated behavior-specific self-identity via survey and experiment among young adult smokers. True to self-enhancement and self-consistency motives, participants who perceived that typical smokers have positive traits and matching negative traits also perceived that they were most similar to the typical smoker and thereby most strongly identified as a smoker.

B281
HAVE YOUR CAKE AND EAT IT TOO: MANAGING CONFLICTING SELF-ENHANCEMENT MOTIVATIONS AROUND CLOSE OTHERS
Stephanie Chia-Ying Lin1, S. Christian Wheeler1
1Stanford University

People may sometimes have conflicting motivations to achieve positive social comparison and to feel moral. We show that people feel ambivalence (guilt and pride) when outperforming a friend if the friend suffers negative consequences. Furthermore, we show that people will sabotage close others’ performance when the act is morally justifiable.

B282
A MULTI-ITEM MEASURE OF INFORMATION AVOIDANCE
James A. Shepperd1, Jennifer L. Howell2
1University of Florida

Across several samples we demonstrate the reliability and validity of an eight-item measure of people’s tendency to avoid information. Our flexible measure can be adapted to different types of information and can function as a predictor or an outcome measure.

B283
LUCKY IN RELATIONSHIPS, HIGH IN SELF-ESTEEM: SELF-PRESENTATION AS A FUNCTION OF SELF-PRESENTATIONAL TARGET AND CONTINGENT SELF-ESTEEM
Linda K. Acitelli1, Camilla Stine Overup1
1University of Houston

Participants completed measures of contingent selfesteem and selfpresentation to familiar targets. Results indicate that relationship-specific selfesteem predicts selfpresentation to romantic partners and friends differently; however, the ability of friendship-contingent selfesteem to predict self-presentation to both partners and friends may indicate the importance of general interpersonal relationship-contingent selfesteem to selfpresentation.

B284
THE ASSOCIATION BETWEEN IDENTITY FORMATION AND ADJUSTMENT IN COLLEGE STUDENTS
Betty S. Witcher1, Deletha P. Hardin1, Erin A. Koterba2
1William Peace University, 2University of Tampa

This research examines whether identity formation is associated with adjustment, personality, and self-efficacy among college students. Seventy-one students completed questionnaires to assess these variables. Ego commitment was correlated with optimism, academic self-efficacy, and openness. It may be possible to create different programs to aid students with different identity statuses.

B285
SELF-COMPASSION REQUIRES CAPACITIES FOR BOTH CARE-SEEKING AND CAREGIVING
Nicola Hermanto1, David C. Zuroff1
1McGill University

Self-compassion is viewed as a form of self-relating in which care-seeking and caregiving social mentalities are activated. In a cross-sectional self-report study, a significant interaction between care-seeking and caregiving demonstrated the combined capacity to seek care from and provide care to others underlies the capacity to be self-compassionate.

B286
MISGENDERING AND FELT STIGMA IN TRANSGENDER INDIVIDUALS
Kevin Andrew McLemore1
1University of California, Davis

This research explores how identity misclassification (misgendering) impacts transgender social identity. Participants (n = 104) reported how frequently they experience misgendering and how stigmatized these experiences make them feel. Frequency is associated with identity strength and congruence and feeling stigmatized is associated with affect, authenticity, state self-esteem, and felt stigma.
B287
HEY LESBIANS, I’M ONE OF YOU! ACHIEVING IDENTITY AS A UNIQUE ASPECT OF LESBIAN GROUP MEMBERSHIP
Ellen E. Newell1, Shannon K. McCoy2
1Wilkes University, 2University of Maine
We propose that some lesbian women have to prove they are not lesbian impostors to ingroup members (i.e. achieve identity to lesbians,AIL) and this is a unique aspect of lesbian identity. AIL was negatively related to feeling like a valid lesbian but unrelated to ingroup regard or importance to identity.

B288
WHAT DOES SELF-AFFIRMATION DO? A SIMULTANEOUS COMPARISON OF MULTIPLE POTENTIAL EFFECTS
Miranda E. Bobrowski1, Kenneth G. DeMarree1
1University at Buffalo, SUNY
We explored multiple mechanisms through which self-affirmations may operate. Participants completed a values affirmation manipulation and reported their self-esteem, confidence, other-directed feelings, and mood. In this study, values affirmations significantly increased other-directed feelings, suggesting that self-affirmations allow us to transcend the self and shift our focus to important others.

B289
THIS LAB IS YOUR LAB, THIS LAB IS MY LAB: EXPERIMENTALLY INDUCING FEELINGS OF HUMAN-ENVIRONMENT TERRITORIALITY
Benjamin R. Meagher1, Kerry L. Marsh1
1University of Connecticut
The current experiment tested whether territorial attitudes and behavior could emerge even during brief laboratory sessions, after participants engaged in marking activity. As hypothesized, participants in the resident condition demonstrated greater responsibility for the setting, reported greater identification with the space, and found it more spacious than did visitors.

B290
KNOWING YOURSELF BY OWNING EXPERIENCES: THE MOTIVATED PURSUIT OF TRUE SELF-KNOWLEDGE THROUGH EXPERIENTIAL PURCHASES
Jinhuyung Kim1, Joshua A. Hicks1
1Texas A&M University
The present research explored how experiential purchases are associated with perceived true self-knowledge. Consistent with a motivational perspective on the pursuit of self-knowledge, we found that individuals who lacked true self-knowledge preferred experiential purchases over material purchases, especially when they were highly motivated to know their self.

B291
LOOKING FOR OPTIMAL DISTINCTIVENESS: ADOLESCENT MUSIC APPRECIATION AND THE INFLUENCE OF A MUSICIAN’S IMAGE
Caroline Cohrdes1, Reinhard Kopiez2
1Hanover University of Music, Drama and Media (Germany)
This research examines adolescents’ appreciation of popular music and musicians against the background of the optimal distinctiveness theory. Two scales were developed to indicate an optimal level of distinctiveness in music and musicians’ images. Consequently we predicted adolescent music appreciation as a function of social identity in different experimental conditions.

B292
STRONG NATIONAL IDENTIFICATION DAMPENS CREATIVITY
Siran Zhan1, Ying-yi Hong1
1Nanyang Technological University
Novel to the literature we hypothesized and found a negative link between national identification and creativity. Strongly identified participants performed worse on a creativity task whose solution required cutting up the American flag to construct a make-shift rope in an outdoor emergency. Psychological defense of group norms may explain this effect.

B293
THE EXISTENTIAL CONSEQUENCES OF AN UNJUST WORLD: THE EFFECTS OF INDIVIDUAL DIFFERENCES IN BELIEF IN A JUST WORLD AND JUST WORLD THREATS ON DEATH-THOUGHT ACCESSIBILITY.
Christina Roylance1, Andrew Aberyta1, Clay Routledge1
1North Dakota State University
Terror management research indicates that mortality reminders result in increased efforts to perceive the world as just (BJW), but no studies have examined whether just world beliefs impact death-thought accessibility (DTA). The present research indicates that when justice beliefs are threatened, individuals higher in BJW show higher DTA.

B294
THE NARRATIVE CONSTRUCTION OF IDENTITY IN EMERGING ADULTS: REFLECTIONS ON THE GOOD LIFE
Joseph R. Schwab1
1Clark University
The good life for emerging adults seems to be a mix of independence and interdependence, themes of self-sufficiency as well as connecting with others. 185 participants completed an online survey and 25 of these participants were interviewed, highlighting the complexities of the stories young Americans tell about the good life.

B295
IS COMPARTMENTALIZATION BAD? ADDITIONAL EVIDENCE OF THE VULNERABILITY OF COMPARTMENTALIZED SELF-STRUCTURES
Alicia Limke1, Jeni C. Presley2
1Southern Nazarene University
This project’s purpose was to examine the implications of evaluative organization for psychological adjustment (Study 1 and Study 2), attitudes toward others (Study 3 and Study 4), and personality characteristics (Study 5). Supporting previous research, compartmentalization was associated with negative outcomes, providing additional evidence for its vulnerability for the self-concept.

B296
SELF-STRUCTURE AND SELF-ESTEEM STABILITY: MAKING ME COMPARTMENTALIZE LEAVES ME OPEN TO SELF-ESTEEM CHANGES
Jeni C. Presley1, Alicia Limke1
1Southern Nazarene University
In this study, participants were given instructions designed to encourage compartmentalization, integration, or nothing and then reported their self-esteem every day for two weeks. Supporting previous research, individuals encouraged to use a compartmentalized self-structure displayed more instability over the following two weeks than those encouraged to use an integrated one.

B297
A CROSS-CULTURAL EXPLORATION OF THE PROCESSING OF SELF-THREATENING INFORMATION
Mingxuan Tan1, Leonard Newman1, Bo Zhang2
1Syracuse University, 2Beijing Normal University
Using the Mnemic Neglect research paradigm, we found that the tendency to forget negative self-relevant (but not other-relevant) social feedback and remember positive self-relevant (but not other-relevant) feedback was more pronounced among the East Asians than the Western participants. It contributes to the debate on the universality of self-enhancement motivation.

B298
IT DOESN’T HURT TO BE A HERO: A TERROR MANAGEMENT PERSPECTIVE ON HEROISM AND PAIN ENDURANCE
Simon McCabe1, Ryan William Carpenter1, Jamie Amdt1
1University of Missouri - Columbia
Terror management theory suggests people manage potential anxiety stemming from the awareness of inevitable mortality by relying
on culture. Heroes are important parts of culture, remembered for achievements often involving endurance. Two studies examine how linking pain endurance to heroism impacts reported pain perception and death thought accessibility.

**B299**
**LEARNING THE TRUTH: NARCISSISTIC INDIVIDUALS WANT TO KNOW HOW CLOSE OTHERS VIEW THEIR PERSONALITY**
Elizabeth A. Edershite¹, Kathryn L. Bollich¹, Simine Vazire¹
¹Washington University in St. Louis

Little research has examined who is interested in learning more about their personality, specifically learning how close others view them. Surprisingly, we found that people scoring higher in narcissism – individuals known for their overly-positive self-views – are interested in knowing how close others view their personality.

**B300**
**MANAGING CONFLICTING IDENTITIES: ETHNIC AND QUEER IDentities AND PSYCHOLOGICAL WELL-BEING**
Sara Michelle Mansoori-Rostam¹, Charlotte Chuck Tate¹
¹San Francisco State University

This study examined importance of ethnic and sexual identities and identity harmony as predictors of psychological well-being (PWB). Results showed that each significantly predicted PWB. Results also yielded significant identity importance and identity harmony interactions: participants low in identity importance, but high on harmony showed greater PWB.

**B301**
**THE ROLE OF SPECIFIC VERSUS GLOBAL SELF-CONCEPTS IN TASK INVOLVEMENT**
Shannon M. Moore¹, David M. Sanbonmatsu¹, Arwen A. Behrends¹
¹University of Utah

Students expecting to compete in a Jeopardy-like competition completed various measures of self. Specific and global self-concepts predicted performance expectations and betting on one’s performance in contests of specific ability. Only global conceptions of self predicted these in contests in which the task was unspecified or entailed multiple familiar tasks.

**B302**
**YOU LET SOMEONE DOWN. NOW WHAT?: EXPRESSING SELF-COMPASSION DURING CONFLICT**
Jennifer Barton¹, Olivia Stevenson¹, Ashley Batts-Allen¹
¹University of North Florida

Participants imagined a scenario where they let someone down and indicated their propensity to give various responses. Self-compassionate participants were less likely to provide self-critical responses but not more likely to give self-compassionate responses suggesting that self-compassionate people are not more likely to say self-compassionate things to people they hurt.

**B303**
**STRONGLY IDENTIFIED FOLLOWERS ARE MOST SUPPORTIVE OF A LEADER WHO IS LEGITIMATE AND GROUP TYPOTYPICAL**
Jessica J. Tomory¹, Michael A. Hogg²
¹Claremont Graduate University

Drawing on the social identity theory of leadership and group value model, we investigated how the legitimacy of the leadership selection process and leader prototypicality impact follower support for the leader. One experiment demonstrated highly identified members provided greater support to prototypical leaders who were elected rather than appointed.

**B304**
**SMART AND SELF-DEFENSIVE, BUT NEVER TO ADMIT**
Minha Cho¹, Young Woo Sohn¹
¹Yonsei University

Smart people are more self-defensive, but they hate to admit it. Those with high competence were more annoyed by being underestimated, but at the same time more indifferent to being overestimated. Also, those who considered themselves as more intellectual than others believed that their attributes were not appreciated enough.
The right ventrolateral prefrontal cortex (RVLPFC) inhibits social pain, which may come at a self-regulatory cost when rejection is chronic. In an fMRI and daily diary study, individuals with greater RVLPFC activation to rejection showed a stronger, positive relationship between daily rejection and daily alcohol craving.

### B317 NEURAL MECHANISMS OF INTERGROUP ATTRIBUTIONS

Jennifer T. Kubota\(^1\), Tobias Brosch\(^1\), Rachel Mojdehbakhsh\(^1\), James S. Uleman\(^1\), Elizabeth Phelps\(^2\)

\(^1\)New York University, \(^2\)University of Geneva

To assess intergroup attributions, participants provided attribution ratings for Black and White targets during fMRI. Overcoming the Ultimate Attribution Error (UAE) is dorsolateral prefrontal cortex (DLPFC) dependent and individuals are more likely to make dispositional judgments of outgroup negative behaviors than ingroup negative behaviors.

### B318 BEHAVIORAL ASYNCHRONY TAINS THE INTERACTION CONTEXT

Juliane J. Honisch\(^1\), Kimberly A. Quinn\(^2\), John T. Cacioppo\(^3\)

\(^1\)School of Psychology, University of Birmingham, UK, \(^2\)Department of Psychology, DePaul University, USA, \(^3\)Department of Psychology, University of Chicago, USA

We explored the possibility that apparent benefits of behavioral synchrony (e.g., liking) are actually driven by deleterious effects of asynchrony. In two studies, we demonstrated that, compared to baseline, asynchrony led to more negative evaluations whereas synchrony had no effect. Synchrony may represent a psychological baseline for social interaction expectancies.

### B319 OXYTOCIN AS A MITIGATOR OF AGGRESSION

Stephanie Menotti\(^1\), Amelia Brewer\(^2\), Lindsey Osterman\(^3\)

\(^1\)University of Central Oklahoma

Past research has shown that oxytocin is important in promoting bonding and prosocial behaviors, but little is known about its effects on antisocial behaviors, such as aggression. Our results indicate that experimentally increasing oxytocin decreases both the cognitive salience of aggressive words and retaliatory aggression.

### B320 SO CLOSE, SO FAR, SO QUICKLY - STUDYING THE NEURAL TIME COURSE OF SOCIAL COMPARISONS

Katharina Banscherus\(^1\), Gayanné Kedia\(^1\), Thomas Mussweiler\(^1\), Jutta Stahl\(^1\)

\(^1\)University of Cologne

We investigated the time course of social comparisons using electroencephalography (EEG). Participants compared the attractiveness or size of female faces. For both judgments the comparison took place 200 ms (N200) after stimulus onset suggesting that comparisons of social and magnitude characteristics are conducted at early, overlapping stages of stimulus evaluation.

### B321 VENTRAL STRIATUM ACTIVITY FOR IN-GROUP MASKED HAPPY EXPRESSIONS PREDICTS OUT-GROUP FRIENDSHIP PATTERNS

Pin-Hao Andy Chen\(^1\), Paul J. Whalen\(^2\), Jonathan B. Freeman\(^1\), James M. Taylor\(^1\), Todd F. Heatherton\(^1\)

\(^1\)Psychological and Brain Sciences, Dartmouth College

This study used brain activity to predict individual differences in affiliating with in- or out-group friends for newly arrived Chinese participants. Compared to participants with higher reward activity for in-group masked happy expressions, those with lower reward activity showed a greater increase in percentage of out-group friends six months later.
We ask whether women tend to be less individuated/a more entitative group than men. Participants were presented with famous female and male faces. There was an increased P300 amplitude to female celebrity faces at the subordinate (versus basic) level; indicating that processing women’s names (vs. gender) was more effortful.

**B329**
**CORTISOL AND TEMPORARY COGNITIVE IMPAIRMENTS IN HETEROSEXUAL MEN AFTER INTERACTION WITH A WOMAN**
Mario Ferrari¹, Samuele Zilio², Neil V. Watson³

¹Simon Fraser University

Social interaction with a woman leads to cortisol increase and a temporary cognitive decline in men. Fifty heterosexual males provided saliva samples before and after a conversation with either a female or male and performed the Stroop and the 2-back task. An indirect effect of cortisol on Stroop task performance was found.

**B330**
**THE INTERACTION OF MULTIPLE GROUPING CUES IN EARLY FACE PROCESSING: AN EVENT-RELATED POTENTIAL STUDY**
Holly Eatts¹, James Morris³

¹University of Virginia

This ERP study examined the impacts of grouping cues on face processing when cues are presented sequentially. Prior to each face, participants were given auditory statements indicating university affiliation. Results indicate that university affiliation interacts with race in early processing, and that the P100 component is correlated with subsequent memory.

**B331**
**USING EEG TO TEST ALTERNATIVE MODELS OF IMPLICIT CONTRAST EFFECTS**
Curtis D. Von Gunten¹, Laura Scherer¹, Bruce D. Bartholow¹

¹University of Missouri

Research on contrast effects shows that neutral stimuli elicit more favorable responses when presented in the context of negative as opposed to positive stimuli (and vice-versa). Here, event-related potentials (ERPs) showed that early visual attention and spontaneous categorization responses differentiate neutral images according to context.

**B332**
**NEURAL CORRELATES ASSOCIATED WITH SOCIAL INFLUENCE IN ADOLESCENTS**
Christopher N. Cescio¹, Matthew Brook O’Donnell¹, Frank Tinney², Joseph Bayer³, Kristin Shumaker¹, Emily B. Falk²

¹University of Pennsylvania, ²University of Michigan

The present study expands our understanding of social influence in adolescents by examining neural correlates associated with social influence in order to understand which underlying processes facilitate versus inhibit behavior change. Participants demonstrate greater activity in regions associated with social pain when participant’s failed to conform to divergent group opinions.

**B333**
**SOCIAL IDENTITY SHAPES MIND PERCEPTION: BEHAVIORAL & NEUROIMAGING EVIDENCE**
Leor M. Hackel¹, Christine E. Looser², Jay J. Van Bavel¹

¹New York University, ²Harvard Business School

Using a continuum of morphs between human and doll faces, three experiments suggest that perception of mind behind faces depends not only on bottom-up, visual cues to humanness but also on top-down effects of group membership, out-group threat, and dimension of mind perception (i.e., agency or experience).
B334
ENVY DECREASES ATTENTION TO SADNESS.
Hiroyo Fujita1, Toshiyuki Himichi2, Rob Jenkins3, Michio Nomura1
1Graduate School of Education, Kyoto University; 2Graduate School of
Education, Kyoto University; 3Japan Society for the Promotion of Sciences,
3Department of Psychology, University of York
We investigated the relationship between personal envy and attentional bias toward the face of the envied target. Envious viewers paid less attention to the envy target when this target looked sad (versus neutral). This modulation appears to be mediated by activity in ventromedial prefrontal cortex.

B335
I’LL LIKE IT IF YOU DO, TOO: SOCIAL CONFORMITY CAN SHIFT FOOD PREFERENCES AT BEHAVIORAL AND NEURAL LEVELS.
Erik Noorl1, Stephen Frey2, Jamil Zaki1
1Stanford University; 2University of California, Berkeley
Social influence can shift behavioral and neural indices of food preferences. Participants rated how much they liked healthy and unhealthy foods before seeing extroversion (but actually manipulated) peer ratings. Participants' second ratings conformed to peer ratings, and activity in dopaminergic regions was greater when viewing “popular” than “unpopular” foods.

B336
EFFECTS OF EMOTION REGULATION STRATEGIES ON NEURAL AND BEHAVIORAL INDICES OF RACIAL BIAS.
Meredith Phinizy Johnson1, Bruce D. Bartholow1
1University of Missouri
Emotion regulation strategies (ERSs; reappraise and suppress) were applied within the context of controlling expression of racial bias while EEG was recorded. ERSs resulted in more biased behavior, less reliance on controlled processes, and a reduction in neural error monitoring. Findings are discussed in terms of self-regulation models of prejudice.

B337
THE COMPASSION CARRYOVER: AFFECTIVE CIRCUITS UNDERLY PERSISTENT POSITIVITY EFFECT OF COMPASSION.
Alexander Genevsky1, Brian Knutson1
1Stanford University
This fMR study explores whether compassion related positivity persists beyond the immediate encounter, and what neural circuits may be implicated in this “Compassion Carryover”. We find that neutral targets subliminally paired with compassion cues are rated higher on positive valence and recruit activation in affective circuits including the nucleus accumbens.

B338
MINDLESS MORALS: AGREEABLE MORAL STATEMENTS RECRUIT REDUCED ACTIVITY IN THE SOCIAL BRAIN.
Jordan Theriault1, Adam Waytz2, Larisa Heiphetz1, Liane Young1
1Boston College; 2Northwestern University
We compared neural activity within the theory of mind (ToM) network for statements of moral beliefs, “objective” facts, and “subjective” preferences. Agreeable morals elicited reduced activity in the RTPJ and precuneus, key nodes in the network. “Obvious moral truths” may fail to provide social information, and therefore elicit less ToM.

B339
THE COGNITIVE REFLECTION TEST AND REGIONAL PATHOGEN LOAD.
Kilian James Garvey1, Laura Fosler1, Crystal Curry1
1University of Louisiana
The behavioral immune system theory suggests that populations exposed to elevated environmental threats produce relevant adaptive cognitive and emotional traits. As predicted subjects from high vs low pathogen prevalent regions showed greater cognitive inflexibility, greater disgust sensitivity, and greater experiential vs rational thinking styles.

B340
PERCEIVED VULNERABILITY TO DISEASE DRIVEN BY SEXUAL DISGUST OVER PATHOGEN THREAT.
Crystal Curry1, Laura Fosler1, Kilian James Garvey1
1The University of Louisiana
To test the pathogen prevalence theory of human values 174 subjects took the Perceived Vulnerability to Disease (PVD) and Three Dimension Disgust scales (TDDS). Somewhat counterintuitively the sexual disgust subscale of the TDDS contributed more to PVD than did the pathogen sensitivity subscale.

B341
MODULATIONS OF MIRRORING ACTIVITY BY DESIRE FOR SOCIAL CONNECTION AND RELEVANCE OF MOVEMENT.
Erik Nook1, Stephen Frey2, Jamil Zaki1
1Stanford University; 2University of California, San Diego
Consider a boxer hitting a weary opponent. We cannot always emotionally connect. Using EEG we record this empathic disconnection from others, in the action representation system. After unfair treatment, participants who had mirrored a confederate’s movements ceased to mirror afterwards. Those who were treated fairly mirrored both before and after.

B342
SOCIAL ACUITY AND STATUS IN REAL-WORLD SOCIAL NETWORKS.
Crystal Curry1, Laura Fosler1, Kilian James Garvey1
1University of Louisiana
The present research reveals psychological and neural mechanisms linking status to social acuity in real-world social networks. Behaviorally, high-status individuals more accurately predicted how others assessed their personality. Neurolly, a core valuation system reflexively appraises network members’ status, and the fidelity of this neural representation correlates with perceivers’ own status.

B343
LEARNING FOR TEACHING: AN FMRI STUDY.
Stephanie Vezich1, Elizabeth Castle1, Matthew Lieberman1
1UCLA
Networks supporting non-social and social cognition appear antagonistic; however, social cognition may sometimes aid learning non-social material. Participants read 3 GRE passages while undergoing fMRI, expecting to a) teach, b) memorize, or c) make a control judgment. Social cognitive activation during learning for teaching passages was associated with enhanced learning.
**Poster Session C**

**Close Relationships**

**C1**
**ATTENTION TO ALTERNATIVE ROMANTIC PARTNERS AMONG GAYS, LESBIANS, AND BISEXUALS**

Rowland S. Miller¹, Robert J. Cramer², Caroline H. Shroud¹, James Graham²

¹Hamamatsu University School of Medicine, ²Legacy Community Health Services, Houston, TX

In a large urban LGB sample, those in monogamous partnerships engaged in less prowling and were more satisfied than those who were involved in open relationships or were single. Further, those who were HIV+ engaged in more prowling and were less committed to their partners than those who were HIV-negative.

**C2**
**I’D MOVE MOUNTAINS FOR YOU: HOW THE PASSAGE OF TIME INFLUENCES PEOPLE’S FEELINGS ABOUT MAKING COSTLY SACRIFICES FOR THEIR ROMANTIC PARTNER**

Behzad Asayshi-Eshghi¹, Emily Impett¹

¹University of Toronto

This research used temporal construal theory to show that people feel less positive about sacrifices when they think about making them in the near future than in the distant future because they fail to anticipate how costly the sacrifices will feel when the time for making them approaches.

**C3**
**EXAMINING THE STABILITY AND CHANGE IN TYPES OF INTIMATE PARTNER VIOLENCE ACROSS PRE-PREGNANCY, PREGNANCY, AND THE POSTPARTUM PERIOD: A LATENT TRANSITION ANALYSIS**

Ceylan Cizmeli¹, Marci Lobel¹, Audrey Saftlas²

¹Stony Brook University, ²University of Iowa

We examined the stability and change in occurrence of various types of IPV across pre-pregnancy, pregnancy, and postpartum periods in a diverse sample of women. Using latent transition analysis, three classes of women were identified, and temporal stability of IPV types was evaluated in presence of individual and contextual factors.

**C4**
**MOBILE PHONE USAGE AND PHYSICAL COLOCATION PREDICTS FRIENDSHIP PATTERNS, LANGUAGE GROUP PREFERENCES AND PSYCHOLOGICAL MALADJUSTMENT**

W. Quin Yow¹, Megan Goldring², Wangy Hun³, Xiaqian Li⁴

¹Singapore University of Technology & Design, ²University of Southern California

The present study used advanced mobile phone technologies to examine the social structure and subsequent psychological well-being of 35 first year college students. We detected friendship networks based on colocation data, and found associations between mobile phone usage and psychological mal-adjustment.

**C5**
**EFFECTS OF RELATIONAL EFFICACY ON SUBJECTIVE WELL-BEING: A MULTILEVEL STUDY**

Ryosuke Asano¹, Toshikazu Yoshida²

¹Hamamatsu University School of Medicine, ²Gifu Shotoku Gakuen University

We examined the association between relational efficacy - the expectations shared between partners - and subjective well-being (SWB). Two studies showed that relational efficacy increased SWB at the dyad and individual levels. Relationship quality mediated the association between relational efficacy and SWB at the dyad level, but not at the individual level.

**C6**
**SELF-EXPANSION IN INITIAL INTERACTIONS: EFFECTS OF DEGREE OF (PERCEIVED AND ACTUAL) SIMILARITY AND TOPIC OF DISCUSSION**

Susan Sprecher¹, Stanislav Treger², Amanda Fisher⁴, Nicole Hilaire¹, Michelle Grayboski¹

¹Illinois State University, ²DePaul University

The present study examined the complex associations of actual similarity, perceived similarity, self-expansion opportunities, and affiliative outcomes using a live interaction paradigm. While actual similarity was generally unrelated to our outcome variables, perceived similarity was associated with greater self-expansion opportunities and mediated the link between perceived similarity and liking.

**C7**
**ROSE-COLORED GLASSES OR ACCURATE ASSESSMENT OF THREAT? OPTIMISM AND ATTENTION TO NEGATIVE RELATIONSHIP INFORMATION.**

Eden M. Davis¹, Lisa A. Neff¹

¹University of Texas at Austin

Does optimism encourage or impede attention to relationship threats? We examined how global and specific relationship optimism differentially influence perceptions of a partner’s negative behaviors using a daily diary task. Spouses reporting optimistic global expectations exhibited greater tracking accuracy for negative behavior. Spouses reporting optimistic specific expectations exhibited less accuracy.

**C8**
**A PROTOTYPE ANALYSIS OF INFIDELITY**

Camille B. Lalasz¹, Dana A. Weiser², Daniel J. Weigel³, William P. Evans¹

¹University of Nevada, Reno, ²Texas Tech University

We explored whether infidelity is prototypically organized and whether laypeople’s conceptualizations of infidelity are consistent with researchers’ definitions. Support was found for a prototype framework across four studies. Laypeople are less likely to consider certain behaviors as central to infidelity and instead emphasize concealment of behaviors and resulting emotions.

**C9**
**ACCURACY IN PERCEPTIONS OF SPOUSES’ ATTACHMENT STYLE AND MARITAL QUALITY**

Fiona Ge¹, Paula Pietromonaco¹

¹University of Massachusetts Amherst

The current study found that newlywed spouses’ accuracy in perceiving their partner’s attachment style predicted greater marital satisfaction; wives’ accuracy also predicted their husbands’ constructive behavior during conflict. Findings indicate that spouses’ accuracy in perceiving their partner’s attachment is connected to both their own and their partner’s marital functioning.

**C10**
**CONFLICT RECOVERY IN ROMANTIC RELATIONSHIPS**

Jana Lembke¹, Paula Pietromonaco¹, Sally Powers¹

¹University of Massachusetts Amherst

This work aimed to identify individual-level characteristics underlying the ability to recover from relationship conflict. Adult temperament significantly predicted conflict recovery: wives’ extraversion predicted her own behavior in a positive interaction task following conflict, and husbands’ orienting sensitivity (responsiveness to low intensity stimuli) predicted his own and his wife’s behavior.
In an online survey we assessed partnered individuals’ attachment orientation, relationship satisfaction, and preferred communication medium. Results suggest that avoidant individuals prefer to use forms of communication they self-reported as least intimate. Findings suggest that certain forms of communication may be more beneficial for avoidant individuals in their romantic relationships.

C17
LOVE OVER REASON: WHAT DO PEOPLE USE WHEN MAKING RELATIONSHIP PREDICTIONS?
Anika E. Cloutier1, Johanna Peetez2, Lara K. Kammrath2
1Carleton University, 2Wake Forest University

When predicting sustained pro-relational behaviors, people tend to over-rely on how much they love their partner and neglect their self-regulatory abilities. This bias occurs when making self-predictions but not when making predictions for another person and is amplified when making predictions for the distant future.

C18
COMPASSION TO DEPRESSION: LET’S TALK ABOUT IT!
Porscha Kem Haynes1, Jennifer Crocker1
1The Ohio State University

Compassionate goals predict decreased depressive symptoms, but would this finding hold when people have compassionate goals toward an ex-partner following a romantic break-up? We found that the beneficial effects of compassionate goals on depression were masked by associations between compassionate goals and communication with an ex-partner.

C19
I JUST SEE SEX IN OUR FUTURE: AN EXAMINATION OF UNRESTRICTED SOCIOSEXUALITY AS A LOW-INVESTMENT STRATEGY
Brian M. Wilkey1, Paul W. Eastwick1
1University of Texas - Austin

Participants rated their desire to invest in a relationship with several opposite-sex acquaintances as well as their short-term vs. long-term orientation toward him/her. Unrestricted sociosexuality predicted a larger number of and a preference for low-investment relationships, but sociosexuality was unrelated to the desire for relationships to be short vs. long.

C20
SEX DIFFERENCES IN JEALOUSY OVER FACEBOOK ACTIVITY
Francis T. McAndrew2, Sahil S. Shah1
1Iowa State University, 2Southwestern University

A study of 40 heterosexual undergraduate students in romantic relationships revealed that females are more prone to Facebook-evoked jealousy and to jealousy-motivated behavior. Males accurately predicted these sex differences in response to a jealousy scale, but females seemed unaware that their male partners would be less jealous than themselves.

C21
THE ATTACHMENT INSECURITIES AND GENDER AS PREDICTORS OF PHYSICAL PAIN SENSITIVITY
Maria Teresa Frias1, Phillip R. Shaver1
1University of California, Davis

Factors that affect physical pain also affect social pain. We hypothesized that attachment anxiety (a factor that affects social pain) and avoidance would be associated with physical pain. Our results supported our hypothesis and showed that gender also affects physical pain: social and physical pain are associated only among males.
C22
SEXISM AND ROMANCE: AFFECTION SUPPRESSES THE NEGATIVE RELATIONSHIP BETWEEN BENEVOLENT SEXISM AND RELATIONSHIP SATISFACTION
Brandon Balzer Carr1, Eileen Zurbriggen1
1University of California, Santa Cruz
This study examined how benevolent sexism relates to viewing partners affectionately, and how that affection suppresses the detrimental outcomes that sexism has on relationship quality. Women’s benevolent sexism was related to passion and commitment after controlling for hostile sexism and reduced relationship satisfaction after controlling for intimacy, passion, and commitment.

C23
ATTACHMENT STYLE AND CLOSENESS IN SOCIAL NETWORKS: A LONGITUDINAL EXAMINATION
Jiwon Lee1, Omi Gillath1
1University of Kansas
We investigated longitudinally whether attachment style predicts mean levels and fluctuations in closeness to social network members. Attachment avoidance predicted lower closeness, whereas both avoidance and anxiety predicted greater fluctuations in closeness. These findings highlight the role time plays, suggesting that insecurity leads to lesser stability in social network density.

C24
COMMITTING TO A LONG DISTANCE RELATIONSHIP: NEW FINDINGS ON THE ROLE OF EMOTIONAL AFFECT AND PREFERENCES FOR FREQUENT SEX
Fredrick Andrew Eichler1, Eric D. Wesselmann2, Matthew Hesson-McInnis2
1Illinois State University
Extending research by Cameron and Ross (2007), we found that relational stability – but neither positive nor negative affect- predicted commitment for males and females in long-distance relationships. Preferences for frequent sexual activity positively predicted commitment for both genders. Findings warrant future investigations on the role of sex in long-distance relationships.

C25
DAILY LIFE STRESS EXACERBATES THE EFFECT OF DAILY MARITAL CONFLICT ON SPOUSES’ DIURNAL CORTISOL SLOPES
April A. Buck1, Lisa A. Neff1
1University of Texas - Austin
This daily diary study suggests external stress exacerbates the effect of marital conflict on physiological well-being. Spouses exhibited flatter (less healthy) cortisol slopes on days of greater conflict. Experiences with daily stress outside the marriage moderated this association. The more stress experienced, the flatter spouses’ slopes on high conflict days.

C26
ADULT ATTACHMENT ANXIETY CORRELATES WITH INCREASED ATTENTION TOWARD NEGATIVE ATTACHMENT-RELATED WORDS AS MEASURED BY EVENT-RELATED BRAIN POTENTIALS (ERPs).
Laura M. Lathrop1, Michael A. Kisley1
1University of Colorado - Colorado Springs
ERPs were used to measure differences in responses to emotional words as a function of adult attachment style. Emotional words reflected positive and negative attachment-related themes, and general positive and negative themes. Attachment anxiety correlated with increased attention toward negative attachment-related words, but only for those currently in a relationship.

C27
ESCAPING THE FRIEND ZONE: GENDER DIFFERENCES IN THE LIKELIHOOD OF ROMANTIC/SEXUAL BEHAVIOR IN OPPOSITE SEX FRIENDSHIPS.
Colin Capaldi1, Travis Sztainert1, Balmeet Toor1
1Carleton University
The study explored asymmetric attraction from the perspective of individuals who rebuffed the romantic/sexual advances of an opposite sex friend. Gender differences in willingness and history of romantic/sexual involvement after friend zoning someone were found. Escaping the friend zone appears to be much more likely for women compared to men.

C28
EXAMINING DEFINITIONS OF A “ROMANTIC RELATIONSHIP” WITH A PROTOTYPE ANALYSIS.
Rhonda Nicole Balzarini1, Arthur Aron2, Marie Chelberg1
1Stony Brook University, 2UC Berkeley
This research examined whether there is consistent lay understanding of what it means to be in a romantic relationship. Results suggest that the concept of being in a romantic relationship is prototypically organized—meaning some traits or characteristics are consistently central to how laypeople conceptualize being in a romantic relationship.

C29
THE LINK BETWEEN PERCEIVED SIMILARITY AND ATTRACTION BECOMES WEAKER AS SOCIAL RICHNESS INCREASES
Grace Larson1, Eli Finkel1
1Northwestern University
Two live-interaction studies explored the moderating effect of the content’s social richness on the link between perceived similarity to and liking for an interaction partner. Results revealed that interacting over a greater length of time or regarding more intimate subject matter attenuated the link between perceived similarity and liking. 

C30
SOCIAL INTERACTION INTIMACY AND METABOLIC RISK IN ADOLESCENT GIRLS
Khara M. Ross1, Gregory E. Miller1
1Northwestern University
Following up on previous analyses, we sought to determine whether specific positive aspects of social interactions were associated with lower metabolic risk, a cluster of cardiovascular disease risk factors, in adolescent girls. Only greater intimacy was associated with less MR over the follow-up, independent of negative aspects of social interactions.

C31
ALLOCATION OF COGNITIVE RESOURCES TO PROCESSING ATTRACTIVE FEMALE FACES IS MODULATED BY THE PERCEIVER’S MATE VALUE: EVIDENCE FROM EVENT-RELATED BRAIN POTENTIALS (ERPS)
Laura K. Morgan1, Michael A. Kisley1
1University of Colorado - Colorado Springs
Men viewed females faces (unattractive, attractive) under high and low mate value conditions. Brain responses indicated that attractive faces received the highest amount of processing resources (p < .001). Facial attractiveness interacted with mate value as high mate value men allocated significantly less resources to unattractive faces (p < .05).

C32
GET A BUZZ FROM SELF-EXPANDING RELATIONSHIPS
Brittany Wright1, Timothy Loving1
1The University of Texas at Austin
The present study reveals that more self-expanding romantic relationships are associated with decreased alcohol consumption over time among college students. We argue that self-expansion serves as
C33
WHAT DOES YOUR FACEBOOK ACTIVITY SAY ABOUT YOUR RELATIONSHIP? PERCEPTIONS OF RELATIONSHIP SATISFACTION AND LIKABILITY ON FACEBOOK
Benjamin Le1, Lydia F. Emery1, Elizabeth R. Alpert1, Amy Muise2
1DePaul University, 2Haverford College, University of Toronto Mississauga
Two studies examined whether people glean information about others' relationship satisfaction from Facebook. Outside observers were relatively accurate at inferring satisfaction from profiles, based on the visibility of individuals' relationships. Low relationship visibility predicted low perceived satisfaction and likability; however, excessive relationship disclosure predicted high perceived satisfaction but low likability.

C34
THE MODERATING EFFECT OF SELF EFFICACY ON THE ASSOCIATION BETWEEN PERCEIVED SOCIAL SUPPORT AND PROCRASTINATION
Jia He1, Patrick E. Shroot1, Niall Bolger2
1New York University, 2Columbia University
Analyses of daily diary reports of studying for an academic exam from 101 undergraduates revealed that procrastination was least likely among students who both reported being academically efficacious and well supported by friends and family. Social support was associated with more procrastination among less efficacious students.

C35
MATCHING IN PHYSICAL ATTRACTIVENESS AND WOMEN’S RESISTANCE TO MATE GUARDING
Madeleine A. Fugere1, Alta J. Cousins1
1Eastern Connecticut State University
Women responding to an online survey perceived their own and their partner's physical attractiveness similarly, revealing matching in physical attractiveness. Women who perceived themselves as more attractive than their mates resisted mate guarding more, reported less commitment, more appealing dating alternatives, more flirting, and more frequent thoughts about breaking up.

C36
THE FORBIDDEN FRUIT IS NOT SO SWEET: THE MEDIATING EFFECTS OF SEXUAL GUILT BETWEEN RELIGIOSITY AND sexual SATISFACTION
Jana Hackathorn1, Brien Ashdown2
1Murray State University, 2Hobart and William Smith Colleges
As premarital sexual behaviors are discouraged in many churches, the current study examined the relationship between religiosity and sexual satisfaction as mediated by sexual guilt for individuals in non-married relationships. Results indicated that sex guilt mediates the relationship between both religious internalization and religious identification and sexual satisfaction.

C37
SEX WITHOUT LOVE IS NOT AS OKAY WHEN YOU'RE OLDER: COLLECTIVISM MEDIATES THE NEGATIVE RELATION BETWEEN AGE AND SEXUAL PERMISSIVENESS
Stanislav Treger1
1DePaul University
I examined the relations between age, collectivism, and sexual permissiveness (i.e., acceptance of casual sex) in a sample of adults recruited from MTurk. The results suggested that age was associated positively with interdependence and negatively with sexual permissiveness; interdependence mediated the latter relation (while controlling for demographic variables; e.g., sex).

C38
WHERE’S THE DISCONNECT? MULTIPLE MEDIATORS BETWEEN SO AND COMMITMENT
Kullen Balthrop1, Amanda Brantley1, Jana Hackathorn1
1Murray State University
The current study investigated mediators between sociosexual orientation (SO) and romantic commitment. Findings indicate that individuals with an unrestricted SO may be less committed to their current relationships because they perceive their current partners as having low social skills, low intellect, and fewer similarities with themselves.

C39
IS ENGAGING IN UNFAITHFUL BEHAVIOR RELEVANT TO NORMATIVE PERCEPTIONS? EXAMINING THE INFLUENCE OF DESCRIPTIVE AND INJUNCTIVE NORMS IN INFIDELITY
Priscilla Fernandez1, Eddie M. Clark1
1Saint Louis University
The current study examined whether descriptive norms (perceived behavior) and injunctive norms (perceived approval) were independent, significant predictors of engaging in unfaithful behavior. Results suggested that although both are significant predictors, descriptive norms more uniquely explain ambiguous and deceptive infidelity, and injunctive norms more uniquely explain explicit infidelity.

C40
THE EFFECTS OF EVALUATIONS FROM CLOSE FRIENDS ON THE QUALITY OF RELATIONSHIPS WITH THE FRIENDS
Junichi Taniguchi1
1Tezukayama University
This study revealed the effects of evaluations from close friends on the quality of relationships with friends. In "Communion" domain, as participants perceived they were evaluated more positive from their close friends, they thought their relationships with their friends were better. This result supported the prediction.

C41
THE INSTABILITY OF ATTACHMENT SECURITY AND ITS ASSOCIATION WITH RELATIONSHIP SATISFACTION
Rachael E. Jones1, James K. McNulty1, Nickola C. Overall2
1Florida State University, 2University of Auckland
Two longitudinal studies of 251 newlywed couples demonstrated substantial within-person fluctuations in attachment security over the early years of marriage. Whereas between-person differences in attachment anxiety were negatively associated with relationship satisfaction on average, lagged multilevel analyses demonstrated that within-person changes in attachment anxiety were positively related to relationship satisfaction.

C42
DESIRABLE/CURRENT PARTNER ATTRIBUTES AND RELATIONSHIP SATISFACTION
Laura Alejandra Martinez1, Monica Munoz1
1Texas A&M International University
Correlations between ratings of ideal and current romantic partner attributes and relationship satisfaction were calculated. Current (vs. ideal) partner ratings were predicted to correlate positively with relationship satisfaction. Results indicated that relationship satisfaction was positively and significantly correlated with current partner ratings, with no significant relationships to ideal partner ratings.
C43  
DYADIC ASSOCIATIONS BETWEEN ADULT ATTACHMENT AND BODY MASS INDEX IN FIRST-TIME PARENTS.  
Emily L. Lukasik1, Britney M. Wardecker1, William J. Chopik1, Michael J. Shain1, Margaret P. Boyer1, Robin S. Edelstein1  
1University of Michigan  
We examined associations between attachment and changes in couples’ Body Mass Index (BMI) throughout pregnancy. Using the Actor-Partner Interdependence Model, we found that men’s anxious attachment predicted their own and their partner’s changes in BMI over time. Our findings highlight the importance of incorporating attachment orientation into health interventions during pregnancy.

C44  
INITIATING RELATIONSHIPS BY OFFERING BENEFITS: WHAT TECHNIQUES WILL WORK?  
Viktoria Krtizsan1, Arianne Eason2, Leigh Kathrine Smith2, Margaret S. Clark1  
1Yale University, 2University of Washington, 3University of Texas at Austin  
We explored effective ways to initiate relationships. We hypothesized that offering non-contingent (relative to contingent) benefits would effectively communicate interest in a communal relationships and that lowering the perceived cost to the donor would increase the likelihood of acceptance. In two survey studies we found clear support for both hypotheses.

C45  
NARCISSISM AND PERSPECTIVE- TAKING IN CLOSE RELATIONSHIPS: INCREASING SELF-OVERLAP AND RELATIONSHIP OPTIMISM  
Julie Longua Peterson1, Shelby E. Peterson1, Beth Giguere1  
1University of New England  
We explored the relation between narcissism, inclusion of other in self, and relationship optimism following a perspective-taking manipulation. Narcissists in the perspective-taking (vs. control) condition reported greater cognitive-overlap between representations of self and close other and more optimism about the future of their relationship. Non-narcissists did not differ across conditions.

C46  
THE DEACTIVATING ATTACHMENT STRATEGY: A LIMITED RESOURCE?  
Jonathan D. Renz1, Jeffery E. Aspelmeier1, Amanda M. Lessard1, Jenna E. McChesney1, Bryce R. Lewis1, P. Niels Christensen2  
1Radford University, 2University of North Carolina  
This study suggests the deactivating strategy thought to underlie dismissing attachment involves the use of self-regulatory resources that are subject to depletion. After completing an attachment essay, dismissing individuals persisted less on unsolvable anagrams, compared to secure and fearful participants. No significant group differences were found in other experimental conditions.

C47  
ATTACHMENT PRIMES AND SELF-ESTEEM: THE EFFECTS ON PROSOCIAL BEHAVIOR  
Sara Bozeman1, Carolin Showers1  
1University of Oklahoma  
We investigated prosocial outcomes following secure and insecure attachment primes. An interaction between priming condition and self-esteem revealed that individuals with high self-esteem and a secure prime behaved more prosocially. In two studies, high self-esteem individuals had less self-focused emotions, which mediated the association of relationship maintenance or helping.

C48  
FACEBOOK AND THE AGE OF SELFIES: CONFLICT AND CONSEQUENCES FOR TWO TYPES OF NARCISSISM  
Melissa A. Johnson1, Carolyn Cutrona1  
1Iowa State University  
Facebook conflict mediated the relationship between hypersensitive narcissism and loneliness and perceived social support, while grandiose narcissism demonstrated no relationship with Facebook conflict in predicting individual loneliness and social support. This indicates that different types of narcissists interact differently with social media platforms, such as Facebook.

C49  
THE ACTOR-PARTNER INTERDEPENDENCE MODEL IN INTIMATE RELATIONSHIPS RESEARCH: A SYSTEMATIC REVIEW  
Cynthia Mohr1, Lindsey Alley1  
1Portland State University  
This study systematically reviewed romantic relationship research employing the Actor-Partner Interdependence Model, in order to determine general patterns of findings regarding relationship functioning. Of the 18 studies providing analyzable results, we determined the degree of couple-orientation (vs. actor-orientation) via the k statistic for various relationship outcomes, including relationship satisfaction.

C50  
EFFECTS OF ATTACHMENT SECURITY PRIMING ON FOOD SHARING  
Reginald Eugene Brown III1, Omri Gillath1, Sabrina Gregersen1  
1University of Kansas  
The study examined the effects of attachment security priming on food sharing. Results provide further support to the association between closeness and food, showing that feeling secure increases the tendency to share food. This, for the first time, suggests the existence of a bi-directional link between love/security and food.

C51  
DOES PERCEIVED SOCIAL NETWORK APPROVAL INCREASE ROMANTIC RELATIONSHIP COMMITMENT BY REDUCING ROMANTIC RELATIONSHIP UNCERTAINTY?  
Ezgi Besikci1, Christopher R. Agnew1, Yu-yang Kenneth Tan1  
1Purdue University  
In a sample of 324 undergraduates involved in a romantic relationship, we assessed the mediating role of romantic relationship uncertainty in the association between normative beliefs and romantic commitment. Results from mediation analyses indicated that normative beliefs regarding one’s romance are significantly associated with commitment via uncertainty about the romance.

C52  
NEUROTIC PEOPLE BUFFER NEUROTIC PARTNERS AND DISAGREEABLE PEOPLE BUFFER DISAGREEABLE PARTNERS IN ROMANTIC RELATIONSHIPS  
John Kim1, Jeffery A. Simpson2  
1St. Olaf College, 2University of Minnesota  
Using the Actor-Partner Interdependence Model, we tested the question of whether or not the influence of neuroticism and agreeableness on relationship closeness was dependent on partner scores on those traits. We found that high-neurotic people were unaffected by high-neurotic partners, and that low-agreeable people felt especially close to low-agreeable partners.

C53  
PERCEIVED FAIRNESS AND RELATIONSHIP SATISFACTION DURING THE TRANSITION TO PARENTHOOD: THE MEDIATING ROLE OF SPOUSAL SUPPORT  
Alexandra Chong1, Kristin D. Mickelson1  
1Kent State University  
The current study examined the influence of perceived fairness of family labor on relationship satisfaction among new parents cross-sectionally at nine-months postpartum and longitudinally across the transition to parenthood. Results revealed emotional spousal support and negative interactions mediated the link between perceived fairness and relationship satisfaction, for mothers, but not fathers.
C54  
THINK YOURSELF BEAUTIFUL: THE IMPORTANCE OF SELF-VIEWS OF ATTRACTIVENESS TO INDIVIDUAL AND RELATIONSHIP WELL-BEING  
Karen Wu¹, Ellen Greenberger¹, Chuansheng Chen¹  
¹University of California, Irvine  
We examined the relative contributions of self-ratings, perceived partner-ratings, actual partner-ratings, and third-party ratings of attractiveness to self-esteem and relationship quality. Self-ratings and perceived partner-ratings of attractiveness predicted greater well-being. However, actual partner-ratings predicted greater relationship instability, and third-party ratings were unrelated to well-being.

C55  
SEEING EYE-TO-EYE BUT NOT THIGH-TO-THIGH: GENDER SIMILARITIES IN EROTOPHILIA AND DIFFERENCES IN DESIRES  
Jennifer A. Shukusky¹  
¹University of Texas at Austin  
Men have been found to be more erotophilic (open to sexual stimuli) than women. Here, men expressed interest in engaging in more sexual activities in 4 relationship types than women, but men and women did not differ on erotophilia scores. Evolutionary and social relationship theories are employed to discuss findings.

C56  
UNSUPPORITIVE INTERPERSONAL INTERACTIONS AND ADJUSTMENT AMONG CHINESE-SPEAKING BREAST CANCER SURVIVORS: A MEDIATION MODEL  
Jin You¹, Qian Lu¹  
¹University of Houston  
The study investigated the association of social constraints with adjustment to cancer and the underlying psychological pathways among Chinese-speaking breast cancer survivors. Results revealed that the negative relationship between social constraints and quality of life and such a relationship was explained by negative affect as well as the intrusive thoughts-affect links.

C57  
CULTURAL DIFFERENCES IN FEELINGS ABOUT PARENTAL EXPECTATIONS  
Amanda B. Jeans¹, Cynthia D’Cunha¹, Mingwei Zou¹, Julie A. Brunson¹, Camilla S. Overup¹, Linda K. Aciellini¹  
¹University of Houston  
Participants completed measures regarding perceptions of parental expectations, meaning of parental expectations, and feelings towards their parents. Results suggest that the increased parental expectations students from Eastern cultures perceive are associated with greater ambivalence towards their parents. However, this ambivalence is lessened if students perceive the expectations as positive.

C58  
TURNING THAT SMILE UPSIDE DOWN: USING FACIAL EMG TO LOOK AT ALTERNATIVE PARTNER DEROGATION  
Cassondra Faiella¹, R. Matthew Montoya¹  
¹University of Dayton  
This research was interested in determining how alternative partner derogation occurs. Participants rated attractiveness of potential dating partners while attached to facial EMG. Participants who thought about their current relationship partner first rated alternative partners less attractive, frowned more, and smiled less; providing evidence for an automatic derogation process.

C59  
INFORMATION SEEKING IN INTIMATE RELATIONSHIPS  
Devon Michelle Price¹, Jennifer Howell¹, Amanda Gesselman¹, James Shepperd¹  
¹University of Florida  
People generally want to know about their relationship partners, even if it is potentially threatening. We found that all people wanted information about their partner’s mental and physical health. However, participant’s sexual orientation and gender influenced in nuanced ways the information participants most wanted.

C60  
RESOLVING TENSION FROM THE THIRD-PARTY FORGIVENESS EFFECT  
Jaclyn M. Moloney¹, Chelsea A. Reid¹, Jody L. Davis¹, Jeni L. Burnette¹, Jeffrey D. Green¹  
¹Virginia Commonwealth University, ²University of Richmond  
Participants wrote about a time when they forgave a dating partner’s offense, but a close other did not (third-party forgiveness effect; Green, Burnette, & Davis, 2008). This forgiveness imbalance led to tension and diminution, which predicted reduced commitment toward the partner and more commitment towards the third party.

C61  
PLAYING HARD-TO-GET AND PURSUING OTHERS WHO PLAY: THE ROLE OF ATTACHMENT STYLE  
Catherine Nadeau¹, Juwon Lee¹, Omri Gillath¹  
¹Kansas University  
Two studies examined predictors of the tendency to play hard-to-get and pursue individuals who engage in such behavior. Results suggest that avoidingly attached individuals play hard-to-get to lower intimacy and increase reputation; whereas anxiously attached individuals pursue others who play hard-to-get to boost their self-esteem.

C62  
EMOTIONAL VARIABILITY PREDICTING CONFLICT IN ROMANTIC RELATIONSHIPS  
Jessica L. Borders¹, Ashley K. Randall¹, Emily A. Butler¹  
¹University of Arizona, ²Arizona State University  
Using diary data we examined the association of emotional variability and partners’ reports of conflict. Interesting gender differences emerged; when their partners were more emotionally variable, men reported more conflict whereas women reported less. Interestingly, both men’s and women’s emotional variability may impact relationship outcomes but in different ways.

C63  
DON’T HATE THE PLAYER, HATE THE PLAYBOOK: PERCEPTUAL, MOTIVATIONAL, AND BEHAVIORAL CONSEQUENCES OF EXPOSURE TO GENDER-TARGETED DATING SELF-HELP MESSAGES  
Kelley J. Robinson¹, Jessica J. Cameron²  
¹University of Wisconsin, ²University of Manitoba  
In two experiments, exposure to dating self-help messages intended for the opposite gender increased self-protective inclinations. Exposure to one’s own gender’s targeted messages had positive and negative impacts on perceptions of the dating scene, dating motivations, and self-presentation behavior. Messages in popular dating guides have real (and sometimes unintended) consequences.

C64  
COMPASSIONATE LOVE FOR A ROMANTIC PARTNER FACILITATES EMPATHIC ACCURACY  
Lauren A. Winczewski¹, Jeff Bowen¹, Nancy Collins¹  
¹UC Santa Barbara  
Compassionate love is characterized by an enduring desire to enhance a romantic partner’s well-being. The present study investigated the role of compassionate love in empathic accuracy, or the ability to accurately infer another’s innermost feelings. As predicted, participants high in compassionate love were more empathically accurate during a stressful discussion.
**C65**

**DOES FULFILLMENT OF SOCIAL AVOIDANCE MOTIVATION ENHANCE RELATIONSHIP SATISFACTION?**

Toshitiko Soma\(^1\), Tomomi Yamashita\(^2\)

\(^1\)Hiroshima University, \(^2\)Jumonji University

Employing a survey about relationships with friends, we showed that individuals with strong avoidance motivation reported behaving according to avoidance motivation and were more satisfied with their relationships than were individuals with weak avoidance motivation. Our results suggest that both approach motivation and avoidance motivation can enhance relationship satisfaction.

**C66**

**BETTER THAN BEING ALONE: LONGING FOR EX-PARTNERS OUT OF FEAR OF BEING SINGLE**

Stephanie S. Spielmann\(^1\), Geoff MacDonald\(^1\)

\(^1\)University of Toronto

Fear of being single (FOBS) leads people to pine for ex-partners. A correlational study showed FOBS mediated the association between anxious attachment and longing for an ex. An experimental study showed heightened FOBS increased longing for ex-partners. Desire to avoid being single is an important motivator for hanging onto ex-partners.

**C67**

**SEXUAL HEALTH STEREOTYPES: DO MONOGAMOUS PARTNERS HAVE LOWER STI RISK THAN CONSENSUALLY NONMONOGAMOUS PARTNERS?**

Justin J. Lehmiller\(^1\)

\(^1\)Harvard University

Sexual health history and practices of monogamous and consensual non-monogamous (CNM) romantic partners were compared. Although CNM participants reported more lifetime sexual partners than monogamous participants, frequency of STI diagnoses did not differ across groups, perhaps because monogamous participants had lower rates of condom use a high prevalence of infidelity.

**C68**

**WHEN RELATIONSHIPS ARE ALL ABOUT ME: SELF-PRESENTATION AND AGGRESSION TOWARD INTIMATE PARTNERS**

Camilla Stine Ovenp\(^1\), Angelo M. DiBello\(^1\), Linda K. Acitelli\(^2\), Clayton Neighbors\(^1\)

\(^1\)University of Houston

Participants completed measures of self-presentation, relationship outcomes (trust, satisfaction), and intimate partner violence (IPV) perpetration. IPV perpetration was associated with poorer relationship outcomes through assertive self-presentation for women. Female perpetrators may engage in self-presentation as a function of ego involvement.

**C69**

**DAILY WORK ENGAGEMENT, DAILY MARRIAGE AND LIFE SATISFACTION AMONG DUAL-EARNER COUPLES: AN EXPERIENCE SAMPLING STUDY**

Nan Wang\(^1\), Zhaoli Song\(^1\), Christian Domann\(^1\), Wen-dong Li\(^3\)

\(^1\)National University of Singapore, \(^2\)University of Mainz, \(^3\)Kansas State University

The current study examined whether individuals’ positive work experience can influence their partners’ marriage and life satisfaction. Results showed that work engagement was positively associated with partner-reported marriage and life satisfaction through increased positive emotion display, decreased negative emotion display, and increased occurrence of interpersonal capitalization.

**C70**

**A JOURNEY TO THE DARK SIDE: EVERYDAY SADISM AND THE DARK TETRAD OF PERSONALITY**

Erin E. Buckels\(^1\), Delroy L. Paulhus\(^2\)

\(^1\)University of Manitoba, \(^2\)University of British Columbia

Sadism – newly added to the Dark Tetrad – has rarely been studied in personality research. We examined correlates in four studies. Results indicate that enjoyment of cruelty is not domain specific, but differences between direct and vicarious sadism are manifest in implicit and explicit behavior. Apparent pain perception bias informs theory.

**C71**

**EMBODIED PROCESSES ARE MODERATED BY THE SITUATION: WARMTH, THREAT, AND THE DESIRE FOR AFFILIATION**

Adam Fay\(^1\), Jon Maner\(^2\)

\(^1\)Florida State University

Links between physical warmth and social affiliation depend on social context. In two experiments, warmth increased participants’ affiliative motivations after a threat prime, but not after a control prime. Understanding of links between physical and psychological states is enhanced through the study of moderating factors, such as social context.

**Groups/Intragroup Processes**

**C72**

**ASSIMILATION THROUGH IDENTIFICATION: GREEK IDENTITY STRENGTHENS AS MEMBERS INVEST IN FRATERNITIES AND SORORITIES OVER TIME**

Rosanna E. Guadagno\(^1\), C. Veronica Smith\(^2\), Patrick J. Ewell\(^3\), Gregory D. Webster\(^4\)

\(^1\)National Science Foundation, \(^2\)University of Mississippi, \(^3\)The University of Alabama, \(^4\)University of Florida

We examined whether group identification strengthens over time by assessing members of sororities and fraternities identification with the Greek system 8 weeks apart. The measure was reliable at both time points, but item cohesion (alpha) was significantly higher at Time 2, suggesting that group identification strengthens as group membership persists.

**C73**

**SEXUAL SELECTION STRATEGY AND SEXISM IN THE GREEK SYSTEM: MATING STRATEGIES REPRESENTED IN GREEK LIFE**

Patrick J. Ewell\(^1\), C. Veronica Smith\(^2\), Rosanna E. Guadagno\(^3\)

\(^1\)The University of Alabama, \(^2\)University of Mississippi, \(^3\)National Science Foundation

We compared sexism and sexual strategies between students in the Greek system versus unaffiliated students. Study 1 initially compared the two samples. Study 2 followed Greek members over time. Regardless of time in the organization, only fraternity men reported higher levels of hostile sexism and more unrestricted sexual strategies.

**C74**

**GET YOUR FREAK ON TO GET YOUR GREEK ON: A LONGITUDINAL SOCIAL NETWORK ANALYSIS OF FRIENDSHIPS, SEXUAL BEHAVIOR, AND GREEK IDENTITY IN FRATERNITIES AND SORORITIES**

Gregory D. Webster\(^1\), Patrick J. Ewell\(^1\), Rosanna E. Guadagno\(^2\), C. Veronica Smith\(^4\)

\(^1\)University of Florida, \(^2\)The University of Alabama, \(^3\)National Science Foundation, \(^4\)University of Mississippi

We surveyed five fraternities and sororities three times, asking members how close they felt to each other. Social network analyses revealed that Greek identity and sexual promiscuity were positively related to popularity and gregariousness. Over time, having more sexual partners was related to increased popularity in fraternities but not sororities.
Judgment/Decision-Making

C75
FINDING MEANING IN ABSTRACT PAINTING: A CONSTRUAL LEVEL PERSPECTIVE.
Masanori Oikawa¹, Haruka Oikawa¹
¹Doshisha University

We examined how psychological distance affects sense making in abstract painting. Participants became slower to classify paintings as abstract (vs. representational) when it appeared distant (vs. close). This is consistent with the notion that abstract construal helps to find meaning in abstract painting, paradoxically making it seem more representational.

C76
DO WE PUNISH THE ROBOT?: EFFECTS OF AGENCY ON ENDORSING PUNISHMENT
Gale M. Lucas¹
¹University of Southern California, Institute for Creative Technology

While computers-as-social actors theory implies that people may punish machines for undesirable behavior just like humans, perceptions of “free will” also affect recommendations for punishment. Participants endorsed less punishment for either machines or humans whose undesirable behavior was both caused by a flaw in “hard-wiring” and not preventable by punishment.

C77
THE UNCONSCIOUS THOUGHT EFFECT: AN ATTEMPTED REPLICATION AND SEARCH FOR CAUSAL MECHANISMS
Eric Elias¹, Scott Trimble¹, Toni Falbo¹
¹University of Texas at Austin

After conducting a systematic review of the literature, this study attempted to a) replicate the unconscious thought effect (UTE) under ideal conditions, and b) discriminate among four competing explanations for the effect, if one was found. Results did not indicate a UTE effect.

C78
OWNING THE EXPERIENCE: HOW POSSESSIONS SHAPE OUR MEMORY AND DECISIONS
Julia D. Hur¹, Loran Nordgren¹
¹Northwestern University, Kellogg School of Management

We suggest that sense of ownership can be extended to experiences through material possessions. This ownership of an experience produces favorable memories of it, but it also decreases motivation to repeat the experience. Two experiments demonstrate the effects of possessions on satisfaction, positive evaluation, and motivation to repeat the experiences.

C79
GIST MEMORY DOES NOT FULLY ACCOUNT FOR UNCONSCIOUS-THOUGHT EFFECTS: DISTRACTION FACILITATES DECISION MAKING (FOR SOME) EVEN WHEN GIST MEMORY IS MISLEADING
Andrew Michael Rivers¹, Ian M. Handley², Kristi Steffani², Katie Garrison², Ryan K. Victor²
¹University of California-Davis, ²Montana State University

The current experiment tested predictions of Unconscious-Thought Theory and Fuzzy-Trace Theory as alternative explanations for the ‘Unconscious Thought Effect.’ Only consistent with UTT, participants formed good judgments in line with a new goal provided just after information presentation, followed by a distraction period. This observation was significant for participants who were comfortable with ambiguity.

C80
IT’S A TRAP!: INSTRUMENTAL MANIPULATION CHECKS ENCOURAGE REFLECTIVE RESPONDING
Aashna Sunderrajan¹, David James Hauser¹, Norbert Schwarz¹
¹University of Michigan, Ann Arbor

Researchers use instrumental manipulation checks (IMCs) to identify inattentive participants. Since IMCs attempt to trick participants into responding incorrectly, participants may approach subsequent questions with greater suspicion. Confirming this, participants performed better on the Cognition Reflection Task after than before exposure to an IMC, indicating lower reliance on intuitive processing.

C81
WHY TIME PASSED FAST? THE UNDERLYING PROCESSES OF THE EXPERIENCE OF THE SPEED OF TIME PASSAGE
Xiaojian Li¹, Michael Häfner², Gün Semin¹, Margarida Garrido²
¹Utrecht University, ²ISCTE-Instituto Universitário de Lisboa

In seven experiments, we investigated the role of the amount of incoming information on the perception of time passage. We found that the more information is coming in (and the higher the frequency at which the information is presented), the faster time seems to pass by.

C82
DEVELOPMENT OF AN INFORMATION SEEKING SCALE FOR DIFFERENT DOMAINS
Brock Brothers¹, Jennifer Vonk¹
¹Oakland University

We developed a scale to assess information-seeking strategies in different domains. Pilot studies revealed expected results in that different information seeking styles could be predicted by cognitive styles and religious beliefs. However, the current study aims to further validate the psychometric properties of the scale.

C83
EXPECTANCY MINDSETS IMPAIR FLEXIBILITY
John Solarapp¹, Heather Barry Kappes²
¹New York University, ²London School of Economics and Political Science

Participants who had to generate expectations demonstrated impaired flexibility in two studies and the use of expectancy words in companies’ annual shareholder letters predicted lower earnings the following year. These results suggest that generating expectations results in a mindset that hinders flexibility with which individuals and organizations address unexpected challenges.

C84
PLAYING IT SAFE, IMPULSIVELY: COGNITIVE REFLECTION REDUCES RISK AVERSION
Tianwei Liu¹, Michael D. Robinson¹
¹North Dakota State University

Our intuitions to the contrary, playing it safe may actually be an impulsive reaction. In economic games, support was found for this idea. Faster choices were risk averse in both between-subjects (Study 1) and within-subjects (Study 2) designs and people lower in reflection ability also avoided risks (Study 3).

C85
IDEOLOGICAL REASONING: IDEOLOGY IMPAIRS SOUND REASONING
Anup Gampa¹, Matt Motyl¹, Brian Nosek¹
¹University of Virginia

We investigated the effect of ideology on the evaluation of the logical quality of arguments. Participants rated political arguments on the extent to which the argument was logically sound. Liberals (conservatives) found sound and unsound liberal (conservative) arguments more sound than sound and unsound conservative (liberal) arguments.
C86 EVALUATIVE CATEGORIZATION: FINER DISCERNMENT OF PREFERRED OBJECTS
Brittney Becker1, Rachel Smallman1, Neal J. Roese2
1Texas A&M University, 2Northwestern University
Preferences create passion, and with greater passion come greater elaboration of details for preferred objects. The current research presents three studies to determine whether people make finer distinctions on evaluative scales for objects they like versus dislike, and whether they find greater distinctions more meaningful for preferred objects.

C87 CONSIDERING ROADS TAKEN AND NOT TAKEN: HOW TEMPORAL DISTANCE INFLUENCES THE ACCESSIBILITY OF CHOSEN AND NON-CHosen OPTIONS
Greta Valentti1, Lisa K. Libby2
1Birmingham-Southern College, 2Ohio State University
After making a choice, people can frame that choice event in terms of the chosen or non-chosen option. This experiment manipulates past temporal distance from a hypothetical choice event and demonstrates that decreasing temporal distance increases the accessibility of the non-chosen option without changing the accessibility of the chosen option.

C88 THE EFFECTS OF SOCIAL STEREOTYPES ON MORAL JUDGMENT
Qiao Chu1, Daniel Grünhi1
1North Carolina State University
The present study investigated the effects of social stereotypes of age and sex on moral judgment. 608 adults judged five moral scenarios varying systematically in the age and gender of perpetrators and victims. Results provide evidence for the important role of automatic socioemotional processes in directing moral judgment.

C89 SELF-REGULATION IN DECISIONS FOR OTHERS VERSUS THE SELF
Stephanie Komoski1, Eric R. Stone1
1Wake Forest University
Depletion increases heuristic-based decision making for self-decisions, but what about decisions for others? Participants completed a depleting or non-depleting task and made decisions for themselves or a friend. As predicted by Social Values Theory, participants’ decisions for others were unaffected by depletion; however, depletion did not affect self decisions either.

C90 CONVERSATIONAL NORMS INFLUENCE THE CREDIBILITY OF A MESSAGE
Alex Koch1, Hans Alves1, Christian Unkelbach1
1University of Cologne, Germany
Evidence suggests a negativity bias in judgments of truth (Hilbig, 2009; 2012). However, re-using the claims used in those studies, our follow-up studies show that this systematic credibility difference is not due to valence but rather varying degrees of accordance with conversational norms (e.g., Grice, 1975).

C91 SOCIAL COMPARISON AND RISK-TAKING: THE ROLES OF SOCIAL STATUS AND COMPARISON REFERENT
Heather M. Haught1, Jason Rose1, Jill A. Brown1, Andrew Geers1, Ryan Corser1
1University of Toledo
People’s tendencies to take risks vary depending upon a variety of individual and contextual factors. We investigated how risk-taking differs by social status and comparison referent. Results revealed that social status impacts risk-taking differently depending upon whether people received status feedback relative to a local or global referent.

C92 BETTER, FASTER, STRONGER? THE RELATIONSHIP BETWEEN IMPORTANCE, CLARITY, AND OVERCONFIDENCE
Jennifer M. Logg1, Uriele J. Haran1, Don A. Moore1
1UC Berkeley, 2Ben Gurion University
Does motivation to self-enhance inflate overconfidence and does clarity deflate it? We examine (1) whether importance of a trait increases overconfidence and (2) whether personalized trait definitions exacerbate this effect. Our results show that importance of a trait’s importance, clarifying a trait’s meaning with specific behaviors attenuates overconfidence.

C93 REWARDING INTUITION: THE DAMAGING EFFECT OF EXTRINSIC MOTIVATION ON THE UNCONSCIOUS COMPONENTS OF INTUITION
Shannon K. Pinegar1, Marissa Uhr1, Keith D. Markman1
1Ohio University
Extrinsic motivation worsens intuition through unconscious processing. When offering top performers a $50 reward, performance worsened on an intuition task, via intuitive confidence (study two) or intuitive decision-making (study one). By implementing the process dissociation procedure, motivation was found to worsen intuition by directly impacting unconscious processing (study 3).

C94 A PROTOTYPE STUDY OF EVIL
Efrem Mauro Violato1, John Ellard1
1University of Calgary
A prototype method was used to identify different aspects of evil. Participants generated related words and how strongly they identified these words with evil. This was used to generate concepts seen as prototypical of evil. A good foundation for developing a prototype understanding of evil was developed.

C95 STEREOTYPES AND LEGAL DECISION MAKING
John G. Conway1, Scott R. Tindale2
1University of Florida, 2Loyola University Chicago
Three independent variables were examined, the race of an offender, the race of the victim, and the type of crime committed. The impact of these factors were measured to determine their effect on a number of variables. Findings revealed several main effects as well as race and crime type interactions.

C96 FACE VALUE PLAUSIBILITY, SEMANTIC CUE CONCRETENESS, AND SOCIAL COUPON PURCHASING-DECISION
Chinintorn Naktha1
1University of South Florida
This paper shows that consumers prefer social coupon (SCs) featuring a low-implausible face value when a coupon price exceeds willingness to prepay for an SC. Consumer aversion to pain of prepayment is an underlying process. Furthermore, the deal with concrete semantic cues attenuates this pain of prepayment aversion effect.

C97 A CRISIS OF CHOICE: REGULATORY FOCUS AND MODE PREDICT DIFFERENCES IN THE NEGATIVE EFFECTS OF MAXIMIZATION
Jeffrey Hughes1, Abigail A. Scholer1
1University of Waterloo
Although maximizing (seeking the absolute best option) is associated with lower satisfaction, some forms may be adaptive. We found that while assessment mode predicted high standards and decision difficulty, promotion focus only predicted high standards. In turn, decision difficulty predicted frustration on a choice task, whereas high standards did not.
Do we compare people in the same way as numbers? In three experiments, we demonstrate that social comparisons of attractiveness and trustworthiness obey a similar distance effect as comparisons of numbers and other simple nonsocial magnitudes. These results suggest that personal characteristics are spatially represented along a mental line.

C104
WHETHER I TRUST YOU IS UP TO WHAT YOU CAN CONTROL: EFFECTS OF PERCEIVED BEHAVIORAL AND EMOTIONAL SELF-CONTROL ABILITY ON DECEPTION JUDGMENT
Song Wu1, Hong Zou1, Wei Cai1, Shenghua Jin1
1Beijing Normal University, School of Psychology
Four studies demonstrated perceived behavioral self-control (BSC) and emotional self-control (ESC) have different effects on deception judgment. Results showed participants considered individuals with high BSC are more truthful than individuals with low BSC, and regarded the individuals with high ESC are less truthful than individuals with low ESC.

C105
PAST ACHIEVEMENT AND FUTURE POTENTIAL: THE ROLE OF CERTAINTY IN UNDERSTANDING THE TWO PATHS TO EVALUATIVE DECISIONS
Tzu-Yin Kuo1, Siran Zhan1, Shanhua Basu2, Neha Agarwal1
1Nanyang Technological University
We aim to understand when and why future potential versus past achievement is used during evaluation. As hypothesized, we found that under conditions of certainty, inferred past achievement is used to make decisions; conversely, under conditions of uncertainty, inferred potential is used. Additional evidence suggests effort justification occurs under uncertainty.

C106
THE COSTS AND BENEFITS OF POSITIVE ILLUSIONS IN COMPETITIVE CONTEXTS
Pinar Fletcher1, Francesca Gino1, Michael Norton1, Max Bazerman1
1Harvard Business School
In two laboratory experiments, sellers display positive illusions about the value of their products. Positive illusions are strongly correlated with communicated biases (positively-biased information conveyed to buyers) and have asymmetric effects on sellers and buyers. Sellers benefit from their illusions by selling more while buyers get saddled with inferior products.

C107
CULTURAL DIFFERENCES IN OPPORTUNITY COST CONSIDERATION
Ning Zhang1, Li-Jun JI1, Ye L1
1Queen’s University; 2Huazhong Normal University
Cultural differences in opportunity cost consideration were explored across two studies between Chinese and European Canadians. The results demonstrated that Chinese were more likely to consider opportunity cost than European Canadians indexed both by their purchase decisions and presence of opportunity cost thoughts during the decision process.

C108
INTERPRETING EXPERT DISAGREEMENT: THE INFLUENCE OF DECISIONAL COHESION ON THE PERSUASIVENESS OF EXPERT GROUP RECOMMENDATIONS
Ashley M. Votruba1, Virginia S.Y. Kwan2
1Arizona State University/Sandra Day O’Connor College of Law; 2Arizona State University
A series of studies examined the effects of decisional cohesion (level of agreement among experts) on the persuasiveness of the recommendation. Results showed that the greater the decisional cohesion of the expert group the more persuasive their recommendation. Analyses indicate that perceived entitativity – the perceived group cohesiveness – mediated this relationship.
C109
PICKING VERSUS SPLITTING: DEFAULT CHOICES AND FAIRNESS IN ALLOCATING RESOURCES
Lindsay Juarez1, Timothy Wilson1
1University of Virginia
When dividing resources between appealing alternatives, such as donating money to two charities, a majority of people chose to split the resource equally, even when benefit to all was maximized by picking one. In a pair of studies, we explored possible interventions to create more thoughtful decisions.

C110
SHOULD I STAY OR SHOULD I GO?: MECHANISMS UNDERLYING SUCCESSFUL ACTION/INACTION TACTIC COORDINATION.
Joshua Buchanan1, Christopher R. Chartier1, Amy Summerville1
1Miami University
Research on tacit coordination, i.e. coordination without communication, has not sufficiently addressed how people decide whether or not to engage in a given action. We examined individuals’ predictions and performance in matching and mismatching tacit coordination tasks involving these choices, and highlight the roles of anticipated regret and iterative reasoning.

C111
RESPONSIBILITY EXPLAINED AWAY: THE EFFECTS OF DIFFERENT ATTRIBUTIONAL ACCOUNTS OF WRONGDOING ON LAYPEOPLE’S PERCEPTIONS OF RESPONSIBILITY ASSIGNMENT
Leonard S. Newman1, Ying Tang1
1Syracuse University
When given dispositional, situational, and neurological conclusions about causes of transgressive behavior, laypeople perceived psychologists presenting neurological accounts to be more exonerating, followed by situational and then dispositional accounts. Their own responsibility assignments to the wrongdoer were consistently greater in each account and were more similar across attributional accounts.

C112
THIRD-PARTY DECISION-MAKING UNDER RISK
Annabel Losecaat Vermeer1, Alan Sanfey2
1Behavioural Science Institute, Radboud University Nijmegen. Donders Institute for Brain, Cognition and Behaviour, Nijmegen. 2Behavioural Science Institute, Radboud University Nijmegen. Donders Institute for Brain, Cognition and Behaviour, Nijmegen. University of Arizona
We aimed to explore how third-party decision-making influences risk preferences, particularly whether these decisions induce more deliberative “cold” decision-making, resulting in less susceptibility to reflection effects. Deciding for third-party reduced susceptibility to reflection effect biases, due to a decreased psychological distance to the feedback, consequently more deliberative decisions.

C113
AGENCY, RISK AND RESPONSIBILITY JUDGMENTS
Gro Hege Haraldsen Nordbye1, Karl Halvor Teigen1
1University of Oslo
How responsible are you for an action, and how responsibly do you act? Three experiments show that decision makers are given more responsibility when choosing the more risky option. On the other hand they are viewed as acting less responsibly. Thus these judgments should be distinguished as having different, determinants.

C114
WHO CAN WAIT FOR THE FUTURE? A PERSONALITY PERSPECTIVE
Vaishali Mahalingam1, David Stillwell2, Michal Kosinski2, John Rust2, Aleksandr Kogan1
1University of Cambridge
Who can wait for larger, delayed rewards rather than smaller, immediate ones? We found that greater discounting was predicted by low openness and conscientiousness, and higher extraversion and neuroticism. Smaller amounts were discounted more than larger amounts; furthermore, amount magnified the effects of openness and neuroticism on delay discounting.

C115
I AM STRONG TO THE FINISH, CAUSE I EATS ME SPINACH! THE INFLUENCE OF SUSTAINABLE-CONSUMPTION MESSAGES ON CONSUMERS’ JUDGMENTS OF SIMPLE VERSUS SOPHISTICATED GOODS AND SERVICES
Vera Herédia Colaço1, Rita Coelho do Vale2
1NOVA School of Business and Economics, 2CATÓLICA-LISBON School of Business and Economics
Across three experiments the authors show that when higher (lower) sustainable-consumptions message appeals are presented, the simpler (more sophisticated and sexy) the item is portrayed to be, the better is its perceived quality and the process by which sustainability impacts willingness to pay is mediated by enjoyment perceptions.

C116
PSYCHOLOGICAL DISTANCE AS MODERATOR OF DECISIONS UNDER RISK
Martina Raue1, Bernhard Streicher1, Eva Lermer1, Dieter Frey2
1Ludwig Maximilian University Munich
In two studies, we examined how psychological distance influences risky choices. Participants were more risk-seeking when risky choice problems were framed as psychologically distant than when framed as psychologically close. The moderating role of psychological distance on Prospect Theory is discussed.

C117
YOUR COST OR MY BENEFIT?: EFFECTS OF CONCESSION FRAMING IN NEGOTIATIONS
Nazi Turan1, Rosalind M. Chow1, Laurie R. Weingart1
1Carnegie Mellon University
Three studies examine the effects of framing a concession to emphasize conceder-cost versus receiver-benefit. Concessions emphasizing conceder-cost lead to higher economic, but lower subjective, outcomes for concession recipients. These effects are mediated by negative perceptions of the conceder.

C118
DISTINCT OXYTOCIN EFFECTS ON PAROCHIAL COOPERATION IN INTUITIVE AND REFLECTIVE MINDS
Yina Ma1
1Dartmouth College
People prefer to cooperate with in-group members. How does such parochial cooperation come to mind? Here we show that people are predisposed to indiscriminate cooperation and increased parochial cooperation in reflective minds. Moreover, intranasal oxytocin treatment increased in-group bias in intuitive minds but decreased in-group bias in reflective minds.

C119
THE PSYCHOLOGY OF LEAVING THINGS BEHIND, FROM PARTIES TO PARTNERS
Ovul Sezer1, Michael I. Norton1, Francesca Gino2
1Harvard Business School / Harvard University, 2Harvard Business School
Four experiments explore the psychology of leaving things behind, from jobs to romantic partners to parties. Leaving things behind prompts people to assess their impact on their environments – leading them to hope that things go badly to prove their worth.
C120
THAT EXPIRES TOMORROW? EXPiring GIFTS AND CONSUMER REACTANCE
Gabriel E. Gonzales1, Marc Sestir2, Lindsay A. Kennedy3
1Hendrix College, 2University of Central Arkansas

Researchers, via a fictitious marketing survey, gave participants movie theater gift cards that either expired in 2 weeks or didn’t expire. Analyses indicated those who received an expiring card were more likely to use the card, but reported lower interest and liking for the providing company.

C121
FROM EAST TO WEST: THE ROLE OF ACCESSIBILITY IN EGOCENTRIC COMPARATIVE JUDGMENTS
Colton B. Christian1, Sara D. Hodges1, I-Ching Lee2
1University of Oregon, 2National Chengchi University

Previous research shows that self-other comparisons tend to be egocentric. With data from the U.S.A. and Taiwan, we examined whether accessibility of self judgments may explain this egocentrism. As self-accessibility increased, so too did the egocentrism of comparative ratings. Importantly, this finding was not moderated by culture or independent self-construal.

C122
THE EFFECTS OF INTUITIVE VERSUS RATIONAL THINKING STYLES ON ILLUSORY PATTERN PERCEPTION AND CREATIVITY
Jungwoo Ha1, Jennifer Whitson2, Gillian Ku3
1London Business School, 2University of Texas- Austin

The increased incidence of schizophrenia in creative professions implies connections between creativity and illusions. Two studies show intuitive thinking styles – both primed and naturally occurring – create a greater level of illusory pattern perception than rational thinking styles. A final study explores the effects of rationality versus intuition on creativity.

C123
EVIDENCE THAT EITHER RATIONAL OR EXPERIENCE-BASED PROCESSING STYLES INFLUENCE UNCONSCIOUS THINKING EFFICIENCY.
Andrew Wilhelm Manigault1, Ian Handley2, Andrew Rivers2, Katie Garrison1
1Montana State University

The present research sought to demonstrate individual differences that can moderate the quality of attitudes formed through unconscious thinking processes. Presently, we find that individuals who have a dominant rational or experience-based thinking style render better attitudes in unconscious thought conditions relative to individuals who engage both or neither style.

C124
HOW TO IMPROVE RISK ASSESSMENT? THE INFLUENCE OF CONSTRUAL LEVEL ON RISK ESTIMATES
Eva Lemer1, Bernhard Streicher2, Rainer Sachs3, Martina Raue1, Dieter Frey4
1Ludwig Maximilian University Munich, 2Munich Re

In three studies we explored the influence of abstract and concrete thinking (construal level) on risk estimates. Results showed: Concrete thinking (vs. abstract) leads to lower risk estimates. Furthermore, this effect seems to be unrelated to unrealistic optimism and appears to be useful to improve accuracy of risk estimates.

C125
ALTRUISTIC PATIENCE: WHEN GIVING MORE BEATS GIVING NOW
Sachin Banker1
1Princeton University

People consider the welfare of others when making decisions, often involving tradeoffs in benefits others receive at different points in time. Intertemporal choices that people make when the consequences are not directly experienced by the decision maker can exhibit biases, and this work in particular identifies a bias towards patience.

C126
THE POWER TO CONTROL TIME: POWER INFLUENCES HOW MUCH TIME (YOU THINK) YOU HAVE
Alice Moon1, Serena Chen1
1University of California, Berkeley

Powerful individuals believe they have control over outcomes that they could not possibly control, such as the outcome of a die roll. Across five studies, we found that this illusion of control leads high-power individuals to perceive having more available time than low-power individuals. Implications of the power-time link are discussed.

Methods/Statistics
C127
FINDING HIDDEN POPULATIONS THROUGH ONLINE CROWDSOURCING METHODS
Peter J. Martin1, Victoria Springer2, James T. Richardson1
1University of Nevada

This study assessed the presence of hidden populations in the U.S. on Amazon’s Mechanical Turk (MTurk). Results indicate hidden populations on MTurk differ from national estimates. Immigrants and non-citizens were under-represented; IV drug users, religious minorities, and LGBTQ individuals were over-represented. MTurk may be useful tool to reach hidden populations.

C128
FALSE-POSITIVE INFLATION VIA QUESTIONABLE SCALE CONSTRUCTION PRACTICES
Joe Roberts1
1The Ohio State University

A computer simulation extends Simmons et al’s (2011) examination of researcher degrees of freedom. A questionable scale-construction practice generates false positives at high rates vs reported alpha level. False-positive inflation due to this practice is resistant to suggested methodological remedies (requiring high sample size & scale consistency, etc.).
In two experiments, the Brief Implicit Association Test (BIAT) was found to be sensitive to experimentally induced favoritism toward and identification with the newly formed ingroup and responsive to the threat effect on intergroup attitudes and further predictive of resultant intentions to boycott, indicating experimental validity of the BIAT.
C142
THE ROLE OF SHARED VALUES IN MORAL CONFLICT: DIVerging EVALUATIONS OF THE SELF AND THE MORAL REFUSER
Florien Cramwinckel1, Kees Van den Bos2, Eric Van Dijk3, Anneke Bruin1, Simone van Oudvorst1, Marjan Van Sprakelar4
1Utrecht University, 2Leiden University
Participants wrote a pro-/ anti-gay essay and were confronted with someone who refused this task on moral grounds. Participants evaluated refusers more positively when the refuser shared their pro-gay values, but evaluated themselves more negatively. Negative self-evaluation occurred only when participants had behaved in contrast with their own moral values.

C143
IDEOLOGY-SPECIFIC PATTERNS OF MORAL INDIFFERENCE PREDICT INTENTIONS NOT TO VOTE
Kate M. Johnson1, Ravi Iyer1, Sean P. Wojcik2, Stephen Vaisey3, Andrew Miles3, Veronica Chu1, Jesse Graham3
1University of Southern California, 2University of California Irvine, 3Duke University
Results from a nationally-representative survey and five large, ideologically diverse samples provide evidence that past non-voting behavior and explicit intention not to vote in the future are associated with lower endorsement of moral concerns and values, and more specifically, mismatch with the moral concerns most associated with one’s ideological group.

C144
CONTAMINATION AND CONDEMNATION: EXAMINING IMPlicit AND EXPlicit ATTITUDES ABOUT HARM AND PURITY IN THE CASE OF SEXUAL ASSAULT
Laura N. Young1, Liane Young1
1Boston College
This research explored the social judgment of sexual crime victims and the concept of contamination by measuring implicit and explicit associations between sexual crimes and contamination in individuals online. Both explicit and implicit associations between sexual crimes and contamination were predicted by moralization of respect for authority and sexism.

C145
GROUP ENTITIES AS VICTIMS: THE INFLUENCE OF MENTAL STATE ATTRIBUTIONS TO CORPORATIONS UPON MORAL RESPONSIBILITY.
Curtis Puryear3, Stephen Reysen1
1Texas A&M University-Commerce
Two studies investigated mental attributions and moral responsibility in the context of groups. In Study 1, framing a corporation as a victim alleviated responsibility for a transgression. Study 2 distinguished between attributions at the group and member levels. Participants then deemed the corporation responsible regardless of its victim status.

C147
LAY BELIEFS CONCERNING THE RELATIONSHIP BETWEEN MENTAL AND PHYSICAL EXPERIENCE
Patrick M. Egan1, Edward R. Hirt1
1Indiana University
Participants completed a series of questions regarding the perceived relationship between mind and body, as well as numerous individual difference measures hypothesized to correlate with these mind-body beliefs. Several significant patterns emerged, suggesting mind-body dualism as a viable individual difference measure. Implications and future directions will be discussed.

C148
MORALITY IS ABOUT INTERPERSONAL RELATIONSHIPS: RELATIONAL DYNAMICS AND THEIR IMPACT ON MORAL JUDGEMENT
Ain Simpson1, Simon M. Laham1
1University of Melbourne, Australia
The role of relational factors in moral judgement is under-researched. Violations were judged differently depending on the relationship in which they occurred, and how individuals construed these relationships. Also, support for moral issues varied based on how their relational properties were construed. Findings highlight the importance of relational cognition in moral psychology.

C149
IS INFIDELITY WRONG? IT DEPENDS ON SEXUAL ORIENTATION
Sarah Taylor1, Mark Aliche1
1Ohio University
This research examined moral judgments of infidelity committed within either gay or straight relationships and in either normative (straight) or non-normative (gay) directions. Anger and disgust predicted moral judgments, particularly for infidelity in a non-normative direction. Further, infidelity was judged more harshly within straight relationships compared to comparable gay relationships.

C150
CONSTRUAL LEVEL MODERATES THE RELATIONSHIP BETWEEN POLITICAL IDEOLOGY AND MORAL REACTIONS TO PHYSICAL INTIMACY BETWEEN GAY MEN
Ross Rogers1, Matthew Vess1, Clay Roulston2
1Ohio University, 2Montana State University, 3North Dakota State University
In Study 1, political ideology predicted moral negativity toward male same-sex intimacy more strongly when participants adopted an abstract (vs. concrete) construal level. This pattern was generally replicated in Study 2 when the moral value of purity was primed, but was reversed when the moral value of fairness was primed.

C151
MORALITY BY CONSEQUENCES: PREDICTING THE EFFECT OF OUTCOMES ON MORAL JUDGMENTS
Michael A. Frechen1
1Ohio University
Participants evaluated scenarios involving moral decisions and predicted how their judgments would change if positive and negative outcomes were later revealed. Participants’ moral frameworks (consequentialist versus deontological) better predicted actual change in judgments compared to their own predictions of how their judgments would change if the identical outcomes were revealed.

C152
CHECKING ETHICAL BLIND SPOTS: BEING AWARE OF POTENTIAL HARM
Sean Malahy1, Benoit Monin1
1Stanford University
In three studies, we found that the cognitive accessibility of constructs that may be negatively impacted (e.g., worker, family) increased opposition to ethically-ambiguous actions. These findings suggest that variations in accessibility of relevant, negatively impacted constructs may contribute to perceiving an ambiguous target as possessing ethical relevance.

C153
ABSOLUTE CORRUPTION MOTIVATES EMPOWERMENT ABSOLUTELY
Nicholas A. Hays1, Noah J. Goldstein2
1NYU, 2UCLA
Contrary to the belief that power corrupts, we demonstrate that the opportunity to behave unethically increases the desire for power. Furthermore, people who take advantage of opportunities to behave unethically desire power to enrich themselves whereas people who refrain from behaving unethically desire power to enforce rules.
MORAL PRINCIPLES AND COGNITIVE LOAD

Jeffrey S. Robinson¹, Jason E. Plaks¹
¹University of Toronto

How stable are people’s moral judgments? Participants made judgments in deontological/utilitarian dilemmas. Afterward, participants were asked if they wanted to change their mind. Those who initially chose the deontological option were more likely to switch to the utilitarian option. This relationship was mediated by lower moral identity.

Relating Moral and Physical Attributes

Perceptions of physical stature are influenced by morality. A person perceived as taller when depicted as highly moral rather than highly sociable (Study 2). Morality thus influences the visual perceptual system impacting impressions of others.

MORAL IDEAL SELF SCALE (MISS): A POSSIBLE SELVES APPROACH TO MEASURING MORAL IDENTITY

Rimma Teper¹, Alexa Tullett², Elizabeth Page-Gould¹, Michael Inzlicht²
¹University of Toronto, ²University of Alabama

We developed a possible selves measure of moral identity, tested age and gender differences, examined links to outcomes, and assessed mediators. Moral ideal self predicted outcomes above moral identity generalization, and these links were often mediated by purpose and social responsibility. Some age and gender differences were found.

AFFECT AS INFORMATION: BRIDGING THE GAP BETWEEN MORAL BEHAVIORS AND MORAL FORECASTS

Martin V. Day¹, Susan T. Fiske², Emily L. Downing³, Thomas E. Trail³
¹Princeton University, ²Microsoft, ³RAND Corporation

Individuals ground their sociopolitical opinions on moral concerns. We examine whether harm, fairness, ingroup, authority, and purity moral foundations can causally influence the attitudes of liberals and conservatives. Across two studies we found that relevant moral foundations can entrench existing political attitudes and persuade individuals to alter their political attitudes.

SHIFTING LIBERAL AND CONSERVATIVE ATTITUDES USING MORAL FOUNDATIONS THEORY

Dylan Faulkner Seltman¹
¹University of Maryland

Using a narrative vignette design, this study found that betraying a friend was considered more moral if the individual freely confessed or was motivated by love, even if greater harm was done. Perceptions of loyalty and purity fully mediated the effect of confessing on moral righteousness.

REDUCTION OF SELF-SERVE BIAS THROUGH MORAL IDEAL SELF SCALE (MISS)

Sam A. Hardy¹, Lawrence J. Walker², Ryan D. Woodbury³
¹Brigham Young University, ²University of British Columbia, ³University of Notre Dame

Moral beliefs are commonly attributed a quality of imperativeness, driving behavior irrespective of personal consequences. However, there is little direct evidence for this hypothesis. Pitting moral values against monetary losses and gains (taboo tradeoffs), we found that people had fewer sacred value responses when facing potential losses (vs. gains).

MORAL JUDGMENT – THE ETHICS OF FRIENDSHIP BETRAYAL

Brock Bastian¹
¹University of Queensland

Moral beliefs are commonly attributed a quality of imperativeness, driving behavior irrespective of personal consequences. However, there is little direct evidence for this hypothesis. Pitting moral values against monetary losses and gains (taboo tradeoffs), we found that people had fewer sacred value responses when facing potential losses (vs. gains).
C166
WHY SUPPORTING ANIMAL WELFARE IS NOT THE SAME AS OPPOSING ANIMAL CRUELTY: MORAL GOAL FRAMING AND HOW IT AFFECTS GROUP COORDINATION
Shruti Bhutada¹, Gabrielle Adams¹, Stefan Thau²
¹London Business School
People may be members of groups with goals that oppose immoral outcomes or support moral outcomes. Participants who saw animal rights issues framed as ‘opposing animal cruelty’ perceived that the likelihood of achieving their goal of animal rights was under greater threat than those who read about ‘supporting animal welfare.’

C167
THE EFFECT OF CHOICE PROVISION ON UNETHICAL BEHAVIOR
Erika A. Patalia¹, Jennifer Kay Leach¹, Gregory Schraw²
¹The University of Texas at Austin, ²University of Nevada – Las Vegas
This study investigated the effect of providing task choices on cheating behavior. Results suggested that when given the opportunity, individuals who chose aspects of the task did not cheat, while non-choosers cheated when given the opportunity. An explanatory pattern emerged for the effects of choice on motivational precursors of cheating.

C168
ERROR MANAGEMENT AND BIASED INTENTION JUDGMENTS FOR SIDE EFFECTS: IMMORALITY INCREASES INTENTION JUDGMENTS AND MORAL GOODNESS DECREASES INTENTION JUDGMENTS
Andrew James Vonasch¹, Roy F. Baumeister¹
¹Florida State University
Two separate biases in error management produced the side-effect effect (Knobe, 2003): relative to morally neutral effects, participants judged immoral effects of decisions as intended and morally good effects as unintended. Reducing the actor’s control over his or her decision reduced intention judgments for harming and increased judgments for helping.

C169
QUALIFYING THE FREE WILL-MORALITY LINK: UNDERSMINING FREE WILL PROMOTES LESS HELPING, BUT MORE APPROVAL OF UTILITARIAN ACTIONS
Brianna Lia Middlewood¹, Karen Gasper¹
¹The Pennsylvania State University
Whether undermining free will belief (FWB) undermines morality or not depends on the situation. Two experiments found that FWB led to more helping, but less approval of utilitarian actions (prioritizing the good of the many). Furthermore, these effects were not always mediated by movement in FWB.

C170
THE AROUSAL MODEL OF MORAL CONDEMNATION
Justin Cheng¹, Victor Ottati¹, Erika Price¹
¹Loyola University Chicago
In three experiments, we investigate the relation between affect and moral judgment, and find that arousal increases the severity of moral condemnations, while classic emotion specificity effects remain absent. Results are compatible with constructivist approaches toward understanding emotion and the feelings as information account of social judgment.

C171
HEROES OR VILLAINS? PERCEIVING WHISTLEBLOWERS AS SOCIAL HIERARCHY THREATS PREDICTS BACKLASH
Nadia Y. Bashiri¹, Penelope Lockwood¹, Alison L. Chasteen¹
¹University of Toronto
Two studies examined whether social dominance orientation (SDO) explains individual differences in reactions to whistleblowers. Participants high in SDO viewed whistleblowers more negatively and were less likely to endorse the need for change within the perpetrating group, because they perceived the whistleblowers as a threat to social hierarchy.

C172
DEVELOPMENT OF A WORD FRAGMENT COMPLETION TASK AS AN IMPLICIT MEASURE OF MORAL FOUNDATIONS ACCESSIBILITY
Scott D. Frankowski¹, Michael A. Zárate¹
¹University of Texas at El Paso
We developed a word fragment completion task as an implicit measure of moral foundation accessibility. We tested 200+ words with participants from a university and M-Turk sample. For each foundation’s virtue and vice, 10 – 12 word fragments were retained which participants completed as target words 25 – 75% of the time.

C173
CONCERNS OF MORAL SANCTITY DRIVE CENSORING FROM YOUNG CHILDREN
Rajen Anderson¹, E. J. Masicaampoo¹
¹Wake Forest University
Using a measure of censorship based on Moral Foundations Theory (MFT; Haidt & Graham, 2007), we found that intentions to censor from children are linked to the MFT foundation of sanctity/degradation. Regardless of the content being censored, sanctity concerns more strongly predicted censorship from children than other values.

C174
CHILDHOOD PARENTING EXPERIENCES INFLUENCE MORAL ATTITUDES IN COLLEGE STUDENTS
Vona Fe Ofamen¹, Meaghan Altman¹, Jeffrey W. Gilger¹
¹University of California, Merced
This project was a preliminary investigation into political and moral attitudes as a function of perceived parenting experiences during childhood. Multiple regression analyses suggest that specific parenting styles are related to certain moral foundations. Variance in political ideology is explained partly by moral attitudes and independent effects of parenting style.

C175
VIRTUE, CONTINENCE, INCONTINENCE AND VICE: THINKING PROCESSES AND VIRTUE JUDGMENTS
Feng Yu¹, Kaipeng Peng²
¹Tsinghua University, ²University of California, Berkeley & Tsinghua University
We proposed a theory of virtue based on thinking systems. Five experiments found that, at the level of folk psychology, agents who behaved morally using system 1 thinking were recognized as most virtuous; while agents who behaved immorally using system 1 thinking were recognized as least virtuous.

C176
MORALLY CONVICTED TO DEATH: THE ROLE OF MORAL CONVICTIONS IN LIFE AND DEATH SITUATIONS
Anna R.D. Pope¹, Rachel Costello¹, Eleanor Leavens¹, Ruth Warmer¹
¹Saint Louis University
Participants were presented with a scenario in which abortion or stem cell research would save a life. Strong moral conviction against the procedure predicted higher opposition to the procedure and affective consequences for approving the procedure. Religiosity, guilt, self-esteem and authoritarianism are related to moral convictions and moral conviction violation.

C177
INTENTIONAL MENTAL STATE ASCRITIONS AND INTERPERSONAL DIFFERENCES IN MORAL JUDGMENTS
Garrett T. Marks-Wilt¹
¹University of Missouri–Columbia
Moral judgments shape mental state ascriptions (e.g., intentionality), research suggests. In two studies, materials designed to include an issue of varying normative significance (human cloning, gay-kissing)
revealed associations between moral judgments and intentional mental state ascriptions, with the moral judgments of those ascribing high/low intentionality differing significantly.

**C178**
**THE TRUTH IS EASY: COGNITIVE CAPACITY, DECEPTION, AND DIE-ROLLS.**
Anna Elisabeth van ’t Veer1, Mariëlle Stel1, Ilja van Beest1
1Tilburg University

We found that imposing cognitive load can effectively eliminate participants’ ability to tell a lie. This stresses that at least some amount of cognitive capacity is needed to deceive, and therefore being honest can be thought of as the more ‘automatic’ tendency that needs to be overwritten by deceptive responses.

**C179**
**OPPOSITION AGAINST ABORTION, EUTHANASIA AND GAY ADOPTION: BASED ON EMPATHY AND CARE FOR OTHERS, OR EGOISTIC CONSERVATIVE MORALITY?**
Csilla Deak1, Vassilis Sangiou1
1Université catholique de Louvain

Conservative people typically have negative attitudes toward abortion, euthanasia, and gay adoption and today use empathy-based arguments (e.g., child’s wellbeing) as justifications. This study shows that this argumentation is triggered by only conservative/collectivistic values and lack of humility and existential quest; it’s other-oriented liberals who tend to be prosocial.

**C180**
**OBJECTIVELY AND UNIVERSALLY TRUE: PSYCHOLOGICAL FOUNDATIONS OF MORAL CONViction**
G. Scott Morgan1, Linda J. Skitka2, Brad L. Lytle2
1Drew University, 2University of Illinois at Chicago, 3Cornell University

What psychologically differentiates attitudes held with strong moral conviction (“moral mandates”) from strong but non-moral attitudes? Three studies provide evidence that people perceive their moral mandates as more universally true than otherwise strong but non-moral attitudes, in part because people experience the former as more objectively factual than the latter.

**C181**
**MODERATING THE IMPACT OF MORAL EMOTIONS**
James Cornwell1, E. Tory Higgins1
1Columbia University

Research in moral psychology has found that certain emotions can intensify moral judgments of different behaviors. Our research examined the possible presence of motivational moderators of these associations. Specifically, we found that moral judgments are only intensified by disgust when participants are induced into a prevention focus.

**C182**
**DOES MAKEUP REALLY COVER OUR FLAWS? THE EFFECTS OF BEAUTY PRODUCTS ON PERCEIVED AND ACTUAL MORAL DISENGAGEMENT.**
McKenzie R. Rees1, Ekaterina Netchueva2
1University of Utah

This research investigated the role of beauty products in others’ perceptions and people’s actual moral disengagement. The results of two studies support our hypotheses, showing that others perceive individuals who wear beauty products as more morally disengaged. This perception was inconsistent with women’s reports of their own moral disengagement.

**C183**
**LOYALTY VS. HONESTY: THE INFLUENCE OF RELATIONSHIPS ON MORAL JUDGMENT**
Walter Sowden1
1University of Michigan

This study investigates the influence of relationship closeness and unethical behavior severity on the decision to be either loyal or honest in a relationship-based ethical dilemma. Results indicate that both closeness and severity play a role in moral judgment, but loyalty becomes a more powerful influence as contextual ambiguity increases.

**C184**
**MORALIZING GOALS ENHANCES GOAL COMMITMENT AND PURSUIT**
Christine Hosey1, Jane L. Risen1
1University of Chicago

We find that reframing a self-control dilemma in moral terms, such that taking actions toward the goal is “morally good” and succumbing to the temptation is “morally bad,” can be a useful strategy to increase goal commitment. These findings provide insight into the process of moralization in goal pursuit.

**C185**
**ARE PEOPLE MORAL ABSOLUTISTS OR MORAL RELATIVISTS?**
Derek Powell1, Keith J. Holyoak2
1University of California - Los Angeles

Is morality absolute, or relative? For absolutists, moral rules are matters-of-fact, but for relativists morality depends on culture and context. In our experiments, participants’ moral judgments about an act were influenced by the historical and cultural context the act occurred in, suggesting that people are moral relativists.

**C186**
**THE KNIGHT IN RIGHTEOUS ARMOR: MEN WHO RENOUNCE BENEVOLENT SEXISM ARE PERCEIVED AS UNIQUELY AMORAL**
Amy W.Y. Yeung1, Richard P. Eibach1
1University of Waterloo

We examined the perceived moral implications of male and female targets’ endorsement of hostile sexism (HS) or benevolent sexism (BS). Unlike other targets, low BS males were uniquely attributed low levels of both binding and individualizing ethics, suggesting a lack of moral frameworks for explaining men’s rejection of BS norms.

**C187**
**“JUDGE SELF QUICKLY, BUT JUDGE OTHERS STRICTLY”: COGNITIVE MECHANISM OF MORAL HYPOCRISY**
Jiaqing Sun1, Shenghua Jin2
1Remin University of China, 2Beijing normal university

In the current study, we used two experiments to test whether selective choosing “factual beliefs” or “moral beliefs” is the main reason of moral hypocrisy. Using eye-tracking and priming method, we found that it is not the selective information process caused moral hypocrisy, but the depth of information process.

**C188**
**RELATIVELY FAIR: TARGET STATUS, SDO, AND FAIRNESS**
Joel Armstrong1, James Olson1
1University of Western Ontario

The present research investigated the moderating effect of target status on the relation between social dominance orientation and fairness in either a positively or negatively framed limited resource allocation decision. These results suggest that, on average, high SDO individuals are more fair than low SDO individuals.
C190
ASSESSING THE FACTOR STRUCTURE OF THE NATIONAL LONGITUDINAL STUDY OF ADOLESCENT HEALTH: A SECONDARY DATA ANALYSIS
Christopher Jordan Mayfield1, Doug Hopkins1
1California State University, Fullerton
Throughout adolescence, many new experiences occur. In assessing the factor structure of the National Longitudinal Study of Adolescent Health, three interrelating factors were found, personal health: sense of community; and morality, with a second-order factor, altruism. Results are discussed in terms of focusing on positive community development in adolescence.

C191
THE ROLE OF REGULATORY FOCUS IN DEONTOLOGICAL AND UTILITARIAN MORAL JUDGMENT
Monica Gamez-Djokic1, Daniel Molden1
1Northwestern University
Two studies found that when contemplating moral dilemmas involving causing harm for the greater good, primed and chronic prevention motivations led to greater deontological responses than promotion motivations. A third study further found that primed prevention motivations led individuals to offer more rule-based explanations for their choices in these dilemmas.

C192
PUNISHING CHILD MOLESTERS
Chaz Lively1, Geoffrey Goodwin1
1University of Pennsylvania
Across four studies, we found that individuals consistently punished molestation more severely than other forms of child abuse, including physical violence, assigning prison sentences of up to ten years longer. This effect held when stringently controlling for the severity and harmful consequences of the abuse.

C193
JUDGING VIRTUE VERSUS VICE: EVIDENCE FOR MORAL ASYMMETRY
Nina Laurel Powell1, Kimberly A. Quinn2
1University of Birmingham, UK, 2DePaul University
Two studies found that judges acting on virtue or vice reported a greater interest in virtue, and reported that only virtuous actions were goal-driven and intentional. When a morally neutral scenario was included, participants did not differentiate between neutral and virtuous acts, suggesting a positive baseline in morality.

C194
WHY DO PEOPLE DERIVE MORAL CONCLUSIONS FROM OBSERVED FACTS? THE COGNITIVE UNDERPINNINGS OF THE IS-OUGHT ERROR
Christina Marie Tworek1, Andrei Cimpian1
1University of Illinois at Urbana-Champaign
Why do people mistakenly derive moral conclusions (i.e., what ought to be) from patterns of current reality (i.e., what is)? We present evidence suggesting that these “is-ought errors” stem from an inherent heuristic (Cimpian & Salomon, in press) – a cognitive tendency to explain observed regularities in terms of inherent features.

C195
SWITCHING DEONTOLOGY ON AND OFF: TRADING-OFF THE NUMBER OF LIVES SAVED AND KILLED VS. APPLYING MORAL PRINCIPLES
Michaela Huber1, Roland Deutsch1
1Technische Universität Dresden
Investigating trolley dilemmas, participants were more consistent in applying the principle of not harming others compared with saving others. Participants generally maximized the number of lives saved (utilitarianism). When the dilemma involved a villain, there was no difference between harming vs. saving others, and instead only utilitarian choices were observed.

C196
GAZE AND TIMING INFLUENCES MORAL CHOICES
Philip Pánamets1, Petter Johansson1, Lars Hall1, Michael J. Spivey2, Daniel C. Richardson3
1Lund University, 2University of California Merced, 3University College London
In this research participants made choices between two alternatives in response to moral propositions while their gaze was concurrently monitored. By prompting participants’ choice at a precise moment in time, based solely on their gaze patterns, participants can be biased towards choosing a randomly predetermined alternative.

C197
INTUITION AND MORALITY: HOW MUCH ARE YOUR MORALS WORTH?
Anastasia M. Makhanova1, Will M. Gervais2
1Florida State University, 2University of Kentucky
Some individuals experience visceral reactions when something violates their moral ideals. We hypothesized that individuals who think more analytically would be less appalled at morality violations. Indeed, individuals who scored higher on a Cognitive Reflection Task, would perform an immoral action for less money. Cognitive style seemingly influences moral judgments.

C198
EYE FOR AN EYE: RETALIATION (NOT RETRIBUTION) DRIVES HEIGHTENED OUTGROUP PUNISHMENT FOR MORAL MISDEEDS
Daniel Alexander Yudkin1, Natasha L. Thalla1, Jay Van Bavel1
1NYU
People punish outgroup more than ingroup members for their moral misdeeds. Here we suggest how and why. Three experiments demonstrate that extreme transgressions exacerbate group-based bias in moral judgment, that this is driven by outgroup derogation as well as by an asymmetrical urge to retaliate against outgroup over ingroup members.

C199
THE ROLE OF MORAL ASSUMPTIONS IN RETRIBUTIVE JUSTICE: WHY WE ENDORSE DETERRENCE AND JUSTIFY THE LAW-ENFORCEMENT SYSTEM
Marlon Mooijman1, Wilco van Dijk1, Eric van Dijk1
1Leiden University
We show that pessimistic moral assumptions predict support for punishments and law-enforcement systems that are aimed at controlling others. Moreover, people who had a higher need to control over others had more pessimistic moral assumptions, which translated into support for punishments and law-enforcement systems that are aimed at controlling others.

C200
AN IMPLICIT MEASURE OF MORAL MOTIVATION PREDICTS THE PUBLIC’S APPROVAL OF US CONGRESS
Harrison Oakes1, Jeremy Frimer2
1University of Winnipeg
We developed an implicit measure of moral motivation that relies on LIWC and analysed the entire US Congressional database between 1996-2012 (257 million words). Moral motivation strongly (r = .84) predicted Congress’s moral reputation, operationalized as Gallup Approval Ratings. Word use frequencies leak information about people’s personality.

C201
“YOU’RE DOING THE RIGHT THING, BUT I DON’T TRUST YOU”: THE PUBLIC’S ASYMMETRIC VIEW OF MORAL LEADERS
Katelin Helene Neufeld1, Danielle Gaucher2, Jeremy Frimer2, Sarah R. Nicola1
1Universities of Manitoba and Winnipeg, 2University of Winnipeg
Moral leaders are often the targets of vicious public criticism. Some of this derogation stems from distrust of public figures. Across two
studies, participants trusted public moral leaders less than they trusted private moral leaders. Perceptions of selfishness mediated this effect.

C202
THE EFFECT OF PRIMING RELIGIOUS AGENTS AND SPIRITUAL WORDS ON MORAL DILEMMA DECISIONS
Linda L. Kang1, Wade C. Rowatt1
1Baylor University

The current study examined the effect of priming specific religious concepts on deontological versus consequentialist moral processing among American adults. A one-way ANOVA revealed that those primed with religious agents made more consequentialist moral decisions than those primed with neutral words.

C203
INTENTIONAL HARMs ARE WORSE, EVEN WHEN THEY’re NOT
Daniel Lukas Ames1, Susan Tufts Fiske2
1Princeton University, 2Princeton University

A series of experiments demonstrates that people consistently inflate the magnitude of intentional harms. The effect is fully mediated by blame motivation and persists when accuracy is financially incentivized. Task persistence and response elasticities verify that the effect is due to motivation.

C204
BREAKING THE LINK BETWEEN INTENTIONAL HARM AND BLAME:
THE ROLE OF PERCEIVED CHARACTER IMPACTATION
Stephanie Cerce1, Michael Gill1
1Lehigh University

Existing blame research focuses on how perceptions of intentionality predict blame responses. We propose an expansion of this model: Perceptions that an actor’s negative intentions were implanted can mitigate blame, even when the act is done intentionally. Our findings provide support for a dual mediation pathway to blame attenuation.

C205
RESOLVING THE ABSTRACT/CONCRETE PARADOX IN MORAL PSYCHOLOGY
Geoffrey S. Holtzman1
1The Graduate Center, CUNY

Concrete considerations are known to correlate with attributions of free will, but it has not been shown whether this relationship is causal. Through an experiment and a series of path analyses, we show this effect to be entirely mediated the relationship between concrete moral transgressions on judgments of moral responsibility.

C206
SEEING THE BIGGER PICTURE: HOW CONSTRUAL LEVEL SHAPES DECISIONS IN MORAL DILEMMAS
Lily Morse1, Taya Cohen1
1Carnegie Mellon University

This study investigated how construal level theory influences moral decision-making in situations that pit subordinate group (i.e., one’s in-group) interests against superordinate group (i.e., humanitarian) interests. Findings suggest that the adoption of abstract (vs. concrete) construal styles when making moral decisions can lead one to emphasize superordinate (vs. subordinate) groups.

C207
MORALIZATION IS A CURVILINEAR PREDICTOR OF EMPATHY AND BIAS TOWARD IDEOLOGICAL OPPONENTS
Brian J. Lucas1, Adam Waytz2
1Northwestern University

Across 4 studies, moralizers and amoralizers (compared to moderate moralizers) gave less empathy and perceived greater bias in an ideological opponent. Moral convictions and amoral beliefs predicted the responses of high and low moralizers, respectively. Results demonstrate that both moralizers and amoralizers fuel social conflict.

C208
MORALITY IN EVERYDAY LIFE
Wilhelm Hofmann1, Linda Skitka2, Daniel Wisneski3, Mark Brandt4
1University of Chicago, 2University of Illinois at Chicago, 3Tilburg University

We conducted an experience sampling study to investigate moral experiences in everyday life. Whereas the frequency of moral acts was positively related to moral identity and moral conviction, immoral acts were less frequent among those with a strong moral identity and more frequent among those with a strong moral conviction.

C209
BEATING THEM DOWN WITH KINDNESS: HELPING SHAPES INTERPERSONAL POWER
Piercarlo Valdesolo1, Monica Bartlett2, Isabela Ostoff-Magalhaes3
1Claremont McKenna College, 2Gonzaga University

We test whether receiving help compromises relationship formation even in the absence of expectations about reciprocity. We find that receiving help reduces interpersonal power and that this effect negatively influences social judgments of benefactors, and is moderated by the degree to which the domain of help is relevant to self-definition.
C214
THE SURPRISING FLEXIBILITY OF MORALITY: SUBTLE CUES CHANGE ‘AUTOMATIC’ MORAL JUDGMENTS
Andreas Kappes1, Jay J. Van Bavel2
1University College London, 2New York University
Our research shows that ‘automatic’ moral judgments are more malleable than intuitionist or dual process models would have us believe. Specifically, cueing different task-sets in the instructions changed participants’ moral judgments. Our results challenge the dominating view that automatic intuitions drive moral judgments, suggesting new ways of controlling moral judgments.

C215
DISGUST AT DESIRES THAT REVEAL BAD CHARACTER
Roger Giner-Sorolla1, Celia Chambers1
1University of Kent
Research on moral emotions typically links purity violations (e.g., abnormal sexual acts) to disgust, and harm violations to anger. We go beyond this finding and show in two studies that another person’s immoral desires influence character judgments, which predict disgust more so than anger, for both purity and harm violations.

C216
IMPUURITY OF THE SOUL, DISGUST, AND MORAL JUDGMENTS OF SUICIDE
Joshua Rottman1, Deborah Kelemen1, Liane Young2
1Boston University, 2Boston College
Suicide is unlike many immoral acts, as it principally harms the self. Participants evaluated obituaries describing victims of suicide and homicide. Moral judgments of suicide, as opposed to homicide, were uniquely predicted by concerns about spiritual taint and feelings of disgust. Suicide is therefore judged immoral for purity-based reasons.

C217
MORAL CHARACTER AS AN INDICATOR OF FUTURE HARM
David A. Pizarro1, Yoel Inbar2
1Cornell University, 2Tilburg University
Negative character judgments for seemingly “harmless” behaviors may indicate that a person is likely to commit harm in the future. In a series of questionnaire studies, low-harm acts judged as diagnostic of a poor moral character were associated with greater estimated probability that the agent will commit domain-specific future harm.

C218
THE LAW OF CHARACTER EVIDENCE AND ITS ROLE IN BLAME FOR NON-INTENTIONAL HARM
Janice Nadler1
1Northwestern University
Across three experiments, we show a problematic role of victimless personal traits taken to reveal bad character. Contrary to norms of legal admissibility, such traits (e.g., laziness) influence moral emotions (e.g., anger, disgust), which in turn mediate judgments about blame, causation, and important legal questions of mental state (e.g., recklessness).

C219
MORAL UPDATING: THE SYSTEMATIC AND STRUCTURED PROCESS OF MAKING AND CHANGING MORAL JUDGMENTS
Andrew E. Monroe1, Bertram F. Malle2
1Florida State University, 2Brown University
Real-life moral judgments are rarely one-shot occurrences. Information about agents constantly changes, and people regularly form moral judgments and update them as new information arises. Four studies examine everyday “moral updating,” challenging prominent “intuitive prosecutor” theories of blame, and showing instead people’s systematic use of intentionality, reason, and predictability information.

C220
THEORY OF MIND FOR COMPETITION VERSUS COOPERATION IN A “ROCK, PAPER, SCISSORS” GAME
Lily Tsoi1, James Dungan1, Adam Waytz2, Liane Young1
1Boston College, 2Northwestern University
Effective social interaction requires that we consider the mental states of allies and enemies. Are brain regions for theory of mind (ToM) differentially recruited for competition versus cooperation? A game variant of “Rock, Paper, Scissors” reveals competition and cooperation to engage different components of ToM with distinct neural substrates.

C221
A PARADOX OF GOOD INTENTIONS: THE IMPACT OF CONTROL ON MORAL JUDGMENT
Justin Martin1, Fiery Cushman1
1Brown University
Volitional control matters greatly for moral judgment, but it is unclear what control influences psychologically. Two possibilities include causal role and intent. Here, we provide evidence in favor for the former, as well as a surprising demonstration of cases in which having good intent leads to greater moral condemnation.

C222
THE IDEOLOGICAL ROOTS OF MORAL EXCEPTIONALISM: THE CASE OF AMERICAN DRONE ATTACKS
Sharareh Noorbaloochi1, John T. Jost1, Jay J. Van Bavel1
1New York University
It is commonly assumed in the moral domain conservatives seek out general inviolable rules and engage in deontological forms of reasoning. We found evidence to the contrary in the context of targeted killings using unmanned drones – conservatism was associated with non-deontological reasoning and moral exceptionalism. Implications and potential interventions will be discussed.

C223
ACTION VS. OUTCOME: DISTINCT SOURCES OF AFFECT UNDERLYING THE MORAL CONDEMNATION OF HARM
Ryan Mark Miller1, Fiery Cushman1
1Brown University
The emotional aversion to harmful action may stem from two sources: an empathic response to victim suffering (“outcome aversion”) or a conditioned aversion to the action itself (“action aversion”). Employing various methods, we find both action and outcome aversion to independently predict moral condemnation of third-party harmful actions.

Personality Processes/Traits

C224
NARCISSISTS-(PRIME) PUBLIC VERSUS PRIVATE ATTRIBUTIONS FOR A COLLABORATIVE TEAM SUCCESS
Kendra Seile1, Amani El-Alayli1, Ashley Brown2
1Eastern Washington University, 2Ohio State University
We examined whether narcissists are especially self-serving regarding a team success when making attributions publicly versus privately, and whether this depends on their relationship with their teammate. We observed that when partnered with a stranger (but not a friend), narcissists displayed more self-serving bias in public than in private.
Self/Identity

C225
WHO GET REWARD FROM SELF-REFLECTION? SUBJECTIVE SOCIAL-CLASS INFLUENCES BRAIN REWARD ACTIVITY DURING SELF-REFLECTION
Shihui Han1, Yina Ma1
1Peking University
We scanned 45 adults, using functional MRI, during self-reflection on personal attributes. The bilateral caudate/thalamus and medial prefrontal activity dissociated between participants with high vs. low subjective social-class at both individual and group levels, suggesting that perceiving high social class may bring reward from self-reflection on one’s own mental attributes.

C226
THE IMPACT OF INGROUP STATUS ON SELF-PERCEPTION AND INTERGROUP BEHAVIOR
Vincenzo Iacoviello1, Fabio Lorenzi-Cioldi1
1University of Geneva
This research shows that members of low-status groups (vs high-status groups), define the self according to the characteristics of the ingroup rather than to their own idiosyncrasies, and favor more strongly the ingroup over the outgroup. Thus, the mere knowledge of one’s group status engenders different self definitions and intergroup behaviors.

C227
LOOKING BEYOND QUANTITY: THE RELATIONSHIP BETWEEN MULTIPLE GROUP MEMBERSHIP AND INDIVIDUAL WELLBEING
Anders Larabee Sønderlund1, Michelle Ryan1, Thomas Morton1
1The University of Exeter
We investigate the mechanisms underpinning the documented positive relationship between multiple group membership and wellbeing. In two studies, we demonstrate that the relationship depends on several other factors than the sheer number of identities held in the self-concept. These include identity overlap, value and visibility, as well as perceived social support and identity expression.

C228
HOW EXPECTATIONS AFFECT THE PROCESSING OF SELF-RELEVANT INFORMATION: AN EVENT-RELATED-POSSIBILITY EXAMINATION.
Sheri L. Clark1, Antonio L. Freitas1
1Stony Brook University
Receiving self-relevant information generated by a confederate who was expected to provide incongruent (vs. congruent) self-relevant information, elicited a larger P300 in the event-related-potential waveform, suggesting that additional attentional resources are recruited to process self-relevant information from a source who is expected to provide incongruent (vs. congruent) self-relevant information.

C229
GROUP-BASED SELF-DETERMINATION: THE RELATION BETWEEN COLLECTIVE AUTONOMY, INDIVIDUAL MOTIVATION AND PSYCHOLOGICAL WELL-BEING
Frank Kachanoff1, Donald M. Taylor2
1McGill University
The present research investigates if perceiving one’s cultural group to be collectively autonomous in an intergroup context relates to personal autonomous need satisfaction, psychological wellbeing and motivation. Mediation analyses (N=213) indicate that collective autonomy was related to psychological wellbeing and motivation. These relations were mediated by autonomous need satisfaction.

C230
UNCERTAINTY, POLITICAL CONSERVATISM, AND COMPENSATORY CONVITION
Brianna Phillips1, Aaron Lee Wichman1
1Western Kentucky University
Uncertainty can cause people to show greater conviction in their social attitudes. The present research investigated the impact of different types of uncertainty, as well as the influence of political conservatism, on this effect. Results indicate that certain types of uncertainty may differentially affect individuals based on their political ideology.

C231
CONFIDENCE IN RELIGIOUS BELIEFS POSITIVELY PREDICTS PERCEIVED TRUE SELF KNOWLEDGE
Stephanie Ann Leaf1, Rebecca Jean Schlegel1, Christina M. Smith1
1Texas A&M University
The current project investigates the hypothesis that strong religious beliefs foster feelings of true self-knowledge. An experiment that manipulated people’s confidence in their religious beliefs revealed that people who had their religious confidence challenged subsequently reported less perceived true self-knowledge compared to their counterparts whose beliefs were not challenged.

C232
THE BUFFERING AND REVERSAL OF MORTALITY SALIENCE EFFECTS THROUGH AFTERLIFE BELIEFS
Chloe Elizabeth Williams1, Aaron L. Wichman1
1Western Kentucky University
When exposed to mortality salience, individuals who did not believe in an afterlife showed increased self-enhancement. However, for individuals who believed in an afterlife, mortality salience led to relative self-effacement. Afterlife beliefs not only buffer against threatening death awareness, but also may guide specific responses to this threat.

C233
IS MY SIMS™ CHARACTER HOTTER THAN ME?: RELATIONSHIPS AMONG AVATAR AND PERSONAL BODY IMAGE
Margaret Hance1, Jennifer R. Daniels1
1Lyon College
To examine personal and avatar body image, participants created computer avatars and the time taken to adjust specified body parts was measured. Males with positive body image spent more time on self and same-sex ideal avatars. For opposite-sex ideal, negative body image lead to less time modifying the body.

C234
THE ROLE OF THE SELF IN CREATIVE EXPRESSION
Kristin Donnelly1, Radmila Prislin1, Ryan Nicholls1
1San Diego State University
Our study measured various facets of creativity after making participants either certain or uncertain, and examined self-focus as a moderator of this relationship. Results indicate self-focused individuals to be inherently more original in both writing and idea generation. Uncertainty predicted greater cognitive flexibility when uncertainty was directed toward the self.

C235
LATINO AND EUROPEAN AMERICAN ETHNIC AND AMERICAN IDENTITIES AND THE RELATIONSHIP TO WELLBEING
Erandi Herndon1, Rosa Hazel Delgado1, Cynthia Willis Esqueda1
1University of Nebraska-Lincoln
Ethnic identity plays a role in distinguishing the self from others. We examined the role of ethnic identity for perceptions of general wellbeing. European Americans and Latina/os completed measures of ethnic identity, “American” identity, and wellbeing. Despite inequality, Latina/os reported higher wellbeing; but for both groups ethnic identity predicted wellbeing.
C236
HIGH STATUS IDENTITY AND RELATIONSHIP MANAGEMENT: DISTANCE AND DISCLOSURE
Rachel D. Amett1, Jim Sidanius2
1Harvard University
2Florida State University
This research demonstrates that, although high status has rewards, individuals are likely to conceal their high status identity to minimize distance between themselves and lower status others. High status identity concealment alleviates threats to the self and potential relationships, and may persist even in professional environments.

C237
DIFFERENTIAL EMPHASIS ON WARMTH AND COMPETENCE DIMENSIONS IN SELF-DESCRIPTIONS RELATES TO (2D:4D) DIGIT RATIOS.
Alexander Wong1, 2
1Florida Atlantic University
2Hong Kong University of Science and Technology
Warmth and Competence are fundamental dimensions in social judgment. Few studies have considered their interrelationship as an individual difference relating to femininity and masculinity. The results found Warmth and Competence in self-descriptions related to digit ratios in men and women, with gender moderating, and implicate origins for these fundamental dimensions.

C238
THE FREEDOM THAT COMES WITH WEALTH: LINKS BETWEEN MONEY AND BELIEFS IN FREE WILL
Gilad Feldman1, Kathleen D. Vohs2, Roy F. Baumeister2
1Hong Kong University of Science and Technology, 2University of Minnesota, 3Florida State University
Three studies tested whether having money or being primed with money is positively related to belief in free will. Participants attributed more free will to the rich than poor, people with higher incomes possessed stronger beliefs in free will, and priming money produced stronger belief in free will.

C239
A LIFETIME OF SEPARATE SELVES: INTUITIONS ABOUT PERSONAL IDENTITY
Christina Stamans1, Paul Bloom1
1Yale University
We provide evidence that our naïve theory of personal identity involves thinking of ourselves as a series of distinct individuals existing over time, through a set of studies finding striking parallels in reasoning about how to divide happiness across a group of individuals, and across the lifespan of one individual.

C240
IDENTITY AND SOCIAL COORDINATION: SELF-CONCEPT CONFUSION YIELDS HIGH-Maintenance INTERACTIONS
Caitlin W. Duffy1, Wendi L. Gardner2, Eli J. Finkel1
1Northwestern University
One online study and one laboratory experiment provide evidence for a mediational model of identity structure and social coordination processes. Individuals with identity confusion (i.e., low self-concept clarity) feel less authentic in social interactions, leading them to experience these interactions as more effort-intensive and exhausting (i.e., high-maintenance).

C241
STRATEGIC OPTIMISM AND DEFENSIVE PESSIMISM AFFECT LIKELIHOOD TO ENGAGE IN THE BETTER THAN AVERAGE EFFECT
Anna Caroline Chinnies1, Brandi N. Driggers1, Molly A. Rogers1, Tiffany K. Hardy1, Crystal R. Hill-Chapman1
1Francis Marion University
Defensive Pessimists (DPS) expect poor performance, despite previous success. Strategic Optimists (SOs) expect good performance because of previous success. The Better Than Average (BTA) effect involves holding unrealistically positive beliefs about one’s abilities. Results supported the hypothesis that SOs are more likely to engage in the BTA effect than DPSs.

C242
AGE DIFFERENCES IN THE USE OF DEFENSIVE PESSIMISM AND STRATEGIC OPTIMISM
Molly A. Rogers1, Anna Caroline Chinnies1, Brandi N. Driggers1, Tiffany K. Hardy1, Crystal R. Hill-Chapman1
1Francis Marion University
Defensive Pessimism and Strategic Optimism are two methods people use ensure good performance. We investigate how age (grades 7-12 vs. college) plays a role in endorsement of defensive pessimism and strategic optimism. Results show that college students are more likely to endorse defensive pessimism than students in grades 7-12.

C243
THE INFLUENCE OF FAMILY RITUALS ON DEFENSIVE PESSIMISM, STRATEGIC OPTIMISM, AND SELF-HANDICAPPING
Brandi N. Driggers1, Molly A. Rogers1, Anna Caroline Chinnies1, Tiffany K. Hardy1, Crystal R. Hill-Chapman1
1Francis Marion University
Defensive Pessimism, Strategic Optimism, and Self-Handicapping are three preparation strategies used when planning for future events. The current study examines the influence that family rituals have on the strategy one utilizes at a young age. Stronger feelings and symbolic meaning of events were negatively correlated with Self-Handicapping.

C244
SOLACE IN SOLIDARITY: BENEFITS OF INGROUP AFFILIATION FOR PEOPLE WITH DISABILITIES
Arielle M. Silverman1, Geoffrey L. Cohen2
1University of Colorado Boulder, 2Stanford University
We explored whether ingroup affiliation benefits the disabled. Blind adults with more blind friends reported greater well-being and higher job achievement (Study 1). Reflecting on these friendships led to greater persistence in a challenging situation (Study 2). Ingroup friendships can buffer the disabled against stigmatization.

C245
THE ROLES OF ENACTED AND INTERNALIZED STIGMA IN THE RELATIONSHIP BETWEEN COMMUNICATION EFFICACY AND LIFE SATISFACTION FOR PRELINGUALLY AND POSTLINGUALLY DEAFENED INDIVIDUALS
Hannah Barrett1, Kathleen Bogart2, Brian Lickel3
1Boston Children’s Hospital, 2Oregon State University, 3University of Massachusetts Amherst
In an online survey of prelingually and postlingually deafened participants, results indicated significant differences in the relationships between perceived communication efficacy, experiences of enacted and internalized stigma, and life satisfaction for the two groups. The study suggests that the age of hearing loss onset may affect hard-of-hearing individuals’ social identity and self-esteem.

C246
SELF-AFFIRMATION SOOTHE THE HEART: AFFIRMING VALUES REDUCES BLOOD PRESSURE FOLLOWING INTERPERSONAL INSULT
David Tang1, Brandon J. Schmeichel1
1Texas A&M University
Self affirmation may be good for the heart. Insulted participants were given the chance to aggression against the insulter. A blood pressure increase was related to aggression, and insulted participants showed continued increases in blood pressure, unless they had self-affirmed.
**C247**

**SELF-AFFIRMATION REDUCES THE THREAT-POTENTIATED STARTLE RESPONSE FOR THOSE HIGHER IN BEHAVIORAL INHIBITION SYSTEM (BIS) SENSITIVITY**

Adrienne Crowell1, Brandon J. Schmeichel1

1Texas A&M University

We tested and found support for the hypothesis that affirming one’s values reduces the intensity of the startle eye-blink response during threatening stimuli, especially for those high in the behavioral inhibition system (BIS) sensitivity. These findings suggest that self-affirmation may reduce defensive responding to threats at the immediate psychophysiological level.

**C248**

**WORSE THINGS HAVE BEEN DONE TO ME! SOCIAL COMPARISONS HELP PEOPLE DOWNPLAY THEIR NEGATIVE BEHAVIORS**

Gregory S. Preuss1, Michael A. Frechen2, Mark D. Aliche2

1Washburn University, 2Ohio University

Actor participants indicated the worst thing they had ever done to someone else and the worst thing someone else (target person) had done to them. Although both actors and yoked observers evaluated target persons more negatively than actors, the magnitude of the discrepancies was far more pronounced for actors’ judgments.

**C249**

**A QUIET EGO QUIETS DEATH ANXIETY: HUMILITY AS AN EXISTENTIAL ANXIETY BUFFER**

Pelin Kesebir1

1University of Colorado at Colorado Springs

Four studies found support for the hypothesis that a quiet ego, as exemplified by humility, buffers death anxiety. These findings illustrate that the dark side of death anxiety is brought about only by a noisy and not a quiet ego, revealing self-transcendence as a sturdier anxiety buffer than self-enhancement.

**C250**

**THE ASSOCIATION BETWEEN SELF-ORIENTATION AND THE WAY INDIVIDUALS SOCIALIZE**

Cansu Akyüz1, İlker Dalğar1

1Middle East Technical University

The predictive role of self-orientations on the way people preferred to socialize was investigated in the present study. It was found that the normative-patterning self-oriented participants preferred more hierarchical and status seeking relationships whereas relatedness self-oriented ones favored more proximity, solidarity, connectedness, and equality in their relationships.

**C251**

**EFFECTS OF OBJECT VALENCE, MERE-OWNERSHIP, AND FREE-COURSE ON SELF-OBJECT ASSOCIATIONS**

Yang Ye1, Bertram Gawronski1, Richard Sorrentino1

1The University of Western Ontario

We investigated how valence, ownership, and free-choice affect self-object mental associations. In the first experiment, mere-ownership led to enhanced self-object associations and more favorable automatic object mental associations. In the second experiment, free-choice, not mere-ownership, led to enhanced self-object associations for negative objects.

**C252**

**SIGNALING EXCLUSION FROM THE AMERICAN IDENTITY? HOW CONTROVERSIAL POLICIES IMPACT IMPLICIT AND EXPPLICIT NATIONAL IDENTIFICATION**

Bradley Weisz1, David Marx2

1University of Connecticut, 2San Diego State University

The current research investigated the psychological consequences of being exposed to public polices that may signal that one’s ethnic group is being excluded from the American identity. Results revealed that exposure to a potentially exclusionary immigration policy caused second+ generation Latino-Americans to show a boost in their explicit American identification.

**C253**

**WHAT’S THE BIG IDEAL? ACTUAL, IDEAL, AND SOCIETAL BODY TYPE JUDGEMENTS ACROSS DIMENSIONS OF FAT AND MUSCLE.**

Scott A. Leith1, Anne E. Wilson1

1Wilfrid Laurier University

We validate the Body Dimensions Map (BDM), a new photo-based body image measure: participants select body type on a 5x5 photo image heat-mapped grid. The BDM disentangles fat (X axis) and muscle (Y axis) perceptions, and assesses current body type, ideal body type and perceptions of society’s ideal.

**C254**

**FEELING DIFFERENT: THE ROLES OF SOCIAL AND PERSONALITY FACTORS IN SHAPING SELF-DEFINING STORIES OF MASTER NARRATIVE DEVIATION EXPERIENCES**

Elizabeth Alpert1, Emma Marsden1, Kathryin Szynamowski1, Jennifer Pals Lilengdahl1

1Haverford College

We examined how social and personality factors influence the construction of self-defining stories about master narrative deviation experiences (MNDs). Feeling socially silenced was associated with unresolved vulnerability. Ego development, a personality factor, moderated the relationship between sharing MNDs and the development of a counter narrative in response to feeling different.

**C255**

**COLORISM: DEVELOPMENT AND PRELIMINARY VALIDATION OF A MEASURE OF SKIN TONE PERCEPTION**

Rachel E. Tennial1, Richard D. Harvey1, Kira Hudson Banks2

1Saint Louis University

The current study developed a measure to assess perceptions of skin tone among African-Americans. Three hundred eighty three non-college student participants completed an online survey assessing the significance and meaning placed on skin tone. Findings indicate that the measure is both internally valid and psychometrically sound.

**C256**

**NATION-DISCREPANCY AND EMOTION**

Tian LAN1

1Beijing Normal University

Nation discrepancy is the extension of Tory Higgins’ self discrepancy theory but in the collective domain. People hold strong nation image especially in Chinese culture which emphasizes the significance of collective self. Surprisingly, priming with ideal nation discrepancy can lead to positive emotions like inspired, energetic, and pride.

**C257**

**SOCIAL COMPARISON ON SOCIAL MEDIA: THE WHO, WHAT, AND WHY**

Jason P. Rose1, Erin A. Vogel1, Lindsay R. Roberts1, Kathryn Eckles2

1University of Toledo

Social media is ubiquitous, but its influence on social comparison is poorly understood. We showed that 1) high social comparison orientation participants were most active on social media, 2) some domains appear more likely to be compared on social media than others, and 3) social media serves four comparison-based functions.

**C258**

**BASKING IN REFLECTED TRAGEDY**

Naomi K. Grant1, Renee Roy2

1Mount Royal University

Basking in Reflected Glory (Cialdini, 1976) describes people’s tendency to associate themselves with others success. Interestingly, another way by which individuals may bolster their self-image is by associating themselves with tragedies, or Basking in Reflected...
C259
SHOW ME YOUR PAPERS: THE EFFECTS OF ANTI-IMMIGRANT LAWS ON LATINOS’ IDENTITY AND VOTING INTENTIONS
Corin Sue Ramos1, Scott Frankowski2, Michael Zarate1
1University of Texas at El Paso
We investigated changes in ethnic and American identity in Latinos in response to restrictive state immigration laws. Correlations revealed a negative relationship between ethnic and American identity and unfavorable attitudes toward the laws, a negative correlation between American identity and intention to vote in the next presidential election was observed.

C260
MIXED MESSAGES: EXAMINING THE RELATIONSHIP BETWEEN RACIAL SOCIALIZATION MESSAGES AND BLACK IDENTITY IN MULTIRACIAL ADOLESCENTS.
Dawn Whitney Espy1, Robert M. Sellers1
1University of Michigan
This research explores the influence parents’ messages about race have on how multiracial adolescents classify themselves with respect to race, as well as the attitudes and beliefs that they hold regarding the significance and meaning of race (i.e. racial identity attitudes and beliefs).

C261
AUTONOMY SUPPORT INFLUENCES DAILY COMING OUT EXPERIENCES
Nicole Legate1, Richard Ryan1
1University of Rochester
This experience-sampling study showed that autonomy support, or interpersonal encouragement to be oneself, fostered more disclosure among lesbian, gay and bisexual individuals as well as positive disclosure experiences that boosted mental and physical health. Autonomy support also helped those with internalized homophobia to come out even more.

C262
WHY DO YOU LOOK AT YOURSELF WHEN YOU SKYPE? TRACKING THE ROLE OF THE SELF IN SOCIAL INTERACTION
Carrie A. Pappas1, Curtis D. Hardin2, Elizabeth F. Chua2
1Graduate Center, City University of New York; 2Brooklyn College and Graduate Center, City University of New York
We used eye tracking during video chats to experimentally assess when the self is activated during ongoing social interaction, manipulating conversational context. When another’s view of the self was salient, the self was activated in conversational contexts most inconsistent with self-esteem, suggesting the self’s function to regulate interpersonal perception.

C263
MEMORY CHARACTERISTICS AND IDENTITY STYLES
Nabil Bouzegare1, Frederick L. Phillippe1
1University of Quebec at Montreal
To examine how some characteristics of self-defining memories may shape particular identity styles, we assessed school and friend identity styles and memories related to these domains. Results from SEM revealed that need satisfaction and need for closure in memories may shape particular identity styles, we assessed school and friend identity styles and memories related to these domains. Results from SEM revealed that need satisfaction and need for closure in memories specifically predicted an informational and a normative identity style, respectively.

C264
SELF-AFFIRMATION & COPING WITH REJECTION
Alexandra Noelle Lord1, Phuong Linh T. Nguyen1, Michael J. Strube1
1Washington University in St. Louis
The current study examined the influence of self-affirmation on coping with a threat to one’s belonging. The results suggest that self-affirmation can promote adaptive coping with rejection. Additional research is needed for other types of belonging threats.

C265
DOES THIS APPLY TO ME? REACTIONS TO SELF-ESTEEM THREATS DEPEND ON SELF-ASPECT CONGRUENCE
Scott Alan Beyer1, Lora Park1
1University at Buffalo, SUNY
This study examined whether feedback affects self-esteem most strongly when congruent with the active self. Participants’ academic or romantic self-aspect was activated and received negative or positive academic or control feedback. Those in the academic self-aspect/romantic threat condition showed lower self-esteem and more self-handicapping than all groups except academic self-aspect/control.

C266
YOU ARE SHARING, BUT AM I CARING? THE EFFECTS OF AUTOBIOGRAPHICAL MEMORY SHARING ON CLOSENESS.
Nicole Rae Wentling1, Denise Beikl1, Holly Cole1
1University of Arkansas
Two studies investigated the social effects of sharing autobiographical memories. In both studies, the information a character revealed first mattered little, but when the information revealed second was a specific autobiographical memory, participants reported feeling closer to him or her. This only occurred for characters described as strangers, not friends.

C267
LABELING IN-BETWEEN SEXUAL ORIENTATIONS USING A MATCH-AND-MOTIVATION FRAMEWORK
Tara Jeanne Collins1, Kelly Crowe1
1Winthrop University; 2University of Kansas
A Match-and-Motivation framework was used to understand self-labeling processes among women with in-between sexual orientations. Both-level of matching with a label and motivation to apply/reject a label predicted orientation label use. The degree of same- vs. other-sex orientation and acceptance within communities were especially influential in the labeling process.

C268
WHAT DO I WANT TO BE TRUE ABOUT ME? PITTIGN SELF-VERIFICATION THEORY AGAINST RAISON OBLIGE THEORY
Aiden P. Gregg1, VerBon Cheung1, Constantine Sedikides1
1University of Southampton
Self-verification theory proposes that people want to verify even negative self-views. Supporting it, people with negative self-views opt for positive over negative feedback. However, we found in several studies that they nonetheless prefer the negative feedback they choose to be false, and the positive feedback they disdain to be true.

C269
GRADUAL TRANSITIONS FROM PRESENT TO FUTURE: TEMPORAL DISCOUNTING AND THE FUTURE SELF
Joshua L. Rutt1, Corinna E. Löckenhoff1
1Cornell University
We examined future self-thought as a gradual function of distance into the future. Participants reported anticipated similarity to their future selves across six future time points using both an implicit and explicit measure. Temporal discounting was also assessed. Fitted hyperbolic trajectories for all three tasks were significantly correlated.

C270
BODY IMAGE AND NARCISSISM: DISTINCT PATTERNS FOR OVERT, COVERT, AND ADAPTIVE NARCISSISTIC PERSONALITY TENDENCIES
Jonathan M. Cheek1, Katharine M. Hargreaves1, Michael J. Strube1
1Wellesley College
There are at least three major types of narcissistic personality tendencies in the normal range of individual differences (e.g., Wink, 1992). Results from self-reports and acquaintance ratings support
### Poster Session C – Self/Identity

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<th><strong>Poster Session C</strong></th>
<th><strong>Self/Identity</strong></th>
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<td><strong>C271</strong></td>
<td><strong>Protecting the Self from One's Own Actions: Self-Descriptive Action Identities Vary in Abstraction Depending on the Outcome of the Behavior</strong></td>
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<tr>
<td>Steven Parkin¹, Robin R. Vallacher²</td>
<td>Florida Atlantic University</td>
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<td>People often describe their own behavior to reflect abstract qualities of their identity. Motivated to maintain positive self-regard after critical feedback, actions are reframed at a low level. Participants preferred lower-level action descriptions in situations with negative (relative to positive) outcomes, thereby avoiding negative self-relevant implications of abstract action identities.</td>
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| **C272** | **Inferring Group Identities on Twitter** |
| Asaf Dustin Beasley¹, Winter Mason² | Indiana University, Bloomington, Stevens Institute of Technology |
| Computational tools that infer group identities can deepen our understanding of individual and group behavior. Previous work has accurately inferred group identities of Twitter users, but only for specialized samples. With a more general sample of 1392 users, we found these methods accurately predicted gender but not political affiliation. |

| **C273** | **Public Displays of Self: Distinctions Among Relational, Social, and Collective Aspects of the Interdependent Self** |
| Nathan N. Cheek¹, Jonathan M. Cheek², Jennifer O. Grimes³, Linda R. Tropp⁴ | Swarthmore College, Wellesley College, University of Massachusetts, Amherst |
| The RIC model focused research attention on two aspects of the interdependent self – relational and collective (e.g., Šedikides & Brewer, 2001). To restore James’ social self to its deserved former prominence, we conducted factor and correlational analyses of scale items indicating the need for three aspects of interdependent self-construal. |

| **C274** | **Work in Groups Versus Individually: A Way to Reduce Self-Handicapping** |
| Tieyuan Guo¹, Nuoya Zhao¹ | University of Macau |
| We examined how group versus individual tasks affect self-handicapping. Participants had a chance to practice before they completed a task either individually or in groups. They were informed that practice could either improve performance or didn’t matter. Results showed participants had lower level of self-handicapping when in groups than individually. |

| **C275** | **Would You Like a Comparison Sandwich? Multiple and Multi-Directional Social Comparisons** |
| Kathryn Bruchmann¹, Jerry Suls² | Santa Clara University, National Cancer Institute |
| Three studies examined self-evaluations of participants after receiving objective score feedback and comparison information from either a better-off target, worse-off target, both better- and worse-off targets, or no comparison information (control). Across studies, self-evaluations were more favorable with the availability of downward comparison information. Implications are discussed. |

| **C276** | **Your Brain is Like the First Copy of the Great Gatsby: The Link Between Intuitions About Personal Identity and Essentialist Beliefs About Objects** |
| Zachary Home¹, Andrei Cimpian², Shelbie Sutherland³ | University of Illinois at Urbana-Champaign |
| Many people believe that someone’s identity persists only when their exact physical brain persists – a perfect copy of it in another brain would not preserve identity. We present evidence that this intuition may stem from a misguided assumption that objects (e.g., brains) have hidden physical essences that generate their properties. |

| **C277** | **Too Positive is as Bad as Too Negative: The Effects of Positive Performance Feedback on Students’ Performance and Mental Health** |
| Minjae Seo¹, Hae In Lee¹, Young-Hoon Kim¹ | Yonsei University |
| We examined the effects of parents’ performance feedback on children’s academic performance and depression as a function of how realistic positive performance feedback is, relative to children’s actual performance level. We found that children receiving exaggerated positive performance feedback reported lower GPA and more depression, suggesting that unrealistic positive performance feedback could be detrimental. |

| **C278** | **How Optimal is Optimal Distinctiveness? Affective Responses to Optimal Distinctiveness and Threats to Inclusion/Differentiation** |
| Katherine Satoko Sorensen¹, Cynthia Pickett¹ | University of California, Davis |
| We tested the idea that high intragroup inclusion and high intergroup differentiation – optimal distinctiveness – may be experienced negatively by group members who value assimilation into the majority culture. Using Asian-Americans as the ingroup, study results demonstrated greater threat and negative social emotions when participants were given optimal distinctiveness feedback. |

| **C279** | **A Dark Side of Positive Self-Perceptions: Unrealistic Positive Self-Perceptions Predict Poor Psychological Health and Intellectual Performance** |
| Hae In Lee¹, Minjae Seo¹, Young-Hoon Kim¹ | Yonsei University |
| The present study examined whether positive self-evaluations are beneficial or detrimental to mental health and intellectual functioning. We found that students who exaggerated their performance had lower GPA and experienced more depression, compared to accurate performance-assessors. This effect was observed in the latter semesters even after controlling for the GPA and depression in the previous semester. |

| **C280** | **Clear Self or Positive Self? Unique Effects of Self-Concept Clarity and Self-Esteem on Mental-Health** |
| Yuko Tokunaga¹, Takashi Horiuchi¹ | Okayama University |
| The current study examined unique effects of self-concept clarity and self esteem on mental-health. Study 1 demonstrated that low self-concept clarity associated with somatic symptoms and low self-esteem related to social dysfunction. Study 2 indicated that low self-concept clarity predicted instability of depression symptoms. |
C281
ENVIRONMENTAL INFLUENCES ON ANTECEDENTS, IDENTIFICATION, AND OUTCOMES OF GLOBAL CITIZENSHIP
Stephen Reynolds1
1Texas A&M University-Commerce
In six studies various environmental influences are examined as predictors of global citizenship identification. Results show school environment, political orientation, religiosity, college instructors, and fan groups all influence one’s degree of global citizenship identification.

C282
SUPERORDINATE “GLOBAL” IDENTITIES
Justin Hackett1
1California University of Pennsylvania
The association between identification with superordinate identities (sense of global community, identification with humanity, global citizen), subgroup identities (national, local community), and participation in activist movements is examined. Results show global citizen uniquely predicts activist participation above and beyond other superordinate and subgroup identities.

C283
IMPLICATIONS OF SELF-PRESENTATIONAL AUTHENTICITY FOR RELATIONSHIP QUALITY
Katrina P. Jongman-Seren1, Mark R. Leary2
1Duke University
This research focuses on the relationship implications of conveying inaccurate self-presentations. Two studies asked participants about their self-presentational goals with parents and friends and obtained ratings of relationship quality from participants, parents, and friends. Relationship quality was related to participants’ self-presentational authenticity, perceived self-presentational success, and actual self-presentational success.

C284
WISER NOT WEAKER: SELF-COMPASSIONATE RESPONSES TO AGING
Ashley Batts Allen1
1University of North Florida
Three studies examined self-compassion and well-being in older adults. Study 1 (n = 132) found self-compassion helped participants face physical and mental challenges. Study 2 (n = 71) found self-compassion improved attitudes toward the need for assistance. Study 3 (n = 121) found self-compassionate thoughts help explain emotional recovery.

C285
SELF-COMPASSION INCREASES SELF-IMPROVEMENT MOTIVATION
Juliana G. Breines1, Serena Chen1
1University of California at Berkeley
Does self-compassion motivate self-improvement? In four experiments, inducing a self-compassionate mood yielded greater incremental beliefs about personal weaknesses (N = 69); motivation to make amends for moral transgressions (N = 100); persistence at learning tasks after initial failure (N = 103); and motivation to change personal weaknesses (N = 78).

C286
‘MAP’PING GENDER DIFFERENCES IN THE MULTIPLE AUDIENCE PROBLEM: EXAMINING THE EFFECT OF DOMINANCE AND DEFERENCE GOALS IN JOB INTERVIEWS
Corey L. Cook1, Catherine A. Cottrell2, Austin Lee Nichols2, David A. Richards1
1Skidmore College, 2New College of Florida, 3Peking University HSBC Business School, 4United Negro College Fund
Mock interviews examined whether men and women experience different goal-related multiple audience problems. Simultaneously pursuing dominance and attraction goals caused increased distress for women, whereas simultaneously pursuing deference and attraction goals caused increased distress for men, suggesting that conflicting self-presentational goals can create multiple audience problems that differ by gender.

C287
AN EXPERIMENTAL ANALYSIS OF SELF-ENHANCEMENT AS A GOAL DIRECTED FORCE
Erin Marie O’Mara1, Lowell Gaertner2
1University of Dayton, 2University of Tennessee
We manipulated self-enhancement to assess its causal effect on goal-performance using a creativity-test paradigm. Participants self-enhanced about creativity, were in the control condition (Studies 1, 2, 3), or self-enhanced about another trait (Study 3) then completed a creativity test. Participants who self-enhanced about creativity excelled on the creativity test.

C288
THE GOOD WITH THE BAD: FACEBOOK AS A SOURCE OF BELONGING, LIFE SATISFACTION, STRESS, AND OSTRACISM
Stephanie J. Tobin1, Eric J. Vanman1, Mamiez Verreyne1, Rosemary Baker1, Alexander K. Saeri1
1University of Queensland
We examined the effects of Facebook access (Study 1), information sharing (Study 2) and feedback on status updates (Study 3) on cortisol, belonging, self-esteem, control, and meaningful existence. Results indicated that Facebook satisfies one’s needs to a greater extent when people share information and receive a satisfactory response from others.

C289
THE POWER OF SOCIAL CONTEXTS: SOCIAL-CLASS, AGE, SELF-CONCEPT CLARITY, AND WELL-BEING ACROSS ADULTHOOD
Micaela Chan1, Jinkyung Na1, Jennifer Lodi-Smith2, Denise C. Park2
1University of Texas at Dallas, 2Canisius College
We investigated social-class differences in the trajectory of self-concept clarity (SCC) across the lifespan and its implications for well-being. Middle-class participants showed a curvilinear relation between SCC and age, in which age-related differences in SCC mediated differences in diverse measures of well-being. This effect is less robust in working-class participants.

C290
PERCEIVED PERSONALITY OF INDIVIDUALS IN ACTIVE ADDICTION OR RECOVERY
Timothy W. Curran1, Jason Blizzard1, Emily Eisenhart1, Whitney Spears1, Richard Seigler2, Thresa Yancey1
1Georgia Southern University
This study investigated college students’ perceptions of individuals in active addiction or recovery to determine if stigmatizing attitudes exist toward these populations. Participants’ personality factors were measured and compared to the perceived personality measures. Results indicated that college students perceive addicts and recovering addicts as being significantly different from themselves.

C291
THE DEVELOPMENT OF IMPLICIT INTERGROUP BIAS IN WHITE, MIXED-RACE, AND BLACK BRAZILIAN CHILDREN
Ari Macias Sacco1, Maria Clara Pinheiro de Paula Couto1, Silvia Helena Koller1, Yarrow Dunham2
1Federal University of Rio Grande do Sul, 2Yale University
We investigated the development of implicit intergroup bias in Brazilian children. Findings revealed a significant IAT effect in the three examined racial groups, with White and Mixed-race children expressing more bias towards White people than Black children. Results showed no age effect on implicit prejudice through development.

Society for Personality and Social Psychology – 2014 Annual Meeting
The present study examined the relationship between cognitive complexity and paradoxical effects in suppressing stereotypes about females’ math abilities. The results indicated that male participants who were low on cognitive complexity showed paradoxical effects and those who were high on cognitive complexity did not show paradoxical effects.

C298
STEREOTYPE THREAT AND SELF-COMPASSION
Chana Rachel Feinsein1, Seung Hoo You1
1San Francisco State University
Does women’s self-compassion affect their math identification and stereotype threat perceptions? Gender primed women reported more self-compassion than those who were not primed. That self-compassion positively correlated with perceptions of stereotype threat and math identification did not decrease, suggesting self-compassion may have buffered stereotype threat’s effects.

C299
NOT ALL STEM IS CREATED EQUAL: HOW PERCEIVED GOAL AFFORDANCES IMPACT WOMEN’S INTENTIONS TO PURSUE SCIENCE-RELATED FIELDS
Victoria A. Grunberg1, Jane G. Stout1, Tiffany A. Ito1
1University of Colorado, Boulder, 2Computing Research Association
We investigated whether ability to meet communal goals varied across physical, biological, and behavioral sciences, and whether such differences mediate women’s interest in them. Perceived communal goal affordances were greater for behavioral and lowest for physical sciences; difference in relative affordances partially mediated women’s greater intentions to pursue behavioral sciences.

C300
GROUPS BOTH ENHANCE AND REDUCE STEREOTYPING
Erin Cooley1, B. Keith Payne1, Chester A. Insko1
1University of North Carolina at Chapel Hill
We reason that the link between groups and stereotypes is fundamental to the formation of stereotypes. In the present research, we reason that the link between groups and stereotypes leads to two predictions. First, groups should activate stereotypes more strongly than individuals. Second, counterstereotypical groups should provide a way to change stereotypes.

C301
TV PORTRAYALS AND STEREOTYPES OF THE MENTALLY ILL: CRIMINAL VS. NON-CRIMINAL BEHAVIOR
Alicia Anderson1, Sarah Butler1
1The Sage Colleges
Because mentally ill characters on TV are often portrayed as criminals, viewers may develop negative stereotypes about the mentally ill. Randomly assigned participants who viewed a mentally ill character portrayed in a non-criminal role had more positive feelings towards mentally ill people than those who viewed a criminal role.

C302
THE INFLUENCE OF RELIGIOUSNESS, FUNDAMENTALISM, AND SEXUAL PREJUDICE ON PERCEPTIONS OF COUPLE ATTRACTIONNESS
Morgan B. Kinney1, Jordan P. Labouff1
1University of Maine
This study examines the influence of religiousness, religious rigidity, and explicit sexual prejudice on perceptions of attractiveness. Participants rated images of gay couples less attractive and less romantic than straight couples. Analyses revealed religious rigidity and explicit prejudice, but not religion, accounted for more than 50% of variability in bias.
C303  DIRECT AND INDIRECT EFFECTS OF STIGMA CONSCIOUSNESS ON PHYSICAL HEALTH IN SEXUAL MINORITIES  
Wilson Salvador Figueroa1, Peggy M. Zoccola1  
1Ohio University  
An online study of LGB adults examined the direct and indirect effects of stigma consciousness on physical health and the potential moderating role of hardiness on these associations. Stigma consciousness directly and indirectly, via prolonged reactivity to stressors, predicted poorer physical health. Hardiness buffered both the direct and indirect effects.

C304  BENEVOLENT RACISM? TARGET RACE AS A PREDICTOR OF BENEVOLENT SEXISM  
Jean McMahon1, Kimberly Barsamian Kahn1  
1Portland State University  
We investigated whether benevolent sexism (BS) is differentially applied based on race. Participants read a vignette describing a Black or White woman acting chaste or promiscuous. BS was expressed more towards chaste Black women than chaste White women. Minority women who follow traditional gender norms may be overcompensated for conforming.

C305  THE GENDERED NATURE OF IMPLICIT ANTI-FAT BIAS TOWARD MEN: EFFECTS OF MUSCULARITY AND ETHNICITY  
Ariel J. Mosley1, Lisa A. Hamilton2  
1California State University, Sacramento  
This research examined implicit bias toward overweight men who varied in muscularity and ethnicity. Women demonstrated significant implicit anti-fat bias regardless of men’s ethnicity or muscularity. Also, women’s implicit weight biases and explicit anti-fat attitudes were positively associated. These effects were non-significant among men, suggesting gender differences in weight bias.

C306  THE FAT THRESHOLD: STIGMA IN THE EYE OF THE BEHOLDER  
Leslie Crimin Johnson1, Elizabeth C. Pinel2  
1Finlandia University, 2University of Vermont  
Weight-bias research largely ignores that perceivers vary in how they label “fat.” In two studies, we examine the impact of perceivers’ own characteristics on their fat thresholds. Findings demonstrate that body image and attitudes about fat people influence the fat threshold. Implications for targets of weight-bias are discussed.

C307  EXAMINING THE STEREOTYPE CONTENT MODEL IN HIRING DISCRIMINATION IN ISRAEL  
Anna Gross1  
1Academic College of Tel-Aviv-Yafo  
The current study examined the effects of perceived competence and warmth of applicants’ ethnic group (Israeli Veteran, Russian immigrant, Ethiopian immigrant, or Israeli Arab) on decision making in personnel selection among students and professional interviewers. We found hiring discrimination against Arabs and Ethiopians in the students’ sample only.

C308  GENDER STEREOTYPES DECREASE THE PERCEIVED PLAUSIBILITY OF SOCIETAL CHANGE  
Mollie A. Price1, James E. Wages1, John Blanchar2, Scott Eidelman1  
1University of Arkansas  
We tested the hypothesis that increased stereotype salience would create the impression that social relations are stable and unchangeable. Exposure to gender-stereotypic (vs. neutral) traits led both men and women to perceive gender discrepancies in society as unchangeable, and stronger endorsement was associated with the justification of current gender relations.

C309  BELIEF IN A JUST WORLD, TRANSPHOBIA, AND THE BLAMING OF INNOCENT VICTIMS  
Dexter Mel Thomas1, Jonathan Amburgey1  
1Westminster College  
This study examined relationships between Belief in a Just World (BJW), Genderism and Transphobia (GTS), and victim blaming. All three variables were correlated. However, GTS was independently related to victim blaming, while BJW was not. GTS may provide insight into mechanisms underlying BJW and victim blaming, including victims who are not transgender.

C310  THE ROLE OF SOCIAL STATUS IN IMPLICIT AND EXPPLICIT NEGATIVE GENDER SELF-STEREOTYPING  
Valerie L. Laws1, Luis M. Rivera1  
1Rutgers University, Newark  
The social status afforded to men versus women leads to differential effects on implicit and explicit negative gender self-stereotyping. Consistent with an implicit social cognition framework, men and women exhibited implicit self-stereotyping, but only women exhibited explicit self-stereotyping. Moreover, strong implicit (not explicit) self-stereotyping was moderately associated with high self-esteem.

C311  PREJUDICE AND ACCURACY IN RECOGNIZING BLACK PEOPLE’S EMOTIONAL EXPRESSIONS  
Jin X. Goh1, Susan A. Andrzejewski2, Emily K. Korzec1, Judith A. Hall1  
1Northeastern University, 2Franklin & Marshall College  
Participants viewed White or Black people’s facial expressions displaying Happiness, Sadness, Anger, and Fear, and filled out the Attitudes Toward Blacks Scale. We found that higher explicit racism was associated with lower accuracy in judging Happiness and Sadness in Black people relative to White people.

C312  CLINICIANS’ RACIAL BIASES IN THE UNITED STATES AND FRANCE  
Natalia N. Khosa1, Corinne A. Moss-Racusin2, John F. Dovidio1  
1Yale University, 2Skidmore College  
Racial bias emerged among American – but not French – clinicians. American clinicians rated a White patient as significantly more likely to improve, uphold a treatment protocol, and take personal responsibility for his health than an identical Black patient; personal responsibility fully mediated the racial difference in patient improvement in the U.S.

C313  INDIVIDUAL BLAME VS. SYSTEM BLAME: HOW AUDIENCE RACE INFLUENCES EVALUATIONS OF POLITICAL MESSAGES  
Kelly A. Hirsch1, Phia S. Salter2, Rebecca J. Schiegel1, Luyen T. Thai2  
1Texas A&M University, 2Texas A&M University  
The present research examined the interactive influence of race of audience and content of message on third party evaluations of a political speech. Three experimental studies revealed that third parties evaluated a speech most positively when an individual blame message was directed toward a Black audience.

C314  INSIDE EXPERIENCE: THE IMPACT OF ENGAGEMENT WITH PRISONERS ON EMPATHY AND PREJUDICE TOWARD SERIOUS OFFENDERS  
Elle Mae Boag1, David Wilson1  
1Birmingham City University  
Extending previous prejudice research, we examine the role of empathy in the relation between experiencing engagement with a socially accepted outgroup (convicted serious offenders) and reduced prejudice toward prisoners. Results illustrated that compared to controls, experiencing engagement with convicted offenders reduced prejudice and empathy. Implications and further research directions are also identified.
**C315**

WHAT’S AGE GOT TO DO WITH IT? EXAMINING HOW THE AGE OF STIMULUS AFFECTS CHILDREN’S IMPLICIT RACIAL BIAS

Erica C. Nolles, Jennifer L. Rennels

1University of Nevada, Las Vegas

Children completed an affective priming task with female/male, African-American/Caucasian, and same-age/adult faces to measure implicit racial bias. Six-year-olds showed implicit bias towards same-age faces but not adult faces. When measuring children’s implicit bias it’s important to consider the types of faces used in the task.

**C316**

WHEN PERSPECTIVE-TAKING BACKFIRES: HOW (NOT) TO ENGENDER WARMTH AND RESPECT FOR MINORITIES

Crystal T. Tse, Christine Logel, Steven J. Spencer

1University of Waterloo, 2Renison University College

This research shows that attempting to reduce prejudice with perspective-taking that focuses solely on disadvantages minorities face can backfire. Doing so decreased respect for minorities and increased behaviors that confirm negative stereotypes. However, we observed positive outcomes of perspective-taking that focused on minorities’ hidden strengths.

**C317**

EVERYONE LOVES A GOOD (SEXIST) JOKE: COMPARING REACTIONS TO RACIST AND SEXIST SENTIMENTS

Julie A. Woodzicka, Thomas E. Ford, Robyn K. Mallett, Shelbi Hendricks

1Washington and Lee University, 2Western Carolina University, 3Loyola University Chicago

We examined perceptions of and likelihood to confront sexist and racist jokes and statements. Sexist jokes were rated as more appropriate than sexist statements, but racist jokes and statements were rated as similarly inappropriate. Racist comments (regardless of type) were also rated as more worthy of confrontation than sexist comments.

**C318**

DO STRAIGHT AND GAY MEN THINK OF LESBIANS DIFFERENTLY?

Jingshu Guo

1University of Pennsylvania

This study examined implicit and explicit attitudes toward homosexuals with a Chinese male sample. Gay participants exhibited significantly less negative attitudes toward gay men than towards lesbian women explicitly and implicitly, while the opposite was true for straight participants. Straight Chinese men exhibited significantly negative attitudes toward gay and lesbians explicitly as well as implicitly.

**C319**

IT JUST COMES NATURALLY TO WOMEN: HEIGHTENED ESSENTIALIST CONCEPTIONS OF MOTHERS RELATIVE TO FATHERS

Sarah Banchefsky, Bernadette Park

1University of Colorado Boulder

The category mother is essentialized more so than the category father on every dimension of essentialism. The salient visual changes women undergo in the course of pregnancy contribute to these differential perceptions. Characteristics of mothers are generalized to women, creating greater overlap for these groups relative to fathers and men.

**C320**

SUBJECTIVE INTERPRETATION DETERMINES WHETHER NEGATIVE AFFECT TOWARD AFRICAN AMERICANS MANIFESTS AS AVOIDANCE

Kent M. Lee, Blair Kirsten Pulero, Alicia Chen, B. Keith Payne

1UNC Chapel Hill

When we encouraged White participants to interpret negative affect toward Blacks as fear, they demonstrated faster avoidance of Black individuals, compared to White individuals, on a subsequent measure of automatic behavior. This difference did not arise when we encouraged participants to interpret these negative feelings toward Blacks as sympathy.

**C321**

STEREOTYPE ACTIVATION AND ASSOCIATION FOR MULTIPLE MINORITY IDENTITIES: THE INTERSECTION OF BLACK AND GAY IDENTITY.

Nicholas Peter Alt, Cheryl Dickter

1The College of William & Mary

A flanker task assessed stereotype activation for Black and White, gay and straight targets. Participants racially categorized gay Black targets faster than straight Black targets when flanked by positive stereotypes. Gay White targets were categorized slower than straight White targets flanked by positive stereotypes. Findings support the selective inhibition framework.

**C322**

DOES POPULAR NEUROSCIENCE FOSTER ESSENTIALIST UNDERSTANDINGS OF SOCIAL GROUPS?

Clodhna O’Connor, Helene Joffe

1University College London

This poster explores how popular neuroscience is drawn into articulations of social identities. It reports a content analysis of 3,630 UK newspaper articles discussing neuroscience. Articles frequently reproduced conventional stereotypes of groups defined by gender, sexual orientation, mental illness, criminality and obesity. Analysis suggested that popular neuroscience may promote essentialism.

**C323**

THE ROLE OF AMBIGUITY AND INDIVIDUAL DIFFERENCES IN ATTRIBUTIONS TO PREJUDICE

Stuart S. Miller, Jericho M. Hockett, Conor J. O’Dea, Derrick F. Till, Donald A. Saucier

1Kansas State University

Expressions of prejudice are often subtle. Whether prejudice is perceived when its expression is ambiguous was found to be related to differences in perceivers’ beliefs about the prevalence of prejudice, vigilance for cues of prejudice, trivialization of targets’ concerns about prejudice, and self-efficacy in recognizing prejudice.

**C324**

UNDERSTANDING STUDENTS’ OPPOSITION TO COLLEGE DIVERSITY INITIATIVES: THE ROLE OF MODERN RACISM AND MOTIVATED CRITICISMS

Conor J. O’Dea, Stuart S. Miller, Tammy L. Sonnentag, Donald A. Saucier

1Kansas State University

College diversity initiatives provide support for underrepresented students while also promoting multiculturalism. Our multiple mediation model suggests that racism is related to students’ lack of support for diversity initiatives through criticisms of these programs motivated by perceived threats to ingroup competitiveness and traditional American values.

**C325**

WE JUDGE YOU BASED ON WHAT WE HEAR

Krystal Chen, Xinxi Chan, Yueh-Ting Lee

1University of Toledo

Utilizing the Evaluation-Potency-Accuracy (EPA) model of stereotypes, the study examined native English speakers’ evaluations of Chinese English speakers at various levels of accent. Results supported Lippi-Green (1997)’s “Standard U.S. English,” which suggests that accented speech contradicts American ideologies. Hence, participants evaluated non-native speakers stereotypically by providing lower ratings.
C326
SHOOTING ANGRY: INCIDENTAL ANGER INCREASES DEADLY FORCE TOWARD BLACK MEN IN A FIRST-PERSON SHOOTER VIDEOGAME
Tara Christa Dennehy¹, Cade McCall², Levi Adelman¹, Nilanjana Dasgupta¹, David DeSteno³, Kumar Yogeewaran⁴
¹University of Massachusetts, Amherst, ²Max Planck Institute, ³Northeastern University, ⁴University of Canterbury

Would incidental anger influence the use of deadly force in a first-person shooter videogame? Participants fired more shots at Black avatars and “shot to kill” (head/torso shots) more when induced to feel angry compared to neutral. Anger did not influence the use of deadly force toward White and Asian avatars.

C327
(DE)CONSTRUCTING LEADERS: STEREOTYPE THREAT NEGATIVELY IMPACTS WOMEN ON MULTIPLE DIMENSIONS
Samantha H. Snyder¹, Ashley Batts Allen¹
¹University of North Florida

Women can experience stereotype threat in leadership situations when stereotypes are salient. Participants led confederates through constructing a Lego model. Female leaders of men objectively performed worse, perceived their own performance as worse, were perceived less favorably by confederates, and experienced the situation more negatively than leaders of women.

C328
DOES ASIAN AMERICAN ACADEMIC ACHIEVEMENT LEAD WHITE STUDENTS TO DISENGAGE FROM ACADEMIC DOMAINS?
Caitlin S. Handron¹, Cheryl R. Kaiser², Sapna Cheryan²
¹Stanford University, ²University of Washington

White students read that the recipients of a prestigious academic award were either majority Asian or White. Students who saw Asian award-winners devalued and disidentified with education more than students who saw White award-winners, suggesting that academic disengagement is not a process idiosyncratic to members of stigmatized groups.

C329
JUDGED BY THE COMPANY YOU KEEP? NONPREJUDICED NORMS REDUCE CONCERNS ABOUT BEING MISIDENTIFIED AS GAY/LESBIAN
Jessica Cascio¹, E. Ashby Plant¹
¹Florida State University

Contagion concerns are apprehensions about interacting with gay men/lesbians for fear of being misidentified as gay/lesbian. Altering normative perceptions of sexual prejudice changed participants’ own contagion concerns. Participants who were told most students on campus were nonprejudiced expressed lower contagion concerns than participants who were told most students were prejudiced.

C330
STEREOTYPE THREAT ALTERS THE SUBJECTIVE EXPERIENCE OF MEMORY
Marie Mazerolle¹, Isabelle Régner¹, François Rigalleau¹, Pascal Huguet²
¹University of Poitiers, ²Aix-Marseille University

The present study investigates whether age-related stereotypes affect the subjective experience of memory. Using a Remember-Know paradigm, we demonstrated that stereotype threat decreases the feeling of remembering contextual details of episodic events. Societal implications of older adults’ doubts about their memory ability are discussed.

C331
IDEOLOGICAL METASTEREOTYPES: OVERESTIMATING POLITICAL ANTIPATHY
Jacob Appleby¹
¹University of Minnesota

Metastereotypes, beliefs about the stereotype that an outgroup holds about one’s ingroup, are sources of negative affect and anxiety that adversely influence intergroup interactions. Liberals’ and – to a lesser extent – conservatives’ metastereotypes overestimate how negatively they are viewed by each other, which may add to the contentiousness of political discourse.

C332
CHANGE IN SOCIAL ROLES INFLUENCES STEREOTYPES
Anne Koenig¹, Alice Eagley¹
¹University of San Diego, ²Northwestern University

We investigated social roles as a determinant of stereotypes across 6 ethnic and racial groups, with participants rating the stereotypes of each group given a change in their typical roles. The data show that changes in social roles influenced stereotype content.

C333
SPACE-FOCUSED STEREOTYPES IN BLACK AND WHITE
Caitlyn Yantis¹, Courtney M. Bonam¹
¹University of Illinois at Chicago

We investigated racial stereotypes about people and spaces. Prototypical Black space was impoverished and dangerous; White space was well off and safe (Study 1). People also expressed greater anti-Black bias toward spaces vs. people (Study 2). In sum, space-focused stereotypes may be more polarized and freely expressed than person stereotypes.

C334
DO OTHER GROUPS LIKE US MORE THAN WE THINK?
Tiffany Lam¹, Parnia Haj², Ethan Zell²
¹Towson University, ²University of North Carolina at Wilmington, ³University of North Carolina at Greensboro

We examined the accuracy of meta-perceptions of racial bias. Black participants correctly assumed that white students at their university would show a moderate pro-white bias. However, white participants mistakenly assumed that black students at their university would show a moderate pro-black bias when in reality they showed no bias.

C335
EMOTION REGULATION AND COPING WITH GENDER DISCRIMINATION: THE ROLES OF RUMINATION AND COGNITIVE REAPPRAISAL
Katie Wang¹, John F. Dovidio¹, Elena Mayville¹
¹University of Kansas

Two studies investigated the context-dependent role of emotion regulation strategies in women’s responses to gender discrimination. Rumination more strongly predicted self-directed negative affect when participants believed prejudice to be fixed versus malleable. Depending on the way it was implemented, cognitive reappraisal was associated with divergent behavioral outcomes.

C336
THE POWER OF BEING POWERLESS
Claire Rochelle Gravelin¹, Monica Biemat¹
¹University of Kansas

Two studies examined the effects of social power on the tendency to blame sexual assault victims and endorse rape myths. Powerlessness decreased victim blaming among females, an effect mediated by lowered endorsement of myths depicting victims as liars. Women blamed victims less overall, but powerlessness heightened women’s victim blame focus.

C337
CHANGE WE CAN’T BELIEVE IN: PREDICTING SUPPORT FOR GENDER EQUALITY ACROSS DIFFERENT OCCUPATIONS
Negah Mortazavi¹, Pegah Mortazavi¹, Alyssa Croft¹, Toni Schmader¹
¹University of British Columbia

A large study of adults revealed that people support efforts to create gender equality when women are underrepresented in white collar jobs but are relatively uninterested in promoting equality for men in traditionally female occupations. Perceptions of job prestige, lack of role models and discrimination mediated effects.
C338
RESOURCE SCARCITY AND PREJUDICE TOWARD OLDER PEOPLE
Aaron S. Wallen\textsuperscript{1}, Cameron G. McClure\textsuperscript{1}
\textsuperscript{1}Columbia University
Two experimental studies tested whether resource availability affects impressions of older people. When resources were limited, participants rated older workers as less likely to succeed than younger workers. When resources were plentiful, participants rated the younger and older workers as equally likely to succeed. We discuss implications for ageism theory.

C339
STEREOTYPE THREAT AFFECTS FEMALE DRIVING BEHAVIOR
Manuel Bachmann\textsuperscript{1}, Marianne Schmid Mast\textsuperscript{2}
\textsuperscript{1}Bern University of Applied Science, \textsuperscript{2}University of Neuchatel
Previous research showed that implicit priming with masculine stereotypical words has an impact on men's driving behavior. We tested men and women in a driving simulation. Our results show that women drive slower in the masculine priming condition than men do. The results are discussed in light of stereotype threat.

C340
IMPLICIT RACIAL ATTITUDES: GOOD ASSOCIATIONS REVEAL INGROUP FAVORITISM; BAD ASSOCIATIONS REVEAL DOMINANT GROUP FAVORITISM
Jordan Axt\textsuperscript{1}, Brian A. Nosek\textsuperscript{1}
\textsuperscript{1}University of Virginia
In two studies, implicit measures of good associations indicated ingroup favoritism among Whites, Blacks, Asians, and Hispanics. However, implicit measures of bad associations indicated dominant group favoritism - an outgroup favoritism for three racial groups. Good and bad associations may have different sources and different consequences.

C341
CONSEQUENCES OF STEREOTYPING TO INFERR GROUP MEMBERSHIP: STEREOTYPE DIRECTIONALITY, EVASION OF SOCIAL PRESSURES, AND RESISTANCE TO STEREOTYPE CHANGE
William Taylor Laimaka Cox\textsuperscript{1}, Patricia G. Devine\textsuperscript{1}
\textsuperscript{1}University of Wisconsin - Madison
In four experiments, we demonstrate that people use stereotypes to infer that men are gay, which: gives gay stereotypes a distinct cognitive architecture from racial stereotypes; grants prejudice perpetrators "plausible deniability" to get away with prejudice-based aggression (i.e., administering electric shocks); and buffers counterstereotypic exemplars from effecting stereotype change.

C342
COMPUTER-SYNTHESIZED SPEECH IS PREFERRED OVER THE MILDLY DYSTHASIC SPEECH OF PEOPLE WITH PHYSICAL DISABILITY
Steven E. Stern\textsuperscript{1}, Chelsea Chobany\textsuperscript{1}, Disha Patel\textsuperscript{1}, Justin Tressler\textsuperscript{1}
\textsuperscript{1}University of Pittsburgh at Johnstown, \textsuperscript{2}Seton Hill University
Participants viewed videos two disabled actors delivering persuasive appeals. The actors either used computer synthesized speech or their own dysarthric speech. Actor order and type of speech were counter balanced. Participants rated the argument, message, and the speaker more positively when synthetic speech was used than natural dysarthric speech.

C343
THE EFFECTS OF SPEAKER RACE ON WHITES' PERCEPTIONS OF RACIAL INEQUITIES
Manisha Gupta\textsuperscript{1}, Brian Lickel\textsuperscript{1}
\textsuperscript{1}UMass Amherst
This study investigated the effects of the race of a speaker on White Americans’ reactions to statements about racial equality in the U.S. Participants high in motivation to control prejudice were more likely to express agreement with a non-White (versus White) speaker that racial discrimination against Blacks no longer exists.

C344
COMMUNAL GOAL FulFILMENT THROUGH GROUP WORK: A NEW DIRECTION IN RECRUITING WOMEN INTO COMPUTER SCIENCE
Amanda Kay Montoya\textsuperscript{1}, Allison Master\textsuperscript{2}, Sapna Cheryan\textsuperscript{1}
\textsuperscript{1}University of Washington
Women prioritize communal goals, leading to disin interest in "asocial" fields like computer science. Results showed classes with group work were perceived as more communal than those with individual work, and participants expected computer science to lack group work. Adding group work to classes may help recruit women to computer science.

C345
INSPIRED OR DEJECTED? DISCREPANCY-PRONENESS MAY UNDERMINE PREJUDICE-RELATED MOTIVATION AND CONVICTION
Leslie Ashburn-Nardo\textsuperscript{1}
\textsuperscript{1}Indiana University - Purdue University Indianapolis
White participants who varied in prejudice-related discrepancy-proneness completed measures of self-efficacy, motivation, and conviction for responding without prejudice toward Blacks. Self-efficacy mediated the negative relationships between discrepancy-proneness and both motivation and conviction, highlighting a need for training opportunities for Whites to increase their sense of self-efficacy for overcoming bias.

C346
INTEGRAL CONTACT AND THE RELATIONSHIP BETWEEN SELF-REPORTED CONFLICT, ROOMMATE SATISFACTION, AND PEER INFLUENCE
Jasmine Maria Koech\textsuperscript{1}, Natalie Shook\textsuperscript{1}
\textsuperscript{1}West Virginia University
Conflict often occurs during interracial interactions, which poses an issue for the increasingly diverse U.S. Majority and minority students randomly assigned to either a same-race or interracial roommate relationship were recruited to test the effect of race and relationship type on conflict. Peer influence and roommate satisfaction were also examined.

C347
PREJUDICE TOWARD ONE OR PREJUDICE TOWARD ALL: ASSESSING THE RELATIONSHIP BETWEEN OUTGROUP ATTITUDES
Corey J. Columb\textsuperscript{1}, E. Ashby Plant\textsuperscript{1}
\textsuperscript{1}Florida State University
We propose that the magnitude of the relationship between outgroup attitudes depends on both situational and dispositional factors that activate differential or similar underlying attitude sources. Consistent with our theorizing, participants high on social dominance orientation (SDO) had a stronger relationship between outgroup attitudes, compared to participants low on SDO.

C348
YOU'RE JUST SAYING THAT TO BE "POLITICALLY CORRECT": HOW CHRONIC AND PRIMED SUSPICION OF WHITES’ MOTIVES SHAPE ETHNIC MINORITIES’ REACTIONS TO POSITIVE FEEDBACK FROM WHITES
Brenna Delecave Malta\textsuperscript{1}, Brenda Major\textsuperscript{1}, Jonathan Kunstman\textsuperscript{2}
\textsuperscript{1}University of California, Santa Barbara, \textsuperscript{2}Miami University
We examined how the belief that Whites behave positively toward minorities primarily for external ("Politically Correct") rather than internal reasons affects ethnic minorities' interpretations of and reactions to positive feedback from Whites. Results suggest that feedback that violates expectations creates negative interpretations and affect, even when feedback is positive.
The current study examined whether individual differences in social anxiety moderates the relationship between objectification experiences and self-objectification for women. As expected, sexual advances were positively correlated with body surveillance for women low in social anxiety whereas for women high in social anxiety, sexual advances were unrelated to body surveillance.

C350  
EFFECTS OF IMPLICIT WEIGHT BIAS ON TERROR MANAGEMENT PROCESSES  
Pegah Naemi1, Lisa Harrison1  
1California State University, Sacramento  

Four experiments examined whether reminding people of human corporeality by priming them with images of bare women activates terror management processes. Results indicate primed images of overweight women do not generate death-related thoughts or positive health-related intentions. Findings suggest implicit anti-fat bias may not directly activate terror management processes.

C351  
EFFECTS OF FEMALE SCIENTIST ROLE MODELS ON FEMALE SCIENCE MAJORS’ BELONGING AND SELF-ESTEEM  
Bettina J. Casado1, Jessica L. Eastin1, Emily A. Ingalls1, Breanna R. Wexler1, Abdiel J. Flores2, Amy M. Arambulo2  
1University of Missouri, St. Louis, 2University of California, San Francisco  

Role models influence women’s success in science. This study found female role models with positive experiences increased women science majors’ sense of belonging, but role models with negative experiences decreased women science majors’ self-esteem. Research should further explore the effects of role models’ gendered experiences on women science majors’ outcomes.

C352  
DOUBLE STANDARD: SOCIAL NETWORKS AND WHITES’ ATTRIBUTIONS OF PREJUDICE OF HIGH AND LOW-STATUS GROUPS  
John Michael Rohrbach1, Rebecca Bigler1  
1The University of Texas at Austin  

Whites believe the racial diversity of their social networks to be unrelated to their racial attitudes. We tested whether Whites made different impressions (e.g., prejudice) of high versus low-status group members using the diversity of the target’s social network. Overall, Whites believed high-status targets to be less prejudice than low-status targets.

C353  
ENTERTAINMENT EDUCATION AND PREJUDICE REDUCTION  
Sohad Murrar1, Markus Brauer1  
1University of Wisconsin-Madison  

Through the framework of Entertainment Education, the process by which entertaining and educational media messages are used to shape pro-social behaviors, we propose that watching a television sitcom which entertaining and educational media messages are used to shape pro-social behaviors, we propose that watching a television sitcom depicting out-group members reduces prejudice. The analyses show the data support our prediction suggesting television is an important avenue for reducing prejudice.

C354  
STEREOTYPE THREAT’S SPILLOVER EFFECT ON INTERGROUP RELATIONS: HOW DOES EXPOSURE TO STEREOTYPE THREAT IN MATHEMATICS AFFECT WOMEN’S INTERGROUP ATTITUDES  
Elif Gozde Ikizer1, Zeynep Cemalcilar2  
1University of Connecticut, 2Koc University  

The present study tests whether stereotype threat has an effect on intergroup attitudes. Using an experimental design, data were collected from 83 undergraduate Turkish female students. Women exposed to threat demonstrated more positive cognitive attitudes toward women compared to participants in the control group.

C355  
THE PARADOX OF MINIMIZING OBJECTIFICATION  
Thomas Lee Budesheim1  
1Creighton University  

Because women are frequently judged by their appearance, people may believe their own judgments are more likely to be biased by a woman’s appearance than by a man’s appearance. We found instructions to disregard appearances resulted in an asymmetric correction for appearance bias that disadvantaged female political candidates.

C356  
PERCEPTIONS OF WHITE AMERICAN AND BLACK AMERICAN DISCRIMINATION CLAIMANTS’ POLITICAL VIEWS  
Alison Blodorn1, Laurie T. O’Brien2  
1University of California - Santa Barbara, 2Tulane University  

The present research investigated perceptions of White and Black American discrimination claimants’ political views. Three studies demonstrated that claims of discrimination are not be perceived as mere vocalizations of discriminatory experiences; instead these claims may be used to make inferences about the claimant’s political views and motivations for social change.

C357  
REAL MEN DON’T EAT (VEGETABLE) QUICHE: MASCULINITY AND THE JUSTIFICATION OF MEAT CONSUMPTION  
Hank Rothgerber1  
1Bellarmine University  

Males used direct strategies to justify eating meat, including endorsing pro-meat attitudes and denying animal suffering. Females endorsed indirect strategies of dissociating animals from food and avoiding thinking about animal treatment. Direct strategies positively related to masculinity and greater meat consumption, whereas indirect strategies were correlated with less meat consumption.

C358  
LESS THAN IDEAL: HOW INTERRacial FAMILIES ARE VIEWED LESS FAVORABLY THAN SAME-RACE FAMILIES  
David R. Kille1, Crystal T. Tse1, Richard P. Eibach1, Steven J. Spencer1  
1University of Waterloo  

We show that people view interracial families as less ideal families using explicit and implicit measures, and hold interracial families (vs. same-race families) to higher standards. Specifically, ambiguous behavior reduced Whites’ positive evaluations only of an interracial (vs. same-race Black) family. We discuss implications for prejudice against small-scale social units.

C359  
CROSS-CULTURAL DIFFERENCES IN PERCEPTIONS OF INDIVIDUAL AND INSTITUTIONAL SEXISM  
Jessica J. Sim1, Zoe Kinias1, Krishna Savani2, Heejung Kim1  
1INSEAD, 2National University of Singapore, 3University of California, Santa Barbara  

In four studies, we examined how Americans and Asians differ in their perceptions of sexism. Compared to Americans, the distinction between individual and institutional sexism was attenuated or reversed among Indians and Singaporeans. Evidence suggests individuals may be used to make inferences about the type of sexism that is consistent with their cultural models of agency.
### C360
**DO YOU REALLY UNDERSTAND? AFFILIATIVE DESIRE AND INTERGROUP ASYMMETRIES IN UNDERSTANDING**

Deborah Son Holoien\(^1\), J. Nicole Shelton\(^2\)
\(^1\)Ohio State University, \(^2\)Princeton University

Whites’ desire to affiliate with Blacks can cause intergroup asymmetries in understanding when race is salient. Whites who desire to affiliate with Blacks feel that they understand Blacks (Study 1), even to a greater extent than Blacks feel understood (Study 2). Consequently, Whites’ affiliative desire may unwittingly cause intergroup misunderstandings.

### C361
**FORCE AND THE FACE: EXAMINING INTRAGROUP BIAS IN POLICE/CITIZEN INTERACTIONS**

Kimberly Kahn\(^1\), Phillip Atiba Goff\(^2\)
\(^1\)Portland State University, \(^2\)University of California, Los Angeles

We demonstrate how citizen stereotypicality influences police use of force in real world police-citizen interactions. An analysis of internal case files from an undisclosed police department confirmed that, because stereotypicality increases racial stereotyping, officers used more force when interacting with stereotypical minority citizens, but less force with stereotypical White citizens.

### C362
**THE RELATIONSHIP BETWEEN HEART RATE VARIABILITY AND PERCEIVED ETHNIC DISCRIMINATION**

DeWayne P. Williams\(^1\), Kinjal D. Pandya\(^1\), LaBarron K. Hill\(^2\), Baldwin M. Way\(^1\), Julian F. Thayer\(^1\)
\(^1\)The Ohio State University, \(^2\)University of South Carolina, \(^2\)Duke University

This study examines the relationship between perceived ethnic discrimination (PED) and heart rate variability (HRV). Low resting HRV predicts cardiovascular disease and immune dysfunction. Results show that PED (especially stigmatization and social exclusion) is negatively correlated with HRV, suggesting that HRV may be an underlying mechanism linking PED with health.

### C363
**SERVICE LEARNING CUES COMMUNAL GOALS AND INCREASES BELONGING AND INTEREST IN ENGINEERING**

Aimee L. Belanger\(^1\), Amanda B. Diekman\(^1\)
\(^1\)Miami University

Based on the goal congruity perspective, we investigate the impact of service learning on perceived ability of an engineering course to fulfill helping goals, sense of belonging, and subsequent engineering interest. Service learning increased the ability of an engineering course to fulfill communal goals, which fostered belongingness and increased interest.
Poster Session D

Belonging/Rejection

D1
JOINT EFFECT OF EXCHANGE ORIENTATION AND UPWARD SOCIAL COMPARISON ON THE ASSOCIATION BETWEEN FELT INFERIORITY AND EXCHANGE ANXIETY IN CLOSE RELATIONSHIPS
Genta Miyazaki1, Naoya Yadai2, Tomoko Ikegami2
1Rikkyo University, 2Osaka City University
This study investigates “antecedents” of exchange anxiety in close relationships. Results from a questionnaire study revealed that felt inferiority to a romantic partner led to increased exchange anxiety, especially among those who were high in exchange orientation and engaged in upward social comparison with someone outside the relationship.

D2
OF OSTRACISM, LONELINESS AND CONSUMER-BRAND RELATIONSHIPS
Sukki Yoon1, Chris Long2, Mike Friedman3
1Bryant University, 2Ouachita Baptist University, 3Université Catholique de Louvain
Building on the social psychological literature on the effects of loneliness and ostracism, the current research extends these notions to consumer-brand relationships. Across 4 studies, participants primed with loneliness, ostracism and social rejection were found to reject or distance themselves from their favorite brands.

D3
THE INFLUENCE OF ACCEPTANCE GOALS ON RELATIONAL PERCEPTIONS
Katherine E. Adams1, James M. Tyler1, Sara E. Branch1
1Purdue University
We examined whether relational perceptions differ depending on interaction goals (establish, maintain, or repair). Results showed relational perceptions were more positive with maintain versus establish goals, with repair goals exhibiting the most negative. Moderated-mediation analysis also indicated a complex relationship between acceptance goals, relational perceptions, interaction experience, and self-esteem.

D4
THE INCLUSION THEORY OF EXCLUSION: A NOVEL THEORY ABOUT MITIGATING THE NEGATIVE EFFECTS OF SOCIAL EXCLUSION FOR BOTH TARGETS AND SOURCES
Gill Freedman1, Erin M. Burgoon1, Jason D. Ferrell1, James W. Pennebaker1, Kipling D. Williams2, Jennifer S. Beer3
1University of Texas at Austin, 2Purdue University, 3Rutgers University
The current literature has little advice for people who find themselves in the unenviable position of having to reject someone. We propose a framework to advise sources of rejection and provide initial evidence that supports our central premise: explicit rejections are more beneficial than ostracism for both targets and sources.

D5
DISPOSITIONAL NEED TO BELONG AND THE RELATIONAL PERCEPTION OF SOCIAL CUES
Sara E. Branch1, James M. Tyler1
1Purdue University
We examined how dispositional need-to-belong (NTB) influences relational perceptions in response to negative or positive social cues. Results showed high (vs. low) NTB individuals perceived negative cues as more relationally detrimental (lower self-esteem, relational value). Mediation analyses showed NTB has downstream relational effects that influence how people interpret social cues.

D6
EXCLUDING OTHERS AND SOCIAL SELF-ESTEEM: THE ROLE OF TRAIT ANXIETY
Kenneth Tai1, Xi Zou2, Jared Nai3
1Singapore Management University, 2London Business School, 3National University of Singapore
We examine whether trait anxiety influences the effect of excluding others on social self-esteem. Individuals low on trait anxiety show higher levels of social self-esteem when they exclude others. However, for people high on trait anxiety, excluding others does not affect social self-esteem. We discuss implications and future research directions.

D7
OSTRACISM AND PERSONALITY: WHO REACTS? WHO RECOVERS BEST?
Meghan Teresa Berlino1, Craig Parks1
1Washington State University
We explored potential boundary conditions for ostracized individuals by looking at the relationship between personality (Type A/B and Big 5) and reactions/recovery to a spell of laboratory-induced ostracism. While no relationship was found between TABP and ostracism, certain Big 5 personality traits appeared to be significantly related to ostracism.

D8
ISOLATION INCREASES COMFORT FOOD CONSUMPTION AMONG THE SECURELY ATTACHED
Jordan D. Troisi1, Jaye L. Derrick2, Shira Gabriel3
1 Widener University, 2University at Buffalo, The State University of New York
Comfort food activates the relationship concept and reduces feelings of loneliness among the securely attached. The current research hypothesized that this would influence comfort food consumption. Results of a daily diary study confirmed that securely attached individuals ate comfort food more often, particularly on days in which they felt isolated.

D9
SOCIAL INCLUSION LEADS INDIVIDUALS TO DEVALUE GROUPS OF PERCEIVED INFERIOR QUALITY
Donald Sacco1, Michael Bernstein2
1The University of Southern Mississippi, 2Penn State Abington
Two studies demonstrated that socially included individuals (compared to socially excluded and control participants) devalue low status affiliation groups. Included participants reported reduced self-esteem value stemming from negative group memberships (Study 1) and displayed less interest in joining low status groups (Study 2) than did socially excluded and control participants.

D10
DOES OSTRACISM AFFECT HOW HUMAN WE FEEL?
Dongning Ren1, Kipling D. Williams1
1Purdue University
We sought to examine how ostracism affects individuals’ sense of humanness by using a newly composed picture-scale that represents robotic and animalistic dimensions. Results from two studies with different manipulations of ostracism indicate that ostracized participants perceived themselves as less human than the included counterparts.
D11
DO SOCIAL EXCLUSION AND INCLUSION PRODUCE OPPOSITE EFFECTS? THE HARMFUL AND BENEFICIAL EFFECTS OF SOCIAL EXCLUSION/INCLUSION EXPERIENCES
Taishi Kawamoto1, Tsbusa Izk1, Mituhiro Ura1
1Hiroshima University
We found that social exclusion experiences were positively related to aggression, promotion/prevention motivation and depression. By contrast, social inclusion experiences were positively related to social inclusion/exclusion perceptions, and negatively related to depression. The presence of social exclusion and the lack of social inclusion have different meaning on individuals’ adaptation.

D12
I NEED TO BELONG: THE IRONIC EFFECTS OF WANTING SOCIAL RELATIONSHIPS
Matthew M. Peebles1, Kevin P. McIntyre1
1Trinity University
Past literature characterizes the need to belong (NTB) as a beneficial adaptation. However, high levels of the NTB may counterproductively cause people to become less attractive as relationship partners. Results show NTB positively correlates with social anxiety and desperation (Study 1) and is perceived unfavorably by potential partners (Study 2).

D13
DOES REJECTION SPILL OVER TO NOVEL INTERACTIONS? EFFECTS OF INTERPERSONAL REJECTION ON MEMORY AND NONVERBAL BEHAVIOR
Fiona Lee1, Brent Hughes1, Nalini Ambady1
1Stanford University
The study examined whether rejection affects memory for social information and nonverbal behavior during novel interactions. Rejected participants displayed greater nonverbal anxiety during a novel interaction and recalled less information about their new interaction partner. The findings suggest that rejection can constrain the rejected individuals’ ability to regain social connection.

D14
CLOSING THE GAP: BELONGING MODERATES FIRST-GENERATION COLLEGE STUDENTS’ PERFORMANCE IN STEM
Laura Brady1, Arianne Eason1, Cheryl Kaiser1, Sapna Cheryan2
1University of Washington
Compared to continuing-generation college students, first-generation students earned lower grades in an introductory biology class. However, first-generation students who felt greater belonging in the class performed as well as continuing-generation students. Thus, psychosocial experiences may be an important avenue for intervention to improve first-generation students’ academic outcomes.

D15
I AM INCLUDED. THEREFORE I THINK: THE EFFECT OF INCLUSION EXPERIENCES ON DECISION-MAKING
Thomas P. Tibbett1, Kailleigh Byrne1, Darrell Worthy1, Adrienne Carter-Sowell1
1Texas A&M University
Social inclusion influences wide ranges of behavior and cognitive processing. We manipulated social inclusion on a dynamic decision-making task. We found that social inclusion confers an advantage in learning but exclusion had no effect. Our results reveal that social exclusion may not impair decision-making, but social inclusion may improve it.

D16
NOT NICE, NOT INCLUDED: LOW AGREEABLENESS PREDICTS EXPERIENCED OSTRACISM
Matthew P. Kasner1, Andrew H. Hales1, Kipling D. Williams1, William G. Graziano1
1Purdue University
Two studies investigated the role of personality traits in the experience of ostracism. In a large correlational study, agreeableness predicted the experience of chronic ostracism. In an experiment, participants were more likely to endorse the ostracism of individuals described using low-agreeable trait terms or as engaging in low-agreeable behavior.

D17
ASOCIAL, BUT NOT NECESSARILY ANTISOCIAL: SOCIAL ANHEDONIA MODERATES THE EFFECT OF SOCIAL REJECTION ON AGGRESSION AND HOSTILE COGNITIVE BIAS
Richard S. Pond, Jr.1, C. Nathan DeWall1, Paul J. Silvia1
1University of North Carolina at Wilmington, 2University of Kentucky, 3University of North Carolina at Greensboro
Social rejection is commonly associated with aggression. However, it’s unknown whether social anhedonia influences the impact of rejection on aggression. Across three methodologically diverse studies, social anhedonia moderated the effect of rejection on aggression and hostile cognition. That is, rejection increased levels of each, but only among low social anhedonics.

D18
NEAR-DISASTER EXPERIENCE AND SURVIVOR BONDING
KyungOk Kacy Kim1, Sukky Yoon2, Ta Hyun Baek2, Jinyoung Jinnie Yoo1, Youyoung Lee3
1The University of Texas at Austin, 2Baylor University, 3Indiana University Southeast, 4Korea Telecom
Drawing on the psychological literature on disaster, the current research shows that a near-disaster experience, compared with an actual-disaster experience, generates stronger bonding with other survivors and greater intention to engage in future social activities with them.

D19
EXPLICIT BUT NOT IMPLICIT MOOD IS AFFECTED BY PROGRESSIVE SOCIAL EXCLUSION
Erica Ho1, Gizem Surenkok Ulutan2, Vivian Zayas2
1Center for the Developing Brain, Child Mind Institute, 2Department of Human Development, Cornell University, 3Department of Psychology, Cornell University
Does asking about a negative event worsen the experience? Participants were increasingly excluded in successive rounds of a virtual ball-tossing game. Half completed explicit and implicit mood measures after each round; half completed only the implicit measures. Contrary to prediction, there was no effect of completing explicit self-reports on mood.

D20
IS OSTRACISM BY A DESPISED GROUP REALLY HURTFUL? A REPLICATION AND EXTENSION OF GONSAKORALE AND WILLIAMS (2007)
Marie-Pierre Fayant1, Dominique Muller2, Anthony Lantian3, Chris Hubertus Joseph Hartgerink4
1University of Geneva, 2Univ. Grenoble Alpes & Institute of France, 3Univ. Grenoble Alpes, 4Tilburg University
Previous research has shown that ostracism by despised group members is as hurtful as ostracism by ingroup members. We investigate whether this is due to the way consequences of ostracism were measured. Replicating previous results, ostracism effects are not significantly diminished when the source of ostracism is a despised outgroup.

D21
CULTURAL DIFFERENCES IN MEETING THE NEED TO BELONG
Jina Park1, Roy Baumeister1
1Florida State University
The present research investigated the impact of culture on perceptions of social acceptance either by standing out or by blending in. When asked to write about a past experience of social acceptance, East
Asia recalled an incident in which blending in predominates over standing out more than Americans did.

D22
**DRINKING THE PAIN AWAY: EFFECTS OF SUBJECTIVE INTOXICATION ON RESPONSES TO OSTRACISM**
Andrew H. Hales¹, Kipling D. Williams¹, Christopher I. Eckhardt¹
¹Purdue University

We tested whether alcohol intoxication would numb the pain of ostracism. Bar patrons, naturally varying in their level of intoxication played Cyberball. Subjective intoxication, but not BAC was associated with less distress in participants who were ostracized, and more distress in participants who were included.

D23
**SUBLIMINALLY PRIMED SOCIAL EXCLUSION’S EFFECT ON REAFFILIATION BEHAVIORS**
Erin M. McReynolds¹
¹University of Central Oklahoma

Purpose of research was to determine if subliminally-primed social exclusion affects participants’ reaffiliation efforts with an ingroup. Participants in the experimental conditions viewed a slideshow subliminally priming social exclusion. Hypothesis was not supported, but an examination of the means seemed to indicate a small effect of the primes.

D24
**“IT’S NOT YOU, IT’S ME”: SELF-ESTEEM THREAT AND AGGRESSION IN INTERPERSONAL REJECTION**
Ellen O’Malley¹, Mark Muraven¹
¹University at Albany, SUNY

This study targeted self-esteem threat within interpersonal rejection. Face-saving communication strategies were used in order to mitigate self-esteem threat. Feelings of anger, depression, and behavioral aggression were higher in individuals for whom no face-saving strategies were used, suggesting that self-esteem threat within rejection may be what drives much subsequent aggression.

D25
**OBSERVING SOCIAL EXCLUSION LEADS TO DEHUMANIZATION OF THE OSTRACIZED**
Yeong Ock Park¹, Sang Hee Park¹
¹Chungbuk National University

Participants observed a Cyberball game in which social exclusion took place or not, and rated the players on the two dimensions of Humanness (Haslam et al., 2005). The ostracized were judged as less human than both the ostracizers and the control players on both Human Uniqueness and Human Nature dimensions.

D26
**THE BUFFERING EFFECTS OF STRESS MINDSET ON COGNITIVE FUNCTIONING DURING STRESS**
Ashley Martin¹, Alia Crum¹, Modupe Akinola¹
¹Columbia University

We examined stress mindset as a buffer against cognitive depletion in the context of social rejection. Results indicated that those experiencing social rejection but endorsing a ‘stress-is-enhancing’ mindset exhibited adaptive physiological reactivity during the stressor and performed well on the cognitive depletion task relative to those adopting a ‘stress-is-debilitating’ mindset.

D27
**ON THE STRAIN OF REJECTION: REJECTING PEOPLE IMPAIRS COGNITIVE PERFORMANCE**
Juliette Schaalfsma¹
¹Tilburg University

Across three experiments, it was found that rejecting someone impairs people’s ability to engage in intelligent thought. This effect occurred regardless of how people rejected someone (face-to-face or online) or of how the rejected person responded (disappointed or not). These effects were not mediated by mood or by increased arousal.

D28
**APOLOGY? IT’S ABOUT TIME**
Brian C. Smith¹, Sal Meyers²
¹Graceland University, ²Simpson College

An apology accompanying a personal rejection did not minimize, and if anything increased, negative reaction to the rejection (Freedman et al., 2013). MTurk participants responded less negatively, and predicted they’d take less time to forgive, when an apology came a day after the rejection, rather than simultaneous with the rejection.

D29
**SOCIAL INCLUSION OF A FAVORITE TELEVISION SHOW IS FELT VICARIOUSLY IN PARASOCIAL RELATIONSHIPS**
Aaron A. Shilling¹, Christina M. Brown³
¹Saint Louis University, ²Arcadia University

Vicarious emotions in response to a partner’s positive and negative experiences have been demonstrated in reciprocated relationships. We extended this work to parasocial relationships and found that participants experienced vicarious self-esteem enhancement when their favorite television show was socially included.

D30
**BOOSTING SELF-WORTH TO BUFFER THE EFFECTS OF OSTRACISM ON PERSON-DETECTION**
Jamie L. Gorman¹, Kent D. Harber¹, Maggie Shifffrin¹, Karen Quigley¹
¹Rutgers University - Newark, ²Northeastern University

The Resources and Perception Model explains that psychosocial resources can enable accurate perception. This study examined how boosting or depleting resources through manipulations of self-worth and belonging influenced perception for human movement. Boosting self-worth increased detection sensitivity for human movement, except among those with few trait resources who experienced ostracism.

D32
**THE INFLUENCE OF SOCIAL EXCLUSION ON DISTANCE JUDGMENTS**
James Clinton¹, John Skowronsik¹, Katja Wiemer¹
¹Northern Illinois University

We investigated whether ostracism impacted judgments of perceptual distance to social and non-social targets. Ostracized participants perceived social targets to be closer than non-social targets when the targets were placed far away rather than nearby. When targets were nearby, non-social targets seemed closer than social targets.

D33
**RESPONSES FOLLOWING OSTRACISM AND AGGRESSIVE TENDENCIES**
Hayley M. Skulborstad¹, Allen R. McConnell¹
¹Miami University

The current work investigated why people sometimes react prosocially or aggressively following rejection. Participants were included or excluded (Cyberball), then either played a prosocial or antisocial game. People who had more trait anger tended to respond more aggressively following ostracism (beta=-.346, p<.057).

D34
**VALIDATING REJECTION SENSITIVITY AGAINST OTHER PERSONALITY CONSTRUCTS AND IDENTIFYING CHILDDHOOD CORRELATES OF ITS ANGRY AND ANXIOUS TYPES**
Theresa Murzyn¹, Daniel A. Hart¹, Bonita London²
¹Rutgers University - Camden, ²Stony Brook University

We aimed to compare angry and anxious types of rejection sensitivity (RS) to other personality constructs using the standard vocabulary of the California Child Q-sort (CCQ), and identify childhood correlates of each. Findings demonstrate the construct validity of RS and illuminate unique biological and social-cognitive correlates associated with each type.
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D46  
DOES THE SOURCE OF SUPPORT MATTER? EXAMINING THE ROLE OF SOCIAL SUPPORT ON THE RELATION BETWEEN SOCIAL EXCLUSION AND PSYCHOLOGICAL AND PHYSICAL HEALTH  
Manuel Salinas\textsuperscript{1}, Robert Hitlan\textsuperscript{1}, Mary Catherine DeSoto\textsuperscript{1}  
\textsuperscript{1}University of Northern Iowa  
Social support has been found to ameliorate some of the negative outcomes/correlates of social rejection and exclusion. The current research found that the source of social support to be one factor in determining the extent to which support moderates the link between social exclusion and psychological and physical health symptoms.

D47  
TENDENCY TO ATTRIBUTE NEGATIVE OUTCOMES TO DISCRIMINATION MODERATES RACIAL GROUP-BASED OSTRACISM THREAT EFFECTS UPON AFRICAN-AMERICANS.  
Candice M. Wallace\textsuperscript{1}, Lloyd Ren Sloan\textsuperscript{1}  
\textsuperscript{1}Hampton University, \textsuperscript{2}Howard University  
HBCU women varying in TAND (tendency to attribute negative outcomes to discrimination) observed a similar woman ostracized or included by Black or White groups. High TAND participants who observed ostracism from Blacks were more likely to connect with the ostracizing group, while those observing ostracism from Whites were less likely.

D48  
THE SELF IN SOCIAL ENERGY REACTS POSITIVELY TO A POTENTIAL CRITIC  
Donnah Canavan\textsuperscript{1}, Ivana Perez\textsuperscript{2}, Alexander Garinther\textsuperscript{1}  
\textsuperscript{1}Boston College  
When group members share enthusiasm with one another, they become engaged in a state of “social energy.” The current study demonstrates that, when faced with a potential critical remark from another group member (“that formatting won’t work”), participants in high social energy conditions exhibit much more positive responses than controls.

D49  
CONSPIRACY THEORIES BUFFER AGAINST LOW SOCIAL STATUS  
Geoffrey Wetherell\textsuperscript{1}, James Davis\textsuperscript{2}, Patrick Henry\textsuperscript{3}  
\textsuperscript{1}DePaul University, \textsuperscript{2}Chicago State University, \textsuperscript{3}New York University-Abu Dhabi  
Low Status groups are socially devalued and conspiracy theories are a defense mechanism these groups use to justify their social circumstances. Black, participants endorsed conspiracy theories significantly more than Whites. This difference diminished following a social worth affirmation, suggesting conspiracy theory endorsement may buffer against threats to social worth.

D50  
FOREWARNINGS OF RACISM REDUCE, NOT INCREASE, SOCIAL NEEDS DAMAGE FOR AFRICAN-AMERICANS OSTRACIZED BY WHITES.  
Dominique Hubbard\textsuperscript{1}, Lauren Allen\textsuperscript{2}, Candice Wallace\textsuperscript{3}, Lloyd Ren Sloan\textsuperscript{1}  
\textsuperscript{1}Nova & Howard University, \textsuperscript{2}Howard University, \textsuperscript{3}Hampton University  
114 African-American participants were forewarned of partners’ racism (or not), then ostracized (or included) by Black or White partners. Racism forewarnings produced higher needs satisfaction with White but not Black ostracizers, suggesting differential construals by ostracizer race. Confirmed outgroup racism may alleviate ostracism-induced personal failure concerns and reduce needs damage.

D51  
THE PROTECTIVE EFFECT OF SOCIAL TIES ON SOCIAL EXCLUSION  
Gizem Surenkok\textsuperscript{1}, Vivian Zayas\textsuperscript{1}  
\textsuperscript{1}Cornell University  
Participants played Cyberball in the presence of a friend, a “buddy” or alone. Participants in all conditions reported lower mood and needs following exclusion. However, alone participants felt significantly worse than those with a friend. A marginally significant linear trend indicated that those with a buddy felt somewhere in between.

D52  
THE EFFECT OF OTHERS TEXTING DURING A FACE-TO-FACE CONVERSATION ON REJECTION  
Abigail A. Mitchell\textsuperscript{1}  
\textsuperscript{1}Nebraska Wesleyan University  
This study examined whether engaging in a face-to-face interaction with an individual who is texting elicits feelings of rejection. Individuals who interacted with someone who was texting felt more rejected and enjoyed the conversation less than individuals who interacted with someone who was not texting.

Close Relationships

D53  
“IF ONLY I HAD DATED AUDREY”: A COUNTERFACTUAL POTENCY ANALYSIS OF DATING RELATIONSHIPS  
John V. Petrocelli\textsuperscript{1}, Lara K. Kamrnath\textsuperscript{1}, Julia E. Brinton\textsuperscript{1}  
\textsuperscript{1}Wake Forest University  
We investigate the role of counterfactual potency (perceived likelihood of mentally simulated alternatives to reality) in romantic relationship commitment. Undergraduate and MTurk samples revealed that counterfactual potency of past romantic alternatives increased, and relationship commitment decreased, with regret of forgone dating alternatives. Regret mediated the relationship between potency and commitment.

D54  
THE CONTRIBUTION OF PARTNER INVESTMENTS TO ROMANTIC RELATIONSHIP COMMITMENT  
Anthony E. Coy\textsuperscript{1}, Jeffrey D. Green\textsuperscript{2}, Jody L. Davis\textsuperscript{2}  
\textsuperscript{1}Anderson University, \textsuperscript{2}Virginia Commonwealth University  
Based on the investment model, we conducted an experiment to examine the notion that partners’ investments would predict individuals’ commitment. Results indicated that individuals who believed their partner would sacrifice, and thus invest, a great deal reported higher levels of commitment than those told their partner would sacrifice very little.

D55  
EXAMINING BEHAVIOR AS A MEDIATOR IN THE RELATIONSHIP BETWEEN ATTACHMENT AND DEPRESSION  
Cassandra DeVito\textsuperscript{1}, Paula Pietromonaco\textsuperscript{2}, Sally Powers\textsuperscript{1}, Aline Sayer\textsuperscript{1}  
\textsuperscript{1}University of Massachusetts Amherst, \textsuperscript{2}University of Massachusetts Amherst  
We propose that behavior provides a mechanism by which attachment anxiety and avoidance differentially relate to depression. Behaviors such as responsiveness and careseeking mediated the avoidance-depression relationship in husbands, while husbands’ humor was a mediator for wives. Furthermore, in wives the attachment anxiety-depression relationship was mediated by husbands’ responsiveness.

D56  
MY RELATIONSHIP SIMPLY CANNOT TAKE ON ANOTHER FACEBOOK FRIEND: AN INVESTMENT MODEL INVESTIGATION OF FACEBOOK USAGE  
Michael K. Coolsen\textsuperscript{1}, Madoka Kumashiro\textsuperscript{2}, Keith A. Quesenberry\textsuperscript{1}  
\textsuperscript{1}Shippensburg University, \textsuperscript{2}Goldsmiths, University of London, \textsuperscript{3}Johns Hopkins University  
A correlational study applied Rusbult’s Investment Model to Facebook usage. Number of Facebook friends was associated with increased alternatives. Investment, satisfaction, and lack of alternatives predicted commitment, which in turn predicted lower relationship strain. Committed individuals may maintain their relationships by not using Facebook to look for alternatives.
| **D57** | **TRANSFERENCE IN CURRENT ROMANTIC RELATIONSHIPS**  
Joy H. Xu¹, Susan M. Andersen¹  
¹New York University  
Studies tested the hypothesis that transference from prior relationships arises even with current romantic partners. Results showed that a romantic partner can subtly trigger knowledge of a prior relationship, leading participants to engage in behavioral goal pursuit deriving from that prior relationship, even at the expense of their current partner. |
| **D58** | **NARCISSISM AND ROMANTIC RELATIONSHIPS: THE DIFFERENTIAL IMPACT OF ADMIRATION AND RIVALRY.**  
Stefanie Wurst¹, Albrecht C. P. Küfner¹, Tanja M. Gerlach², Roos Hutteman¹, Steffen Nestler¹, Maciej Brade³, Karl-Heinz Renner², Mitja D. Back¹  
¹University of Münster, Germany, ²University of Darmstadt, Germany, ³University of Hagen, Germany  
We investigated the differential impact of the two dimensions of grandiose narcissism – admiration and rivalry – on short-term and long-term aspects of romantic relationships. Across 6 studies, narcissistic admiration promoted short-term romantic success (e.g., higher partner-perceived attractiveness and mate-value), whereas rivalry engendered long-term romantic problems (e.g., relationship conflict). |
| **D59** | **WHEN ARE APOLOGIES EFFECTIVE: POWER OF TRANSGRESSORS MODERATES THE EFFECT OF APOLOGIES ON FORGIVENESS**  
Xue Zheng¹, Marius van Dijke¹, Joost M. Leunissen¹, Laura M. Giurge¹, David De Cremer²  
¹Rotterdam School of Management, Erasmus University, ²China Europe International Business School  
Apologizing is an effective gesture for transgressors to obtain a victim’s forgiveness after a transgression. We argue that transgressor power may constrain this effect because high power people are perceived as self-centered. Three studies show that apologizing is only effective for low-power transgressors. Perceived transgressor trustworthiness mediates this effect. |
| **D60** | **ROMANTIC RELATIONSHIP PATHWAYS: ATTACHMENT AND EMOTION OVER TIME**  
Derek Dayne Caperton¹, Rebecca M. Goodvin¹  
¹Western Washington University  
This longitudinal study investigates the course of emotions in romantic relationships predicted by attachment style. Attachment anxiety and avoidance predicted higher average negative emotion; avoidance also predicted lower average positive emotion and greater decline in negative emotion. Results are considered in light of defensive processes in attachment insecurity. |
| **D61** | **WHY FEELING DESIRED MAY NOT BE SO DESIRABLE: MATE VALUE AS A PREDICTOR OF RELATIONSHIP-SPECIFIC ATTACHMENT AVOIDANCE**  
Amy L. Newberg¹, Jennifer L. Leo¹, Jon K. Maner¹  
¹Florida State University  
The current research investigated the role of self-perceived mate value on relationship-specific attachment. Participants were told they were especially desirable, undesirable, or received no feedback about their value as a romantic partner. Among participants high in trait avoidance, high desirability feedback (vs. low desirability feedback) promoted significantly more relationship-specific avoidance. |
| **D62** | **HAVING NO ONE TO TURN TO IN TIMES OF JOY: LONELINESS, CAPITALIZATION, AND PERCEIVED RELATIONSHIP DEFICITS.**  
Sarah Noel Arpin², Cynthia Mohr²  
²Portland State University  
The study explored associations between chronic loneliness and likelihood of capitalizing on positive events, with a sample of undergraduate college students (N=1147). Results revealed that lonely individuals were less likely to disclose positive events, a relationship that was partially due to low perceptions of support and intimacy. |
| **D63** | **CAN WE INTEGRATE STAGE MODELS AND STRATEGY MODELS OF MATING? MALE PHYSICAL ATTRACTIVENESS AS A TEST CASE**  
Taylor A. Morgan¹, Paul W. Eastwick¹, Lindsay T. Graham¹, Lisa A. Neff¹  
¹The University of Texas at Austin  
Relationships researchers frequently derive predictions from stage or time-course models in which romantic dyads form interdependent, pair-bonded relationships over time. Evolutionary psychologists suggest that people adopt either short-term or long-term mating strategies. A meta-analysis and two studies on the desirability of male attractiveness integrate and qualify these perspectives. |
| **D64** | **HEY JEALOUSY: RELATIONAL JEALOUSY ACROSS DIFFERENT TYPES OF RELATIONSHIP**  
Dresden N. Lackey¹, Sharesse A. Williams¹, Kristen M. Eyssell¹  
¹University of Baltimore  
The present study explored relational jealousy across relationship type (between-subjects: same- sex friendship, opposite-sex friendship, or romantic relationship) in intact partnerships. Analyses revealed greater reported jealousy in romantic relationships than in same-sex friendships. Jealousy reported in opposite-sex friendships was not distinguishable from either comparison group. |
| **D65** | **GENDER, PARTNER VIOLENCE, AND COLLEGE STUDENTS’ SOCIAL SUPPORT SEEKING: SUPPORT TYPES AND SOURCES**  
Brooke Aileen Ralston¹, Rebecca Weston¹  
¹UTSA  
Differences in college students’ support seeking by gender and intimate partner violence status were examined. Participants sought advice and reassurance more often than help with chores and did so from friends rather than others. Women sought advice from parents more often than men sought advice from parents. |
| **D66** | **FROM EMOTIONAL UPBRINGING TO MENTAL REPRESENTATION TO MINDFULNESS: AN EXPLORATION OF THEIR SPECIFIC ASSOCIATION.**  
Sebastien Nguyen¹, Mark W. Baldwin¹, Carly Magee¹  
¹McGill University  
We explored the interpersonal cognition behind the relationship between attachment and mindfulness. Results revealed that attachment working models mediated the link between emotional upbringing and mindfulness. Specific patterns of interrelationships amongst those constructs were also identified, suggesting that being mindfully-inclined emerges from specific aspects of interpersonal experiences. |
| **D67** | **POWER AND BRAND COMPATIBILITY IN CLOSE RELATIONSHIPS: A DYADIC INVESTIGATION**  
Danielle J. Brick¹, Grainne M. Fitzsimons¹, Tanya L. Chartrand¹, Gavan J. Fitzsimons¹  
¹Duke University  
Not much is known about the role brand preferences play in relationships. This research examines the effects of Brand Compatibility, the extent to which individuals in romantic
relationships have similar brand preferences, on life satisfaction. In a longitudinal study, we find that the effects vary depending upon perceived relationship power.

**D68**

**I LOVE YOU…MAYBE: NARCISSISM AND THE USE OF UNCERTAINTY IN RELATIONSHIPS**

Marie-Joelle Estrada, Mark R. Leary

*University of Rochester*, *Duke University*

I love you…maybe: Narcissism and the use of uncertainty in relationships

Due to their game playing nature, highly narcissistic individuals may use uncertainty as a tactic in their relationships. Significant interactions emerged between partners’ levels of narcissism on actual partner uncertainty ratings, perceived partner uncertainty ratings and self-reported uncertainty ratings.

**D69**

**SEEING, NOT PURSUING: USING THE ORIENTING RESPONSE TO UNDERSTAND EFFECTS OF ATTACHMENT INSECURITY**

Claire Yee, Michelle “Lani” Shiota

*Arizona State University*

Attachment relationships provide a secure base that facilitates exploring one’s environment and pursuing rewards. By measuring the physiological “orienting response” to positive emotion stimuli, this study found that attachment insecurity is associated with normal or even enhanced attention to rewards, yet impaired preparation to actively pursue them.

**D70**

**EARLY LIFE EXPERIENCES, CULTURE, AND ATTRACTION**

Marie Elizabeth Heffeman, R. Chris Fraley

*University of Illinois at Urbana-Champaign*

We examined the associations between early life experiences, culture, and attraction. In Study 1, participants were more attracted to faces of their parents’ races compared with faces of other races. In Study 2, the age at which a participant immigrated to the US was not associated with preferences.

**D71**

**PLAY IN ADULT CLOSE RELATIONSHIPS: A LONGITUDINAL INVESTIGATION OF BENEFITS AFFORDED BY PLAY BEHAVIOR AMONG NEWLYWED COUPLES**

Meredith Van Vleet, Brooke C. Feeney

*Carnegie Mellon University*

This work aimed to establish play in adulthood as an important phenomenon worthy of investigation, by examining the influence of play on important well-being outcomes over one year. Outcomes were assessed at Year 2, as a function of play observed in Year 1. Results suggest play is beneficial to well-being.

**D72**

**PREDICTING RELATIONSHIP SATISFACTION FROM SPOUSAL SIMILARITY IN VALUES**

Jessica Wortman, Richard E. Lucas, M. Brent Donnellan

*Michigan State University*

This study explored whether similarity in values predicts relationship satisfaction. We used spouses’ responses to questions about the importance of different areas of their lives and their discrepancy to predict changes in relationship satisfaction over time. Using a longitudinal sample, we found that similarity in values did not predict relationship satisfaction.

**D73**

**TWEET TWEET: HOW AND WHY PEOPLE USE TWITTER**

Nicole E. Iannone, Megan K. McCarty, Sara E. Blank, Janice R. Kelly

*Purdue University*

This study explored people’s motives and ways of using Twitter. Results suggest that people access Twitter frequently, and use it to keep up with celebrities, providing a way to maintain parasocial relationships. Loneliness, chronic ostracism, and need to belong all predict Twitter usage.

**D74**

**THE JOKE’S ON YOU: POSITIVE AND NEGATIVE USES OF HUMOR MODERATE ITS IMPACT ON RELATIONSHIP SATISFACTION OVER 6 MONTHS**

Ronald David Rogge, Michael R. Maniaci, Silvia D. Marin

*University of Rochester*

Analyses (N=1557) revealed that positive (to bond, to give support, to relieve stress) and negative (to be mean, to express anger, to avoid issues, to tease) uses of humor in predicted 6mo residual change in relationship satisfaction and moderated overall humor use in relationships – clarifying its constructive vs. destructive effects.

**D75**

**RELATIONSHIPS WITH CLOSE OTHERS AND EMOTIONAL WELL-BEING DURING THE FIRST MONTHS OF COLLEGE**

Laurel C. Newman, Tim Bonò

*Fontbonne University*, *Washington University in St. Louis*

Students’ relationship satisfaction with close others was assessed throughout their first semester of college, along with their satisfaction with life and their emotional experiences. Relationship satisfaction with parents predicted both the percent of time students spent happy and unhappy, whereas relationships with friends only predicted time spent unhappy.

**D76**

**IMPLICIT RELATIONSHIP THEORIES AND THE TRANSITION TO COHABITATION**

Meagan McDonald

*University of Texas at Austin*

Based on analysis of 110 individuals in new dating relationships, we found that individuals who believe relationships are “meant to be” (high destiny) and that “good” relationships do not need significant effort to maintain (low growth) transition towards cohabitation more quickly than do individuals with other implicit relationship beliefs.

**D77**

**ATTITUINAL AMBIVALENCE IN MARRIED COUPLES: LINK TO INDIVIDUAL AND MARITAL OUTCOMES**

Floresia F. Surjadi, Frederick O. Lorenz

*Northern Illinois University*, *Iowa State University*

This study examined the influence of attitudinal ambivalence among long-term married couples. Attitudinal ambivalence toward spouse predicted divorce seven years later through increased frequency and duration of marital conflict. Attitudinal ambivalence was also associated with lower relationship quality and greater depressive symptoms for both husbands and wives.

**D78**

**KEEPING FRIENDS: PERSONALITY AND ATTACHMENT STYLE PREDICT FRIENDSHIP DISSOLUTION**

Sarah Ann Heuckeroth, Kelci Harris, Simine Vazire

*Washington University in St. Louis*

We examined the effects of individual differences in attachment style and personality on friendship dissolution. We found that people with avoidant and anxious attachment styles and people lower in agreeableness were more likely to have ended a friendship in the last six months.
D79  
WHEN THE CHOSEN ONE DOESN’T CHOOSE YOU BACK: HOW DESTINY BELIEFS INFLUENCE FORECASTING AND DEALING WITH REJECTION AT SPEED DATING  
Jessica A. Maxwell1, Geoff MacDonald1, Emily A. Impett1, Amy Muise1, Diana Peragine1  
1University of Toronto  
Destiny believers heavily weight initial romantic connection which may render them more concerned about rejection beforehand but more resilient when it occurs. Individuals higher in destiny beliefs made greater affective forecasting errors at a speed-dating event, predicting greater distress, but reporting less actual distress, when a desired mate rejected them.

D80  
OUTNESS, RELATIONSHIP SATISFACTION, AND RELATIONSHIP OUTCOMES AMONG LESBIAN WOMEN  
Benjamin A. Fay1, Asia A. Eaton1, Kristin A. Nichols1  
1Florida International University  
We examined whether relationship satisfaction mediated the relationship between outness and romantic relationship outcomes at follow up (M = 6.86 years later) for a group of women in lesbian relationships (N = 209). As expected, higher levels of outness predicted greater relationship satisfaction, leading to fewer relationship terminations.

D81  
THE MODERATING ROLE OF RELATIONSHIP IDENTIFICATION IN THE ASSOCIATION BETWEEN PARTNER TRANSGRESSION AND PERSONAL AND RELATIONSHIP WELL-BEING  
Emilie Auger1, Danielle Menzies-Toman2, John E. Lydon2  
1McGill University, 2University of the West Indies Mona Campus  
Dyadic diary data from sixty-three couples revealed that when partners transgress individuals who highly identify with their relationship report a greater decrease in relationship well-being than individuals less identified with their relationship. This effect is mediated by increased personal distress among highly identified individuals on days when partners transgress.

D82  
PERSONALITY SIMILARITY IN ROMANTIC RELATIONSHIPS: ARE SIMILAR COUPLES BETTER EQUIPPED TO OVERCOME STRESSFUL TIMES?  
Jonathan Beber1, Emilio Ferrer2  
1eharmony, 2University of California Davis  
The current study modeled relationship satisfaction over the course of 2 years, estimated the effects of major life events and similarity on satisfaction. Similarity in personality significantly moderated the effects of life events on satisfaction, supporting the idea similar couples may interact more efficiently during stressful times of the relationship.

D83  
HUMAN SEXUAL PREFERENCES: LESSONS FROM ONLINE EROTIC CONTENT  
Eleanor Phoebe Brown1, Michal Kosinski2  
1University of Cambridge  
We explored the dimensions of human sexual preferences expressed in the natural environment of an online adult erotic website using browsing logs describing behaviour of 60 million users watching nearly 500 million videos and found that sexual preferences are continuously distributed rather than falling into distinct clusters of erotic content.

D84  
BLINDED BY MARITAL AMBITION? SELF-ENHANCEMENT OF MATE VALUE AMONG UNMARRIED INDIVIDUALS  
Carrie Bredow1  
1Hope College  
Data collected from 502 unmarried individuals and their peer informants demonstrated that the more invested people were in marrying, the more likely they were to self-enhance their own desirability as a spouse. Interestingly, although self-enhancers had greater success attracting romantic partners, they reported experiencing lower quality past and present relationships.

D85  
The Role of Autonomy and Control in Social Support Receipt  
Jeffrey Craw1, Joy McClure1, Niall Bolger1  
1Columbia University  
Research suggests social support predicts positive and negative outcomes. Across two studies (Ns > 100), participants were assigned to receive autonomy, controlling, or no support as they prepared for a stressful speech. Results suggest autonomous social support increases effort and positive affect, and controlling social support decreases feelings of control.

D86  
Hey Jealousy: Responses to Partner Stealing Attempts as a Function of Attachment Orientation  
Allison K. Farrell1, Jeffrey A. Simpson1, Vladas Griskevicius1  
1University of Minnesota  
We examined responses to an increasingly intense guided visualization scenario about partner stealing as a function of attachment. More insecure people feel more jealous and act more negatively following partner stealing attempts. Anxious people feel more worried, interfere earlier, and are more vigilant, while avoidants feel angrier and interfere later.

D87  
Measuring Relationship-Specific Construal Level  
Marika Yip-Bannicq1, Patrick E. Shrout1, Yaacov Trope1  
1New York University  
We developed and piloted the Relationship-Specific Behavior Identification Form (RBIF), a 15-item measure of relationship-specific construal level. RBIF significantly predicted both dyadic adjustment and relationship satisfaction after adjusting for undifferentiated construal, measured with the Behavior Identification Form (BIF). In contrast, BIF did not significantly predict dyadic adjustment or relationship satisfaction.

D88  
Similarity in Romantic Partner Cigarette Smoking and Relationship Stability  
Paul Emile Etcheverry1, Melissa A. Newberry1, Christopher R. Agnew2  
1Southern Illinois University, 2Purdue University  
Similarity on cigarette smoking was used to predict romantic relationship dissolution. Using longitudinal data, participant’s degree of matching on smoking was measured. Participants whose smoking matched their partners (both non-smoking, both smokers) had a lower probability of relationship dissolution than couple’s whose smoking did not match their partners.

D89  
His and Hers: Whose Social Network’s Opinion Matters for Romantic Relationship Outcomes?  
Allison J. Patev1, H. Colleen Sinclair1  
1Mississippi State University  
We examined gender differences in the impact of social network opinions on romantic relationship quality. For women, intimacy, commitment, and love were influenced by all social network members except their partner’s friends, while men were influenced by their partner’s friends’ and their own parents’ opinions.
D90
SOCIAL COMPARISONS BETWEEN PAST AND CURRENT ROMANTIC PARTNERS
Lisa Catherine Day¹, Penelope Lockwood¹
¹University of Toronto
We examined social comparisons between current and past romantic partners. Among participants who compared their current partner to an inferior “ex,” and those who made no comparison, higher self-partner overlap predicted greater relationship satisfaction; after making an upward comparison to a superior ex, however, this association was no longer significant.

D91
POSITIVE SOCIAL EXCHANGES MODERATE ASSOCIATIONS OF SUBJECTIVE SOCIOECONOMIC STATUS WITH CARDIOVASCULAR FUNCTIONING
Emily D. Hooker¹, Sally D. Dickerson¹, Belinda Campos¹
¹University of California, Irvine
To explore the role of social relationships on cardiovascular functioning in low socioeconomic status (SES) adults, participants completed a resting period and stress task. Low SES and high positive social exchanges predicted lower diastolic blood pressure during rest and stress than low SES and low positive social exchanges.

D92
REVIEWING PREDICTORS OF PERCEIVED FAIRNESS: INDIVIDUAL AND COUPLE-LEVEL IMPLICATIONS
Alynn Elizabeth Gordon¹, Kristin Mickelson²
¹Kent State University
Gender role attitudes, social support, instrumental support, and socioeconomic characteristics play a role in forming perceived fairness, though effects of these predictors may be relative. Regression analyses revealed that individual and couple-level gender role attitudes and household labor were significant predictors of perceived fairness, suggesting concordant couples perceive more fairness.

D93
ONLINE DATING DECEPTION: WHO DOES IT AND WHO FALLS VICTIM TO IT?
Kelly Campbell¹, Tanisha Flowers¹, Meriam Sahak¹, Michele L. Parker²
¹California State University, San Bernardino, ²University of Saint Joseph
We investigated the characteristics of people who are perpetrators and victims of online dating deception, a concept known as catfishing. Participants were assessed on a variety of intrapersonal traits. Results indicated that victims and perpetrators had experienced family of origin stressors; but catfishing did not vary based on demographic characteristics.

D94
CATFISH: THE BEST AND WORST QUALITIES OF ONLINE DECEPTIVE RELATIONSHIPS
Elisha Barron¹, Kelly Campbell¹
¹California State University, San Bernardino
Catfishing refers to online dating deception. The present research qualitatively explored the best and worst qualities of these relationships. One of the best qualities was having someone to talk to who made them feel good emotionally, whereas one of the worst was being deceived.

D95
PERCEIVED TYPICAL PARTNER AUTHENTICITY, RELATIONSHIP GOALS, AND ANTICIPATED RELATIONSHIP QUALITY
Robert Wickham¹
¹Palo Alto University
The present work examined the consequences of authenticity in potential romantic partners among individuals not involved in a romantic relationship. Higher self and “typical” partner authenticity were associated with more adaptive relationship goal orientations, and participants rated vignettes describing high levels of self and partner authenticity as most desirable.

D96
ONLINE ROMANTIC DECEPTION: A STUDY OF CATFISH RELATIONSHIP CHARACTERISTICS
Meriam Sahak¹, Kelly Campbell¹, Tanisha Flowers¹, Joseph Costa²
¹California State University, San Bernardino, ²Grand Canyon University
We investigated the characteristics of online romantic relationships in which one partner has been deceived (i.e., catfishing). Our study included 455 ethnically diverse participants who had experienced catfishing as a victim, perpetrator, or both. We found high levels of communication, self-disclosure, relationship satisfaction, and secrecy from family and friends.

D97
LAUGHING ALL THE WAY: THREE MECHANISMS OF SHARED LAUGHTER’S PATH TOWARD RELATIONAL GROWTH
Laura Elizabeth Kurtz¹, Sara Algeo¹
¹University of North Carolina at Chapel Hill
The current studies examined three mechanisms through which laughing with another individual may strengthen social bonds: elevated positive emotions, higher interpersonal trust, and increased perceptions of similarity. Evidence of mediation was found for each mechanism across three separate studies. Implications for various forms of relationships and social interactions are discussed.

D98
DELIBERATE SELF-PERSUASION AND FORGIVENESS
Irene Cheung¹, Lisa Gallen², James M. Olson²
¹Huron University College, ²The University of Western Ontario
The present research examined the deliberate self-persuasion process (DSP) in a forgiveness context. Results provide initial support for a DSP analysis of forgiveness – participants who experienced more ambivalence toward their perpetrator were more motivated to resolve the ambivalence. Also, greater use of mental strategies to reduce the ambivalence predicted more forgiveness.

D99
PREDICTING ROMANTIC RELATIONSHIP COMMITMENT BY INTEGRATING THE INVESTMENT MODEL AND ATTACHMENT THEORY.
Noam Segal¹, R. Chris Fraley¹
¹UIUC
We integrated attachment theory with the Investment Model to examine whether perceived partner responsiveness organizes commitment predictors and how attachment styles may influence these processes. We found that individual differences in attachment styles differentially predicted differences in commitment variables, and that perceived partner responsiveness may organize commitment variables.

D100
PERCEPTIONS OF FAMILY: FACTORS THAT PREDICT VIEWING PETS AS FAMILY MEMBERS
Allen R. McConnell¹, Tonya M. Shoda³, Hayley M. Skulborstad¹
¹Miami University
The degree to which dogs are accorded “family member” status by owners was examined to explore underlying psychological factors related to family inclusion for entities where this ingroup membership is constructed. Pet warmth and mutual social needs fulfillment were predictors (rs>.51), whereas pet competence, IOS, and anthropomorphism were not (rs<.16).
D101
VARIATIONS IN DISCLOSURE, IDENTITY LABELS, AND SOCIAL SUPPORT NETWORKS OF BISEXUAL WOMEN DEPENDING ON GENDER OF PARTNER
Kelly Crowe1, Tara Collins2
1 University of Kansas, 2 Winthrop University
Variations in ecological features of socio-cultural contexts of bisexual women were examined by assessing patterns of disclosure, identity labeling behavior, and social support networks. Gender stands as proxy for socio-cultural context; discussion focuses on context facilitating the psychological experience of connection and support or stigmatization and prejudice.

D102
FAMILIAL EXCLUSION AND THE ART OF FORGIVENESS
Ashley F. Begley1, Joan R. Poulsen1, Anna F. Carmon2
1 Ball State University, 2 Indiana University Purdue University Columbus
Familial bonds, exclusion, and forgiveness were investigated within the context of families. Results indicate, that not only does simple familial contact play a role in the outcomes of exclusion but, the richness of those relationships may have independent and additive effects toward act of forgiveness.

D103
DIFFERENT TRAITS UNDERLIE LONG-VERSUS SHORT-TERM MATE VALUE FOR MEN VERSUS WOMEN
Michael Joseph Koskia1, Angela Grace Pirifoti2
1 University of Wisconsin - Eau Claire
Mate value reflects the extent to which one is a desirable mating partner. Our goal in this study was to differentiate between long- and short-term mate value, examine how specific traits differentially map onto long- versus short-term mate value, and to identify the ways this differs for men versus women.

D104
HOW AN INDIVIDUAL’S MINDFUL EXPLORATION CONTRIBUTES TO RELATIONSHIP HAPPINESS
Blaine O. Prescott1, Pamia Haji1, Cameron L. Gordon1
1 University of North Carolina at Wilmington
The current study examines the positive factors an individual brings into their romantic relationship. Findings indicate that one’s level of trait mindfulness and their tendency toward personal expansion through seeking new experiences and having a deeper understanding of a familiar topic contribute their self-reported relationship satisfaction.

D105
MEN’S PAIN EXPERIENCE AS A FUNCTION OF ATTACHMENT AND SOCIAL SUPPORT
Carol L. Wilson3, Mary Havers3, Alicia Marie Carroll6, Meghan Nee3, Geran Lorraine1
1 Penn State Erie
Healthy men (N=74) experienced a laboratory acute pain task while primed with either supportive or control photographs. Greater attachment anxiety was associated with higher subjective pain and greater catastrophizing, particularly in the supportive condition. Few physiological differences emerged, suggesting that elevated pain reports may represent construal more than reality.

D106
CONSISTENCY AND CHANGE IN CORTISOL REACTIVITY TO LABORATORY STRESS MANIPULATION AMONG HIGH RISK ADOLESCENT GIRLS
Qi Xu1, Shahrzad Goudarzi 1, Patrick Shroult1, Lourdes Oriana Linares2
1 New York University, 2 Mount Sinai Adolescent Health Center Icahn School of Medicine at Mount Sinai
We examined cortisol reactivity to induced relationship stress in 38 sexually active adolescent girls recruited in an inner-city clinic at two points in time one year apart. Reactivity correlated r= .34 over the year, and the average reactivity was related to being physically and sexually victimized by the romantic partner.

D107
THE ROLES OF SOCIAL MOTIVATION AND PERCEPTIONS OF SELF-EXPANSION OPPORTUNITY IN ATTRACTION: AN INVESTIGATION USING THE GET-ACQUAINTED PARADIGM.
Nicole Melissa Hilaire1
1 University of North Carolina - Charlotte
This study examined the role of self-expansion in relationship initiation; specifically, how people’s desires to self-expand and perceptions of others’ self-expansion opportunities influence attraction. A 20-minute interaction between heterosexual, romantically unattached strangers revealed that social motivations did not play a role in ratings of self-expansion opportunity and liking.

D108
SOCIAL ROLE CHANGES THE WAY PEOPLE LOOK AT OTHERS
Omri Gillath1, Angela Bahns2, Hayley Burghart3
1 University of Kansas, 2 Wellesley
Identifying patterns of eye movements related with friendship initiation and mating. Participants were asked to view pictures of men and women and answer questions pertaining to their friendship/ dating potential. Findings suggest the type of social interaction affect the way people scan their environment and search for specific pieces of information.

D109
CONDOM USE IN ROMANTIC AND CASUAL RELATIONSHIPS:
ADOLESCENTS’ PERCEPTION OF RISK AND WORRY OVER SEXUALLY TRANSMITTED INFECTIONS (STIS).
Jennifer Mendiola1, Sydney M. Loewen1, Carrie B. Alexander3, Stephanie McClure2, Anna V. Song1
1 UC Merced, 2 Alpha Pregnancy Help Center
Sexually transmitted infections (STIs) are a critical issue among sexually active adolescents. In a sample of high school students, we found that worry over STIs predicted condom use behavior in casual and romantic relationships. The results suggest we tailor interventions towards emotional and relational processes associated with condom use.

D110
THE ROLE OF COMPASSIONATE LOVE IN SHAPING PSYCHOLOGICAL, BEHAVIORAL, AND CARDIOVASCULAR RESPONSES TO A PARTNER IN DISTRESS
Molly Ann Metz2, Heidi Kane2, Thery Prok1, Christena Cleveland3, Nancy Collins1
1 UC Santa Barbara, 2 Wayne State University, 3 Westmont College
A lab study of fifty-four couples examined how compassionate love (CL) helps shape psychological, behavioral, and cardiovascular responses to a distressed partner. Caregivers low in CL increased support efforts when the partner performed a difficult lab task, while those high in CL demonstrated high efforts regardless of task difficulty.

D111
DIFFERENTIATING ATTRACTIONS THAT DO AND DO NOT RESULT IN ROMANTIC RELATIONSHIP FORMATION
Marie B. Chelberg1, Arthur Aron1
1 Stony Brook University
This study assessed factors that differentiate whether initial attractions result in romantic relationship formation. Participants filled out questionnaires regarding successful and unsuccessful relationship formation experiences. Preliminary analyses found successful experiences were more likely to involve having fun with the other person and that person lacking interest in alternative partners.
D112
IT'S ALL FOR YOU: RELATEDNESS, COMPASSIONATE GOALS, AND INCREASED PARTNER SATISFACTION
Benjamin W. Hadden¹, C. Raymond Kneé¹, Amy Canavello²
¹University of Houston, ²University of North Carolina - Charlotte
Research investigating self-determination and relationships has focused on ego-involvement during interactions with partners. The present research takes a dyadic perspective, focusing on the role that relatedness plays in fostering a more eco/compassionate focus. Results showed that relatedness uniquely predicts increases in partner’s satisfaction, and this is mediated by compassionate goals.

D113
PREDICTING FUTURE SYMPTOMS OF PSYCHOLOGICAL DISTRESS: FURTHER EVIDENCE FOR COUPLES’ INTERPERSONAL EMOTION SYSTEMS
Ashley K. Randall¹, Dominik Schoeni²
¹Arizona State University, ²University of Fribourg, Switzerland
Psychologically distressed individuals have a hard time regulating their emotions, and may rely on their partners as emotional regulators. Longitudinal diary data from 103 couples suggests partner’s positive and soft negative significantly affects the distressed partner’s emotions. Understanding interpersonal emotions systems should be considered in the progression of psychological distress.

D114
AFFECT SPILLOVER IN COUPLES UNDERGOING A SEVERE TRANSIENT STRESSOR
Gertraud Stadler¹, Niall Bolger¹, Sibylle Ochsner², Urte Scholz², Rainer Homung¹, Nina Knoll¹, Patrick E. Shroud¹
¹Columbia University; ²University of Zurich; ³University of Konstanz; ⁴Freie Universität Berlin; ⁵New York University
To examine affect spillover in couples facing a stressor - one partner’s smoking quit attempt - smokers and nonsmoking partners (N = 99 couples) filled out daily surveys on mobile phones over 32 days around the quit attempt. Under stress, one person’s affect fluctuations can undermine their partner’s relationship satisfaction.

D116
THE REGULATION OF SOCIAL RELATIONSHIPS THROUGH SKIN WARMING
Fieke Wagemans¹, Hans Uzerman¹
¹Tilburg University
The present study finds that sad (versus neutral) facial expressions elicit a higher skin temperature in the perceiver, but only when these facial expressions were displayed by a romantic partner (as opposed to strangers). This finding provides first support for the idea that skin warming serves to regulate close relationships.

Diversity
D117
DIVERSITY STRUCTURES HINDER DETECTION OF UNFAIR ORGANIZATIONAL PROCEDURES
Teri A. Kirby¹, Cheryl R. Kaiser¹, Brenda Major²
¹University of Washington; ²University of California, Santa Barbara
Participants (N = 851) examined fair or unfair personnel policies under consideration at an organization that had or had not received diversity awards. The presence of a diversity award caused men and women to perceive unfair policies (but not fair policies) as fairer for women and minorities.

D118
CONSEQUENCES OF BLACK HISTORY ON BLACK STUDENTS’ ACADEMIC ENGAGEMENT AND PERFORMANCE
Luyen T. Thai¹, Phia S. Salter¹
¹Texas A&M University
We examined the consequences of exposure to Black history representations on Black student’s academic identity and engagement. Results indicated students exposed to achievement facts reported less stereotype threat, and those exposed to historical barriers reported more motivation to complete test problems. Implications for academic interventions are discussed.

D119
CAN WATCHING A DIVERSITY FILM INCREASE VALUING OF DIVERSITY?
Carla Thé¹, Mizuki Ishii¹, Angela J. Bahns¹
¹Wellesley College
We produced a short film promoting campus diversity and experimentally tested whether watching the film increases valuing diversity (VD) and related constructs. The film had no significant effect on VD, but significantly increased participants’ Internal Motivation to Suppress Prejudice (IMS), which was associated with VD and support for affirmative action.

D120
MULTICULTURAL ATTITUDES AND PERCEPTIONS WITHIN A DIVERSITY-ORIENTED COUNSELING PSYCHOLOGY PROGRAM
Yuri Choi¹, Austin Chapman²
¹Ball State University; ²Indiana University
Counseling psychology graduate students completed a survey assessment of intra-departmental diversity climate and were categorized according to frequency of participation in diversity-related activities (high vs. low). Compared to low-frequency participants, high-frequency participants perceived significantly greater intra-departmental hostility toward multiculturalism, lower quality of diversity training, and greater disadvantages for multicultural/international students.

D121
HOW BLACK AND WHITE COLLEGE STUDENTS NAVIGATE CONVERSATIONS ABOUT SLAVERY
Caroline Leigh Lobel¹, Nana Amoh¹, Chrystal Gray¹, Ruth Ditlmann¹, Valerie Purdie-Vaughns¹
¹Columbia University
Many Americans experience discomfort during racial dialogue. We coded for conversational strategies that emerged during interracial dyadic discussions of slavery. Results suggest that most Whites adopted a post-racial outlook and demonstrated racial expertise, Blacks focused on the legacy of slavery, and everyone invoked a common identity and other past injustices.

D122
FOSTERING DIVERSE FRIENDSHIPS: THE ROLE OF VALUING DIVERSITY IN DIVERSE AND HOMOGENEOUS COMMUNITIES
Angela Bahns¹, Carla Thé¹, Mizuki Ishii¹
¹Wellesley College
We investigated individual-level and community-level factors that promote diverse friendships using survey-based field methods. Friendship dyads completed measures of valuing diversity, social attitudes, and demographics. Valuing diversity predicted attitudinally diverse friendships in small, homogenous settings, and attitudinally similar friendships in large, diverse settings. With greater choice comes more fine-grained assortment.

D123
INCLUSION, CONSUMPTION, CONFLICT, & DILUTION: AN EXPLORATION OF RATIONALIZATIONS FOR AND AGAINST ETHNIC DIVERSITY
Felix Danbold¹, Miguel M. Unzueta¹
¹University of California, Los Angeles
People hold many reasons for why ethnic diversity can be both good and bad. Most frequently, participants believe diversity is good for reasons of inclusion and consumption, and bad for reasons of conflict and dilution. We explore how these rationales vary across groups and differentially predict support for social equality.
**D124**

**WOMEN IN STEM: RESILIENCE STIMULATES ENHANCED JUDGMENT SKILLS**

Laura Di Bella¹, Richard J. Crisp²

¹University of Kent, ²University of Sheffield

Exposure to challenging diversity experiences is associated with beneficial effects on various cognitive domains. Three studies showed that, as counter-stereotypical individuals, women from STEM fields are chronically exposed to such experiences, and consequently develop resilience to stereotypes and enhanced skills on tasks that are typically hampered by heuristic thinking.

**D125**

**RACIAL DIVERSITY AND LOGICAL REASONING: DOES DIVERSITY MAKES US SMARTER?**

Satia Adele Miller¹, Sam Sommers¹

¹Tufts University

Research suggests that racial diversity can lead to gains in the cognitive performance of majority students, even before interacting with minority students. The present study suggests that racial diversity may also impact the logical reasoning ability of majority and minority students, though in different ways.

**D126**

**EMPLOYMENT EXPECTATIONS BY MAJORITY AND MINORITY ETHNIC GROUP UNIVERSITY STUDENTS**

David Orozco Garcia¹, Cynthia Willis Esqueda¹, Rosa Hazel Delgado¹

¹University of Nebraska-Lincoln

Low SES has been linked to negative life outcomes (Fuller-Rowell, Evans, & Ong, 2012). Thus, employment expectations become important. University students indicated ethnic group, ethnic identity, and career expectations. Results indicated minority students with a high identity were more likely to believe race would impact career type and employment outcomes.

**D127**

**I HAVE TO TALK ABOUT WHAT?! THREAT RESPONSES TO SPEAKING ABOUT DIVERSITY**

David A. Butz¹, Chassidy N. Ison¹

¹Morehead State University

This experiment examined the threatening nature of speaking about diversity and the role of motivation to respond without prejudice in threat responses. Individuals who were externally motivated to respond without prejudice exhibited a range of threat-related responses to interracial contact (i.e., anxiety, desire to avoid interactions) after a diversity-related speech.

**D128**

**DIVERSITY AND AFFIRMATIVE ACTION BELIEFS IN EDUCATIONAL SETTINGS**

Chelsea Mitamura¹, Patricia G. Devine²

¹University of Wisconsin-Madison

The public discourse reveals fiercely opposing views on affirmative action and diversity in education. Our questionnaire-based study (N=331) used exploratory factor analysis to develop scales specifically for the education context that capture these views beyond existing measures. Whereas a subset of students believe in diversity benefits, others avoid and resent diverse others.

**D129**

**BLACK/WHITE BIRACIALS ARE BLACK: HOW BLACKS CATEGORIZE AND EXPECT TO BE PERCEIVED BY BLACK/WHITE BIRACIALS**

Daryl Anthony Wout¹, Sabrica Bannett²

¹John Jay College-City University of New York, ²Graduate Center-City University of New York

Across two studies, the results revealed that Blacks categorized Black/White biracials as racial ingroup members, and thus expected Black/White biracials to perceive them as positively as other Blacks and more positively than Whites. Additionally, Blacks expected to face fewer challenges when interacting with Blacks and Black/White biracials then when interacting with Whites.

**D130**

**A POST-RACIAL AMERICA? THE ROLE OF PERCEIVED RACIAL EQUALITY IN THE LINK BETWEEN RESPONDENT RACE AND COLOR-BLIND IDEOLOGY**

Allison Mueller¹, Courtney Bonam¹

¹University of Illinois at Chicago

This study investigated whether the relationship between perceived racial equality and color-blind ideology differs for Whites versus Blacks. Respondent race did not moderate the effect of perceived racial equality on color-blind ideology endorsement. However, respondent race predicted greater perceived racial equality, which in turn predicted greater color-blindness.

**D131**

**DOES ONE SIZE FIT ALL? DIFFERENCES IN THE PREDICTORS OF PHYSICAL HEALTH FOR THE LATINO POPULATION**

Cristal Almonte¹, Brian Eiler², Farrah Jacquez², Rachel Kallen²

¹Lewis and Clark College, ²University of Cincinnati

Research is lacking for Latino immigrant/non-immigrant health disparities, thus, the current study examined differences in predictors for these groups. Collectively, results imply that “one size does not fit all” for the Latino population because different independent variables predict physical health as a function of immigrant status.

**D132**

**AFRICAN-AMERICAN BELIEFS ABOUT INTELLIGENCE AND SUCCESS**

Melissa-Sue John¹, Tashni-Ann Dubroy²

¹Worcester Polytechnic Institute, ²Shaw University

African-American parents were surveyed about their beliefs about intelligence and success. We examined the extent to which Dweck’s implicit person theories affected those beliefs and found that although the sample had both implicit and entity theorists, this differentially influence their beliefs in innate intelligence or privileged upbringing determining success.

**D133**

**CORRELATES OF HISTORICAL CONSCIOUSNESS: HISTORICAL KNOWLEDGE AND POLICY SUPPORT IN TURKISH SETTINGS**

Nur Soylu¹, Glenn Adams¹, Tugce Kurtis², Banu Cingoz-Ulu³

¹The University of Kansas, ²The University of West Georgia, ³Middle East Technical University

We examined the correlates of two kinds of history knowledge in the Turkish context: mainstream vs alternative history knowledge related to minorities in Turkey. In Study 1, critical knowledge positively predicted attitudes toward minority rights, while in Study 2 where knowledge was manipulated, the relationship was reversed, possibly due to a reaction effect.

**D134**

**WHO I AM AND HOW I WORK: PREDICTING BLACK STUDENTS’ ACADEMIC PERFORMANCE**

Dustin Nadler¹, Meera Kamaraju²

¹Southern Illinois University Carbondale

Hierarchical regression analyses indicated that psychosocial factors predicted GPA, beyond ACT scores (1.2% of variance) in a sample of 180 Black students. Academic self-concept scores accounted for significant incremental variance (19.6%), and approach goals explained 3.2% of additional significant incremental variance in GPA. Implications of these findings will be discussed.
D135
TOWARDS UNDERSTANDING BLACK MALE INTEGRATION INTO HIGHER EDUCATION
Randie Chance1, Meera Komaraju1
1Southern Illinois University Carbondale
In a sample of Black male students, we found that although rule, role, and value orientations did not significantly predict GPA, rule was negatively related to university commitment and role was positively related with it. These results suggest role identification is important in fostering university commitment for black male students.

D136
BUFFERING ACADEMIC SOCIAL INTERACTION ANXIETY AND INCREASING ACADEMIC PERSISTENCE AMONG LOW-SES COLLEGE STUDENTS
Vida Manzo1, Mesmin Destin1
1Northwestern University
The current experiments find that priming a low SES student with their future identity results in: (1) lower academic social interaction anxiety, (2) more attempted GRE items, (3) greater endorsement of hard work, and (4) increased cortisol and dhea-s; indicating increased effort and engagement compared to a control group.

D137
THE ROLE OF NEIGHBORHOOD RISK FACTORS AND PERSONAL STRESSORS IN ROMANTIC PARTNER SUPPORT AND RELATIONSHIP QUALITY AMONG AFRICAN AMERICAN COUPLES OVER TIME
Frederick D. Clavel1, Carolyn E. Cutrona1, Daniel W. Russell1
1Iowa State University
Neighborhood risk factors are key determinants of relationship quality, particularly in vulnerable populations frequently exposed to adverse neighborhood conditions. Using longitudinal data from 177 African American couples, we show that neighborhood social disorder predicts declines in social support availability and subsequent declines in relationship quality over a 6-year period.

D138
PREDICTORS AND CONSEQUENCES OF MOVING: A CRITICAL COMPONENT OF RESEARCH ON NEIGHBORHOOD EFFECTS
Daniel W. Russell1, Carolyn E. Cutrona1
1Iowa State University
When studying neighborhood effects, it is important to understand the dynamics of moving. Neighborhood cohesion predicts staying in the same neighborhood, despite personal and neighborhood poverty and social disorder. People move to neighborhoods that are lower in disorder, but benefit most from moving to a neighborhood that is lower on racism.

D139
HOW IN-PERSON AND ONLINE DIVERSITY EXPOSURE AFFECT FUTURE INTERRacial INTERACTIONS
Sarah E. Gaither1, Jennifer R. Schultz2, Keith B. Maddox1, Samuel R. Sommers3
1Tufts University
We investigated how differing forms of intergroup contact affect inter racial interactions: Study 1 examined students with same-race or other-race roommates and Study 2 assessed participants who “Ishima” with same-race or other-race partner. Results demonstrate that residential other-race contact positively influences interracial behavior while online interracial contact has limited effects.

D140
HE SAID IT, NOT ME! USING MINORITY GROUP MEMBER OPINIONS AS A LICENSE FOR PREJUDICE EXPRESSION
Ines Jurcovic1, Jennessa R. Shapiro1, Miguel M. Unzueta1, Sophie Trawalter2
1University of California, Los Angeles, 2University of Virginia
We examined White’s impressions of minority targets after viewing feedback from Black/White evaluators. When Black (versus White) evaluators negatively assessed minority applicants, Whites felt more comfortable with the evaluator and rated the target as less qualified for the job. Findings suggest Whites used minorities’ negative evaluations to license prejudice expression.

Evolution
D141
WINNING (OR LOSING) A COMPETITION MAKES MALES LESS RISKY
Justin Harris Moss1, Jon Maner2
1Florida State University
Males take risks in order to assert dominance over same-sex rivals. However, if males can assert dominance in another arena, their need to take risks should diminish. Consistent with our predictions, winning a competition over a same-sex partner led males to become less risky.

D142
HOW ATTRACTORS DRIVE ATTRACTION: MATE CHOICE AND TRAJECTORIES OF EVALUATION
Christopher Brooks1, Robin Vallacher1
1Florida Atlantic University
Traditional approaches to studying mate choice rely on one-time, self-report measures while eschewing the underlying processes of this choice. Our research uses real-time evaluative trajectories to uncover personality differences and mate choice decisions. Analyses reveal significant differences in personality variables and mate choices based on a person’s number of attractors.

D143
DEVELOPMENT OF A SCALE FOR THE MEASUREMENT OF EVOLUTIONARILY IMPORTANT SITUATION CHARACTERISTICS
Nicolas A. Brown1, David G. Serfass1, Ryne A. Sherman1
1Florida Atlantic University
Behavior in situations depends on the activation of specific goals and motives. Research suggests that some basic goals have developed as a result of evolutionary processes. This study created a scale to measure characteristics of situations that promote or prevent achievement of these goals. Future studies should be designed to validate this newly created measure.

D144
WHAT IS INFIDELITY? VARIATIONS IN BELIEFS BY GENDER AND AGE
Reyn Yoshiura1, Brooke Gentle1, David Frederick1
1Chapman University
Infidelity is a behavior that, from an evolutionary perspective, may be reproductively advantageous for the one committing infidelity and costly for the victim of the infidelity. Here we focus on what is considered infidelity among an adult sample of over 70,000 participants who completed a survey via NBCNEWS.com.

D145
USING FAIR-TRADE PRODUCTS TO SEDUCE: DIFFERENTIAL EFFECTS OF SHORT-TERM VS. LONG-TERM MATING PRIMES
Francois J. Dessart1, Rob M. A. Nelissen1
1University of Namur, 2Tilburg University
Intersexual selection theory was used to study the effect of mating primes on people’s preference for fair-trade products. Male participants were more (vs. less) likely to favor fair-trade products when in the presence of an ideal short-term (vs. long-term) partner. Mating primes had no effect on female participants’ product preferences.
D146
MICROBES, MORBIDITY, AND MATING: HEIGHTENED DISEASE RISK INCREASES WOMEN’S DESIRE FOR SEXUAL VARIETY
Marjorie L. Prokosch1, Sarah E. Hill1
1Texas Christian University
When the threat of disease is high, individuals benefit from producing genetically diverse offspring, potentially prompting a heightened desire for sexual variety. Two studies found that individuals with a history of vulnerability to illness respond to disease threat cues by demonstrating an increased desire for sexual novelty.

D147
THE WHO, WHEN, AND WHY OF HUMAN MATE CHOICE COPYING: ATTRACTIVE WOMEN PROVIDE A PROXY FOR MALE QUALITY
Christopher Rodeheffer1, Megan Osborne1, Tia Robb1, Sarah Hill1
1Texas Christian University
Previous research indicates that women find men more desirable when they appear to be desired by other women (i.e., mate choice copying). Across three studies, we show that this effect is calibrated by female attractiveness, is specific to romantic relationships, and is suppressed when other mate value indicators are provided.

D148
LIFE HISTORY STRATEGY AND SEXUAL HARASSMENT: HOW LHS AFFECTS DECISION MAKING
Haley Moss Dillon1, Gary Brase1, Susan H. Himes1
1Kansas State University
The current work is a follow up to Brase and Miller’s 2001 study examining sex differences in Quid Pro Quo sexual harassment assessments and performance on the Wason Selection Task. The current work focused on differences in selecting whether or not a possibly harassing situation was a threat or a social exchange.

D149
EXPLICIT INTERPERSONAL ATTITUDES MEDIATE HELPING AND TAKING BUT NOT LEVELING IN A FIJIAN VILLAGE
Matthew M. Gervais1
1Department of Anthropology, University of California, Los Angeles
In the male social network of a Fijian village, attitudes such as love, respect, and hate mediate the effects of target traits on their receipt of help, exploitation, and punishment in economic games with non-anonymous targets. These data have important implications for the structure and functions of attitudes within relationships.

D150
DOES EXPOSURE TO COMPETITIVE SAME-SEX INDIVIDUALS IMPACT BODY DISSATISFACTION AND EATING ATTITUDES? NO.
Sammie Tang1, Mindy Gibson1, Tania Reynolds1, David Frederick1
1Chapman University, 2Florida State University
Li et al (2010) proposed that cues of intrasexual competition (e.g., exposure to highly competitive same-sex individuals) could spur women to modify their bodies to gain status and enhance attractiveness. An attempt to replicate and extend previous study (N = 1,465) did not reproduce the previous results.

D151
ARE MEN FUNNIER THAN WOMEN ON FACEBOOK AND TWITTER?
Barry X. Kuhle1, Walter J. Cantwell 1, Allegra R. Indelicato 1, Jessica L. Lyman1, Dominic V. Marcogliese 1, Jamie L. Mizerak1, Geoffrey F. Miller2
1University of Scranton, 2University of New Mexico
We investigated factors influencing women’s attraction to male bodies differing in masculinity. As women valued protection more, attraction for extreme muscle also increased, but only for women primed with coercion. Thus, attraction to muscular men may be driven by a preference for “protectors,” especially when coercion is made salient.

D152
THE INFLUENCE OF THE PRESENCE OF WOMAN’S EYES ON MEN’S SHORT-TERM MATING
Emi Niida1, Kazuya Horike1
1Toyo University
We’re interested in why men do not always engage in short-term mating behaviors. We hypothesized that the presence of women’s eye lowers men’s standards for a short-term mating. Results support our hypothesis. We discuss the influence of social reputation among women on men’s short-term mating behaviors.

D153
EVOLUTION IN AMERICA: INVESTIGATING PREDICTORS OF ATTITUDES TOWARD AND KNOWLEDGE OF EVOLUTION
Stephen D. Short1, Patricia H. Hawley1
1University of Kansas
A national sample of 1165 participants across 26 states was collected via Amazon M-Turk to examine whether demographic and personality variables predict various attitudes toward evolution. Results from SEM analyses revealed that stereotypical demographic predictors of anti-evolution sentiment account for little variability, whereas openness to experience was a strong predictor.

D154
ERROR MANAGEMENT THEORY EXPLAINS PROCESSING OF WEATHER RISK
Joy Lossee1, Karen Naufel1
1Georgia Southern University
Per error management theory, people make judgment errors minimizing risk, suggesting that people will favor severe forecasts. In a 2(1st warning severity) X 2(last warning severity) factorial design, participants saw two hurricane warnings and estimated damage. Participants based estimates on the most severe warning they viewed, even if severity decreased.

D155
CREDIBILITY ENHANCING DISPLAYS OF BELIEF
Aiyana Koka Willard1, Ara Norenzayan2, Joseph Henrich1
1University of British Columbia
In two studies, participants watched a confederate either endorse belief in some unverifiable information verbally of with a costly behavior. Participants who saw the behavioral display were more likely to engage in the potentially costly behavior then those that got either a verbal, or no, endorsement of the behavior.

D156
MIND CANNOT EVOLVE: DUALISM AND THE AVERSION TO EVOLUTION
Chelsea Schein1, Kurt Gray2
1University of North Carolina, Chapel Hill
When Darwin initially gave his revolutionary theory, people were alarmed that they were on the same plane as animals. Today, roughly 1/3rd of US population denies evolution. We illustrate that denial of evolution stems from the belief that the human mind is unique and cannot emerge from purely physical processes.

D157
HOW COERCION AND DESIRE FOR PROTECTION RELATE TO BODY TYPE PREFERENCES
Ashlee C. Hurst1, Darcy A. Reich1
1Texas Tech University
We investigated factors influencing women’s attraction to male bodies differing in masculinity. As women valued protection more, attraction for extreme muscle also increased, but only for women primed with coercion. Thus, attraction to muscular men may be driven by a preference for “protectors,” especially when coercion is made salient.
**D158**
**HOW TO MAKE THE BEST AWARD PAGE EVER**
Patrick Driscoll
1 Mira Conference

**D159**
**WHOM TO TRUST AND PUNISH? HOW REPUTATION IS USED IN COOPERATION**
Eric J. Pedersen
1 University of Miami

Researchers disagree about whether cooperative tendencies were designed to capture personal benefits or to promote cooperative group norms. Here we show that people punish and extend trust based on cues of how others will treat the self specifically, suggesting that people use reputation to regulate cooperation for personal benefit.

**D160**
**PSYCHOLOGY INSERTS THE SELF INTO THIRD PARTY PUNISHMENT; OR, THIRD PARTY PUNISHMENT IS NOT WHAT THEY THINK**
Max M. Krasnow
1 Harvard University

Third party punishment – punishment of a wrong by one not directly affected – is commonly observed, but appears irrational. This interpretation is false. Here I show the mind expects behavior toward others to predict behavior toward the self, making punishment psychologically (if not economically) rational, and punishment no longer an anomaly.

**D161**
**AUTOMATIC BELIEF PROCESSING IN RHESUS MACAQUES?**
Alia Martin
1 Yale University

A key component of social influence is attributing thoughts to others that may differ from our own. We investigate the evolutionary origins of this ability, finding that rhesus macaques do not automatically process others’ beliefs as humans do. This may provide an important mechanism for social influence in our species.

**Judgment/Decision-Making**

**D162**
**I DO NOT LIKE YOU: HOW TO CONSTRAIN THE SELF-INTEREST BIAS IN MORAL JUDGMENT.**
Konrad Bocian
1 University of Social Sciences and Humanities

Unethical acts serving our interests are evaluated as moral, where acts against those interests as immoral because moral perception is biased by self-interests. In the current study, we manipulated liking as it served as a mediator of the interest-morality relation, proving that self-interest bias can be constrained if we disliked culprit.

**D163**
**THE BIAS BLIND SPOT IN FORENSIC PSYCHOLOGY**
Tess M.S. Neal
1 University of Nebraska Public Policy Center

This study explored board-certified forensic psychologists’ awareness of bias, given extant evidence of forensic evaluator bias and a cognitive bias called the “bias blind spot” (the tendency to recognize bias in others but fail to recognize it in oneself). All participants described others’ biases but only 60% described their own.

**D164**
**MEASURING TRUE SELF-ENHANCEMENT BIAS: A CLASSIFICATION ANALYSIS**
Patrick Heck
1 Brown University

Despite the popularity of the better-than-average effect, true self-enhancement bias is only exhibited in cases where individuals inaccurately assess themselves as above average. The present study sorts test-takers into four categories of judgment according to the principles of signal detection theory. Outcomes and the meaning of ‘true self-enhancement’ are discussed.

**D165**
**SACRED TIME**
Mostafa Salari Rad
1 New School for Social Research, 2 New School for Social Research - University of Melbourne

When people reason about sacred values, they display greater stability in temporal discounting. People who did not regard protection of forests as a sacred value show greater patience in distant than near time frames, whereas choices of people with sacred values were indifferent to time frame.

**D166**
**FAIR WEATHER FRIENDS: MORAL CLIMATE AFFECTS MORAL JUDGMENTS**
Jessica A. Stansbury
1 Towson University

Moral climate, political or academic, and group membership, corresponding school (ingroup) or outside school (outgroup) interacted on moral judgment and punishment. For the ingroup target, participants rated the politician’s behavior as less morally acceptable and suggested more severe punishment than the academic. The reverse effect was demonstrated for the outgroup.

**D167**
**FRIENDSHIP AND FINANCE: THE PSYCHOLOGY OF BORROWING AND LENDING**
Ashley Angulo
1 UCLA, 2 Harvard

We investigate the unique consequences that occur among friends who lend. We find lenders’ satisfaction depends on several factors, including lenders’ expected control and influence over what the borrower purchases and the nature of the item purchased with the loan (hedonic versus utilitarian).

**D168**
**THE DEVELOPMENT OF PRICE ESTIMATION AND COMPARISONS WITH ABSTRACT NUMBER ESTIMATION**
Zheng Zhou
1 Beijing Normal University, 2 Department of Psychology at School of Social Development, Central University of Finance and Economics

The current research examined the development of price estimation and the features of price representation by using a modified price number line task. Three studies demonstrated the model of price estimation developed from logarithmic to linear, and for adults, thresholds of anxiety and painfulness were positively correlated with estimation accuracy.

**D169**
**IMAGINING THE FUTURE: THE EFFECT OF VIVIDNESS ON INTERTEMPORAL CHOICE**
Maxim Babush
1 University of California, Los Angeles, 2 California State University, Northridge

To examine the effect of vividness on intertemporal choice, participants decided between jobs and vacations with either immediate rewards or greater delayed rewards. The effect of vividness varied with domain: vividness lead to preference for immediate rewards in vacation domain, but a preference for greater delayed rewards in job domain.
D170 THE MODERATING EFFECT OF MINDFULNESS ON OTHER ORIENTATION AND UTILITARIAN JUDGMENT
Han-Chun Chung1, Jen-Ho Chang1, Yi-Cheng Lin1, Chin-Lan Huang2
1Department of Psychology, National Taiwan University, 2Department of Humanities and Social Science, National Taiwan University of Science and Technology

Should love be a means to an end? We argue that caring for others without full awareness and reflections of oneself will only lead to utilitarian. The results confirmed the moderation effect that low mindfulness participants tended to make the most utilitarian judgments when they have more kindness for others.

D171 SIZE AND STRENGTH IN A BILATERAL GEOPOLITICAL CONFLICT: CONTEXTUAL FACTORS INFLUENCING THE UNDERDOG DESIGNATION
Amber Rachel Cazzell1, Nadav Goldschmied2
1Point Loma Nazarene University, 2University of San Diego

Participants were presented with a military attack scenario between two fictitious countries with size disparity. Both the source of aggression and the devastation affected the underdog status of the smaller country, while only the former mattered for the larger nation. This designation was influenced by the moral considerations.

D172 THE EFFECT OF SOCIAL COMPARISON ON THE VISUAL PERCEPTION OF APERTURES
Nicolas Morgado1, Dominique Muller2, Stéphanie Jurdit3, Éric Guinet1, Richard Palluel-Germain1
1Laboratoire de Psychologie et Neurocognition (CNRS), Université Pierre-Mendès-France, Grenoble, France, 2Laboratoire Interuniversitaire de Psychologie, Institut Universitaire de France, Université Pierre-Mendès-France, Grenoble, France, 3Université Pierre-Mendès-France, Grenoble, France

Previous findings suggest that aperture perception is related to closeness feeling. Upward comparison leads people to judge the target of the comparison as socially closer than downward comparison. Thus, social comparison might influence aperture perception. Our results suggested that social comparison influences the perception of the “passability” through an aperture.

D173 ATTRIBUTE SEQUENCING IN PRODUCT CHOICE APPRAISAL
Aaron Snyder1
1Stanford University

When learning about an object, object attributes are generally processed individually, and in serial. Does varying presentation primacy of hedonic versus utilitarian attributes affect evaluations of that object? Because decisions are often made on affective bases, hedonic attribute position affects the perceived appropriateness of object choice based on decision importance.

D174 ACT ON TIME: POWER FACILITATES TIMELINESS
Laura M. Giurge1, Marius Van Dijk1, David De Cremer2, Xue Zheng1
1Erasmus University Rotterdam, 2China Europe International Business School

Goal directed action crucially depends on timeliness (i.e., acting fast or slow depending on situational requirements). We predicted that power facilitates timeliness. Two experiments and a field study show that high but not low power individuals make decisions fast when this is effective but slow when this is more effective.

D175 DOES ANSWERING A SERIES OF QUESTIONNAIRES ABOUT HUMAN-RIGHTS AND DISCRIMINATION INDUCE DELIBERATIVE MINDSET?
Keisuke Matsuzaki1, Makoto Numazaki1
1Tokyo Metropolitan University

This research examined that answering a series of questionnaires about human-rights and discrimination would induce deliberative mindset and lead people to less employ heuristics in judgments. Results showed that participants who answered the series of questionnaires, as well as those who were induced in deliberative mindset, less employed judgmental heuristics.

D176 SHOOTING, FAST AND SLOW: EFFECTS OF GUN CRIME DURATION AND ACCESSIBLE JUDGMENT CRITERIA ON SUPPORT FOR GUN POLICY REFORM
Sungjong Roh1, Jonathon P. Schuldt1
1Cornell University

Holding all other story details constant, our data suggest that learning that a murderous gunman acted quickly (taking five minutes) or slowly (taking fifty minutes) can increase support for gun policy reform depending on which duration-relevant naïve theory is first brought to mind (“fast is risky” or “slow is bad/immoral”).

D177 A DUAL-PROCESS PERSPECTIVE ON SOCIAL METACOGNITION
André Mata1
1University of Heidelberg

Because intuition is fast and effortless whereas deliberation is slow and effortful, deliberative respondents often consider the intuitive response before they think of the deliberative response. Because they are aware of alternative solutions and share others’ intuition, they are better at assessing their responses and inferring what others might respond.

D178 A FINANCIAL INVENTORY: SYSTEMATICALLY REVIEWING MONEY MANAGEMENT SCALES FROM 1985 TO PRESENT
Grant Edward Donnelly1, Ryan T. Howell1
1Harvard Business School, 2San Francisco State University

The current study systematically reviews the numerous money management scales from 1985 to 2012. Findings suggest that money management is consistently related to high conscientiousness and less material values. Further, a multi-dimensional money management scale is developed, allowing future research to isolate specific financial behaviors to important correlates.

D179 INTERPERSONAL PRO-ENVIRONMENTAL COMMUNICATION: WHO PREFERS USING GAIN VS. LOSS FRAMED MESSAGES?
Jhon Wlaschin1, Patrick C. Dwyer1, Alexander J. Rothman1
1University of Minnesota

When considering face-to-face conversations about limiting coal burning, 121 participants read 14 framed messages and selected 5 that would best convince another person to get involved. Women and those with more compliant personalities preferred gain framed messages. Men and those with more vigilant personalities preferred loss framed messages.

D180 EVERY GROUP MEMBER IS BETTER THAN THE OTHERS IN THE GROUP: IS IT BECAUSE THEY ARE DIFFERENT FROM EACH OTHER OR SIMILAR TO EACH OTHER?
Shir Etgar1, Yechiel Klar2, John R. Chambers3
1Tel Aviv University, 2Tel Aviv university, 3Saint Louis University

Unique Attribute (Chambers, 2010) and Weighted-LOGE (extension of Giladi & Klar, 2002) make opposing predictions about the within-group differences influence “everyone is better than average” bias. In three experiments, the better-than-average bias was stronger when group members were construed as similar rather than different from each other.
D181
SCALE GRANULARITY OF PRODUCT ATTRIBUTES AFFECTS CONSUMER PREFERENCES
Tobias Krüger
1University of Heidelberg
Preferences between consumer products are affected by the granularity of the scale on which their attributes are characterized. Differences loom larger on coarse (e.g., 3 GHz vs. 2 GHz) than fine-grained scales (e.g., 3.08 GHz vs. 2.05 GHz), thus, preferences for the dominating option increase with decreasing granularity.

D182
INDIVIDUAL DIFFERENCE MEASUREMENT OF BIASES AND INVESTIGATION OF PERSONALITY-BIAS RELATIONS
Franklin Zaron1, Abigail Gertner1, Robert J. Schneider1, Jeremy Burnus1, Gerald Matthews1, Jonathan Weeks1, Richard D. Roberts2
1Educational Testing Service, 2The MITRE Corporation
We measured confirmation bias (CB), fundamental attribution error (FAE), and bias blind spot (BBS) susceptibility and declarative knowledge (DK) of these biases innovatively and online. DK and BBS are unidimensional; CB and FAE are formative constructs. We describe relationships among bias measures, and between bias measures and the personality domain.

D183
THE CORROBORATION DILEMMA: WHEN UNCORROBORATED CONFESSIONS ARE JUDGED TRUSTWORTHY
G. Daniel Lassiter1, Shannon K. Pinegar2, Par Anders Granhag2, Karl Ask1
1Ohio University, 2University of Gothenburg
When confessions are introduced at trial, their trustworthiness must be assessed. One factor that should normatively influence such judgments is the extent to which other evidence corroborates confessions; a lack of corroboration should rationally produce less trust in confessions. We demonstrate that even uncorroborated confessions can sometimes be judged trustworthy.

D184
KARMIC PUNISHMENT: WHAT GOES AROUND COMES AROUND
Natalie M. Wheeler1, Jane L. Risen1
1University of Chicago
In four studies we investigate the belief in karma. We find that karmic actions are intentional and harmful and karmic outcomes are domain specific, swift, and from the universe. Additionally, we find that karmic actions influence predictions about future outcomes. We discuss karma as a strategy to maintain just-world beliefs.

D185
THE MATTERS MATTER: WHEN CONSCIOUS THOUGHT IS SUPERIOR TO UNCONSCIOUS THOUGHT
Elian Halali1, Anna Dorfman1, Yoella Bereby-Meyer1
1Ben-Gurion University of the Negev
Unconscious-thought-theory asserts that complex choices are better following unconscious thought. We found that for interesting matters, people prefer to engage with conscious rather than unconscious thought, and in line with this preference, the former leads to better choices. An advantage of unconscious thought exists for intermediate and uninteresting matters.

D186
TRAIT LEVEL DIFFERENCES IN THE INFLUENCE OF COUNTERFactual POTENCY ON REGRET
Carl Fender son1, Amy Summerville1
1Miami University
Past research has found that counterfactual potency, a quantitative measure of the strength of thoughts of ‘what might have been’, can predict individuals regret about negative situations. This research explored whether this relationship is weaker for individuals chronically high in trait-level tendencies to negatively evaluate themselves.

D187
ARE MEN MORE UTILITARIAN THAN WOMEN? A MEGA-ANALYSIS OF GENDER DIFFERENCES IN MORAL JUDGMENT
Rebecca Friesdorf1, Paul Conway1, Bertram Gawronski1
1University of Western Ontario
Traditional methods have found that men make more utilitarian moral judgments than women. A process dissociation analysis of 27 studies indicated that this effect is driven primarily by women having stronger deontological inclinations than men, whereas men showed only modestly stronger utilitarian inclinations than women.

D188
GETTING STUCK ON A MESSAGE: REGULATORY FOCUS MODERATES THE STICKINESS OF CONTENT FRAMES
Amber M. Sanchez1, Alison Ledgerwood1
1University of California, Davis
This research examined how certain types of frames might be stickier for certain people. We manipulated the sequence of content frames that emphasized either security or exploration concerns, and found that chronic regulatory focus moderates the stickiness of security and exploration frames.

D189
I THINK I HAVE, THEREFORE I DESERVE: THINKING ABOUT MONEY INCREASES MEN’S SENSE OF ENTITLEMENT
Oren Shapira1, Sarah Molouki1, Nicole L. Mead2, Eugene M. Caruso2
1University of Chicago, 2Erasmus University
Three experiments tested whether reminders of money change men’s and women’s preferred allocation of resources and contributions between the self and others. Results suggest that thinking about money increases men’s (but not women’s) sense that they are entitled to societal resources regardless of their contribution to generating those resources.

D190
MOVING TOWARDS A BRIGHTER FUTURE: THE ROLE OF MOTIVATION IN OPTIMISTIC BIAS
Logan Alison Berg1, Heather Lench1, Kathleen Darbor1
1Texas A&M University
An affective-basis hypothesis posits that optimism results in part from motivational tendencies to approach or avoid events by judging them as likely or unlikely to occur. In three studies, optimism resulted from motivational tendencies to approach or avoid events by judging them as likely or unlikely to occur. In three studies, optimism resulted from motivations, and was eliminated when participants were able to fulfill motivations prior to making their judgments.

D191
BOTTOMS UP: THE EFFECT OF ALCOHOL EXPECTANCIES AND BALANCE ON COGNITION
Cathy R. Cox1, Erin A. VanEnkevort1, Joshua A. Hicks2
1Texas Christian University, 2Texas A&M University
The present research found that inducing a state of physical imbalance increased thoughts of alcohol for those who have a positive view of alcohol (i.e., alcohol expectancies). These effects were found regardless of people’s self-reported alcohol consumption, suggesting that even non-drinkers are quick to associate alcohol with physical imbalance.

D192
SHARING RESOURCES OR SHARING POWER? ON WHAT IT MEANS TO BE PRO-SOCIAL
Efrat Aharonov-Majar1, Anna Dorfman2
1Ben Gurion University of the Negev, 2Ben Gurion University of the Negev
In the present study we explore what it means to be pro-social, namely, whether pro-social behavior extends to sharing not only resources, but also power. Using a modified Ultimatum game, we show that sharing power and sharing resources are related but not necessarily overlapping, pro-social acts.
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<tr>
<th>Session</th>
<th>Title</th>
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<tr>
<td>D193</td>
<td>MORAL ATTRIBUTIONS ABOUT OUR POLITICAL OPPOSITES: WHEN CHARACTER COUNTS MORE THAN THE BEHAVIOR PERFORMED</td>
<td>Jodi LeChelle Crecck(^1), Haily Bell(^1), Jamie S. Hughes(^1)</td>
<td>(^1)University of Texas of the Permian Basin</td>
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<td>Perceivers judge those with different opinions negatively, and this bias increases preference for competition. We speculated that attributions about moral character and intentionality attributions would help explain this preference. We found that moral character judgments and bias were closely aligned, but that intentionality attributions depended on the behavior performed.</td>
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<td>D194</td>
<td>THE CURSE OF PRIVILEGED KNOWLEDGE APPLIES TO EMPATHIC JUDGMENTS</td>
<td>Diego Fernandez-Duque(^1), Joseph Bonner(^1), Sara D. Hodges(^2)</td>
<td>(^1)Villanova University, (^2)University of Oregon</td>
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<td>Undergraduates watched a video of a mother with an infant, read an uplifting update about her future, and finally judged the mom’s mood when initially interviewed. Knowing about the uplifting future biased participants to perceive the mother’s mood as happier than if they remained ignorant of her future.</td>
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<td>D195</td>
<td>THINK BEFORE YOU POST: THE EFFECT OF RACE AND FACEBOOK ON HIRING DECISIONS</td>
<td>Jakira Brooks(^1), Jennifer Joy-Gaba(^1)</td>
<td>(^1)Virginia Commonwealth University</td>
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<td>We examined the influence race on hiring decisions. Participants read a job description followed by a photo of a Black or White female posed in a neutral setting. Results revealed that the type of pose, but not the applicant’s race, influenced hiring decisions.</td>
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<td>D196</td>
<td>TRUST AND TAKING ADVICE FROM INDIVIDUALS VERSUS INSTITUTIONS</td>
<td>Shane Schweitzer(^1), Mina Cikara(^1), Taya R. Cohen(^2)</td>
<td>(^1)Carnegie Mellon University, (^2)University of Oregon</td>
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<td>Many people openly express a lack of trust in many of the institutions on which they rely. The current experiment demonstrates that advice coming from an individual, an aggregate, cohesive group, or institution meaningfully changes behavior: participants trust and follow the advice of individuals more, relative to groups and institutions.</td>
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<td>D197</td>
<td>AGE DIFFERENCES IN RISK: PERCEPTIONS, INTENTIONS AND DOMAINS</td>
<td>Emily Bonem(^1), Phoebe Eilsers(^1), Richard Gonzalez(^1)</td>
<td>(^1)University of Michigan</td>
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<td>Although older adults are often stereotyped as risk-averse, findings have been mixed. Two studies of participants ranging in age from 18-83 demonstrated that age differences in risk preferences vary by risk domain. We also examined age differences in perceptions of the costs and benefits associated with risks in each domain.</td>
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<td>D198</td>
<td>USING THE LIFE STORY TO PROMOTE IDENTITY FORMATION AND CAREER DECISION-MAKING IN AN UNDERGRADUATE POPULATION</td>
<td>Courtney Jane Olis Belmonte(^1)</td>
<td>(^1)Virginia Commonwealth University</td>
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<td>Career decision-making and preparation is challenging for undergraduates. This study explores whether a Life Story Exercise (LSE) strengthens these variables by consolidating identity formation. LSE completion was expected to strengthen these variables. Results partially confirmed this hypothesis for career decision-making, t(19)=-2.37, p&lt;.05; similarly, a trend for increased identity formation emerged.</td>
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<td>D199</td>
<td>AUTONOMOUS LIFE DECISIONS</td>
<td>Cody DeHaan(^1), Netta Weinstein(^2), Richard M. Ryan(^2)</td>
<td>(^1)University of Rochester, (^2)University of Essex</td>
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<td>The present research is a current application of Self-Determination Theory (Deci &amp; Ryan, 1985; Deci &amp; Ryan, 2000) to decision-making and outcomes.</td>
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<td>D200</td>
<td>PSYCHOLOGICAL DISTANCE INDUCES, ELIMINATES, AND REVERSES THE ENDOWMENT EFFECT.</td>
<td>Hyunji Kim(^1), Simone Schnall(^2)</td>
<td>(^1)University of Cambridge, (^2)University of Miami</td>
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<td>Sellers price a product higher than buyers do. Across three studies, we demonstrated that sellers’ proximate and buyers’ remote psychological distance towards an object modulated this pricing bias. By manipulating spatial or social distance, the endowment effect disappeared or reversed due to a goal shift from financial benefit to fairness.</td>
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<td>D201</td>
<td>INCLUSION OF OTHER IN SELF EXTENDS SELF-ENHANCEMENT: FURTHER EVIDENCE</td>
<td>Nicholas Sosa(^1), Steven Young(^1)</td>
<td>(^1)Fairleigh Dickinson University</td>
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<td>Two studies examined if Inclusion of Other in Self (IOS) was related with other-enhancement by having subjects evaluate an included or non-included target person on various traits. Across two studies, converging results suggest a significant positive relationship between IOS and positive other evaluations.</td>
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<td>D202</td>
<td>A JUDGE VS. THE COURT, AN OSCAR WINNING DIRECTOR VS. A DECADE OF DIRECTORS: GROUP FRAMES INCREASE PREFERENCE FOR DIVERSITY</td>
<td>Michael Jaison Naft(^1), Rainer Romero-Canyas(^1), Gregory M. Walton(^2), Valerie J. Purdie-Vaughns(^2)</td>
<td>(^1)University of California, (^2)Stanford University</td>
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<td>When people in a unit are framed as a “group,” bias against underrepresented groups is less likely to occur compared to a unit framed as “choices made in isolation.” Two field experiments supported this proposition in contexts where a minority or majority group member competed for an important honor.</td>
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<td>D203</td>
<td>THE PROMISE OF ACCOUNTABILITY: COUNTERING BIAS IN DECISION-MAKING</td>
<td>Christina Stevens Carbone(^1)</td>
<td>(^1)UC Berkeley School of Law</td>
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<td>Can accountability serve as an effective strategy to attenuate the influence of racial bias in the decision-making process? In two studies, participants evaluating criminal case files were less likely to show evidence of racial bias when they expected to have to articulate the process they used in reaching their decisions.</td>
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<td>D204</td>
<td>REVISITING THE INSTRUMENTALITY OF VOICE: HAVING VOICE IN THE PROCESS MAKES PEOPLE THINK THEY WILL GET WHAT THEY WANT</td>
<td>Angus Hildreth(^1), Don Moore(^2), Steven Blinder(^2)</td>
<td>(^1)UC Berkeley, (^2)NYU Stern</td>
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<td>We extend research on the interplay of voice, outcome expectations, and reactions by asking whether manipulations of voice act as shared circumstance effects. Results suggest that voice has important instrumental significance, but this instrumentality does not, by itself, explain why people value having a voice in processes that affect them.</td>
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D205
UNDERSTANDING THROUGH THE EYES OF OTHERS: INFERENCES REGARDING CHOSEN AND FORGONE PRODUCTS
Stephen Xikao He¹, Samuel Bond²
¹Manhattan College, ²Georgia Institute of Technology
Our research investigates consumer inference-making based on the choices of others in the marketplace. Using product decision scenarios, we demonstrate that perceptions of others’ opinions are systematically affected by the level of overall consensus, choice of the product by a majority vs. minority group, and whether the product is affect-laden.

D206
HOW SOCIAL RELATIONSHIP REGULATES MODE OF DECISION MAKING
Han Gong¹, Douglas Medin¹
¹Northwestern University
We examined how social relationship influences decision mode selection. By manipulating social relationship, we found that cost-benefit-analysis was more desirable when people decided to help strangers. In contrast, role-based decisions were more prevalent when social hierarch was involved. Moreover, we observed that different modes exerted different effects on post-decisional dissonance.

D207
HOW PERFORMANCE EXPECTANCIES ARE SHAPED BY FIRST AND THIRD PERSON CONTEXTUAL VIEWPOINTS
Stephanie Brooke Thomas¹, John Petrocelli²
¹Wake Forest University
We examined the relationships between contextual viewpoints, counterfactual potency, and judgments for future performance. Optimism about future blackjack performance was more strongly associated with simulating alternatives to reality from the third-person viewpoint than the first-person viewpoint. However, this relationship was marginally mediated by counterfactual potency, or the perceived likelihood of these alternatives.

D208
THE EFFECT OF PSYCHOLOGICAL DISTANCE ON ABSTRACTION: A META-ANALYSIS OF CONSTRUAL LEVEL THEORY
Courtney Soderberg¹, Shannon Callahan¹, Annie Kochersberger¹, Elinor Amit², Alison Ledgerwood¹
¹University of California, Davis, ²Harvard
We conducted a meta-analysis to synthesize research on the relationship between psychological distance and level of abstraction. We found a large effect of distance on construal level and its downstream consequences. In addition, we showed that the effect is robust in the face of a wide variety of methodological variables.

D209
THE PSYCHOLOGY OF CULPABILITY ASSESSMENT WHEN BIOLOGY IS THE MITIGATING FACTOR
Phillip A. Lozman¹
¹Rutgers University–Camden
Recent advances in neuroscience are beginning to clash with long-held legal principles about human nature. The present study analyzes how jurors make decisions about the criminal responsibility of those who suffer from biological impairments. The findings offer insights into how psychology and neuroscience can have a transformative effect on law.

D210
INHERENT PREFERENCES ARE MADE TO STICK: DIFERENTIAL RATES OF ADAPTATION FOR PREFERENCE TYPES
Raegan Tennant¹, Chris Hsee ¹
¹University of Chicago Booth School
For decades, psychologists have shown that preferences are commonly constructed by comparison and context. Yet, we provide evidence that some preferences (i.e., inherent ones) are unbiased by such factors. In a paradigm that captures a psychology of adaptation, we demonstrate the existence of inherent (and constructed) preferences in two domains.

D211
FIRST COME, FIRST SERVED: PRIMACY IN JUDGMENTS OF TRUTH
Sarah Christina Rom¹, Christian Unkelbach¹
¹University of Cologne
Repeated statements are believed more than new statements (truth effect). Our studies showed that this is due to a primacy effect in truth judgments. That is, repeated statements are believed more because they are seen first, and therefore activate concepts, which will be more accessible when participants make truth judgments.

D212
THE RELATIONSHIP BETWEEN RATIONAL AND INTUITIVE INFORMATION PROCESSING STYLES AND HEURISTICS
Marloes Rothengatter⁶, Daniela Blettner²
¹Tilburg University, ²Simon Fraser University
Based on Cognitive-Experiential Self-Theory we test the relationship between rational and intuitive processing styles and different versions of the risky choice framing, representativeness, and availability heuristics. We find relationships between different versions of heuristics and rational and intuitive information processing and an interaction effect between of two information processing styles.

D213
THE WINNER’S CURSE: WHY DO NEGOTIATORS REGRET FOR THEIR DECISIONS?
Liqing Zhang¹
¹Peking University
An experiment was conducted, and the results supported the idea that negotiators regretted more for their decisions when it was clear for them that they paid too much to purchase a company than when they initiated an offer to the other party or when the other party accepted their offers.

Norms and Social Influence

D214
WHICH COMES FIRST: INVESTIGATING THE TEMPORAL PRECEDENCE BETWEEN ATTITUDES AND INJUNCTIVE NORMS IN PREDICTING ALCOHOL USE AMONG COLLEGE STUDENTS
Dana Michelle Litt¹, Melissa A. Lewis¹, Clayton Neighbors²
¹University of Washington, ²University of Houston
The present research evaluated the temporal precedence of injunctive norms and attitudes in predicting drinking among college students. Results supported a conformity model whereby perceived injunctive norms preceded attitudes, which in turn predicted alcohol use. Implications and future directions are discussed.

D215
GOD’S MIND ON MORALITY: A KNOWING GOD IS A PUNISHING GOD
Rita Anne McNamara¹, Aiyana Willard¹, Ara Norenzayan¹, Joseph Henrich¹
¹University of British Columbia
For divine punishment beliefs to maintain cooperation, believers must see God as capable of acting against violations. Across 2 studies, we show that believing God is more agentic leads to greater moral prescriptions. Believers who believe God acts against violations see their behavior as more morally critical. Across 2 studies, we show that believing God is more agentic leads to greater expected norm violation punishment. This suggests belief content is an important aspect of religious prosociality.

D216
WE LIKE WHAT OTHERS LIKE: IMPLICIT LEARNING OF DESCRIPTIVE NORMS
Suhui Yap¹, Letty Yan Yee Kwan², Chi-uye Chiu¹
¹Nanyang Technological University, ²Sun Yat-sen University
We propose an implicit learning account of descriptive norms, arguing that people use implicit memories to estimate how
discretely normative novel stimuli are for others in the population. Their personal preferences are then influenced by such judgement especially when their need for conformity is high.

**D217**  
**DISCLOSURE OF HIV INFECTION STATUS AND HIV SEXUAL TRANSMISSION RISK AMONG HETEROSEXUAL ADULTS: A SYSTEMATIC REVIEW**  
Lauren Wong

1UCSF  
Systematic review of 18 studies (seven countries) on the relationship between HIV disclosure and sexual transmission risk among heterosexual adults. Eleven studies found 1.53-2.92x higher odds of unprotected sex for non-disclosure compared to disclosure. Six studies found no association, and one found a marginal association linking disclosure to greater risk.

**D218**  
**THE SOCIO-ECOLOGY UNDERLYING BRIBERY**  
Yongyuan Chen1, Xiaoxiao Liu2, Tian Lan1, Yingyi Hong3

1Beijing Normal University, China, 2Nanyang Technological University, Singapore  
The present research examined the role of beliefs and social environment underlying bribe-giving intention in China. Results showed that collective agency positively associated with people’s propensity to offer bribe in ecologically stable environment, however, strength of such association decreased as environment changed frequently. Socio-ecological factors are important in understanding bribery.

**D219**  
**IMPPLICIT UPWARD COMPARISON IN THE CLASSROOM: WHEN RAISING HANDS UNDERMINES ACADEMIC PERFORMANCE**  
Sébastien GOUDEAU1, Jean-Claude CROIZET

1Université de Poitiers/CNRS  
This study documented the impact of upward comparison on achievement in classroom settings. A randomized study demonstrated how the simple fact of raising hand undermines the achievement of children striving with the academic material. The implications of the findings are discussed regarding the differential preparedness related to socioeconomic background.

**D220**  
**DO SOCIAL NORMS OR SELF-INTEREST RULE? COMPARING THE POWER OF SOCIAL NORMS AND TARGETS OF PREJUDICE ON SYMBOLIC PREJUDICE IN A GROUP DISCUSSION**  
William Thomas Cockrell1, Benjamin Howard Walker1, H. Colleen Sinclair1

1Mississippi State University  
We examined the influence of social norms and targets of prejudice on anti-gay rights participants’ endorsement of gay rights policies following a discussion. Participants reported higher public endorsement of gay rights when exposed to gay targets compared to Christian non-targets. All participants exhibited more pro-gay rights attitudes post-discussion.

**D221**  
**SOCIAL NORMS AND SUBSTANCE USE IN THE FOOD AND BEVERAGE SERVICE INDUSTRY**  
Hannah C. LaHaye1, Amy L. Brown3

1University of Louisiana at Lafayette  
This study attempted to examine the relationship between physical and social availability in relation to the substance use of workers in the food and beverage service industry. Participants responded to an online survey. Results suggest that worker substance use is positively associated with social normative information and workplace physical availability.
abstract level than descriptive norms. Thus, we hypothesized that injunctive norms may facilitate behavior at a more

**D228**

**GENDER DIFFERENCES IN NORM COMPLIANCE**  
Julie Eyink\(^1\), Edward Hirt\(^1\)  
\(^1\)Indiana University  

Previous work in self-handicapping indicates that women follow injunctive norms of effort and men follow descriptive norms of effort. We investigated if this gender difference in norm adherence extended to norms outside of effort. Results suggest women follow an injunctive norm and men follow a descriptive norm of cooperation/competition.

**D229**

**DANGER, JOKING HAZARD: IMPLIED PRESENCE DAMPENS PERCEPTIONS OF FUNNINESS**  
Adam Mastrotianni\(^2\), Susan Fiske\(^1\)  
\(^1\)Princeton University  

One hundred and twenty Amazon Mechanical Turk workers rated a series of jokes either alone or with the implied presence of a similar or dissimilar partner. Participants with similar partners found jokes significantly less funny than those with dissimilar or no partners.

**D230**

**SOCIAL AND CAMPUS ENVIRONMENTS PREDICT LIFE SATISFACTION, SELF-EFFICACY, AND PERCEIVED DISCRIMINATION AMONG UNDERGRADUATE STEM MAJORS**  
Breanna R. Wexler\(^1\), Emily A. Ingalls\(^2\), Bettina J. Casad\(^3\)  
\(^1\)University of Missouri-St. Louis  

Unsupportive social and campus environments have negative consequences for students, particularly those underrepresented in science and math-oriented majors. Results indicated social support, campus, and social climate predict life satisfaction, self-efficacy, and perceived discrimination among undergraduate STEM majors. Campus environment is particularly predictive of perceived discrimination among women.

**D231**

**SOCIAL COMPARISON AND INTEROCEPTION: ASSIMILATION IN BEHAVIOR AND CONTRAST IN SELF-REPORT**  
Sibylle Petersen\(^1\), Omer Van den Bergh\(^1\)  
\(^1\)KU Leuven  

In five studies with healthy individuals and patients with chronic disease, we tested effects of social comparison on interoception and related behavior. We found contrast in self-report and assimilation in behavior. Assimilation was moderated by arousal, contrast by stimulus valence suggesting differential pathways for effects in self-report and behavior.

**D232**

**THE RELATIONSHIP BETWEEN SOCIAL NORMS AND CONSTRUAL LEVELS**  
Asami Ohji\(^1\), Minoru Karasawa\(^2\)  
\(^1\)Nagoya University  

The present study examined whether different levels of construal are associated with different types of social norms (i.e., injunctive and descriptive norms). Injunctive norms may facilitate behavior at a more abstract level than descriptive norms. Thus, we hypothesized that thinking about injunctive norms induces a higher level of construal.

**D233**

**TRANSPORTATION INTO A VIDEO GAMING ENVIRONMENT: A METHOD FOR COUNTERACTING BOOMERANG EFFECTS IN HEALTH COMMUNICATION**  
Christopher N. Burrows\(^1\), Hart Blanton\(^1\)  
\(^1\)University of Connecticut  

To investigate whether “transportation” moderated persuasion, participants played a game with embedded anti-drunk driving posters or landscape posters, rating their transportation and DUI attitudes. Transportation moderated a boomerang effect of anti-DUI posters on DUI attitudes, suggesting that gaming environments might provide a powerful method for the presentation of health messages.

**D234**

**PARALLEL EXPERIENCE CHANGES OBJECT EVALUATION**  
Erica J. Boothby\(^1\), Leigh Smith\(^2\), Margaret Clark\(^1\), John Bargh\(^1\)  
\(^1\)Yale University, \(^2\)University of Texas at Austin  

We tested whether parallel experience (i.e., simultaneous engagement in an activity without communicating) with different people within one’s social network causes changes in the extent to which images are liked. Our results suggest that parallel experience changes object evaluation in a systematic way depending on people’s relationships.

**D235**

**THE INFLUENCE OF SOCIAL CLIMATE ON LEADERSHIP DEVELOPMENT**  
Dominique Perreault\(^1\), Héloïse Sirois-Leduc\(^2\), Amanda Baker\(^3\), Céline Blanchard\(^4\)  
\(^1\)Université d’Ottawa  

In a study conducted with a student sample, we tested the moderating effect of climate in the relationship between individual characteristics and the development of leader identity and later, leader behaviors. Results suggested that better communication of values and positive relationship between mentors and novices promote leadership development.

**D236**

**CONTAGIOUS MEMORY: CHANGES IN RECALL ACCURACY FOLLOWING DISCUSSION**  
Ryan Allen Rush\(^1\), Steven E. Clark\(^2\)  
\(^1\)Wabash College, \(^2\)University of California, Riverside  

Individuals discussed their memories for a shared event. This discussion led to increases in recall of correct and incorrect information, but little or no change in recall accuracy. Results also showed an accuracy redistribution effect in which less-accurate participants became more accurate and more-accurate participants became less accurate.

**D237**

**MISREMEMBERING FACTS AS A MECHANISM TO JUSTIFY VIGILANTE JUSTICE AGAINST AN INNOCENT PERSON**  
Rafael Aguileta\(^1\), Scott Frankowski\(^1\), Michael Zárate\(^1\)  
\(^1\)University of Texas at El Paso  

In-line with system justification theory in which people are motivated to bolster the established system, nearly all participants correctly recalled when a policeman shot a guilty criminal suspect; however, when a vigilante shot an innocent suspect, half misremembered the event involving either a policeman or a guilty suspect.

**D238**

**ROLE MODELS’ INFLUENCE ON SMOKING REDUCTION**  
Phoebe Lin\(^1\)  
\(^1\)Wayne State University  

The study investigated role model influence on smoking reduction. Participants read about a positive or negative role model and then reported willingness to reduce smoking. Negative role models were more effective than positive role models in motivating smoking reduction. The study shows important implications for social influence on health outcomes.
D239
HOME ENERGY SAVINGS: THE ROLE OF FEEDBACK AND A SENSE OF TOGETHERNESS
Gregg Robert Sparkman1, Julia Clark2, David Paunesku1, Tammy Luo1, Steve Schmidt2, Lisa Schmidt1, Greg Walton1
1Stanford University; 2University of New Orleans; 3University of California, Berkeley; 4High Energy Audits
The present study examines the effects of providing energy use feedback to households when energy conservation is framed as an intentional community effort or simply as a descriptive social norm. We find that appeals framed as a community effort lead to greater energy savings than norm only and control conditions.

D240
IPOSTURE: THE SIZE OF ELECTRONIC CONSUMER DEVICES AFFECTS OUR BEHAVIOR
Maarten W. Bos1, Amy Cuddy2
1Disney Research, 2Harvard Business School
Working on electronic devices of different sizes affects power-related behaviors. Compared to participants working on larger devices (e.g., an iMac), participants who worked on smaller devices (e.g., an iPad) behaved less assertively – waiting longer to interrupt an experimenter who had made them wait, or not interrupting at all.

D241
EYE TRACKING Operates as an implied SOCIAL PRESENCE
Eleni Nasiopoulos1, Agnes Cywinski1, Alan Kingstone2
1University of British Columbia
The mere knowledge that one’s eye movements are being tracked is shown to be sufficient to trigger prosocial looking behaviour, i.e., avoiding looking at areas in advertisements that contain sexually provocative material. We suggest that an eye tracker operates as an implied social presence, triggering abnormal prosocial looking behaviour.

D242
A MODEL OF MORAL INJURY: SOCIAL ACCEPTANCE, SELF-WORTH, AND MENTAL HEALTH
Alyssa Boasso1, Rebecca Lubin3, Jonathan Larson1, William Nash1, Brett T. Litz2
1VA Boston Healthcare System
Perpetrated moral transgressions that are irreconcilable with pre-existing schemas can reduce self-worth and mental health. Societal and interpersonal acceptance can normalize transgressions, maintaining self-worth. Mediation analyses demonstrated that: (1) transgressions predicted lower self-worth which in turn reduced mental health; (2) acceptance predicted lower perceived transgressions which in turn elevated self-worth.

D243
PSYCHOSOCIAL VARIABLES AS PREDICTORS OF GAMING BEHAVIORS AND GAMING ADDICTION IN THE MASSIVELY MULTIPLAYER ONLINE GAME WORLD OF WARCRAFT
Myma R. Scott1
1California State University Fullerton
This study evaluated psychosocial variables in problematic gaming behaviors in World of Warcraft. Significant regression model predictors included preference for online social interaction and amount of time spent gaming. The significant model predictors for time spent gaming were number of online friends and scores on the Real Me Scale.

D244
ASYMMETRIC PERCEPTIONS OF AGREEMENT WITH THE SELF AND OTHERS
Shane Forte Blackman1, Emily Pronin1
1Princeton University
Witnessing someone express the same preferences as another (or the self) prompts attributions about the reasons behind those shared preferences. Attributions about the objectivity of those preferences, as well as attributions about the person’s personality, depend upon whether those preferences resemble those of the self.

D245
“CATCHING” BEHAVIORS FROM OUR NEIGHBORS: SPATIAL CLUSTERING OF HEALTH BEHAVIORS IN COLLEGE RESIDENCE HALLS
Helen C. Harton1, Peng Zhang2, Nicholas Terpstra-Schwab3, Brooke Ammerman1
1University of Northern Iowa
We surveyed residents of four college dormitories at the beginning and end of a semester on behaviors relating to nutrition, exercise, alcohol, and sex. College students became more similar to their housemates over time, providing further, real-world support for dynamic social impact theory.

D246
MAINTAINING SELF-CONCEPT CLARITY THROUGH MAINTAINING POLITICAL ATTITUDES
Jesi Elise Johnson1, Rachael Carroll1, H. Colleen Sinclair2
1Mississippi State University
We examined whether attitude change reduced self-concept clarity. Reversing attitudes did decrease self-concept clarity, especially among those anti-gay rights who thought being pro-gay rights was a minority opinion. Whereas anti-gay rights participants who became stronger in their opposition showed increased self-concept clarity, especially when believing the majority agreed with them.

D247
PROCESSES BY WHICH ROMANTIC PARTNERS IMPACT DAILY HEALTH BEHAVIORS
Krista W. Ranby1, Leona S. Aiken2, Isaac M. Lipkus1, Megan A. Lewis1, Benjamin Toll1
1University of Colorado Denver, 2Arizona State University, 3Duke University, 4RTI, Yale University
Different forms of social influence exerted by romantic partners affected exercise and smoking through direct, mediated and moderated pathways. Multiple types of husband influence on wife’s exercise were distinguished and unique pathways of influence were supported. With dual-smoker couples, couple focused conditions increased desire to quit which reduced smoking.

D248
THE NEED TO BELONG DIFFERENTIALLY MODERATES THE EFFECTS OF DESCRIPTIVE AND INJUNCTIVE NORMS ON ORGANIZATIONAL CITIZENSHIP BEHAVIORS
Kathryn Jacobson1, Ryan P. Jacobson1, Jacqueline N. Hood1
1University of New Mexico
Results from a sample of working professionals supported the prediction that the need to belong would enhance the effectiveness of injunctive but not descriptive norms. These findings indicate that the norms are associated with somewhat distinct underlying motivations, providing further support for the focus theory of normative conduct.

D249
MEANING-CHANGE: PROCESSES AND CONSEQUENCES IN SOCIAL INFLUENCE
Timothy Hayes1, Wendy Wood1
1University of Southern California
Asch (1940) observed that social groups influence the subjective meaning of persuasive messages. Supporting this claim, two studies demonstrate that meaning-change processes occur under cognitive load, impede attempts at bias correction, and impact reported behavior. These results highlight important cognitive and motivational processes not emphasized by current theories of persuasion.
D250
ON THE VALUE OF DIVERSITY IN THE AFTERMATH OF SOCIAL CHANGE
Radmila Prislin1, Cory Davenport2, Yishan Xu3
1San Diego State University; 2Texas Tech University; 3University of Virginia
In a face-to-face interaction with confederates, participants initially received minority or majority support, which was kept consistent (status-quo) or reversed (minority --> majority). In the aftermath of social change, new majorities were less accepting of diversity within the group than their stable counterparts whereas new minorities showed an increased tolerance for diversity.

D251
THE PRIDE LEARNING BIAS
Jason Peter Martens1, Jessica Tracy1
1University of British Columbia
Humans are social learners, but whom do we copy? We show that the pride expression is reliably associated with success by children as young as 8-months old, and that it is implicitly associated with knowledge and cues copying behavior among adults, which is driven by a desire to attain knowledge.

D252
BROADCASTING AND NARROWCASTING: HOW AUDIENCE SIZE IMPACTS WHAT PEOPLE SHARE
Alixandra Barasch1, Jonah Berger1
1Wharton, UPenn
Does mere audience size impact what people talk about and share? We demonstrate that broadcasting (communicating with many people) leads people to share more self-presentational content, while narrowcasting (communicating with one person) encourages people to share more useful content. These effects are driven by shifts in self-versus other-focus.

D253
PERCEIVED SOCIAL SUPPORT FROM FACEBOOK FRIENDS MATTERS: FACEBOOK SOCIAL SUPPORT NETWORKS AMONG PEOPLE WITH DEPRESSION
Jiyoung Park1, David Lee1, Holly Shabrack1, Phillipipe Verduny2, Ethan Kross1
1University of Michigan; 2University of Leuven
Does Facebook provide opportunities for social support for depressed people? We examined how social support on Facebook would influence depressive symptoms of individuals with Major Depressive Disorder. We found that depressed people perceived to receive less support than healthy individuals, which in turn predicted changes in depressive symptoms over time.

D254
NEIGHBORHOOD FACTORS MODERATING THE EFFECTS OF DRINKING ON RELATIONSHIP FUNCTIONING OVER THE EARLY YEARS OF MARRIAGE
Dev J. Crasta1, Janette L. Funk1, Ronald D. Rogge1
1University of Rochester
Using archival data and self-reports of neighborhood quality, we examined neighborhood factors as moderators of the effects of drinking in 303 couples assessed across the first 4 years of marriage. Results indicated that wives’ drinking preserved relationship satisfaction in resource-poor neighborhoods while complex associations emerged in socially structured neighborhoods.

D255
CO-EXPERIENCE INTENSIFIES EMOTION AND CHANGES MEMORY
Bethany Anne Burum1, Erica Boothby2
1Harvard University; 2Yale University
What are the consequences of believing another mind is sharing our experience? Two sets of studies demonstrated that merely believing another person is doing the same thing that we are at the same time intensifies our emotions and changes our memory.

D256
SEEING THE WORLD THROUGH A SOCIAL LENS: HOW GROUP ATTENTION SHAPES THE MIND
Garriy Shteynberg1
1University of Tennessee
Recent studies suggest that when people believe they are attending to a piece of information with their group members, that information becomes more psychologically prominent and behaviorally impactful. These findings point to the existence of a psychological ‘we-mode’ that increases the cognitive elaboration of attended information.

D257
SHARING SOCIAL SPACE: HOW CO-EXPERIENCE SHAPES NEURAL REPRESENTATIONS OF SOCIAL DISTANCE
Thalia Wheatley1, Carolyn Parkinson1
1Dartmouth
The feeling of connecting with another mind is the currency that shapes our social networks. We discuss behavioral and neuroimaging data from our lab that show how mental representations of social closeness re-purpose spatial perception. This research suggests direct, testable hypotheses for how co-experience may compress this mental social space.

Self-Esteem

D258
SELF-ESTEEM AND RISK OF REJECTION AS PREDICTORS OF TEXTING WHILE DRIVING BEHAVIOUR
Darrick Chow1, Amanda L. Forest2
1McGill University; 2University of Waterloo
This study explores self-esteem and risk of rejection as possible factors that predict people’s propensity to text while driving. Results indicated that low self-esteem, but not high self-esteem, predicted longer, more expressive replies while driving when there was a risk of rejection from an ostensibly partner.

D259
STRIVING FOR ATTRACTIVENESS: THE ASSOCIATIONS BETWEEN CONTINGENT SELF-ESTEEM, SELF-OBJECTIFICATION, AND APPEARANCE SELF-ESTEEM IN WOMEN
Amy Noser1, Ashton Southard2, Virgil Ziigel-Hilli1
1Oakland University
Links between contingent self-esteem, self-objectification, and appearance self-esteem in women were examined. Self-objectification mediated the association between contingent self-esteem and appearance self-esteem. These results suggest the connection between contingent self-esteem and appearance self-esteem may be due in part to women with contingent self-esteem objectifying their bodies.

D260
SOCIAL MEDIA, SOCIAL COMPARISON, AND SELF-ESTEEM
Erin A. Vogel1, Jason P. Rose1, Lindsay R. Roberts1, Katheryn Eckles1
1University of Toledo
Social media is changing the nature of social comparisons and impacting self-esteem. Participants who were most invested in Facebook had poorer trait self-esteem due to greater exposure to upward social comparisons (Study 1). Moreover, state self-esteem and relative self-evaluations were lower after viewing fictitious upward comparison Facebook profiles (Study 2).

D261
SELF-ESTEEM INSTABILITY AND PERCEPTIONS OF PERSONALITY FEATURES
Brian Enjaian1, Noah Pollock1, Christopher Holden1, Ashton Southard2, Virgil Ziigel-Hilli1
1Oakland University; 2University of Southern Mississippi
Participants completed measures of self-esteem level and self-esteem instability before recruiting others to evaluate their personality...
characteristics. Those with stable high self-esteem were viewed as being agreeable, conscientious, and open to experience. This suggests that self-esteem instability is associated with how individuals are viewed by others.

D262
SELF-ESTEEM AS A STABILIZING FORCE: HIGHER SELF-ESTEEM CONSTRAINS MENTAL DYNAMICS FOLLOWING EGO DEPLETION
Jay L. Michaels¹, Susan L. Wiese², Margaret E. Genevie¹
¹Presbyterian College, ²Intracoastal Philanthropic Solutions

Our primary experiment used a novel technique to capture participants’ self-evaluative dynamics before and after a manipulation to evoke ego-depletion. Participants with lower self-esteem experience negative, unstable self-evaluation following a difficult task, whereas high self-esteem individuals exhibit little self-evaluation perturbation. This result provides new insight into self-esteem dynamics.

D263
RISK-TAKING FOLLOWING EGO THREAT IN MEN WITH DEFENSIVE SELF-ESTEEM
Jennifer Burton¹, Mark Oakes², Sarah Dreyer-Oren¹
¹Hamilton College, ²St. Lawrence University

Following an academic ego threat, men with defensive (high explicit/low implicit) self-esteem engaged in greater risk-taking than did either men with secure (high explicit/implicit) self-esteem or women. Men and women with defensive self-esteem appear to have different strategies for coping with ego threat.

D264
WHO NEEDS YOU? I’VE GOT MY DOG: PET AFFINITY AND RELATEDNESS PREDICT POSITIVE SELF-STATEMENTS
Michelle Christine Quist¹, Jennifer L. Bryan¹, Mai-Ly Nguyen¹, Dawn W. Foster¹, Chelsie M. Young¹, C. Raymond Knee¹
¹University of Houston, ²MD Anderson

Past research links pets to positive well-being. Relatedness and pet affinity may predict the use of positive self-statements as pain coping mechanisms. Results revealed that individuals high in pet affinity reported higher positive self-statements, regardless of levels of relatedness. Pets may fulfill unmet social relatedness needs, leading to positive outcomes.

D265
DISCREPANT HIGH SELF-ESTEEM AND WORKING MEMORY CAPACITY: POTENTIAL IMPLICATIONS FOR REGULATING DEFENSIVENESS DURING SITUATIONS SHOWN TO ACTIVATE SELF-DOUBT
Shannon P. Lupien¹, Cheryl L. Kondrak¹, Lindsey Streamer¹, Mark D. Seery¹
¹University of Buffalo, SUNY

The processes by which defensive responses occur for discrepant high self-esteem individuals (HSEs) have yet to be fully delineated. Results indicated that when the potential to demonstrate excellence existed, discrepant HSEs exhibited lower working memory capacity (WMC) than congruent HSEs, implicating WMC as a potentially important factor for regulating defensiveness.

D266
AROUSAL AND SELF-ESTEEM INTERACT TO INFLUENCE APPROACH MOTIVATIONS
Eric T. Huang¹, Danu Anthony Stinson¹, Lisa B. Reddoo¹
¹University of Victoria

Higher self-esteem individuals (HSEs) favor approach motivations more than lower self-esteem individuals (LSEs). Arousal should increase HSEs’ but decrease LSEs’ approach motivations. Results supported this prediction. With arousal, HSEs exhibited higher approach than LSEs. Without arousal, LSEs exhibited higher approach than HSEs, suggesting self-esteem differences in optimal levels of arousal.

D267
UTILIZING THE TERROR MANAGEMENT HEALTH MODEL TO IMPACT EXERCISE BEHAVIOR OVER TIME
Jacquelyn Kayla Watson¹, Kasey Lynn Morris¹, Burcin Cihan², Jamie L. Goldenberg³, Jamie Amdt³
¹University of South Florida, ²Middle Eastern Technical University, Turkey, ³University of Missouri

Supporting the terror management health model, priming mortality in the context of an experiment on exercise increased exercise over a two week period, which in turn mediated participants’ fitness-contingent self-esteem. The findings provide insight into how mortality primes can be used to promote health behavior over time.

D268
CULTURAL NORMS, COGNITIVE DISSONANCE, SELF ESTEEM, AND SMOKING: A MODERATED MEDIATION ANALYSIS
Raymond Garza¹, Willie Hale¹, Jessica Perrotte¹
¹University of Texas at San Antonio

Participants completed a survey assessing smoking behavior/ beliefs and a variety of dispositional and cultural factors. Cognitive dissonance mediated the relationship between cultural norms and positive beliefs about smoking. Self-esteem moderated the model’s first and second stages, producing significantly different total and indirect effects for individuals with high versus low self-esteem.

D269
SELF-ESTEEM AND SOCIAL COMPARISONS ON FACEBOOK
Claire Midgley¹, Penelope Lockwood², Snezhana Buneeva³
¹University of Toronto

We examined the role of self-esteem in the direction and outcome of Facebook social comparisons. Lower self-esteem was associated with making more upward than downward comparisons when participants viewed their newsfeed (Study 1). This association between lower self-esteem and upward comparisons in turn resulted in more negative self-views (Study 2).

D270
BUFFERING EFFECTS OF IMPLICIT SELF-ESTEEM AFTER FAILURE EXPERIENCE: INVESTIGATION AMONG JAPANESE PEOPLE
Tsutomu Fujii¹, Takafumi Sawamura², Atsushi Aikawa³
¹Sungshin Women’s University/Center for Research on Educational Testing(CRET), ²The University of Tokyo/CRET, ³University of Tsukuba/CRET

This study basically aimed at replicating Greenwald and Farnham’s (2000) study concerning “buffering effect of implicit self-esteem.” Explicit and implicit self-esteem of Japanese participants was measured. Then, they were led to experience failure. And they answered their perception such as emotion. Results basically replicated Greenwald and Farnham’s study.

D271
POSSIBLE ADAPTIVE FEATURE OF IMPLICIT SELF-ESTEEM: ITS RELATION TO OTHER PERSONALITY TRAITS
Takafumi Sawamura¹, Tsutomu Fuji², Atsushi Aikawa³
¹The University of Tokyo / Center for Research on Educational Testing (CRET), ²Sungshin Women’s University / CRET, ³University of Tsukuba / CRET

This study investigated associations of implicit self-esteem with other personality traits. Results showed that explicit self-esteem was positively correlated with social desirability, but that was not the case for implicit self-esteem. Both explicit and implicit self-esteem was negatively correlated with performance avoidance goal. The implications are discussed.
THE MODERATE EFFECT OF PERCEPTION OF ACCEPTANCE ON THE PROCESS SELF-ESTEEM AND REASSURANCE SEEKING INFLUENCE FRIEND’S APPRAISAL: WHY ARE ONLY LOW SELF-ESTEEMS REJECTED?
Koji Hasegawa
1Shinshu University
Why are only low self-esteem (LSEs) with high reassurance seeking (HRS) rejected? We focused on the perception of acceptance (PA). The results were that on high PA and high reassurance seeker, LSEs received a lower appraisal from their friend than HSEs. Their annoying way of RS may elicit friend’s rejection.

DISASTER EXPOSURE INCREASES RELIANCE ON RELIGIOUS SOURCES OF SELF-WORTH AMONG PEOPLE LACKING OTHER INTRA-OR INTERPERSONAL COPING RESOURCES
Melike Eger, Jeremy A. Lewis, James C. Hamilton, Ian Sherwood
1University of Alabama
We examined relations between disaster exposure and changes in reliance on God’s love as source of contingent self-worth. Greater exposure to the tornado led to increased reliance on God’s love, but only among subjects who were poor copers, lacked social support, or manifest the five factor model immaturity profile.

WINNERS, LOSERS, INSIDERS, AND OUTSIDERS: THE IMPACT OF MANIPULATING STATUS AND INCLUSION ON SELF-ESTEEM AND BEHAVIOR
Nikhila Mahadevan, Aiden P. Gregg
1University of Southampton, UK
Hierometer theory proposes that self-esteem evolved to regulate, not only inclusion (sociometer theory), but also status, by tracking it and motivating status-optimizing behavior. In support, changes in status caused corresponding changes in self-esteem, independently of changes in inclusion; and lower status subsequently prompted more assertive behavior, independently of agreeable behavior.

DELAY EFFECTS OF TERROR MANAGEMENT THREATS ON DEATH-THOUGHT ACCESSIBILITY: A META-ANALYSIS
Chris Steinman, John Updegraff
1Kent State University
Meta-regressions were conducted to investigate the impact of delay on death-thought accessibility following mortality salience and other Terror Management threats. Results provide mixed support for the assertion that mortality salience and other types of threats carry unique temporal associations with death-thought accessibility.

ADVANTAGES OF CONTINGENT SELF-ESTEEM: ACADEMIC SELF-ESTEEM PREDICTS BETTER ACADEMIC PERFORMANCE
Jamin Blatter, David Webber, Jeff Schimmel, Jennifer Passey
1University of Alberta
The present research examined whether academic contingent self-esteem could lead to success in school. Results indicated a positive correlation between academic self-esteem and performance, however, there was a negative relationship between impulsivity and performance. There was no correlation with global self-esteem and performance, suggesting that contingent self-esteem may be advantageous.

IT IS NOT WHAT YOU LOOK AT, BUT WHAT YOU SEE: HOW NEGATIVE MEANING-MAKING RELATES TO PERCEIVED PARENTING STYLE AND FEELING WORTHY OF LOVE
Amelia D. Coffman, Camilla S. Øverup, Julie A. Brunson, Linda K. Acitelli
1University of Houston
Negatively-focused meaning-making of parental expectations mediates the relationship between autonomy-supporting parenting and currently feeling worthy of love from one’s family, controlling for gender and age. Those who perceived autonomy-supporting parenting tended toward lower levels of negative meaning-making, which, in turn, was associated with feeling more worthy of love.

WHAT DOES SELF-ESTEEM REFER TO? AN EMPIRICAL SUPPORT FOR SELF-ESTEEM AS DESIRE FOR POSITIVE SELF-EVALUATION, BUT NOT AS POSSESSION OF POSITIVE SELF-EVALUATION
Joo Lee, Minjae Seo, Young-Hoon Kim
1Yonsei University
To test whether self-esteem mirrors one’s favorable self-evaluations or desire for it, we investigated how participants reported their performance level as a function of their self-esteem. High self-esteem participants exaggerated their performance level, but they did not when motivated for accurate rating, suggesting self-esteem reflects one’s desire for positive self-evaluations.

RELATION BETWEEN CURRENT EFFORTS AND POTENTIAL SUCCESS IN THE FUTURE: HARD-WORKING GIRLS ARE NOT EXPECTED TO SUCCEED.
Catherine Vemiers, Delphine Martinot
1University Blaise Pascal
The current study demonstrated that adolescents are aware of a gender stereotype describing the female students’ intelligence as more fixed than the male students’ intelligence. Moreover, the more the participants described a female student as hard-working, the less they estimated that she had potential to succeed in the future.

AVOIDANCE PREDICTS LESS POSITIVE EVALUATIONS OF WARM, BUT NOT COLD, GROUPS
Nicholas Santascoy, Sara Burke, John Dovidio
1Yale University
The present work extended research on interpersonal attachment to intergroup attitudes. We predicted and found in ratings of existing social groups (Study 1) and experimentally (Study 2) that although groups higher in stereotypical warmth were generally evaluated more favorably, this effect was significantly weaker among participants higher in avoidant attachment.

CONFIRMING THE STEREOTYPE: IDENTITY CENTRALITY MODERATES MATH PERFORMANCE FOLLOWING STEREOTYPE (DIS) CONFIRMATION
Tessa Dover, Brenda Major
1UC Santa Barbara
Women took a math test under stereotype threat conditions (or not) and subsequently received positive or negative false feedback. Under threat, weakly gender-identified women performed worse on a subsequent math test following negative (stereotype confirming) feedback. However, highly-identified women performed worse following positive (stereotype disconfirming) feedback. Implications are discussed.

LEGAL OR ILLEGAL: INDIVIDUAL DIFFERENCES IN EVALUATIVE BIAS TOWARD IMMIGRANTS VARYING ON DOCUMENTED STATUS AND RACE
Bradley D. Mattan, Jasmin Cloutier
1University of Birmingham, 2University of Chicago
The interaction of visually-ascribed immigration status and individual differences in stereotyping was examined using an evaluative
### Poster Session D - Stereotyping/Prejudice

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<th>Title</th>
<th>Authors</th>
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<tr>
<td><strong>D283</strong> PREJUDICE TOWARD ATHEISTS: VALUES THREAT AND LACK OF BELIEF IN A MORALIZING GOD</td>
<td>Allison H. Varley(^1), Gabrielle Filip-Crawford(^1), Craig T. Nagoshi(^2)</td>
<td>(^{1})Arizona State University, (^{2})University of Texas at Arlington</td>
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<td>Theist participants rated targets whose values largely matched their own more favorably than targets whose values did not, supporting the sociofunctional perspective. Theist participants rated atheist targets less favorably than believers in a monitoring/punishing god and believers in a non-monitoring/non-punishing god, demonstrating lack of support for the religious prosociality perspective.</td>
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| **D285** THE ROLE OF MASCULINITY THREAT IN DISCRIMINATION AGAINST WOMEN AND GAY MEN | Kevin S. Weaver\(^1\), Theresa K. Vescio\(^1\) | \(^{1}\)The Pennsylvania State University |
| Masculinity was threatened/assured, then men reported denial of discrimination, acceptance of group-based inequality, endorsement of traditional masculinity norms (MRNS), and gender identification (GID). Both manipulations led to more denial of discrimination against gay men, assured/high MRNS men denied more discrimination against women, and threatened/high GID men accepted more group-based inequality. |

| **D286** THE ROLE OF SOCIAL DOMINANCE ORIENTATION IN THE MANAGEMENT OF EXISTENTIAL THREAT | Lauren Elizabeth Coursey\(^1\), Jared Kenworthy\(^1\) | \(^{1}\)University of Texas at Arlington |
| We examined the relationship between social dominance orientation (SDO), mortality salience, and outgroup attitudes. 242 participants wrote about death or a control topic prior to reporting outgroup attitudes. At low (but not high) levels of SDO, outgroup attitudes were lower in the mortality salience condition compared to the control condition. |

| **D287** THE INFLUENCE OF SOCIOECONOMIC STATUS ON DECISIONS TO SHOOT | Samantha L. Moore\(^1\), Christopher L. Beck\(^2\), E. Ashby Plant\(^2\) | \(^{1}\)Temple University, \(^{2}\)Florida State University |
| Participants were instructed to shoot armed suspects on a computer simulation that varied suspect race (Black vs. White) and SES (high vs. low). Results revealed that only suspect SES influenced responses on the shooter task. Participants were faster to shoot armed low SES individuals compared to armed high SES individuals. |

| **D288** RECALL FLUENCY AND PREJUDICIAL JUDGMENTS: HOW THINKING LESS COUNTER-Stereotypically IS A GOOD THING. | Troy G. Deskins\(^1\), Max Monahan\(^2\), Rusty B. McIntyre\(^1\) | \(^{1}\)Eastern Michigan University |
| Recall fluency of negative stereotypes was examined for prejudicial judgments. Participants who thought of fewer stereotypic, or more counter-stereotypic examples of African Americans made more prejudicial judgments of Blacks than did participants who thought of more stereotypic or fewer counter-stereotypic examples. Results are interpreted as consistent with models of heuristics. |

| **D289** ON THE BENEFITS OF FEELING LONELY - HOW LONELINESS INCREASES ANTHROPOMORPHISM OF ROBOTS AND REDUCES DEHUMANIZATION OF OUT-GROUP MEMBERS. | Birte Schiöffhauer\(^1\), Friederike Eyssel\(^1\) | \(^{1}\)University of Bielefeld |
| Anthropomorphism research shows loneliness priming increases the attribution of humanity to nonhuman entities. In an experiment we tested whether this effect would extend to the human intergroup context. Results demonstrated that judgments of anthropomorphism and the dehumanization of Turkish out-groupers, respectively, were driven by the same psychological mechanism; sociality motivation. |

| **D290** CAN AN ESKIMO ON THE DESERT MAKE US MORE CREATIVE? SCHEMATA VIOLATION INCREASES CREATIVITY WHEN NEED FOR STRUCTURE IS LOW. | Małgorzata Gcłowska\(^1\), Matthijs Baas\(^1\), Richard Crisp\(^1\), Carsten De Dreu\(^1\) | \(^{1}\)University of Amsterdam, \(^{2}\)University of Sheffield |
| When does violating schemata increase creativity? We asked participants to think of a counter-stereotype (female mechanic; Experiment 1), and to memorize schemata-violating targets (e.g., Eskimo on the desert; Experiment 2). Following schemata violation participants low in need for structure responded more with creativity. |

| **D291** COGNITIVE LOAD’S VARYING EFFECTS ON EGALITARIAN GOAL PURSUIT | Kimberly Chaney\(^1\), Christiana Berardi\(^2\), John Dombrowski\(^1\), John Nezlek\(^1\), Cheryl Dickter\(^1\) | \(^{1}\)College of William & Mary |
| The effectiveness of egaliatarian goal pursuit as a proactive strategy for stereotype inhibition was examined under varying levels of cognitive load. Analyses revealed that activating an egalitarian goal increased stereotype application when cognitive resources were limited and a depletion of cognitive resources during egalitarian goal pursuit. |

| **D292** OWN-RACE AND YOUNG FACES RECEIVE PREFERENTIAL ATTENTION BUT THIS MAY NOT EXPLAIN WHY THEY ARE RECOGNIZED MORE ACCURATELY | Catherine J. Mondloch\(^1\), Thalia J. Semplonius\(^1\), Lindsey A. Short\(^1\), Valentina M. Proietti\(^2\) | \(^{1}\)Brock University, \(^{2}\)University of Milano-Bicocca |
| When viewing faces in naturalistic scenes, own-race and young adult faces were fixated more than other-race and older adult faces. Individual differences in attention allocation were not correlated with differences in the magnitude of the own-race or own-age recognition advantage, highlighting the importance of perceptual expertise and social cognition. |

| **D293** THE ROLE OF INTENT AND HARM IN JUDGMENTS OF PREJUDICE AND EGALITARIANISM | Angela C. Bell\(^1\), Melissa Burkley\(^1\) | \(^{1}\)Oklahoma State University |
| Examined how intent and harm influences judgments of prejudice and egalitarianism. Results highlight an asymmetry, such that intent and harm influence perceptions of prejudice but only intent influences perceptions of egalitarianism. Egalitarianism and prejudice are not two sides of the same coin; people use difference information to make each judgment. |
D294
ATTAINABILITY MATTERS FOR EFFECTIVE FEMALE ROLE MODELS IN SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH
Diana E. Betz1, Denise Sekaquaptewa2
1Siena College, 2University of Michigan
Two studies examine what renders science, technology, engineering, and math (STEM) role models ineffective. First, STEM role models (compared to humanities) backfire because their success seemed unattainable. Second, college women were less motivated by feminine than “everyday,” gender-neutral STEM role models, especially if they believed that STEM women are unfeminine.

D295
STRATEGIES FOR REDUCING EXPLICIT AND IMPLICIT NEGATIVITY TOWARD GAY MEN AND LESBIANS
Jeremy D. Heider1, Diana R. Radford2
1Southeast Missouri State University; 2Eastern Oregon University
In a 2 (Educational Reading: yes, no) x 2 (Paired-Association Task: yes, no) design, we measured participants’ explicit and implicit sexual orientation attitudes. Only a main effect of the paired-association task on implicit attitudes emerged; participants receiving this task exhibited less implicit bias against homosexuals than participants not receiving it.

D296
AN EYE FOR THE I: VISUAL ATTENTION AND INTERGROUP BIAS
Regis Caprara1, Kerry Kawakami2, Amanda Williams2, Derek Chung1, Rebecca Vendittelli1, Kevin Loo1
1York University, 2University of Hawaii at Maona
Eye gaze of White participants presented with White and Black target faces was investigated using an eye tracker. Results demonstrated that visual attention can be meaningfully influenced by instruction to individual others. Furthermore, preferential attention to the eyes of ingroup members predicted willingness to interact with outgroup members.

D297
LAY THEORIES OF GROUP-BASED BIASES MODERATE THE LINK BETWEEN UNFAIR TREATMENT AND NEGATIVE HEALTH OUTCOMES FOR WOMEN AND SEXUAL AND RACIAL MINORITIES
Caroline C. Fitz1
1The George Washington University
Two studies examined whether self-reported and manipulated beliefs about the malleability of group-based biases moderate the relationships between sexism and alcohol consumption (Study 1a), heterosexuality and suicidality (Study 1b), and racial exclusion and substance use willingness (Study 2). Results suggest the belief that bias can change buffers against unfair treatment.

D298
WHEN MULTICULTURAL ACTIVITIES BACKFIRE: THE CASE OF “ARCHIE BUNKER’S NEIGHBORHOOD” AND SYSTEM JUSTIFICATION
Daniel Allan Miller1, Elizabeth Tobin1, Lindsay Roberts2
1Indiana University - Purdue University, Fort Wayne; 2University of Toledo
The current research empirically investigates a widely used activity thought to build multicultural awareness. Results indicate, in line with System Justification Theory, that placing middle class students in an artificial situation where they experience discrimination does not reduce their negative attitudes toward the poor, but rather bolsters them.

D299
BELIEFS ABOUT SEXUAL ETIOLOGY AND THEIR CONSEQUENCES FOR HOMOPHOBIC BULLYING
Eric M. Gomez1, Jennifer L. Eberhard1, Rebecca C. Hetey1, Cynthia S. Levine1
1Stanford
This study examines how people’s etiological beliefs of sexuality influence their concern toward a gay victim who is bullied at school. Participants were exposed either to the message that sexuality is a choice or that it’s innate. Participants in the choice condition were more likely to victim-blame the gay student.

D300
PUTTING PREJUDICE REDUCTION ONLINE: THE EFFECTS OF REMOTE VS. IN PERSON LEARNING ON SELF-EFFICACY TO RESPOND WITHOUT BIAS
Laura Ruth M. Parker1, Mason D. Burns1, Margo J. Monteith1
1Purdue University
Investigated whether prejudice reduction strategies administered remotely (online) versus in person (laboratory) promoted self-efficacy to respond without prejudice across varied situations. Results underscore that remote training inspires as much self-efficacy as in-person training, except for people who are motivated to control their prejudiced responses for external (but not internal) reasons.

D301
HOW HAVE CHILDREN’S GENDER-SCIENCE STEREOTYPES CHANGED OVER TIME?
David I. Miller1, Kylie M. Noll2, Alice H. Eagly1, David H.Utta1
1Northwestern University; 2University of Chicago
This meta-analysis investigated how children’s gender-science stereotypes have changed over time by synthesizing results from 53 studies spanning 4 decades of data collection. Children’s gender-science stereotypes have rapidly weakened over time, at least within the U.S., and are weaker in nations with a higher representation of women in science.

D302
CONNECTIONS BETWEEN DISGUST SENSITIVITY, RELIGIOSITY, AND PREJUDICE
Sklar Malcay Brannon1, Wade C. Rowatt1, Megan Haggard1, Logan Yelderman2, Thomas P. Carpenter1
1Baylor University; 2University of Nevada, Reno
Prior studies suggest that social conservatism stems from the evolutionary urge to avoid infection. Using Hayes (2009) bootstrapping method to estimate the confidence interval of indirect effects, we found that religious fundamentalism mediates the relationship between germ aversion and attitudes towards gays and lesbians.

D303
A MERE EFFORT ACCOUNT OF THE EFFECT OF STEREOTYPE THREAT ON MOTOR PERFORMANCE
Allison E. Seitchik1, Meghan Huber1, Adam J. Brown1, Dagmar Sernad1, Stephen G. Harkins1
1Northeastern University
Mere Effort argues that stereotype threat motivates stigmatized participants to perform well, which potentiates the prepotent response. Supporting this account using a motor task, potentiation of the incorrect prepotent response in naïve participants led to debilitation, but potentiation of the correct prepotent response in “expert” participants led to facilitation.

D304
COMMUNICATING ABOUT OTHERS: MOTIVATIONS AND CONSEQUENCES OF RACE-BASED IMPRESSIONS
Amanda Kate Sesko1, Monica Bieman1
1University of Alaska Southeast; 2University of Kansas
Following exposure to a Black or White student’s academic transcript, White communicators low in internal motivation to respond without prejudice evaluated Black students more favorably, mis-remembered them as having lower GPAs, and racial prejudice increased from pre- to post-test among those who communicated a positive impression of the Black student.
D305
WHAT DO YOU CALL A BLACK GUY WHO FLIES A PLANE?
DISPARAGEMENT AND CONFRONTATION IN THE CONTEXT OF RACIAL HUMOR
Derrick F. Tilli1, Megan L. Strain1, Donald A. Saucier1
1Kansas State University
We examined effects of jokes intended to loosen or tighten norms regarding prejudice expression. Disparaging jokes disinhibited prejudice expression. Confrontational jokes increased negative affect, but increased stereotypical thinking when the jokes were perceived to disparage Blacks. These results extend prejudiced norm theory, confrontation research, and the justification-suppression model of prejudice.

D306
TOO CLOSE FOR COMFORT: THE MODERATING ROLE OF ESSENTIALISM IN TRANSGENDER BIAS
Max Davidson1, Alex Czopp1
1Western Washington University
Male and female participants rated their comfort with sharing same-gender spaces with transgender or cisgender targets. Psychological essentialism was negatively related to comfort with transgender targets; male and female participants who were high in essentialism were less comfortable with trans men and trans women, respectively, than with same-sex cisgender targets.

D307
STATUS- AND CONTEXT-DEPENDENT CONSEQUENCES TO STEREOTYPE INFORMATION
Wayne Chan1
1Rutgers University
We provide evidence that Entity vs. Incremental theorists experience a memory distortion when a Black male target is introduced as a doctor (counter-stereotypic context) vs. as a basketball player (stereotypic context). Entity theorists generated more Afrocentric renditions of a Black male target. This effect was stronger in the doctor/counter-stereotypic context) vs. as a basketball player (stereotypic context). Entity theorists generated more Afrocentric renditions of a Black male target. This effect was stronger in the doctor/counter-stereotypic context.

D308
DO YOU SEE WHAT I SEE? THE ROLE OF IMPLICIT BELIEFS IN PERCEIVING A STEREOTYPIC VERSUS COUNTER-STEREOTYPIC BLACK MALE
Eric D. Splan1, Sierra P. Niblett1, Monica Mendoza2, Patrick J. Hibberd1, Mark W. Geisler1, Avi Ben-Zeev1
1San Francisco State University
We provide evidence that Entitativity in national identification is discussed. Theoretical significance of revealing the role of psychological essentialism in national identification is discussed.

D309
GENDER AND PARENTING: THE EFFECTS OF PARENTING FAILURES ON EVALUATIONS OF MOTHERS AND FATHERS
Adrian J. Villacana1, Donna M. Garcia1, Monica Biemai1
1University of Kansas, 2California State University, San Bernardino
Using the shifting standards model, we investigated parenting stereotypes and the extent to which failure versus success at parenting tasks moderated pro-mother bias. In two scenario studies, mothers and fathers were judged equally “good” parents, but custody judgments favored mothers except when they failed at parenting tasks.

D310
THE INFLUENCE OF OUT-GROUPS AND INDIVIDUALS’ CHARACTERISTICS ON LEVELS OF PREJUDICE
Miriam Seel1, Minoru Karasawa1
1Nagoya University
In our study (N = 79), Japanese subjects demonstrated more favorable attitudes towards Germans compared to Koreans only in the AMP and two explicit measures. Unexpectedly, subjects’ essentialist beliefs and level of conservatism correlated negatively with their attitudes in the direct measures, although there was no moderating or mediating effect.

D311
THE EFFECTS OF COUNTER-STEREOTYPICAL VERSUS COUNTER-EVALUATIVE TRAINING IN IMPLICIT PREJUDICE REGULATION
Xiaoqing Hu1, Galen Bodenhausen2
1Northwestern University
The present study employed an associative training task to study the effect of counter-evaluative vs. counter-stereotypical training in implicit prejudice regulation. We found that compared to placebo training groups, participants in both active training groups could significantly reduce their implicit stereotypes and evaluations as measured on IATs.

D312
WOMEN’S INTENTIONS TO PURSUE STEM: THE DETRIMENTAL IMPACT OF STEREOTYPES
Elizabeth Wong1, Michelle M. Dionne1
1Ryerson University
This study examined whether stereotypes affect women’s intentions to pursue Science, Technology, Engineering, and Math (STEM) fields. 194 females completed questionnaires assessing math/science outcomes under a Stereotype Threat, Stereotype Nullification, or Control condition. Stereotypes affected women’s intentions to pursue STEM and this was mediated by women’s math/science interests.

D313
THE INFLUENCE OF RACIAL STEREOTYPES ON BRAIN ACTIVATION DURING DECISIONS TO SHOOT
Keith B. Senholzi1, Brendan E. Depue1, Marie T. Banich1, Tiffany A. Ito1
1University of Colorado Boulder
During fMRI scanning, participants determined whether Blacks and Whites held weapons, and were faster to “shoot” armed Blacks than Whites, but “not shoot” unarmed Whites than Blacks. Brain activation in areas associated with visual attention increased to armed Blacks, whereas activity in cognitive control areas increased to unarmed Whites.

D314
ME? A RACIST?: ASSUMING THE ROLE OF A RACIST DECREASES SPONTANEOUS DISCRIMINATORY BEHAVIOR
Sang Hye Pack1, Hyeon Jeong Kim1, Yeong Ock Park1
1Chungbuk National University
Participants played the role of a White police officer and made quick judgments on whether to shoot Black or White suspects on screen. Before this task, the police officer was described as racist, nonracist, or was given no description. Racist (vs. nonracist) description led to larger decrease in Shooter Bias.

D315
ESSENTIALIZING ETHNIC IN-GROUP AND ITS IMPACT ON NATIONAL IDENTITY
Saori Tsukamoto1, Nobuko Asai1, Minoru Karasawa1
1Nagoya University, 2Kyoto Bunyko University
We developed scales to examine the relationship between essentialist beliefs concerning in-group ethnicity and group identification. We found that beliefs about ethnic essence interacted with perceived entitativity in predicting identification with an ethno-national in-group. Theoretical significance of revealing the role of psychological essentialism in national identification is discussed.
Our research examines the effect of stereotype threat on perceptions of math ability in a group-problem solving context. In each group a female target was given added math expertise relative to others. Others recognized the target’s math expertise in the non-threat condition but not in the stereotype threat condition.

D322
THE COGNITIVE ORIGINS OF SYSTEM JUSTIFICATION IN CHILDREN AND ADULTS
Larisa Hussak1, Andrei Cimpian1
1University of Illinois
We propose that system justification emerges from a cognitive bias to interpret patterns in the world in terms of their inherent features. Evidence from several studies with children and adults suggests that a preference for inherent explanations of status differences predicts a belief that these differences are fair and just.

D323
THE IMPACT OF BINEGATIVITY: A COMPARISON OF LESBIANS AND BISEXUAL WOMEN ON SEXUAL IDENTITY VARIABLES
Christina Dyer1, Brian Feinstein1, Bonita London1
1Stony Brook University
A comparison of lesbian and bisexual women on sexual identity variables reveals the additional negative impact of binegativity, and a comparison of bisexual women in relationships with men and those in relationships with women reveals that the gender of one’s relationship partner impacts bisexual women’s experiences of sexual minority stress.

D324
THE IMPACT OF ROLE MODELS ON GENDER BACKLASH IN THE WORKPLACE
Kyi Phyu Nyein1, Jessica J. Good1
1Syracuse University
When violating gender stereotypes, people receive social and economic penalties known as the backlash effect (Rudman & Glick, 1999). The current study examines whether recalling role models will reduce gender backlash in the workplace. It cautiously concludes that role models can either buffer or exacerbate backlash depending on the gender.

D325
CONFRONTING DISCRIMINATION: WHAT WOMEN SAY THEY WANT. THE ROLE OF GENDER IDENTIFICATION AND TYPE OF SITUATION.
Lisa R. Szafran1
1Syracuse University
Two descriptive studies examined what women say they “need” in order to confront discrimination. Results showed that women expect costs but these are rated as relatively unimportant compared to the potential benefits. This was moderated by gender identification. Further, the benefits women report needing also differ depending on the situation.

D326
STEREOTYPE VALIDATION AND INTELLECTUAL PERFORMANCE: THE EFFECTS OF SELF-AFFIRMATION
Kelsey C. Thiem1, Catherine Conard Drahotza1, Jason K. Clark1
1University of Iowa, 2Tulane University
Recent research suggests that activating stereotypes after an intellectual task can validate performance perceptions held by stigmatized individuals. The current research examined how the opportunity to affirm self-worth may moderate this effect. The findings suggest that self-affirmation may increase the certainty women have toward negative perceptions of their math performance.
D327
SHOULD I STAY OR SHOULD I GO NOW?: HOW DYNAMIC GROUP NORMS AFFECT THE PERCEPTION OF STEREOTYPE THREAT

Brianna Mae Goodale¹, Phillip Atiba Goff²
¹University of California - Los Angeles

While past research has focused on static cues, the present research is the first to examine how dynamic group contexts provoke stereotype threat. In two studies, women responded to a vignette in which static stereotype threat cues were either present or absent and challenged or accepted by their group.

D328
WOMEN’S ENDORSEMENT OF BENEVOLENT SEXISM VARIES ACROSS THE MENSTRUAL CYCLE

Carrie R. Underwood¹, Erin M. O’Mara²
¹University of Dayton

We examined the role of ovulation on benevolent sexism endorsement. In a sample of normally ovulating women (N=48), ovulation predicted benevolent sexism endorsement such that ovulating women reported higher levels of benevolent sexism than women who were not ovulating. The present findings suggest that ovulation influences benevolent sexism endorsement.

D329
NOT ALL MINDS ARE EQUALLY “OTHER”: EXPLORING THE ROLE OF MIND PERCEPTION IN AN INTERGROUP CONTEXT

Christina Pedram¹
¹University of California, Irvine

Past research has suggested that attributing or denying mental states to other people may depend on perceived stereotypes of the target’s group. This study explores the differences in how we perceive the minds of ingroup and outgroup members, and the resulting influences on our moral judgments involving those individuals.

D330
WHEN WHITES’ ARE THE TARGET OF DISCRIMINATION: STATUS-LEGITIZING BELIEFS MODERATE INTER- AND INTRAGROUP EVALUATIONS AND HELPING INTENTIONS

Juliana A. Marrnique¹, Erika L. Flavin¹, Joseph D. Wellman², Clara L. Wilkins¹
¹Wesleyan University

The study examines Whites’ evaluations and intentions to help Black or White job applicants after reading about anti-White or anti-Black discrimination. Greater perceptions of status-legitimating beliefs are associated with more positive evaluations and increased helping intentions for the White applicant. Implications for intergroup and intragroup perception and helping are discussed.

D331
WHERE DEHUMANIZATION FACILITATES EMPATHY: INCREASED EMPATHIC EMBARRASSMENT TOWARDS THOSE ATTRIBUTED LESS EXECUTIVE FUNCTION

Ryan Mayer Stoller¹, Joshua Lewis Jones², Melody Sadler²
¹Dartmouth College, ²San Diego State University

We investigated the impact of different forms of dehumanization on empathy towards the mentally ill. Participants experienced significantly more empathic embarrassment towards targets attributed low compared to high executive function capacities, whereas attribution of moral and emotional capacities was unrelated. Implications regarding the nature of the dehumanization-empathy link are discussed.

D332
THE ROLES OF COMPETENCE AND WARMTH IN APPROACH-AVOIDANCE PROCESSING AND DECISION-MAKING

Joshua Lewis Jones¹, Ryan Mayer Stoller², Kimberly Kaye², Melody Sadler²
¹San Diego State University; ²Dartmouth College, ³University of California, San Diego

Approach-avoidance responses were compared between targets with mental illnesses varying in competence and warmth. Participants were faster to correctly avoid low competence targets, and more likely to incorrectly avoid targets with mental illness, an error related to warmth, anger and harm intentions. Discussion regards this dissociation and implications for stigma.

D333
ELECTION EXPERIENCES IN THE LIVES OF LGB INDIVIDUALS AND SAME-SEX COUPLES

Adam W. Fingerhut¹, David M. Frost²
¹Loyola Marymount University, ²Columbia University Mailman School of Public Health

Same-sex couples (N = 64) living in a state voting on marriage equality completed surveys for 10 consecutive days in October 2012. Results revealed that on days when participants experienced higher than average exposure to negative messages, they reported decreases in relationship satisfaction and increases in negative affect.

D334
STIGMA, CONCEALMENT, AND SOCIAL APPROACH AND AVOIDANCE GOALS

Micah Roland Lattanner¹, Laura Smart Richman¹
¹Duke University

We investigated the effect of stigma and concealment on social avoidance and approach goals, relationship satisfaction, and loneliness. Participants reporting treatment for mental health issues and who were concealing rated the importance of social-approach goals significantly lower after being exposed to a stigmatizing vignette, higher loneliness, and lower relationship satisfaction.

D335
A DOWNSIDE TO MINDFULNESS? MINDFULNESS UNDERMINES WOMEN’S PERFORMANCE IN MATH DOMAINS

Gwenith D. Nuss¹, Sarah J. Gervais¹
¹University of Nebraska-Lincoln

This study examined the relationship between mindfulness and stereotype threat for women in math domains. Participants were assigned to either a mindful or control condition and completed a math assessment. Analyses revealed that women in the mindful condition underperformed relative to their male counterparts. Implications for future research are discussed.

D336
HELLO OUT THERE, IT’S ON THE AIR: THE TRANSMISSION OF NONVERBAL BIAS THROUGH TELEVISION

Chanel Meyers³, Amanda Williams³, Kristin Pauker³, Max Weisbuch³
³University of Hawaii at Manoa, ²University of Denver

We examined the influence of nonverbal bias toward Blacks in television shows on non-White adults’ nonverbal behavior and implicit racial attitudes. Regardless of the race of their interaction partner, Asian-Americans exposed to nonverbal bias demonstrated increased nonverbal anxiety (speech dysfluency) and implicit bias on a Black-White personalized-IAT.

D337
PROJECT IMPLICIT CREATES PUBLIC ARCHIVE OF 13 YEARS OF IAT DATA FROM MILLIONS OF RESPONDENTS

Frank Kiyuan Xu¹, Brian A. Nosek², Emily Umansky³, Anthony G. Greenwald³
¹University of Washington, ²University of Virginia

Project Implicit is archiving IAT data obtained since 2001. This archive, which is available at opensicenceframework.org, will enable researchers to conduct a wide variety of research studies using IAT data along with parallel self-report measures and demographics.
D338
THE EFFECTS OF ROLE CONGRUITY, STEREOTYPES AND PREJUDICE ON HIRING DISCRIMINATION AGAINST GAY AND LESBIAN APPLICANTS
Kevin Oliveira Callender1, John Dovidio1, Erin Thomas1
1Yale
Drawing upon role congruity theory and cognitive-affective constructs, we examined why homosexual jobseekers experience hiring discrimination using a 2 (Job Role) x 2 (Target Gender) x 2 (Target Sexual Orientation) between-subjects design. Results bolster role congruity theory and suggest that stereotyping may play a greater part in antigay hiring discrimination than prejudice.

D339
ARE LEADERS TAKING RESPONSIBILITY? THE EFFECT OF LEADERSHIP ROLE ON DECISIONS TO CONFRONT PREJUDICE
Alex Lindsey1, Leslie Ashburn-Nardo2
1George Mason University, 2Indiana University - Purdue University Indianapolis
What factors enhance bystanders’ perceptions of responsibility for confronting discrimination? Participants were randomly assigned to a leadership (vs. non-leader control) condition, witnessed a racially insensitive remark by a (fictitious) participant, and confronted or not. Leadership indirectly increased confrontation through perceived responsibility, suggesting a possible intervention for increasing responsibility for confronting.

D340
POLICING DIFFERENCE: SUPPORT FOR RACIALIZED PROFILING IN AIRPORT SECURITY
Gallai Noman Obeid1, Glenn Adams1, Ludwin Molina2, Sahana Mukherjee1
1University of Michigan, 2University of Kansas
We investigated whether people’s judgments about enhanced airport security vary as a function of passenger identity. Participants expressed greater suspicion of a target passenger in a Muslim condition versus comparison conditions. National identification moderated this effect. Discussion focuses on the role of ethnocentrism in support for security measures.

D341
WHY AND WHEN DO RACIAL MICROAGGRESSIONS HURT? THE ROLE OF PERCEIVED DIVERSITY CREDENTIALS
Jennifer Wang1
1University of Wisconsin La Crosse
Six studies investigated whether certain characteristics of the perpetrator (i.e. perceived diversity credentials), such as his/her race or perceived diversity experiences (PDE), may mitigate targets’ perceptions of racial prejudice and negative emotions in experiences of racial microaggressions.

D342
THE RELATION BETWEEN ROOM TEMPERATURE AND PERCEIVED SOCIAL WARMTH: I THINK THEY ARE WARM IF I GO INTO A WARM ROOM BUT THINK THEY ARE COLD IF THE ROOM GETS WARMER
Tomoko Oe1
1Tokyo University
We investigated whether room temperature and its change associated with perceived social warmth. Until immediately before the rating of attitudes toward groups, temperature was recorded for 20 minutes. The higher the room temperature, the more positive feeling toward outgroups, the greater the temperature rise, the more negative feeling toward outgroups.

D343
WHAT DO I HAVE TO LOSE? EXAMINING DETERMINANTS OF THE COSTS OF CONFRONTING SEXISM
Stefanie Simon1, Laurie T. O’Brien1
1Tulane University
We examined how prejudice-level of perpetrators affects women’s perceived and actual interpersonal costs of confronting sexism. Compared to low-prejudiced perpetrators, high-prejudiced perpetrators were expected to be less accepting and resulted in greater costs (Experiment 1). These costs persisted even when high-prejudiced perpetrators displayed acceptance in response to confrontations (Experiment 2).

D344
THE CONSEQUENCES OF DEVALUING NON-HUMAN ANIMALS: AN INTERSPECIES MODEL OF PREJUDICE
Kimberly Costello1, Gordon Hodson2
1Humber College, 2Brock University
The Interspecies Model of Prejudice (Costello & Hodson, in press) specifies that dehumanization takes root in beliefs of human superiority over animals. Among children and adults, beliefs in the human-animal divide predicted greater prejudice toward human outgroups via heightened dehumanization. Implications for prejudice interventions are discussed.

D345
WAS THAT A SEX CRIME? ADOLESCENT RACIAL COMPOSITION MATTERS
Margaret C. Stevenson1, Katlyn M. Sorenson2, Amy Smith1, Ady Shea1, Rukudzo Amanda Dzwairo2
1University of Evansville, 2University of Nebraska-Lincoln
Participants supported sex offender registration more when a juvenile offender and his victim were different races (vs. the same race). Participants likely perceived the ambiguously serious sex act (consensual oral sex) as more serious when the teens were different races than the same race, reflecting societal disapproval of interracial relationships.

D346
THE MIRROR AND THE MAGNIFYING GLASS: HOW SOCIAL CONNECTION AND REFERENT COMBINE TO CREATE TWO KINDS OF INTERGROUP CONNECTION
Daniel A. Nadolny1, David Ciwir2, Steven J. Spencer1
1University of Waterloo, 2Trent University College
Connecting with an outgroup member is a powerful tool for improving intergroup relations. At least two types of connection can occur. Overlap while thinking how the self is like the other decreases projecting, and increases outgroup concern, interest and friendliness compared to considering how the other is like the self.

D347
PREEXISTING INTERGROUP RELATIONS AND THE MOMENT-TO-MOMENT EXPERIENCE OF INTERGROUP INTERACTIONS
Chad M. Danylick1, Elizabeth Page-Gould1
1University of Toronto
We examined how beliefs about intergroup relations interrelate with the moment-to-moment experience of intergroup interactions. Participants in cross-ethnic dyads were primed with similarity or dissimilarity and conflict or harmony before playing a game during which physiological responses were recorded. Primes interacted with physiological responses to predicted interest in cross-group friendship.

D348
“BAGGY PANTS, BLING, DURAG, AND A HOODIE”: RACIALIZATION OF ATTIRE IN STEREOTYPES OF BLACK MEN
Kristin Nicole Dukes1
1Simmons College
Content of stereotypes for several racial groups was examined by asking participants to list knowledge and endorsement of stereotypes associated with these groups. Analyses suggest that stereotypes concerning attire are more likely to be associated with Black men. Implications concerning the racialization of attire and impression formation processes are discussed.
D349
THE DUCHENNE SMILE AND LIKING IN A DYADIC INTERACTION
Sarah D. Gunnery1, Judith A. Hall2
1Tufts University, 2Northeastern University
We investigated the relationship between Duchenne smiling and liking in social interactions. Results showed no relationship between participants' smiling and how much they were liked by their partners. Naïve viewers without access to verbal/vocal cues liked participants more who Duchenne smiled more when controlling for the amount participants non-Duchenne smiled.

D350
TRAINING IMPROVES ACCURATE PERCEPTION OF AFFECT
Mollie Alyssa Ruben1, Judith A. Hall1, Danielle Blanch Hartigan2
1Northeastern University, 2National Cancer Institute
This research examined the effect of short training programs on accuracy in judging others' thoughts and feelings. Results provide support that Discussion with Feedback and Practice, a novel training component, significantly increased the ability to perceive thoughts and feelings compared to all other training components and that interpersonal perception is trainable.

D351
CAN PEOPLE DETECT DECEPTION FROM THIN SLICE COMMUNICATIONS?
R. Weylin Sternglanz1, Matthew Young1, Kathryn Alsip1, Jaibel Makiyil1, Briana O'Dowd2
1Nova Southeastern University, 2Florida International University
Participants were unable to detect deception from thin (brief) slices of communications. Participants in a second sample were able to detect deception when viewing the full-length communications, indicating that cues to deception were present, but undetectable via thin slices. Participants could also detect deception via implicit measures (specifically, communicators' likeability).
Poster Session E

**Culture**

**E1**

CHOOSING ACROSS CULTURES: HOW CHOICE COMPLEXITY IMPACTS TREATMENT OUTCOMES IN JAPANESE AND U.S. AMERICAN CONTEXTS

Jill A. Brown1, Masanori Okawa2, Jason P. Rose1, Heather M. Haught1, Haruka Okawa1, Andrew L. Geers1

1University of Toledo, 2Doshisha University

Prior research on medical decision-making suggests that choosing between treatment options can be advantageous. However, it is currently unknown if these benefits hold for complex situations or across cultures. The present investigation demonstrated that Japanese individuals fare better with fewer options while those from the U.S. benefit from more options.

**E2**

NOBLESSE (NON)OBLIGE: SOCIAL CLASS AND THE REDISTRIBUTION OF WEALTH

Daniel M. Stancato1, Paul K. Piff1

1University of California, Berkeley

We tested the relationship between social class and wealth redistribution. Upper-class individuals were less supportive of social policies aimed at the redistribution of wealth (e.g., greater financial assistance to the poor) compared to lower-class individuals. Moreover, this effect was explained by upper-class individuals’ more negative attitudes toward noblesse oblige.

**E3**

CULTURAL VARIATION IN PERCEPTIONS OF ASSISTANCE IN ACADEMIC CONTEXTS

Taraneeh Mojavarian1, Heejung S. Kim1

1University of California Santa Barbara

Examining how educational assistance is perceived cross-culturally, European-Americans and Asian-Americans read a scenario during which a student received assistance sought directly (solicited assistance) or received assistance without request (unsolicited assistance).

Asian-Americans had more positive perceptions and reported greater personal unsolicited assistance compared to European-Americans. European-Americans showed the opposite pattern.

**E4**

ACCULTURATION AND SEXUAL RISK BEHAVIORS AMONG HISPANICS/LATINOS: A META-ANALYSIS

Ana Gonzalez-Blanks1, Cleo Mae Burce2, Christopher Kafka1

1University of California, Riverside

We used a meta-analytic technique to review the published empirical literature on the relation between acculturation and sexual-risk behaviors among Hispanics/Latinos. The relation between acculturation and sexual-risk behaviors was small but positive and significant. The relationship was strongest when examining single risks, community samples, and adults, via interviews and acculturation scales.

**E5**

RECONCILING SHARED HUMANITY: BEHAVIORAL MANIFESTATIONS OF THE FILIPINO CONCEPT OF PAKIKIPAGKAPWA

Henri Carlo Yap Santos1, Eric Julian Manalastas2

1University of Waterloo, Canada, 2University of the Philippines

We empirically investigated behavioral manifestations of the indigenous Filipino concept of pakikipagkapwa – recognition of community and shared humanity. 75 Filipino university students freely nominated acts that exemplified pakikipagkapwa and 39 judges rated them for prototypicality. Highly prototypic acts of pakikipagkapwa involved positive social interaction, particularly benevolence and interpersonal communication.

**E6**

CROSS-NATIONAL PREVALENCE AND CULTURAL CORRELATES OF BIPOLAR I DISORDER

Kaja Johnson1, Sheri Johnson1

1University of California, Berkeley

Greater reward sensitivity in bipolar disorder predicts its onset, a more severe course, and conversion from milder to severe forms. We examined the relationship of cultural values related to reward sensitivity (Power Distance, Individualism, Long-Term Orientation, and Performance Orientation) to the global lifetime prevalence of bipolar I disorder.

**E7**

CULTURAL DIFFERENCES IN EMOTION CORRESPONDENT INFERENCE

Xiaoming Ma1, Yuri Miyamoto1

1University of Wisconsin-Madison

After reading a brief description of an event experienced by a protagonist and his/her emotional reactions to the event, participants rated the protagonist’s personality traits. When the protagonist experienced positive emotions, Americans perceived him/her to have more positive dispositions than Asians did. Cultural differences were not found for negative emotions.

**E8**

DOES BICULTURALISM FOSTER GREATER SENSITIVITY TO CONTEXT?

Alexandria L. West1, Doug McCann1, Joni Sasaki2

1York University

Biculturals have unique experiences negotiating two cultural meaning systems, engaging different cognitive systems depending on contextual cues. This may result in greater context-sensitivity. We tested this hypothesis using a Flanker task that required inhibiting contextual information. Higher bicultural identification predicted poorer performance in East Asian Canadian participants, supporting our hypothesis.

**E9**

CULTURE, RELIGION, AND TRUST

Kaitlin K. Meyer1, Adam Cohen 1, Gene A. Brewer1

1Arizona State University

Costly signaling theory predicts that people donating to ingroup charities would be seen as more trustworthy by ingroup members, and less by outgroup members. In two studies, both Christians and Muslims donating to ingroup religious charities were seen as more trustworthy by ingroup members, suggesting a revision to costly signaling theory. E10

INTERNATIONAL TRADE PROMOTES FRIENDSHIPS FAR AND WIDE - A STUDY OF INTERNATIONAL TRADE FLOWS AND GLOBAL SOCIAL NETWORK

Youyou Wu1, Alex Kogan1

1UNIVERSITY OF CAMBRIDGE

What drives the creation of international friendships? Analyzing 37 billion friendships made between Facebook users from 247 countries, we found a strong association between international trade and global friendship connections. This association was especially pronounced for country-pairs that trade across many different industries, and those that do not share borders.
E11
EXPERIMENTAL MANIPULATION OF DRAMATIC CHANGES: ITS IMPACT ON CULTURAL AND PERSONAL IDENTITY CLARITY
Mathieu Pelletier-Dumas¹, Roxane de la Sablonniere¹
¹University of Montreal
Three experimental studies test the hypothesis that dramatic changes negatively impact individual’s identity clarity. Both social and personal changes were manipulated to measure the impact of such changes on cultural and personal identity clarity within a laboratory setting. Results obtained support the hypothesis that dramatic change decreases identity clarity.

E12
GOOD PEOPLE MUST DO GOOD DEEDS: CULTURAL DIFFERENCES ON LAY BELIEF OF HUMAN NATURE AND STRICTNESS OF PRESCRIPTIVE MORAL STANDARDS
Fei Wang¹, Kaiping Peng²
¹Department of Psychology, Tsinghua University, ²Department of Psychology, Tsinghua University; Department of Psychology, University of California, Berkeley
Researchers have made distinction between prescriptive morality which focuses on not doing bad deeds and prescriptive morality which focuses on doing good deeds. Across 3 studies, we showed that Chinese, compared with Americans, emphasized more on prescriptive morality and this was due to their belief about inherently good human nature.

E13
CULTURE AND DECISION MAKING: EXAMINING CROSS-CULTURAL DIFFERENCES IN RESOURCE ALLOCATION BETWEEN EUROPEAN CANADIANS AND HONG KONG CHINESE
Man Wai Li¹, Takahiko Masuda²
¹University of Alberta
This study compared the pattern of resource allocation between European Canadians and Hong Kong Chinese. The results revealed an interaction of culture and the salience of objective cues in which European Canadians demonstrated a greater influence of linear thinking styles than Hong Kong Chinese for resource allocation.

E14
DO CULTURAL IDEALS ABOUT EMOTION INFLUENCE PEOPLE’S PRIME GIVING?
Bo Kyung Park¹, Jeanne L. Tsai², Brian Knutson¹
¹Stanford University
Culture influences people’s decision of giving by shaping individuals’ desired affect (“ideal affect”). In the Dictator Game paradigm, we found that European Americans, who value excitement more, offer more money to excited (vs. calm) receivers, whereas East Asians, who value calmness more, offer more money to calm (vs. excited) receivers.

E15
THE STRUCTURE OF RUMINATION IN CHINA: DIFFERENT FACTORS, DIFFERENT PREDICTIONS
Jiahong Sun¹, Xiongzhao Zhu², Qiuping Tang³, Shuqiao Yao², Lin Cai², Jessica Dere³, Andrew G. Ryder⁴
¹Concordia University, Montreal, Canada, ²Central South University, Changsha, China, ³University of Toronto, Toronto, Canada, ⁴Concordia University and SMBD-Jewish General Hospital, Montreal, Canada
Following Treynor and colleagues’ (2003) procedure in obtaining brooding and self-reflection factors of rumination, factor analysis using the 10-item ruminative response scale was conducted in a sample of Chinese psychiatric outpatients. Two distinct Chinese rumination factors emerged, which demonstrated differential patterns of association with SES indicators and depressive symptom severity.

E16
HONOR AND SHAME IN HONOR AND DIGNITY CULTURES: HOW CAN YOU RE-AFFIRM YOUR OWN HONOR ONCE IT IS TARNISHED?
Berna Gercok Swing¹, Susan E. Cross¹, Ayse Uskul²
¹Iowa State University, ²University of Kent, UK
The effectiveness of honor affirmation in reducing the negative emotional consequences of losing honor in honor and dignity cultures was examined. For honor culture participants (but not for dignity culture participants), honor affirmation was a stronger negative predictor of post-self-affirmation in alleviating negative consequences, as evidenced by less use of defensive mechanisms.

E17
CROSS-CULTURAL LEADERSHIP EVALUATION AND PERCEPTION
Xinni Chan¹, Krystal Chen¹, Yueh-Ting Lee¹
¹University of Toledo
This study examines cross-cultural differences in leadership evaluation and perception. Forty-five students evaluated typical American or Chinese leaders on a series of attributes (House et al., 2004). Results showed that participants who are more familiar with American leaders evaluated their leaders more positively and Chinese leaders more negatively.

E18
CULTURAL DIFFERENCES IN SELF-ENHANCEMENT ON FACEBOOK: THE ROLE OF MODESTY AND SELF-ESTEEM
Ceren Gunsoy¹, Susan E. Cross¹, Adil Saricbasi¹, Irmak Olcaysoy Okten², Yasin Koc²
¹Iowa State University, ²Bogazici University
This study examines cultural differences in self-enhancement through Facebook. Modesty was a stronger negative predictor of posting achievement-related pictures for Turks compared to Americans. Self-esteem was a positive predictor only in Turkey. In collectivistic cultures, announcing achievements may contribute to self-esteem, but is considered more inmodest compared to individualistic cultures.

E19
CULTURE AND NEUROSCIENCE: N400 INCONGRUITY EFFECT IN AN EPISODIC MEMORY TASK REVEALS DIFFERENT CULTURAL STRATEGIES FOR HANDLING IRRELEVANT CONTEXTUAL INFORMATION FOR JAPANESE THAN EUROPEAN CANADIANS.
Matthew Joseph Russell¹, Takahiko Masuda¹, Yvonne Chen¹, Koichi Hikoi², Jeremy Caplan³
¹University of Alberta, ²Kobe University
This study explored whether differential N400 incongruity effects could be seen in an episodic memory task with analytic attention instructions for Japanese and European Americans. The results show that both groups showed similar mean-level N400 incongruity effects, but that Japanese accuracy was negatively related to their ability to suppress N400s.

E20
THE RELATIONSHIPS BETWEEN COMPASSIONATE AND SELF-IMAGE GOALS AND AUTONOMOUS REASONS FOR GOAL PURSUITS IN DIFFERENT CULTURES
Tao Jiang¹
¹Eastern Kentucky University
This study examined how compassionate and self-image goals were related to reasons for goal pursuits in different cultures. Results showed that self-image goals were negatively related to personal autonomous reasons pan-culturally, while compassionate goals were positively related to relational autonomous reasons for Chinese people, but not for Americans.
E21
KOREAN PARENTS’ REACTIONS TO THEIR CHILDREN’S NEGATIVE EMOTIONS AND THE CORRELATION WITH THEIR CHILDREN’S POSITIVE SOCIAL BEHAVIOR
Suyeon Lee1
1Colorado State University
Culture in part impacts how parents react to their children’s emotions. The existing studies indicate that Asian parents dismiss more than coach their children’s negative emotions. This study examined how Korean parents react to their children’s negative emotions and the correlation with their children’s positive social behavior.

E22
HOW PEOPLE ACQUIRE THEIR INTERSUBJECTIVE PERCEPTIONS: IDENTIFYING MULTIPLE SOURCES
Kim-Pong Tam1
1The Hong Kong University of Science and Technology
This research examined how people acquire intersubjective perceptions. It found that adolescents’ intersubjective perceptions can be explained by their own values profile, their perceptions of parents’ or peers’ values profiles, their parents’ intersubjective perceptions, and the intersubjective perceptions of a random stranger. Intersubjective perceptions are attributable to multiple sources.

E23
CULTURAL SIMILARITY AND VARIATIONS IN EMOTION JUDGMENT STYLES: A CROSS-CULTURAL EXAMINATION OF EUROPEAN CANADIAN AND JAPANESE CHILDREN’S CONTEXT SENSITIVITY
Kristina Nand1, Takahiko Masuda1, Yuki Shimizu2, Akira Takada3
1University of Alberta, 2Saitama University, 3Kyoto University
This study examined when in development cultural variations in context sensitivity during an emotion judgment task emerge. European Canadian and Japanese children judged a target person’s emotion based on their facial expression. Results indicated that older children tended to judge emotions in a more culturally unique way.

E24
PITY AND FORGIVENESS FOLLOWING A MORAL BREACH: A CROSS-CULTURAL INVESTIGATION
Matthew Wice1, Joan Miller2
1The New School for Social Research
We examined responses to a moral breach in which the transgressor feels no remorse in both the U.S. and Japan. Cultural differences emerged in the emotional responses toward the transgressor as well as in willingness to forgive with Japanese participants experiencing more pity and willingness to forgive.

E25
ADJUSTING TO CULTURAL DIFFERENCES HEIGHTENS RESPONSES TO SOCIAL PAIN
Michelle Yuen-Pik Chan1, Takeshi Hamamura1, Minjie Lu1
1The Chinese University of Hong Kong
This research examined whether and why acculturation process heightens responses to social pain. Study 1 found that acculturating individuals recalled more hurtful social events. Studies 2 & 3 experimentally examined the underlying process and found that primes of adjustment mindset lead to greater perceived social pain.

E26
EAST-ASIANS STRATEGICALLY UTILIZE THE MODESTY NORM TO PROTECT INDIVIDUAL-SELF GLORY
Shi Liu1, Qian Yang2, Ruqiiao Zheng3, Shengmei Xu3, Zaijia Liu1, Lowell Gaertner4
1University of Tennessee, Knoxville, 2Zhejiang University, 3Tsinghua University
We provide evidence that East-Asians strategically use the modesty norm to serve individual-self glory. Chinese participants who received success (but not failure or no-) feedback utilized the modesty-norm violating behavior of another successful student as a license-to-sabotage that student’s future performance.

E27
RULE USE IN REWARD ALLOCATION: A COMPARISON AMONG CHINA, JAPAN, AND THE US
Kumiko Mukaida1
1Komazawa Women’s College
This study explored cross-cultural differences in how individuals allocate rewards to others. Data from undergraduates in Japan, China, and the US indicate that situational factors affect how each cultural group distributed rewards, with Japanese and American students being more favorable towards the equality rule than the Chinese students were.

E28
HOW DO CULTURALLY UNIQUE PERSPECTIVES TRANSMIT ACROSS GENERATIONS? INVESTIGATING PARENT-CHILD JOINT ACTIVITIES IN CANADA AND JAPAN
Sawa Senzaki1, Takahiko Masuda2
1University of Wisconsin-Green Bay, 2University of Alberta
Examining parent-child joint activities during a visual attention task, we found that children acquired cultural information gradually. Although parents attempted to direct children’s attention in cultural specific ways regardless of children’s age, only older children (ages 7 to 9), and not younger children (ages 4-6), exhibited culturally different attentional patterns.

E29
IS INDIVIDUALISM PERCEIVED TO BE EGOISM IN JAPAN? CULTURAL DIFFERENCES IN THE IMAGE OF INDIVIDUALISM
Yuji Oghara1, Hitoshi Tominaga1, Chikako Kameda1, Shota Abutsuka1, Kaori Sakai1, Yukiko Uchida1
1Kyoto University
We examined whether the image of individualism differs across cultures. Japanese and American undergraduate students reported the valence of the image of individualism, and generated five statements about individualism. We found that the image of individualism was more negative (i.e., selfish, loneliness) in Japan, but not in the United States.

E30
CULTURAL VARIATION IN THE IMPACT OF OTHERS’ EVALUATION ON CONCRETE HAPPY EXPERIENCES
Hyewon Choi1, Eunkook Mark Suh1
1Yonsei University
Two studies examined whether evaluations about concrete happy experiences changed as a function of other people’s evaluations among Koreans and European Americans. The results showed that Koreans, not European Americans, adjusted their subjective evaluations of their happy experiences in the direction of others’ feedback.

E31
¡PURA VIDA! CROSS-CULTURAL DIFFERENCES IN HAPPINESS AND SATISFACTION WITH LIFE
Matthew S. Anderson1, Michael K. Lunn1, Ronald W. Wright1, Alicia Limke2
1Southern Nazarene University
The purpose of this project was to examine differences in happiness and satisfaction with life between Americans and Costa Ricans. As expected (and supporting Costa Rica’s emphasis on ¡Pura Vida! or living the pure life), Costa Ricans reported higher levels of life satisfaction and meaning in life than did Americans.
E32
MY TIME OR YOURS? CROSS-CULTURAL PERSPECTIVES ON TIME AND WELL-BEING
R. Paul James1, Alicia Limke1, Scott P. Secor1, Ronald W. Wright1
1Southern Nazarene University
In a U.S. sample, time perspectives (future, past positive, past negative, present hedonic, and present fatalistic orientations) predicted well-being; however, only some (future, past positive, present fatalistic orientations) predicted well-being for Costa Ricans. Interviews with Costa Ricans highlight differences and elaborate on the meaning of the “pure life” (¡Pura Vida!).

E33
CULTURE AND RISK ASSESSMENTS: WHY LATINOS PERCEIVE GREATER RISK TO DIABETES
Camille Dominique Basilio1, Michelle J. Towers1, Virginia S. Y. Kwan1
1Arizona State University
This research aims to examine the cultural factors that influence Latinos’ perceived risk to diabetes. We report three studies examining how Latinos’ ethnicity and degree of ethnic identification are associated with perceived risk. Results showed that degree of ethnic identification, mediated by perceived similarity, is associated with higher perceived risk.

E34
DIALECTICAL THOUGHT AND OPTIMISM: A THREE-WAY CULTURAL COMPARISON
Stephanie de Oliveira Chen1, Richard Nisbett2
1The University of Michigan
Dialectical thinking and optimism were studied in Americans, Chinese, and Brazilians. Results from a future prediction task suggest a dialectical thinking style may be shared by Brazilians and Chinese. However, these collectivistic groups vary in optimism; Brazilians were the most optimistic, followed by Chinese and then Americans.

E35
WHEN “WHO WE ARE” HINDERS “WHO I ASPIRE TO BE”: BICULTURAL STUDENTS WHO EXPERIENCE CULTURAL SELF-DISCREPANCIES EXPERIENCE POORER MENTAL HEALTH AND HIGHER ACADEMIC DISENGAGEMENT
Regine Debrosse1, Maya Rossignac-Milon2, Donald M. Taylor2
1McGill University, 2Columbia University
We introduce cultural self-discrepancies, i.e. mismatches between the traits required to meet an individual’s aspirations and those required to conform to one’s cultural group. Minority students who experienced larger cultural self-discrepancies reported experiencing larger personal self-discrepancies, which in turn predicted higher levels of academic disengagement, depression, and anxiety.

E36
THE POSITIVE OUTCOMES OF USING INDIRECT REQUEST IN COLLECTIVIST CULTURE
Makoto Hirakawa1, Yasuko Morinaga2
1Hiroshima University
Why do people often make request indirectly, especially in collectivist culture? And what kind of benefits arising from indirect requests? Results showed that the acceptance of indirect request was interpreted as voluntary helping behavior, which result in positive social outcomes (i.e., higher speaker’s self-esteem, more positive relationship speaker and hearer).

E37
PROPRIETY: THE ESSENCE OF CHINESE MORALITY?
Emma Ellen Kathrina Buchtel1
1The Hong Kong Institute of Education
Is it immoral to have bad manners? Confucian morality emphasizes being cultivated, not avoiding harm. In three studies, the prototype of “immoral behavior” was defined by Western and Chinese participants. While prototypical Western immoral behaviors were serious and harmful, Chinese immoral behaviors were less serious and more uncivilized than harmful.

E38
CROSS-CULTURAL GENDER DIFFERENCES IN JUSTIFICATION OF MEAT CONSUMPTION
Matthew B. Ruby1, Birgit Pfau-Effinger2
1University of Pennsylvania, 2Universität Hamburg
Within community samples from the USA, India, and Germany, men justified their meat consumption more via direct methods (e.g., denying animal suffering, health claims), whereas women used more indirect methods (associating meat with its animal origins). Gender differences were especially pronounced among US American participants.

E39
CULTURE OF HONOR AND HOSTILE CUES: WHAT WOMEN PERCEIVE AS ATTRACTIVE IN POTENTIAL PARTNERS
Kiersten R. Baughman1, Ryan P. Brown1
1University of Oklahoma
To current study tests sensitivity levels to hostile cues in a dating profile. Women rated one of two male personal ads for attractiveness. Results reveal that women who do not strongly endorse honor norms were the only group who did not indicate a high willingness to date the hostile target.

E40
HONOR TO THE CORE: THE IMPLICIT MEASUREMENT OF THE HONOR ORIENTATION
Mikiko Imura1, Melissa Burkley2, Ryan P. Brown1
1University of Oklahoma, 2Oklahoma State University
We examined whether honor orientations can be assessed implicitly. Explicit honor endorsers scored higher on a new implicit honor ideology measure and recalled more honor/dishonor-related priming words. Explicit and implicit measures each accounted for unique variance in word recall, demonstrating the discriminant validity of implicit and explicit honor measures.

E41
SIMILAR PATTERNS OF CHEATING ACROSS CULTURES
Heather Mann1, Ximena García-Rada1, Lars Hornuf1, Juan Tafurt1, Dan Ariely1
1Duke University, 2University of Munich, 3Ig Consultores
Corruption varies substantially from country to country, but how does this relate to dishonesty at the individual level? We investigated cheating behavior in five countries: China, Colombia, Germany, Portugal, and USA. Our results show that levels of behavioral cheating are remarkably consistent across countries – a finding that contradicts people’s predictions.

E42
CULTURE SHAPES EMPATHY IN RESPONSE TO PHYSICALLY AND SOCIALLY PAINFUL EVENTS
David Atkins1, Ayse Uskul1, Nick Cooper2
1University of Kent, UK, 2University of Essex, UK
In two studies, we show that culture can shape empathic responses to videos depicting physical and social pain, focusing on self-report and physiological responses. Across both studies, British reported more negative feelings and more emotional empathy. East-Asians were more empathically accurate than British, even though targets were strangers to them.

E43
PARENTAL DISAPPROVAL OF INTER-CULTURAL DATING: DIFFERENCES IN NEGOTIATION STRATEGIES AS A FUNCTION OF ACCULTURATION
Anika Munshi1, SISI Tran2, Julie Fitness1
1Macquarie University, 2University of Toronto at Scarborough
Research examining strategies of negotiation in response to parental disapproval of intercultural dating revealed 7 strategies. Low
acculturated individuals were more likely show acquiescence. Moderately acculturated individuals adopted a variety of strategies and, finally, highly acculturated individuals either didn’t experience parental disapproval or chose to rebuff their parents’ disapproval.

E44
ARE ASIAN AMERICANS HARSH PERCEIVERS?
Laura P. Naumann¹, Oliver P. John²
¹Nevada State College, ²University of California, Berkeley
We examine if Asian Americans exhibit a harsh observer bias in their evaluations of others compared to how European Americans evaluate the same targets. East Asians did not differ from European Americans in how positively they perceived (1) their close friends or (2) members in a novel mixed-ethnicity group.

E45
ADAPTATION TO SECONDARY FOREIGN-CULTURE PREDICTS
SUPPORT FOR ORGANIZATIONAL MULTICULTURALISM POLICIES AS
MEDIATED BY INCREASED CULTURAL INTELLIGENCE
Eliza Bivolaru¹, William W. Maddux¹
¹INSEAD
Using a sample of culturally-diverse professionals who had lived abroad, we hypothesized and correlationally found support for the idea that secondary foreign-culture adaptation positively predicts endorsement of organizational multiculturalism policies. Secondary (and not primary) foreign-culture adaptation positively predicted cultural intelligence, which in turn mediated the effect of adaptation on multiculturalism.

E46
THE INFLUENCE OF WILLINGNESS TO CHANGE ON RELATIONSHIP
QUALITY ACROSS CULTURES
Ben Chun Pan Lam¹, Susan E. Cross¹, Sylvia Xiaohua Chen², Bryant Hui², Victor Lau², Jacky Ng², Hilary Ng²
¹Iowa State University, ²Hong Kong Polytechnic University
Changing oneself and adjusting to social situations is central to many East Asians’ lives. Cross-cultural difference in the emphasis of willingness to change was examined in the context of marriage. In two studies, we found that willingness to change was more important in Chinese marriages than in American marriages.

E47
JAPANESE CULTURE ARRANGED IN TIME AND SPACE: REGIONAL
AND TEMPORAL EFFECTS OF INDIVIDUALISM ON JAPANESE ADULT
HEALTH
Hidefumi Hitokoto¹
¹University of Michigan
Effects of cultural change toward / variation of Individualism onto health were examined using 2388 Japanese adults. Participants’ health measures were regressed on their cultural happiness, regional and temporal change of Individualism using HLM. Results showed small but varying effects of regional and temporal change towards Individualism.

E48
INCOME INEQUALITY AND OBEDIENCE VALUES IN RICH AND POOR
COUNTRIES
Marina Drus¹, Nyla Branscombe¹
¹University of Kansas
Evidence from 76 nations indicates that obedience is emphasized over self-reliance in unequal rich nations compared to equal rich nations, with this value emphasis reversed in poor nations. In unequal rich nations, obedience is crucial for climbing the social ladder, whereas self-reliance facilitates survival in unequal poor nations.

E49
WILL RELATIONSHIP WITH SPOUSE OR CHILD INFLUENCE SELF-
ESTEEM IN THE US AND JAPAN?
Jun Nakahara¹, Mayumi Karasawa¹, Norito Kawakami², Carol D. Ryff³
¹Tokyo Woman’s Christian University, ²University of Tokyo, ³University of Wisconsin
In this study, we investigated the role of relationship on self-esteem across lifespan in two cultures. We analyzed Americans (MIDUS) and Japanese (MIDJA)and results showed that relationship with one’s partner is strongly associated with self-esteem in US whereas relationship with one’s child is strongly associated with self-esteem in Japan.

E50
REACTION FORMATION IN RELIGIOUS GROUPS: HOW PROTESTANT
MALES ENGAGE IN GREATER REACTION FORMATION WHEN
CONFRONTED WITH TABOO SEXUAL THOUGHTS
Emily Kim¹, Dov Cohen¹
¹University of Illinois Urbana-Champaign
We examined whether reaction formation would be more likely among Protestant vs. Catholic and Jewish men. Results suggested that Protestant (but not non-Protestant) men who were sexually aroused through an experimental manipulation engaged in greater reaction formation, becoming more condemning of taboo behavior when aroused (vs. not aroused).

E51
WHY ENVIRONMENTAL CONCERN DOES NOT LEAD TO ACTION?
EXPLORING THE MODERATING ROLE OF SOCIETAL CYNICISM
William, Hoi-wing Chan¹, Kevin, Kim-pong Tam¹
¹The Hong Kong University of Science and Technology
This study explored the moderating role of societal-level social cynicism on the individual-level environmental concern-collaborative pro-environment behavioral link. We used the existing data from the International Social Survey Program and the Social Axiom Project. Result showed that the individual-level concern-action link was weaker in societies with stronger social cynicism.

E52
THE CAUSES AND PROCESSES OF CORRUPTION IN CHINA
Xue Wang¹, Shenghua Jin¹, Hong Zou¹, Yunhuang Peng¹
¹Beijing Normal University
To explore the causes and processes of corruption, 22 prisoners from Sichuan, China were interviewed. Renqing was Chinese characteristic reason of corruption. Many bribers built relationships with the bribees through intermediaries and promoted the relationships chronically. Half favors the bribee did to the bribers were legal, which facilitated the bribe.

E53
CULTURAL OPENNESS: A CROSS-CULTURAL INVESTIGATION OF THE
LINK BETWEEN SCHWARTZ CULTURAL VALUES AND INTERNATIONAL
FRIENDSHIPS ON FACEBOOK
Nishtha Lamba¹, Alex Kagan²
¹University of Cambridge
Country level aggregated data on values (IV) and internationalism (DV) were taken from Schwartz (1998-2005) and Facebook (2010-2011). Regression models revealed that Middle-Eastern and Western-African nations were actively ‘friending’ other nations and were most international (percentage of international friends). Also, ‘tradition’ and ‘achievement’ oriented cultures trend towards being more international.
E54
CAN SONGS SAY SO MUCH ABOUT NEIGHBORING WESTERN SOCIETIES? LYRICS OF AWARD NOMINATED SONGS IN CANADA AND THE UNITED STATES REVEAL CULTURAL AND GENERATIONAL DIFFERENCES FROM 1975 TO 2013
Camille Blais-Rochette1, Dave Miranda2
1University of Ottawa
Popular songs nominated for prestigious music awards are influential and celebrated cultural products. Analyzing (LIWC2007; Pennebaker et al., 2007) the annual evolution (1975-2013) of lyrics from songs nominated in Canada’s Juno awards (N=188) and in United States’ Grammy Awards (N=200) revealed cultural and generational differences in self-concept, emotions, and socialization.

E55
NAVIGATING TWO WORLDS: HOW CULTURE SHAPES BICULTURALS’ EMOTIONAL BEHAVIORS
Yun Lucy Zhang1, Jeannie Tsai1
1Stanford University
Are bicultural Asian Americans emotionally sensitive to Asian and American cultural cues? As predicted, Asian Americans used more positive and fewer negative words in response to American (vs. Asian) internship ads, whereas European Americans did not alter their word use in response to the different ads.

E56
CONTRIBUTIONS OF PARENTAL EXPECTATION AND ETIC-EMIC PERSONALITY TO VOCATIONAL IDENTITY AMONG ADOLESCENTS: A CROSS-CULTURAL STUDY
Weiqiao Fan1, Xiaolu Zhou1, Fanny M. Cheung2, Frederick T.L. Leong3
1Stanford University, 2The Chinese University of Hong Kong, 3Michigan State University
We explored the contribution of parental expectation (PE) to vocational identity (VI) with moderated effects of personality among adolescents. 1177 adolescent students from Hong Kong, Shanghai and Michigan completed personality, PE and VI questionnaires. Cultural variation was found on ways different personality dimensions moderating the association between PE and VI.

E57
FAMILY COMMUNICATION PATTERNS AND SOCIAL SUPPORT SEEKING IN JAPAN AND THE UNITED STATES: A SOCIO-ECOLOGICAL PERSPECTIVE
Satoshi Moriizumi1
1Nanzan Junior College
This study investigated how national culture (macro culture) and family communication patterns (FCP) (meso culture) influenced individuals’ social support seeking in Japan and the United States. The results showed that the national culture directly, and indirectly through FCP, affected the use of both emotional and instrumental social support seeking.

E58
BICULTURAL SOCIAL IDENTITY ACROSS DIFFERENT BICULTURAL GROUPS
Andy Y. Chiou1
1CUNY Baruch/Graduate Center
Although bicultural research has proliferated in recent years, most research focus upon biculturals as individuals. However, it is important to examine biculturals social identity. In this study we demonstrate that how close Asian-American biculturals feel to others in general depends on the cultural cues they are exposed to and their own bicultural development.

E59
BICULTURAL COGNITION: A PROCESS-ORIENTED APPROACH TO HOW BICULTURALS ALTERNATE BETWEEN TWO CULTURAL IDENTITIES
Adrian M. Salazar1, Luke R. Enge1, Stephanie A. Quezada1, Michael A. Zárate1
1University of Texas at El Paso
This study examined the process through which biculturals alternate between two cultural frameworks in response to social cues. We provide evidence of a dynamic interaction between cultural identification and the cognitive processes involved in responding to different cultural icons.

E60
HERITAGE ACCULTURATION: INDIVIDUAL ATTITUDES WITHIN A SOCIAL CONTEXT
Marina M. Doucerain1, Andrew G. Ryder1
1Concordia University
We investigated heritage acculturation, as individually held attitudes that are embedded within a sociocultural context. Variables at three levels of analysis (intraindividual, household, and neighbourhood) contributed in predicting heritage acculturation. In terms of psychological well-being, heritage acculturation was a stronger predictor than its mainstream counterpart.

E61
AUTHENTICITY AND CULTURE: BE AUTHENTIC, BUT KEEP YOUR DISTANCE
Stephanie Draschil1, Verena Graupmann1, Bernhard Streicher1, Dieter Frey2
1Ludwig-Maximilians-University, Munich, 2DePaul University, Chicago, 2Ludwig-Maximilians-University, Munich
In a qualitative cross-cultural study Americans and Germans described authentic people with more positive individualistic attributes whereas Indians used more positive collectivistic attributes. In an experiment participants primed with independence (individualism) – compared to interdependence (collectivism) – self-construal, however, preferred to sit closer to non-authentic interaction partners than to authentic ones.

E62
CHOOSING BETWEEN THE FAMILY AND THE SELF: THE PSYCHOLOGICAL CONSEQUENCES OF HOLDING INCONGRUENT CULTURAL VALUES
Karen S. Chang1, Nicole Wilson2, Janxin Lei1, Yuichi Shoda1
1University of Washington
What are the psychological challenges of having a bicultural identity? This study showed bicultural Asian Americans were distressed both when choosing a course of action embodying American values and when choosing a course of action embodying Asian values. Mono-cultural European Americans were distressed only when choosing the latter.

E63
THE JOYS AND PERILS OF VICTIMHOOD
Patrycja Sławińska1, Magdalena Bobowik1
1The New School, 1University of Basque Country
Few ethnic or religious groups have escaped the affliction of inter-group violence and suffering. Hence, the collective victimhood forms a part of the civic education and can become core to the group’s identity. The current research was conducted among Jews, Christians and Protestants and reveals psychological complexity of the victimhood mentality.

E64
THE MULTICULTURAL IDENTITY INTEGRATION SCALE (MULTIS)
Maya A. Yampolsky1, Catherine E. Amiot1, Roxane de la Sablonniere2
1Université du Québec à Montréal, 2Université de Montréal
The Multicultural Identity Integration Scale (MULTIS), based on the cognitive-developmental model of social identity integration (Amiot et al., 2007), measures three multicultural identity configurations:
having one cultural identity; maintaining separate identities; and connecting identities. The three-factor structure was supported with CFA, and the subscales predicted well-being.

**E65**  
**THE NIQAB AS A PERCEPTUAL, BUT NOT ATTITUDINAL, BARRIER TO COMMUNICATION**  
Sian Roderick1, Paul B. Hutchings2  
1Swansea Metropolitan University of Wales Trinity Saint David

This study examines ability to recognise universal displays of emotion when covered by a niqab or presented with ‘letterboxed’ eyes. Measurements of implicit and explicit prejudice were taken. Low recognition rates were found for niqab and letterbox targets compared to full face targets but this was not influenced by prejudice.

**E66**  
**U.S. SOCIAL CLASS DIFFERENCES IN THE TIES THAT BIND**  
Rebecca Michelle Carey1, Hazel Rose Markus1  
1Stanford University

Social-class context shapes relationships. In response to relationship dilemmas, working-class individuals were less willing than middle-class individuals to end old relationships and begin new ones. Working-class responses were explained by greater feelings of interdependence, loyalty, and obligation, while middle-class responses were explained by greater feelings of independence and choice.

**E67**  
**PHYSICAL ATTRACTIVENESS PERCEPTIONS AMONG BICULTURAL INDIVIDUALS**  
Yu-Wei Hsu1, Eli J. Finkel1  
1Northwestern University

The current research investigated how physical attractiveness perceptions of Asian American biculturals are influenced by cultural cues and their bicultural identity integration. Our results demonstrated how biculturals with high or low cultural identity integration exhibit distinct preference responses toward culturally established and contrasting physical attractiveness ideals.

**E68**  
**ASSOCIATIONS OF BICULTURAL IDENTITY INTEGRATION WITH PSYCHOLOGICAL WELL-BEING AND CORTISOL RESPONSES TO A LABORATORY STRESSOR**  
Joanna C. Ho1, Belinda Campos1, Ilona Yim1  
1University of California, Irvine

We explored psychological and physiological associations of acculturation and bicultural identity integration (BII) in Asians and Latinos. BII, but not acculturation, was related to psychological health; BII and US acculturation were related to cortisol reactivity. Findings indicate that how individuals manage cultural identities may have more health implications than acculturation.

**E69**  
**NEURAL DIFFERENCES OF ERROR PROCESSING IN CULTURE VALUE ORIENTATION**  
Jeong Min Lee1, Christina Hong1, Robert F. Simons1, Fang Fang Chen2  
1University of Delaware

We investigated the impact of different feedback on neural responses of relative collectivists and individualists, using a Flanker task. Collectivists had faster reaction times and more errors, as well as a larger ERN after receiving feedback that they performed well but their group did poorly. Individualists displayed the opposite pattern.

**E70**  
**INVESTIGATING MEASUREMENT INvariance OF THE MULTI-GROUP ETHNIC IDENTITY MEASURE IN A MULTIETHNIC SAMPLE OF COLLEGE STUDENTS**  
Stevie C. Y. Yap1, M. Brent Donnellan1, Seth J. Schwartz2  
1Michigan State University, 2University of Miami

This paper evaluates the invariance of the Multi-Group Ethnic Identity Measure in a large multiethnic sample of students from 30 institutions across the United States. Results suggest that the MEIM has metric invariance across six ethnic groups. However, there was evidence for metric and scalar invariance across minority ethnic groups.

**E71**  
**CHASING THE CHINESE DREAM: EVIDENCE FOR CHANGE IN PERSONAL AND CULTURAL VALUES IN CHINA**  
Rui Zhang1, Kimberly Noels1  
1University of Alberta

We tested the hypothesis that contemporary China is undergoing a cultural shift in a more individualistic direction. We examined cultural change by assessing values at individual and cultural levels. Across three studies, a complex pattern of cultural stability and change emerged.

**E72**  
**CULTURAL DIFFERENCES IN THE UTILIZATION AND FUNCTION OF SELF-ENHANCEMENT DOMAINS**  
Christopher Hur1, Ahra Ko1, Risza Konkankit1, Tyson Kerr2, Anna Lau1, William Tsai2  
1University of California, Los Angeles

The study examined cultural differences in the utilization and function of self-enhancement tendencies as a predictor of psychological dysfunction (i.e., depressive symptoms & life satisfaction) for 103 Asian and 92 European Americans. The findings indicate some evidence of cultural differences in the utilization, but similarities in the function of self-enhancement among AAs and EAs.

**E73**  
**CONTINGENCIES OF PARENTAL SUPPORT AS A FUNCTION OF PARENTING: A CROSS CULTURAL STUDY**  
Vandana Chauhan1, Joan Miller1  
1The New School for Social Research

Two studies looked at whether Indian and European-American college students thought an adult-child should help parents as a function closeness (warm/cold) and type of parenting (emotionally/physically neglectful). Results revealed that more Indians thought the adult-child should help parents in both studies, reasoning in terms of duty and role obligations.

**E74**  
**THE MODERATING ROLE OF ETHNICITY IN THE RELATIONSHIP BETWEEN THE DOPAMINE RECEPTOR GENE (DRD4) AND NOVELTY SEEKING**  
Sarah Huff1, Anthony King3, Carolyn Yoon1, Steven Tompson1, Israel Liberzon1, Shinobu Kitayama1  
1University of Michigan

We measured the association between novelty seeking and presence of 7- and 2-repeat alleles of the DRD4 gene in European Americans and East Asians. Results suggest that East Asian, but not European American, 7- or 2-repeat carriers are lower in novelty seeking than non-carriers. Implications for cultural neuroscience are discussed.

**E75**  
**DESCRIBING ABOUT NEGATIVE EMOTIONAL EXPERIENCE: A COMPARISON BETWEEN KOREANS AND EUROPEAN AMERICANS**  
Eunsoo Choi1, Yulia Chentsova-Dutton1  
1Georgetown University

Individuals from different cultural contexts deal and express negative emotions in different ways. The present study looked at the ways in which Koreans and European Americans described about anger-provoking situations. Participants’ narratives of emotional experience were analyzed with LIWC and cultural differences and similarities were found.
THE RELATIONSHIP BETWEEN COLLECTIVISM, SELF-DISCLOSURE AND EXTROVERSION

Katherine Matty1, Seung Hoo Yoo1
1San Francisco State University

The current study examined the relationship between individualism-collectivism and self-disclosure. Participants who scored higher on horizontal collectivism, indicating a focus on relationship harmony, reported higher levels of self-disclosure to others as well as higher levels of liking for others who self-disclosed. Both relationships were partially mediated by extraversion.

INDIVIDUALISM-COLLECTIVISM AND SELF-DISCLOSURE TO INGROUPS AND OUTGROUPS

Ji Yeon Seo1, Seung Hoo Yoo1
1San Francisco State University

This study tested Triandis’ (1988) theory that collectivists make greater distinctions between their ingroups and outgroups compared to individualists. Participants reported on the amount and depth of self-disclosure to their friend (ingroup) and acquaintance (outgroup) and their levels of individualism-collectivism. The results provided mixed support for the theory.

USING SOCIAL CONNECTIONS FOR GETTING JOBS: A US/MIDDLE EAST COMPARISON

Ezgi Nihan Akcinar1, Amrita Maitreyi1, Elif Gozde Ikizer2, Hazel Rose Markus1
1Stanford University, 2University of Connecticut

Using vignettes, we examined whether Middle Eastern (Turkish) participants would be more likely to endorse nepotism – preferential treatment based on relationship— and find nepotism more prosocial than European American participants. More Middle Eastern participants said they would engage in nepotistic practices, and reported them to be sincere and unselfish.

CULTURAL DIFFERENCES IN SOCIAL NETWORK STRUCTURES: COMPARATIVE STUDY IN THE UNITED STATES, JAPAN, AND KOREA.

Motoko Harihara1
1Tokyo Woman’s Christian University

This study compared network structures between Americans, Japanese, and Koreans. The results of original online survey data showed that 1) network size was larger among Americans and Koreans than Japanese, 2) boundary density (i.e., density across any two domains of interaction) was highest among Americans, followed by Koreans, and Japanese.

BICULTURALISM FROM AROUND THE WORLD: HOW VARIOUS BICULTURAL GROUPS COMPARE ON BICULTURAL IDENTITY INTEGRATION

Carmel Sarah Saad1
1Westmont College

Previous research asserts that Bicultural Identity Integration (BII) depends on subjective perception of cultures, but it may also depend on one’s particular ethnicity. East Asians emphasize dialecticism, which may help them achieve higher BII. Among 1,316 biculturals, East Asians perceived higher BII, even when controlling for acculturation and behavioral measures.

DOES LANGUAGE CHANGE CULTURAL MINDSETS? IT DEPENDS ON THE IDENTITY OF BILINGUAL INDIVIDUALS

Sharon Ariel1, Lilach Sagiv2
1University of Michigan, 2The Hebrew University of Jerusalem

This research investigates the interplay between culture, language and identity. Studying bilingual Arab-Israelis (speaking Hebrew and Arabic) and Hong-Kong citizens (speaking English and Chinese), we hypothesized and found that language evoked change in their cultural mindsets, affecting reported values and creative problem-solving only among participants who identified as bicultural.

CULTURE, INNOVATION, AND CHANGE

Kathrin Hanek1, Fiona Lee1
1University of Michigan

Extending research examining the relationship between identity management and creativity, a study finds that low BII (or biculturals who perceived their cultural identities as conflictual) experienced more negative post-decisional affect during a culturally-relevant idea-generation task. This suggests that cultural contexts moderate how individual differences in cultural identification affect creative performance.

GENETIC CONTRIBUTIONS TO THE NEED FOR CLOSURE AND AUTOMATIC RACIAL BIAS

Bobby K. Cheon1, Robert W. Livingston2, Joan Y. Chiao3, Ying-Yi Hong1
1Nanyang Technological University, 2University of Sussex, 3Northwestern University

We examined whether genetic polymorphisms linked to sensitivity to threat (5-HTTLPR) and cognitive flexibility (COMT Val158Met) contribute to individual differences in Need for Closure (NFC) and its ideological/attitudinal manifestations. Possessing an S-allele of 5-HTTLPR or two Met-alleles of COMT predicted greater levels of NFC and automatic racial bias.

CULTURE SHAPES INTERBRAIN SYNCHRONIZATION FOR NATURAL VIEWING DECODING

Roberto Caldara1
1University of Fribourg

Human societies are built on people accomplishing balanced individualistic and collectivistic goals to enhance their survival. Western societies are individualistic, whereas Eastern are collectivistic. Westerner and Easterner observed showed culture-specific interbrain synchronizations during the viewing of natural movies screening humans achieving individualistic and collectivistic goals, challenging the universality of vision.

INFLUENCE OF CULTURAL AND SOCIAL-SITUATIONAL FACTORS ON THE NEURAL BASIS OF ACTION-MONITORING

Nanun Pomprattananangkul1
1Northwestern University

We aimed to better understand how socio-cultural factors influence the neural basis of action-monitoring. Japanese and Americans who hold cultural values of behavioral consistency showed higher level of ACC activity. Moreover, perception of social dominance cues appear to impair action-monitoring processes behaviorally and neurally, indicated by the N2 ERP component.

THE ROLE OF RESIDENTIAL MOBILITY IN MODERATING THE EFFECTS OF SOCIAL MONITORING ON CHEATING

Jenny Su1, Chi-Yue Chiu2, Wei-Fang Lin1, Shigehiro Oishi3
1National Taiwan University, 2Nanyang Technological University, 3University of Virginia

Given the cost of being socially excluded is higher in low vs. high mobility contexts, social monitoring may more effectively reduce dishonest behavior in the former than in the latter. Our experimental data supported this notion, suggesting that effective mechanisms of social control may differ by level of residential mobility.
E87
DOES LOW MOBILITY SUSTAIN HIERARCHY? INVESTIGATING THE LINK BETWEEN RELATIONAL MOBILITY AND HIERARCHY-RELATED BELIEFS
Lay See Ong1, Angela K.-y. Leung2
1Singapore Management University
2University of Nebraska-Lincoln
Across three studies, perceived relational mobility of the self predicts the endorsement of hierarchy-related beliefs. People who perceive themselves as lower (vs. higher) in mobility support within- and between-group hierarchy and are more cognitively bothered by hierarchy violations. We discuss the implication that hierarchy serves to structurally afford lower mobility.

E88
DISCOVERY OF LARGE-SCALE PSYCHOLOGICAL DIFFERENCES WITHIN CHINA EXPLAINED BY RICE VS. WHEAT AGRICULTURE
Thomas Talhelm1, Xuemin Zhang2, Shigehiro Oishi1, Shinobu Kitayama3
1University of Virginia, 2Beijing Normal University, 3South China Normal University, 4McKinsey Consulting, 5University of Michigan
This study shows large cultural differences within China. We argue that a history of farming rice makes cultures more interdependent and holistic-thinking, while farming wheat makes cultures more independent and analytic-thinking. With 1,074 Chinese participants, we found that rice-growing southern China is more collectivistic and holistic-thinking than the wheat-growing north.

Gender

E89
MASCULINE HONOR BELIEFS PREDICT PERCEPTIONS OF RAPE AND WOMEN WHO HAVE BEEN RAPEP
Megan L. Strain1, Jericho M. Hockett1, Jessica L. McManus1, Donald A. Saucier2
1Kansas State University
2University of Utah
We examined relationships between masculine honor beliefs and perceptions of rape. Masculine honor beliefs were generally associated with both negative attitudes toward rape and negative attitudes toward women who have been raped. Importantly, different components of masculine honor correlated differently with various rape perceptions, illustrating the complexity of masculine honor.

E90
MORE THAN JUST A PRETTY FACE? THE PROFESSIONAL MOTIVATIONS BEHIND THE LIPSTICK EFFECT
Ekaterina Netchaeva1, McKenzie R. Rees1
1University of Utah
The “lipstick effect” (i.e., the increased sales of beauty products during recession) was previously attributed to women’s desire to attract wealthy mates. We show that this phenomenon is better explained by women’s motivation to enhance their professional image, in turn leading to increased sense of security in their economic situation.

E91
PUTTING YOUR BODY TO WORK: SELF-SEXUALIZATION AS IDENTITY PERFORMANCE FOR WOMEN IN WORKPLACE CULTURES
Jill M. Allen1, Sarah J. Gervais2
1University of Minnesota, 2University of Nebraska-Lincoln
When is sexualization an effective self-presentation strategy among women? Using a novel experimental paradigm situated in the workplace, we suggest that women self-sexualize to become included among male peers, and conversely, women self-sexualize to avoid the threat of exclusion among female peers. Implications for expanding objectification theory are discussed.

E92
MEN’S ROLES AND WOMEN’S GOALS: CAUSES, CONSEQUENCES AND COMPLEMENTARITY
Alyssa Croft1, Alec Beall2, Toni Schmader1, Mark Schaller1
1University of British Columbia
Are women’s career goals related to their perception of men as caregivers? Across three studies, exposure to caregiving men caused women to anticipate breadwinning roles and women who envisioned themselves becoming breadwinners were more attracted to men with parenting skills.

E93
LOCATION, LOCATION, LOCATION: HOW VERTICAL SPATIAL PLACEMENT CAN IMPACT GENDER STEREOTYPES
Sarah Ariel Lamer1, Max Weissbuch1
1University of Denver
This study tested if culturally-prevalent depictions of women and men influenced gender stereotypes. Participants viewed magazine pages photoshopped so either women or men were high. Participants who saw women high rated them as more dominant and leadership-capable than did participants who saw men high. These results highlight ecologically-valid gender cues.

E94
GENDERED EMOTIONAL DISPLAYS: AN ANALYSIS OF THE DEVELOPMENT OF GENDER STEREOTYPES THROUGH THE EXPRESSION OF EMOTIONS
Megan M. MacPherson1, Kiley Hamlin1
1University of British Columbia
This study examines the development of infants understanding of the gender display rules dictating that women should display sadness and men anger (Wilson 2008). Results suggest that by 5-months, infants have some knowledge of a common emotion display rule: women tend to display sadness and men anger.

E95
HIRING DECISIONS: THE EFFECT OF IMPLICIT ACTIVATION OF GENDER ROLE STEREOTYPES
Lindsay Rice1, Joan M. Barth1, B. Heather Talbert1
1University of Alabama
To examine how automatic activation of gender role stereotypes affects perception of others, participants were primed and rated a job applicant. After communal priming, men were less likely to rate the applicant high on agentic qualifications or recommend them. Women were less likely to recommend the applicant after agentic priming.

E96
BELIEFS ABOUT INTIMATE PARTNER VIOLENCE AND MEDIA NARRATIVES: EFFECTS OF EXPLICIT AND SUBTLE EXPOSURE
Renae Franiuk1, Jill M. Coleman2
1Aurora University, 2Roosevelt University
Participants were subtly exposed, explicitly exposed, or not exposed to a video about intimate partner violence (IPV). Explicit exposure led to increased access to thoughts of aggression; subtle exposure increased positive feelings compared to the control condition, suggesting listeners may be less critical of the message when not explicitly attending.

E97
AMBIVALENT SEXISM AND THE SEXUAL DOUBLE STANDARD
Yuliana Zaikman1, Michael Marks3
1New Mexico State University
The purpose of the study was to further investigate the sexual double standard by determining whether sexist attitudes (both hostile and benevolent) influence the exhibition of the double standard. Results revealed that hostile and benevolent attitudes towards men and women affected participants’ perceptions of target individuals.


E98

“I WANT TO BREAK FREE”: A STUDY OF FEMALE EMPOWERMENT THROUGH SMOKING NARRATIVES IN URBAN INDIA

Mudra Mukesh1

1IE Business School-IE University

Using narrative analysis, this research explores how educated-urban Indian women perceive themselves and their paradoxical social environment. Interviews are used to draw out issues in consumer vulnerability and how these women perceive cigarette smoking as a power-restoring and an identity-generating activity in society characterized by gender inequality.

E99

THE ROLE OF BENEVOLENT SEXISM IN PERCEPTIONS OF DATING BEHAVIORS

Megan K. McCarty1, Janice R. Kelly1

1Purdue University

We explored the effects of benevolent sexism on perceptions of dating scenarios. Benevolent sexism was associated with negative reactions to gender counter-stereotypic dating scenarios, but not with reactions to gender stereotypic and egalitarian scenarios. These differences may contribute to the perpetuation of traditional dating scripts.

E100

EMBODIED EMPOWERMENT: FEMALE ROLE MODELS EMPOWER WOMEN IN LEADERSHIP TASKS THROUGH BODY POSTURE MIMICRY

Ioana Maria Latu1, Marianne Schmid Mast1, Darío Bombardí2, Joris Lammers2

1University of Neuchâtel, Switzerland, 2Universität zu Köln, Germany

In two studies we suggest that powerful role models can trigger embodied empowerment. During a leadership task, women exposed to powerful female (but not male) role models mimicked the models, thus showing more opened body postures and increased postural openness. These body posture changes subsequently led to increased leadership performance.

E101

GENDER ROLE EXPECTATIONS OF STEM “COUPLES”: WHAT HAPPENS TO IMPLICIT ASSOCIATIONS WHEN ROMANCE IS PRIMED?

Sarah Tate Dunlap1, Joan M. Barth1, Lydia Yang1

1University of Alabama

In a study of couples, each including a female STEM major, participants completed IATs measuring gender-occupation associations and gender-stereotypical interests under romantic or social priming conditions. Both partners exhibited more stereotypical associations following romantic priming, indicating that they identified with more traditional gender role expectations when romance was salient.

E102

MOTIVATING WOMEN IN STEM: THE IMPACT OF GENDER ROLES AND ROLE MODELS

Lindsey Streamer1, Lora Park1, Ariana Young1

1University at Buffalo, SUNY

Women with traditional gender role attitudes showed better STEM outcomes when exposed to attractive female STEM role models relative to: (a) less attractive female STEM role models (Study 1); (b) attractive female role models in English/Humanities/Arts (Study 2); and (c) attractive male STEM role models (Study 3).

E103

DOES A “CRITICAL MASS” OF WOMEN INCREASE GENDER EQUITY IN STEM?

Amy L. Hillard1, Tamera R. Schneider2, Sarah M. Jackson2

1Adrian College, 2Wright State University

Using multilevel modeling, the effect of faculty gender composition on equity within STEM departments was examined to test theory that a “critical mass” of a minority group transforms institutions. Contrary to theory suggesting a quadratic effect, proportion of women had a positive, linear effect on department climate and equity.

E104

PERCEPTIONS OF WOMEN AS A SOCIAL MINORITY IN A CATEGORY ACCENTUATION PARADIGM

Liz Schametzkii1, Jordan Seliger1, Curtis Shelton1, Daniel Lehr1, Avi Ben-Zeev1

1San Francisco State University

We adapted Sherman et al.’s (2009) category accentuation paradigm to examine gender categorization, specifically whether women are perceived as a social minority. Despite learning male- and female-analogous groups at identical base rates, novel exemplars with traits predictive of membership in both groups were assigned less often to the female-analogous group.

E105

EVIDENCE THAT RISK STEREOTYPES CONTRIBUTE TO GENDER INEQUALITY IN THE WORKPLACE

Devon Proudfoot1, Christy Zhou1, Aaron Kay1

1Duke University

In two studies, we provide evidence that gender-based risk stereotypes, specifically beliefs about women’s tendency to avoid risk, may uniquely contribute to the persistence of gender inequality in organizations.

E106

THE RELATIONSHIP BETWEEN SEXISM AND OBJECTIFICATION OF SEXUALIZED MALE AND FEMALE TARGETS

Michelle Revels1, Patricia Escobedo1, Ryan Folliott2, Kolina Kolta1, Heather Rees1, Debbie Ma1

1California State University, Northridge

Using an Implicit Association Task, we examined how sexual objectification of both genders effects how agency is attributed to sexualized targets, and how the process is related to ambivalent sexism. Our findings indicated that both hostile and benevolent sexism scores were significantly correlated with how people objectified sexualized female targets.

E107

WHY SEXIST MEN STEREOTYPE EMPOWERED WOMEN: THE ROLE OF POWER AND NORM CONFORMITY IN THE LINK BETWEEN SEXISM AND STEREOTYPE CONTENT

Christopher David Petsko1, Janice D. Yoder1

1The University of Akron

Men’s hostile sexism predicts stereotyping against female (but not male) supervisors. The present study investigates the role of two potential mediators in this relationship, and suggests that men’s preference for power—not their preference for women to conform to gender norms—plays a central role in this relationship.

E108

THE GENDER DIFFERENCE IN SOCIOTROPY: A META-ANALYTIC REVIEW

Kaita Yang1, Joan Girgus1

1Princeton University

This meta-analysis examined whether there is a gender difference in sociotropy. Across 93 independent effect sizes, the average weighted effect size of the gender difference in sociotropy was d=0.34, with women scoring significantly higher than men. Clinical versus non-clinical samples and age explained marginally significant differences in effect size variance.

E109

EXPLORING THE GENDER GAP IN SMOKING: THE ROLE OF SELF-ESTEEM AND THE DESTRUCTIVE POWER OF POSITIVE BELIEFS

Jessica Perrotte1, Willie Hale1, Raymond Garza1

1UTSA

We assessed the conditional indirect effect of positive beliefs about smoking on the relationship between gender and tobacco usage for individuals at varying levels of self-esteem. Self-esteem moderated
the model’s first stage and direct effect, producing significantly
different direct, indirect, and total effects for individuals with high
versus low self-esteem.

**E110**

**WOMEN’S CAREGIVING EXPERIENCES ARE ASSOCIATED WITH
IMPLICIT GENDER STEREOTYPING ABOUT CAREER AND FAMILY**

Rebecca Sue Frazier, Selin Kesebir, Brian A. Nosek  
1 University of Virginia, 2 London Business School

Female participants showed significantly stronger implicit, but not
explicit, stereotypes than men did associating female with family
and male with career. Women (but not men) who reported having
children, wanting children, performing caregiving, or wanting to
perform more caregiving had stronger implicit stereotypes than those
who did not.

**E111**

**GENDER DIFFERENCES IN RESPONSES TO COMPETITION WITH
SAME-SEX CO-WORKERS**

Sun Young Lee, Selin Kesebir, Madan M. Pillutla  
1 London Business School

Based on evolutionary and gender socialization theories, we propose
that women, compared to men, find competition more incompatible
with a cooperative relationship. Two studies found that women
(but not men) like a same-sex co-worker less if the relationship has
competitive elements, and derive less enjoyment from working with
the co-worker.

**E112**

**IT’S NOT JUST A GAY MALE THING: SEXUAL MINORITY WOMEN
AND MEN ARE EQUALLY ATTRACTED TO CONSENSUAL NON-MONOGAMY**

Kelly C. Grahl, Richelle A. Buttle, Melanie J. Gingell, Destiny N. Plantz, Emily L. Hanna, Jes L. Matsick, Amy C. Moors, Terri D. Conley  
1 University of Michigan

It is commonly assumed that gay men have an inclination toward
consensual non-monogamy. Results suggest that male and female
sexual minorities share similar attitudes toward, and desire to engage
in, open relationships. In conjunction, female sexual minorities
express love style preferences that are similar to their male sexual
minority counterparts.

**E113**

**SCANDALOUS TIMES: THE INFLUENCE OF A SCANDAL ON
THE PERCEIVED HONESTY TRAITS OF MALE AND FEMALE
GUBERNATORIAL CANDIDATES**

Monica C. Schneider, Elizabeth R. Brown, Amanda B. Diekman  
1 Miami University, 2 Montana State University

We examined how the perceived honesty traits of male and female
gubernatorial candidates change following a scandal involving the
current governor. The female versus male candidate was perceived as
more honest in the scandal condition. Furthermore, male candidates’
lack of honesty in the scandal condition lead to less overall support.

**E114**

**PRELIMINARY VALIDATION OF A NEW MEASURE OF HYPERFEMININITY**

Hannah Booth, Heather Terrell  
1 University of North Dakota

Hyperfemininity has been conceptualized as an exaggerated adherence
to a stereotypic feminine gender role. This study developed a new
scale to measure hyperfemininity through rational and empirical
scale development procedures, including factor analysis. An EFA
found that this new scale includes five factors: traditional values,
appearance/superficiality, emotionality, manipulation and attraction.

**E115**

**THE EFFECT OF SEXIST HUMOR ON WOMEN’S COGNITIVE
PROCESSING**

Thomas E. Ford, Julie A. Woodzicka, Astrid Pruitt, Shelby Hendricks, Whitney Petit, Andrew Beveridge  
1 Western Carolina University, 2 Washington & Lee University

Our study addressed the novel question of how sexist humor affects
women. Supporting our hypothesis results showed that exposure to
sexist humor induced self-objectification and impaired performance
on a Stroop color-naming task for women but not men.

**E116**

**HOOKING UP AND WOMEN KISSING WOMEN: REFLECTIONS OF
WOMEN’S SEXUAL SUBJECTIVITY?**

Sal Meyers  
1 Simpson College

A survey of heterosexual college women showed that those women
who have kissed another woman at a party are more likely to have had
a sexual. Inconsistent with those behaviors being reflections of sexual
subjectivity, only one of the three elements of sexual subjectivity was
associated with these behaviors.

**E117**

**GENDER BIAS IN CONFLICT RESOLUTION**

Helen O’Hara, Bernhard Leidner  
1 University of Massachusetts, Amherst

This experiment investigated gender bias in conflict resolution across
different conflict domains. Male participants reading about a female
(rather than male) negotiator in international conflict reported greater
desire to select a different negotiator. Results suggest that increased
perceived communality of women in international conflict resolution
explain these effects.

**E118**

**WHAT DIVIDE PERCEIVING FAIRNESS FROM UNFAIRNESS?
COMMUNAL AND INDIVIDUAL SENSE OF FAIRNESS IN PERFORMING
WORK/ FAMILY ROLES IN CLOSE RELATIONSHIPS**

Akinobu Namada  
1 Ritsumeikan University

The present study aimed to understand what divide perceiving
fairness and unfairness. We conducted interviews with Japanese
sharing work/family roles. We found that individuals who expressed
discontentment contrasted themselves with their partner whereas
individuals who did not express discontent feelings had communal
sense in performing work/family roles.

**E119**

**CASUAL SEX ACCEPTANCE AMONG LESBIANS AND GAY MEN:
FURTHER EVIDENCE FOR PLEASURE THEORY**

Jes L. Matsick, Ali Ziegler, Amy C. Moors, Jennifer D. Rubin, Terri Conley  
1 University of Michigan

The current research helps to elucidate the gender difference in
acceptance rates of casual sex offers by incorporating the experiences
of lesbians and gay men. Across both hypothetical and actual
remembered casual sex offers, perceived sexual capabilities of the
proposer was the strongest predictor of casual sex acceptance.

**E120**

**REDUCING SEXISM BY RAISING AWARENESS OF MALE PRIVILEGE:
EFFECTIVENESS OF TWO INTERVENTIONS**

Kim Case, Jeremy Olivares, Heather Tolleson, Jade Divita  
1 University of Houston-Clear Lake

This experimental study investigates the influence of two interventions
(handout vs. video) on participants’ awareness of male privilege
and sexism. After each intervention, participants wrote about what
they learned and completed the post-test survey. Both interventions
significantly raised male privilege awareness and decreased modern
sexism compared to a control group.
Shifting Gender Roles and the Rise of Androgyny
Kristin Donnelly1, Jean Twenge1
1San Diego State University
We conducted analyses on generational changes in attitudes toward gender roles since the 1970s. Results indicate that support for traditional gender roles has decreased over time. In addition, support of workplace equality has increased and attitudes towards men as sole providers has declined, providing evidence for growing gender role androgyny.

Don’t Hate Me ‘Cause I’m Beautiful: (Sexually Desirable and Promiscuous) Females Project Anger Onto Female Faces
Jaimie Arora Kremes1, Andrew E. White2, Gabrielle Filip-Crawford1, Steven L. Neuberg1
1Arizona State University
Do sexy women see the world differently? Given that females mask anger and prefer behind-the-back aggression, we predicted females would project anger onto female faces. This “functional projection” would allow females to pre-empt aggression. Two studies support this – for desirable and sexually unrestricted women.

You’re Not Like the Rest: Precarious Manhood’s Effects on Gender Dichotomization and Gender Atypicals
Caitlin Bronson1, Kenneth Michniewicz2, Jennifer Bosson1
1University of South Florida
We examined whether men’s tendency to distance their gender group from femininity mediates the link between gender threats and punishment of gay targets. Although men did not set higher bail for a gay suspect, men categorized fewer androgynous faces as “male” and took longer to make these decisions than women.

Taking a Front Seat to Success: Women’s Seating Choices in Collegiate STEM Classes
Sara Driskell1, Kelly Marie Hoffman2, Sophie Trawalter2
1Indiana University Bloomington, 2University of Virginia
Women in male-dominated fields have been told to “lean in” and “sit at the table,” to claim their success. We found that, compared with men and first-year women, fourth-year women in STEM were more likely to sit in the front, suggesting that claiming space may help women stay in STEM.

Gender-Roles Then and Now: Moving Away from Tradition
Alison Ellen Burgujian1, Kristina Hood2, Natalie Shotk2
1Fairleigh Dickinson University, 2Mississippi State University, 3West Virginia University
We examined the effectiveness of the Personal Attributes Questionnaire (Spence, Helmreich, & Stapp, 1974) in measuring modern gender-roles in comparison with a 1981 sample (Helmreich et al., 1981). Findings suggest a restructuring of the existing factors, removing several items, and a new focus on emotion in men and anger and prefer behind-the-back aggression, we predicted females would project anger onto female faces. This “functional projection” would allow females to pre-empt aggression. Two studies support this – for desirable and sexually unrestricted women.

Sociocultural Vulnerabilities as Mediators of the Effects of Individual Risk Factors on Body Dissatisfaction in College-Age Women
Summer Joi Robins1, Ariana Naomi Bell1, Anthony Rodriguez2, Phillip Atiba Goff1
1University of California, Los Angeles
To examine the relationship between individual and sociocultural vulnerabilities for body dissatisfaction in women, we present results from a structural equation model. Overall, the relationship between individual vulnerabilities and body dissatisfaction was mediated by sociocultural vulnerabilities, suggesting the importance of examining both types of factors concurrently in body image research.

Anticipated Social Role Conflict for Women in STEM and Non-STEM Fields
Janice Campbell1, Joan M. Barth1
1University of Alabama
First and second year STEM and non-STEM college majors were compared on their beliefs about their future social roles and anticipated career-family conflict. Few differences were found for women in different majors, suggesting that anticipated role conflict alone cannot explain differences in women’s career choices early in college.

Submission Breeds Sexism: Authoritarianism and Hostile Attitudes Toward Women
Skye Wingate1, Sydney Howard1, David Butz2
1Morehead State University
The present study examined the implications of right-wing authoritarianism (RWA) and submission to authority figures for hostile attitudes toward women. Male participants high in RWA responded with increased hostile sexism against women when receiving instructions from an outgroup member (female authority figure), but not an ingroup member (male authority figure).

Attitudes Toward Pets and Partners: The Role of Gender
Michelle Guthrie Yarwood1, Philip H. Marshall2, Susan S. Hendrick2, Clyde Hendrick2
1Pennsylvania State University, 2Texas Tech University
We explored the connection between gender, pet attitudes, and relationship measures (e.g., love attitudes, relationship satisfaction, and social support). The correlations between pet attitudes and relationship measures varied according to gender. After controlling for gender, Eros and Ludus predicted Negative Pet Attitudes, while Eros predicted Positive Pet Attitudes.

Too Sexy to Be Liked - Consequences of a Redistribution of Mind
Martina Infanger1, Sabine Szekesy1
1University of Bern
This research outlines how rewarding (sexual desirability) and sanctioning (backlash effects) consequences of self-sexualization among women are caused by the redistribution of fundamental dimensions of human mind: agency and experience (Gray, Knobe, Sheskin, Bloom & Feldman Barrett, 2011, JESP).

Gendered Evaluations
Rachel Ann Montana1, Deborah Prentice1
1Princeton University
In an article-evaluation study, irrelevant additional information about the articles’ authors had a greater influence on evaluations of articles ostensibly written by women than men. Further, appearance information held more weight than personhood information in evaluations of female authors’ articles, whereas only personhood information affected evaluations of male authors’ articles.

Exaggerated Gender Differences? Malleability of Gender Identity with Video Games
Amanda Lynn Martens1, Breanna Morrison2, Cathy A. Grover2
1Emporia State University, 2Kansas State University, 3Emporia State University
This study measured the effect of assigning different identities (woman, man, genderless avatar). I predicted participants would adopt the gender of an avatar by interacting with (video) and choosing
items (survey). Overall, the results supported my hypotheses and participants adopted the gendered behavior of the avatar regardless of their own.

E133  
“THY NAME IS WOMAN?” ON A CATEGORIZATION BIAS TO INDIVIDUATE MEN AND HOMOGENIZE WOMEN.  
Curtis Shelton1, Sierra P. Niblett1, Kate J. Perry1, Avi Ben-Zeev3  
1San Francisco State University  
Are women perceived as less individuated? Participants were slower to name a set of famous female faces (subordinate level; e.g., Jennifer Garner) than to categorize them as human (basic level). The male faces, however, elicited a subordinate level shift, showcasing a categorization bias to individuate men and to homogenize women.

E134  
FEMALE SCIENCE STUDENTS’ PERSPECTIVES ON STEREOTYPES OF WOMEN’S SCIENCE INEPTITUDE  
Carlie D. Trott1, Silvia Sara Canetto1  
1Colorado State University  
This study used grounded theory to explore female science graduate students’ perspectives on negative stereotypes purporting women’s “natural” aversion toward, and incompetence in science. Stereotypes were perceived as simultaneously challenging (leading to academic self-doubt) and motivating (fueling hard work to challenge stereotypes). Implications for science-diversification research and program-planning are discussed.

E135  
MASCULINITY THREATS HINDER MEN’S PRO-ENVIRONMENTAL ENGAGEMENT  
Julia L. Dahl1, Stephanie L. Johnson1, Theresa K. Vescio1, Janet K. Swim1  
1The Pennsylvania State University  
Some research suggests men are less pro-environmentally engaged than women; however, importantly, forms of pro-environmental engagement are gendered. Gender research finds masculinity is more easily threatened by gender-incongruent than femininity; thus, we predicted men would avoid gender-incongruent (but not gender-congruent) forms of engagement. Three studies support our masculinity threat hypothesis.

E136  
INFLUENCE OF COUNTER-STEREOTYPE THREAT ON FEMALE MATH PERFORMANCE  
Lauren C. Giugno1, Leslie Janes2  
1University of Western Ontario, 2Brescia University College  
The current study found that women exposed to stereotype threat (messages asserting female inferiority in math skills) scored significantly lower on GRE math tasks than those exposed to messages asserting that women were no superior to men in math ability. Perhaps stereotype threat can be counteracted.

E137  
CATCHING THE FEVER: SEX DIFFERENCES (AND SIMILARITIES) IN FERTILITY DESIRES AND PLANS  
Lora Adair1, Gary Brase1  
1Kansas State University  
Current feminist perspectives suggest that sex differences in desires to have children and interest in babies are culturally constructed. However, sex differences in the strength and frequency of fertility desires and similarities in experienced cultural pressures to parent suggest that biological forces might be at work.

E138  
POWERFUL EXCEPTIONS: WOMEN’S REACTIONS TO HIGH POWER MINDSETS  
Andrea C. Vial1, Jaime L. Napier1  
1Yale University  
We examine the incongruence between femininity and power. Stereotypes of “women” (but not of “men”) are distinct and non-overlapping from stereotypes of “powerful people” (Study 1), and experimentally-induced high (vs. low) power mindsets led women (but not men) to dis-identify from their gender in-group (Study 2).

E139  
IN-GROUP DISCRIMINATION: SELF-ESTEEM & STIGMA CONSCIOUSNESS AMONG FEMME-IDENTIFIED LGBTQ INDIVIDUALS  
Rhea Ashley Hoskin1, Karen Lyndsay Blair1  
1Queen’s University, 2University of Utah  
Femme identities within LGBTQ communities are often treated as inauthentic, undesirable or invisible. Consequently, femme-identified individuals may experience different processes of coming out queer and coming out femme, and may also experience greater mental health challenges. The current study investigated self-esteem, stigma consciousness and experiences of discrimination among femme-identified individuals.

E140  
The EFFECT OF AMBIVALENT SEXISM ON PEER EVALUATIONS OF FEMALE INTERVIEWEES  
Alexis Nakamura1, Christopher R. Warren1, Lauren K. Ruth2, Norma Charboneau1  
1California State University, Long Beach, 2Yale University  
This study evaluated the impact ambivalent sexism has on evaluations of a female by manipulating levels of hostile and benevolent sexism in a mock interview. Participants rated the interviewee likability and competence; and results unexpectedly indicated participants in the hostile condition reported liking the woman significantly more.

E141  
BED REST DURING PREGNANCY: SOCIAL AND EMOTIONAL CONSEQUENCES FOR WOMEN  
Laura B. Ciltn1  
1The Evergreen State College  
Many pregnant women today are prescribed bed rest during a portion of their pregnancy. This research investigated the social and emotional effects of bed rest for mothers via qualitative research. Findings suggest that women have complicated and contradictory emotions (anxiety, guilt, anger, optimism, hope) about their experience of bed rest.

E142  
SITUATING GENDER: EXAMINING INDIVIDUAL DIFFERENCES IN GENDERED ATTRIBUTES AND THE CONTEXTS THAT ACTIVATE THEM.  
William Shannon Ryan1, Nikki Legate2, Jennifer Bosson1  
1University of California, Santa Barbara, 2University of Rochester, 3University of South Florida  
Within-person and situation sampling methods were employed to assess individual differences in gendered attributes and the contexts that activate them. The number of masculine and feminine situations identified individuals.

E143  
GENDER AND WORKPLACE EQUALITY IN INDONESIA  
Laura G. Babbitt1, Drusilla Brown1  
1Tufts University  
To investigate barriers to workplace equality for women in Indonesia, we surveyed 790 Indonesians about their gender attitudes. Results showed a mixture of traditional and pragmatic attitudes: Participants generally endorsed gender stereotypes, benevolent sexism, and essentialism, but supported the idea of women working, and equal pay for equal work.
CAUGHT BETWEEN THE MAN AND THE LUCRATIVE CAREER: THE RELATION BETWEEN WOMEN’S STEM GOALS AND PARTNER MISMATCH EXPLAINED

Jessica A. Minney1, Rosanna Guadagno2, Joan Barth1, Sarah Dunlap1, Shannon Murphy1

1University of Alabama, 2National Science Foundation

Women be less interested in STEM fields, and leave them at a higher rate, than do men because women’s male partners view working in STEM fields as conflicting with other life goals such as marriage and having a family. Results suggested this: couples with mismatched life goals had lower longevity.

EXAMINING THE RELATIONSHIP BETWEEN SOCIOECONOMIC STATUS, GENDER, AND PERCEIVED CONTROL

Ryan M. Pickering1, Shannon K. McCoy2

1University of Texas at Austin

Perceived control (PC) is higher for men and individuals higher in socioeconomic status (SES). High-SES women were hypothesized and found to have higher levels of PC than low- and middle-SES women. Low- and middle-SES women were also significantly lower in PC than their male counterparts but high-SES women were not.

SELF-COMPASSION, ANXIETY, AND MATH PERFORMANCE AMONG FEMALE UNDERGRADUATES

Katie R. Rackley1, Kristin Neff2

1University of Texas at Austin, 2University of California, Berkeley

Stereotypes about women’s math abilities can cause anxiety when one’s abilities could be judged according to these stereotypes. Self-compassion, essentially turning compassion inward, predicts lower anxiety. This study investigated self-compassion and anxiety after a math test. Results indicated negative relationships between self-compassion and anxiety, and between anxiety and math score.

EXPLAINING THE OCCUPATIONAL GENDER GAP: WHO OR WHAT NEEDS TO BE EXPLAINED?

Alexander S. McKay1, Donna M. Garcia2, Nyla R. Branscombe2, Stephanie Gee3

1California State University, San Bernardino, 2University of Kansas, 3The Hospital for Sick Children

Drawing on both social role theory and norm theory, we formulated and supported three hypotheses in four studies that were focused on stereotypes/essentialized gender differences in occupations. In sum, stereotyping/normalizing groups occurs mostly in occupations that disadvantage women and advantage men, regardless of the groups’ representation.

WHO PAYS? DOING VERSUS UNDOING GENDER AND TRADITIONAL DATING NORMS

David A. Frederick1, Janet Lever2, Rosanna Hertz3

1Chapman University, 2California State University, Los Angeles, 3Wellesley College

Conventional notions of chivalry dictate that on a “date,” the man pays, whereas egalitarian ideals suggest gender should not determine who pays. In a sample of 17,607 unmarried adults, we found that most people adhered to traditional norms or to practices somewhere between traditional and egalitarian norms.

GENDERED PREFERENCES FOR RELATIONSHIP “ESSENTIALS” AND “DEAL-BREAKERS”: ASSOCIATIONS WITH SEX, AGE, ATTRACTIVENESS, AND INCOME IN TWO NATIONAL U.S. DATASETS

Justin R. Garcia1, Melissa Fales2, David Frederick1, Kelly Gildersleeve2, Martie Haselton3, Helen Fisher4

1Indiana University at Bloomington; The Kinsey Institute, 2UCLA, 3Chapman University, 4Rutgers University

We examined contributions of sex, age, self-perceived attractiveness, and income to partner preferences. In two studies (N = 24,230; N = 5,973), women, more than men, reported preferences for partners with a steady income, income potential, and successful career. Gender preferences and differences varied by age, income, and self-perceived attractiveness.

WHAT’S IN A NAME? PREDICTORS OF TRADITIONAL AND NONTRADITIONAL Surname CHANGE UPON MARRIAGE

Shahrzad Yousefinejad1, David Frederick1, Kathleen Doll1

1Chapman University

We examined the extent to which people endorse the traditional heterosexual relationship norm of women adopting their husband’s surnames. Participants (N = 24,230) recruited via NBCNews.com generally preferred traditional surname change. People with favorable attitudes towards feminists were substantially more likely to prefer and choose nontraditional surname changes.

STATE MEDIAN WOMEN’S FULL-TIME AND SALARIED INCOME AND IN-LAW AVOIDANCE MOTIVATION: PREDICTORS OF WOMEN’S PREMARITAL SURNAME RETENTION AND RELATED ATTITUDES

Melanie MacEacheron1

1University of Western Ontario

Brides to retain premarital surname has been legal for over 30 years, yet less than 10% do so. I examined how personal characteristics (e.g., age) and state of origin factors (e.g., women’s median income) were related to hyphenating or keeping premarital surname for all U.S. 2010 brides marrying in Hawaii.'
E154
OBSERVING RELATIONSHIPS THROUGH AN OLD-FASHIONED LENS: NON-TRADITIONAL STATUS ARRANGEMENTS PROVOKE NEGATIVE JUDGMENTS
Vanessa Hettinger1, Derek Hutchinson1, Jennifer Bosson1
1University of South Florida
Compared with equal-status or traditional couples, a fictional husband is perceived as less happy when professionally outranked by his wife, while she is ascribed greater intra-relationship power, and is liked less. Additionally, the non-traditional husband and wife are viewed as less normatively gendered, mediating the effects just described.

E155
THE UPSIDE OF EMOTIONALITY: WOMEN MORALLY DINSENGAGE LESS THAN MEN
Jessica A. Kennedy1, Gillian Ku2, Laura J. Kray2
1Wharton, Univ. of Pennsylvania, 2London Business School, 3University of California, Berkeley
We document that women morally disengage less than men and introduce a theoretical model for why this occurs. We propose that women feel a stronger connection to others and this enhances moral emotions, reducing moral disengagement. We test this model in three studies set in a negotiation context.

E156
MEN AS CULTURAL IDEALS: HOW CULTURE SHAPES GENDER STEREOTYPES
Elizabeth Baily Wolf1, Amy J.C. Cuddy2, Susan Crotty2, Michael I. Norton1
1Harvard Business School, 2Zayed University
Four studies explore how cultural values shape gender stereotype content. We demonstrate that men serve as “cultural ideals.” They are perceived as possessing more of whatever traits are culturally valued.

E157
WHO SHOULD BRING HOME THE BACON? HOW DETERMINISTIC VIEWS OF GENDER CONSTRAIN SPOUSAL WAGE PREFERENCES
Taeya Howell1, Catherine Tinsley2, Emily T. Amanatullah1
1University of Texas, Austin, 2Georgetown University
We develop a new construct, gender determinism, which taps the extent to which someone believes gender categories dictate individual differences and behaviors. Stronger gender determinism beliefs predict greater adherence to traditional social roles (men as breadwinners and women as caretakers) and result in behavior promoting these roles.

Motivation/Goals
E158
EFFECTS OF ACHIEVEMENT GOALS ON STRATEGY USE AND MEMORY
Tsuyoshi Yamaguchi
1Hosei University, Japan Society for the Promotion of Science
The present study aimed to show the relationship among achievement goals, strategy use, and memory. Participants were assigned to mastery and performance goal conditions. Although recall performance was unaffected by condition, performance goal condition showed higher use of strategy (immediate) and mastery goals showed positive effects on strategy use (delayed).

E159
BEAT COMPETITORS OR BEAT YOURSELF: DIFFERENTIAL IMPACTS OF GOAL FOCUSES ON PLAYERS’ MOTIVATION IN DIFFERENT STAGES OF COMPETITIVE GOAL PURSUIT
Eunjoo Han1, Ying Zhang1
1The University of Texas at Austin
In competitive goal pursuit, thinking about competition is assumed to elicit higher motivation and higher performances before the actual competition is initiated. Once the actual competition starts, however, individuals are assumed to be more motivated and perform better by focusing on a performance standard, rather than on each other’s goal progress.

E160
DOES A THREAT OF JUST-WORLD BELIEF INTENSIFY SCHADENFREUDE?
Agnieszka Wegryn1
1University of Bern
The study tested if a just-world threat intensifies schadenfreude. The participants (N=48) read scenarios designed to threaten or maintain their just-world belief. Subsequently, they were transferred to an online magazine presenting schadenfreude stories. As presumed, those who were exposed to just-world threat spent more time on reading.

E161
THE RELATIONSHIPS OF GENDER AND GROUP INVOLVEMENT ON A MEASURE OF PROMOTION AND PREVENTION FOCUS
Verlin B. Hinsz1, Kevin R. Betts1, Ernest S. Park2
1North Dakota State University, 2Grand Valley State University
A revised measure of prevention and promotion focus indicates that females were more likely than males to endorse socially desirable norms found in promotion and prevention items. The hypothesis that students involved in a group endeavor would have higher promotion focus and lower prevention focus scores was also tested.

E162
FROM CRADLE TO GRAVE: DOES MORTALITY SALIENCE FACILITATE A PREFERENCE FOR OUR OWN ATTACHMENT STYLES?
Mario Prinzin Casa de Calvo1, Danielle N. Pues1, Ryan F. Diak1, Rim M. Woldeslassie1, Amanda L. Lindholm1
1Saint Mary’s University of Minnesota
This research investigated whether mortality salience prompts preferences for those who share similar attachment styles. In sum, participants rated self-matching attachment vignettes significantly more favorably than non-matching vignettes, but only under mortality salience conditions. This research suggests that attachment style may serve as a crucial component of one’s subjective worldview.

E163
THE COMPLEX INTERPLAY OF EFFECTIVENESS STRIVINGS: A QUANTITATIVE ANALYSIS
Flaviu Adrian Hodis1, Georgeta Mioara Hodis2
1Victoria University of Wellington, 2Massey University
This study aims to shed light on how differential emphasis on individuals’ strivings to be effective with regards to achieving desired outcomes (value effectiveness), having control on the consequences of their actions, and seeking the truth in their experiences is associated with distinct patterns of academic achievement among college students.

E164
FROM THE “I” TO THE “WE” IN SCIENCE: THE VALUE OF COMMUNAL GOAL AFFORDANCES IN ENHANCING BIOMEDICAL RESEARCH MOTIVATION
Gregg A. Muragishi1, Elizabeth R. Brown1, Maxwell Bunnus2, Jessi L. Smith2, Dustin B. Thomas2
1California State University, Long Beach, 2Montana State University
Using a goal congruity perspective, we examined how the presence or absence of communion and/or agency is related to positivity towards biomedical research. In two studies we demonstrated that the presence versus the absence of communal information in a research article increased research positivity through communal goal affordance perceptions.
**E165**

**DISENGAGING FROM AN IMPOSSIBLE GOAL: THE GOAL ADJUSTMENT SCALE**

Maria Grace Mens, Michael Scheier

The present research sought to examine the validity of the Goal Adjustment Scale. We found that individuals high on the GAS spent less time on an impossible task. Additionally, results suggested that the downward adjustment of value may be a part of the process of disengagement.

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**E166**

**THINKING SMALL LEADS TO PROGRESS: MENTAL CONTRASTING AND THE USE OF DAILY SUBGOALS**

Bryan Sim, Gabriele Oettingen, Peter M. Gollwitzer

To help participants pursue their overwhelming goals, we combined two self-regulatory strategies - mental contrasting and generating daily subgoals. Over a week, participants either mentally contrasted or indulged in either their larger goal, or a 24-hour subgoal. After a week, participants who mentally contrasted 24-hour subgoals showed the strongest expectancy-dependent progress.

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**E167**

**CLOSING THE COMMUNAL GOAL GAP: DEGREE OF GOAL CONGRUITY PREDICTS SCIENCE CAREER MOTIVATION**

Elizabeth R. Brown, Meghan I. Huntoon, Jessi L. Smith, Dustin B. Thoman, Amanda B. Diekmann

Our research investigated the main tenet of communal goals theory. We demonstrated that the difference (lack of congruity) between personally valued communal goals and beliefs that science affords communion predicts science career motivation for men/women and STEM/non-STEM majors. Furthermore, prospective communal goal congruity predicted future science career motivation.

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**E168**

**THE IMPORTANCE OF SELF-COMPASSION IN TIMES OF TRANSITION: INVESTIGATING THE ROLE OF SELF-COMPASSION IN GOAL PURSUIT AND WELL-BEING AMONGST UNIVERSITY FRESHMEN**

Nora Hope, Richard Koestner, Marina Milyavskaya

In a novel investigation, we examined the role of self-compassion on freshmen students' goal pursuit and well-being across the year. Results revealed that freshmen high in trait self-compassion were more resilient to thwarted goal progress, pursued goals for which they felt more autonomous, and increased in well-being and identity development.

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**E169**

**WHY AM I STILL EATING? THE ROLES OF NEGATIVE AFFECT, SELF-ESTEEM, AND AMOTIVATION IN UNCONTROLLED AND EMOTIONAL EATING**

Melissa Marie Raymundo, Christine Bachman, Cindy Stewart

Negative affect and low self-esteem can lead to uncontrolled and emotional eating. However, a lack of motivation (amotivation) may mediate these relationships. People experiencing negative affect or low self-esteem would have diminished motivation and thus, be less likely to control their eating. Results from structural equation models support this possibility.

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**E170**

**RELATIONAL REASONS FOR PHYSICAL HEALTH**

Jonathan S. Gore

Three studies examined how relationally-autonomous reasons for physical health (RARPH) would be associated with positive health outcomes. Study 1 validated the factor structure of an RARPH measure, Study 2 employed a cross-sectional design, and Study 3 employed a longitudinal design. The results indicated that RARPH predicted several positive health outcomes.

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**E171**

**FRIENDSHIP-CONTINGENT SELF-ESTEEM AS A MODERATOR OF THE EFFECT OF FEAR OF NEGATIVE EVALUATION ON FACEBOOK TIME**

Dawn W. Foster, Chelsie Young, Maily Nguyen, Michelle Quist, Jennifer Bryan

We expected fear of negative evaluation (FNE) and friendship-contingent self-esteem (FCSE) to negatively correlate with Facebook time (FT), and significantly interact when predicting FT. Results (N=152) showed that FCSE moderated the effect of FNE on FT such that FNE was negatively associated with FT, particularly among individuals low in FCSE.

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**E172**

**RITE OF PASSAGE GONE WRONG: THE EFFECTS OF ACHIEVING VERSUS FAILING TO REACH A DREAM SCHOOL GOAL**

Anne Holding, Marina Milyavskaya, Nora Hope, Richard Koestner

This prospective study examined how failing to realize a dream school goal impacted freshman university students. Measuring 159 freshmen's motivations and adjustment over their first year, our results showed that “defeated dreamers” suffered attenuated developmental progress and a significant deterioration in adjustment outcomes, as compared with their “dream achieving” counterparts.

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**E173**

**WILL I BEGIN IN THIRTY DAYS OR IN A MONTH?: THE EFFECTS OF TEMPORAL FRraming on Motivation to Act.**

Neil Anthony Lewis Jr., Daphna Oyserman

People are aware of the consequences of procrastination, yet many of us procrastinate habitually. Could simply changing temporal framing change our behavior? Two studies demonstrate that priming subjects with proximal (e.g. days) vs. distal (e.g. months) units of time motivate them to take action sooner rather than later.

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**E174**

**MOVING FORWARD OR DIGGING DEEPER?: HOW INDUCED REGULATORY MODE AFFECTS POST-CONFLICT MOTIVATIONS**

Christine Webb, Susan Futerman, Tony Higgins

This work applies Regulatory Mode Theory (RMT) to the study of conflict resolution by examining self-regulatory differences in reconciliation motivations and strategies. The overall goal is to investigate whether inducing people into a state of locomotion or disengagement.

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**E175**

**SEEING THE GOOD IN FAILURE: IMAGINING GOAL-RELEVANT FAILURES FROM THE FIRST-PERSPECTIVE HELPS MOTIVATION WHEN MULTIPLE GOALS ARE ACTIVE**

Jessica N. Rea, Lisa K. Libby

Imagining goal-related successes from the third-person (vs. first-person) perspective makes people act more in line with their goals (Libby, Schaeffer, Eibach, & Stellem, 2007); can imagining failures also be motivating? Results indicate imagining goal-related failures from first-person helps motivation when another goal was recently activated.
E176
ACADEMICALLY PRODUCTIVE PROCRASTINATION: LINKS TO UNIQUE MOTIVATIONS AND ACADEMIC CONSEQUENCES
Stephanie V. Womington1, Erin C. Westgate2, Kathryn C. Oleson3
1Duke University, 2University of Virginia, 3Reed College
Undergraduates identified classes in which they engaged or did not engage in academically productive procrastination (i.e., tendency to put off difficult academic tasks by working on easier academic tasks). Students were less engaged, less motivated, and less certain in the classes for they engaged in the most academically productive procrastination.

E177
GOAL SELF-CONCORDANCE AS A PREDICTOR OF SUBJECTIVE WELL-BEING: IS SECONDARY CONTROL MERELY A FORM OF ACCOMMODATIVE COPING?
Chung-Yi Tseng1, Joan G. Miller2
1Ming Chuan University, 2The New School for Social Research
We conducted three studies assessing stress and coping among Taiwanese and US college students. Discipline was linked to external modes of coping, and mastery to internal coping. Analyses revealed that the relationship between goal self-concordance and subjective well-being is mediated by discipline in Taiwan and mastery in the U.S.

E178
AN EXPLORATION OF ORGANISMIC VALUING PROCESS AND ITS MECHANISM
Yu Shi1, Avi Assor2, Liu Xiangping3
1Beijing Normal University, 2Ben-Gurion University of the Negev
This study first replicated previous finding that people develop relatively more intrinsic values over time, using Chinese college students sample (N=89). SEM results (N=72) also show that children who have direction-giving values are more relatively intrinsically oriented, and that these outcomes are facilitated by several supportive parental practices.

E179
THE EFFECTS OF A GRADUATION PRIME ON PERCEPTIONS OF GOAL IMPEDIMENTS
Travis Crone1, Christina Zahratka2
1University of Houston-Downtown
Exploring the effects of graduation primes on perceptions, participants rated how interfering events would be to family, academic, social, and financial goals. Participants showed a cap and gown reported events would be more interfering to social and financial goals while control reported academic goals being the most interfered more often.

E180
INDIVIDUAL DIFFERENCES IN VIDEO GAME MOTIVES, PREFERENCES, AND PATHOLOGY
Joseph Hilgard1, Christopher R. Engelhardt1, Bruce D. Bartholow1
1University of Missouri - Columbia
A new measure of individual habits and preferences in game use is developed. Three factors were significantly related to pathological (i.e. excessive) game use: the use of games to escape daily life, the use of games as a social outlet, and positive attitudes towards the steady accumulation of in-game rewards.

E181
IMAGINED STEREOTYPE THREAT AFFECTS WOMEN’S MATH-RELATED CAREER MOTIVATION - THE ROLE OF ANTICIPATED AFFECT
Carolin Schuster1, Sarah Elisabeth Martiny2
1University of Konstanz
Two experimental studies demonstrate that stereotype threat decreases motivation even when it is only imagined. Women, but not men, anticipated higher negative and lower positive affect in stereotype threat scenarios compared to no threat scenarios. Imagining stereotype threat lowered women’s math-related career motivation; this effect was mediated by positive affect.

E182
HELPING WITH ROSE-COLORED GLASSES: REGULATORY MODE AND BIASED PERCEPTIONS OF SOCIAL SUPPORT PROVISION
Katherine Zee1, Justin V. Cavallo2, Tony Higgins3
1Goldsmiths, University of London, 2Wilfrid Laurier University, 3Columbia University
Regulatory Mode orientations have emerged as significant predictors of support provision. Further research indicates that providers high on ‘locomotion’ hold a positively skewed view of their support’s effectiveness that recipients do not share, whereas those high on ‘assessment’ show an ironic negative bias.

E183
EXPLORING THE ROLE OF SOCIAL BELONGING AND CULTURAL MISMATCH: FIRST GENERATION COLLEGE STUDENTS
Yoi Tibbetts1, Judith Harackiewicz1, Janet Hyde1
1University of Wisconsin - Madison
Our results indicate that first-generation college students have different motivational orientations towards college than their continuing generation student peers and that this has negative implications for feelings of social belongingness and academic performance. The relationship between motivation orientation, belongingness, and academic performance is also explored.

E184
REMAKING OUR PAST: SELF-ENHANCING FALSE MEMORIES.
Steven J. Frenda1, Elizabeth F. Loftus1
1University of California, Irvine
Fabricating stories about one’s past can lead to false memories, and research suggests that people spontaneously misremember their past in a way that reflects positively on them. The present studies show that people are more likely to mistakenly claim fabricated stories as true memories when the stories are self-enhancing, rather than self-diminishing.

E185
PERCEIVED CONTROL OF THE ATtribution PROCESS: A PILOT STUDY
Evan Jacob Fishman1
1Arizona State University
Participants who perceived control of their attributions (PCA) and were aware of the motivational consequences (AMC) of attributions were more likely to feel autonomous. Levels of PCA were influenced by the controllability of the event for which attributions were made. Preliminary evidence for the validity of the constructs was demonstrated.

E186
CONSTRUAL LEVEL MODERATES WEEK-LONG EXERCISE BEHAVIOR
Allison Sweeney1, Antonio Freitas1
1Stony Brook University
An abstract (versus concrete) mindset increases immediate self-control, but does it impact long-term goal pursuit? After agreeing to exercise 3 times in the coming week, participants completed a mindset manipulation. One week later, participants in the abstract condition reported spending significantly more minutes exercising than those in the concrete condition.

E187
WHEN FAILURE HURTS THE MOST: GOAL FUSION AND THE IMPACT OF NEGATIVE FEEDBACK ON SELF-CONCEPT CLARITY
Jessica Curtis1, Edward Burbkley1
1Oklahoma State University
The effect of feedback on self-concept clarity with consideration of Goal Fusion was investigated. Participants were given false feedback about their performance on an analytical measure. Individuals who...
were more fused with the goal and received successful feedback reported clearer self-concept clarity than those who received failure feedback.

**E188**

**PERFECTIONISM: GOOD, BAD, OR GROWTH?**

Elissa A. Lauber¹, Jack J. Bauer²

¹University of Dayton

Seventy-eight university students were surveyed for personality characteristics relating to perfectionism and motivation. Participants were assigned to a condition designed to elicit either adaptive or maladaptive perfectionism on an anagram task. Results showed that participants in the adaptive perfectionism group solved more anagrams than those in the maladaptive perfectionism group.

**E189**

**INTERPERSONAL DETERMINANTS OF SELF-REGULATION: ATTACHMENT STYLES INFLUENCE LOCOMOTION AND ASSESSMENT TENDENCIES**

Anna Vazou-Nieuwenhuis¹, Edward Orehek², Ellen Quick²

¹University of Pittsburgh, ²Grand Valley State University

The present research investigated potential interpersonal determinants of self-regulatory orientations. Four studies, using correlational and experimental designs, found that avoidant attachment leads to decreased locomotion tendencies and anxious attachment leads to increased assessment tendencies. Moreover, manipulations of locomotion versus assessment produced corresponding changes in attachment styles.

**E190**

**WHAT IS THE INFORMATION PRESENTATION TO MOTIVATE ENERGY-SAVING BEHAVIOR?**

Hiroki Takehashi¹

¹Tokyo Future University

This study explored the effective ways of feedback to motivate energy saving. Results indicated that contrasting amount of energy use with the goal was more effective than presenting only current use. It also suggested a possibility that comprehensibility and pleasantness of information were related with motivation to save their energy.

**E191**

**THE INFLUENCE OF REGULATORY FOCUS ON STANDARDIZED TEST PERFORMANCE**

Emily Quinn Rosenzweig¹, David Miele²

¹University of Maryland, College Park, ²Boston College

Three studies examined how regulatory focus affects standardized test performance. In Studies 1 and 2, prevention-focused students outperformed promotion-focused students on an SAT-style test, suggesting that prevention focus is adaptive for performance in low-stakes testing situations. However, under increased time pressure (Study 3), promotion- and prevention-focused students tested equally well.

**E192**

**LONG-TERM BENEFITS OF AN ATTRIBUTION-BASED TREATMENT INTERVENTION IN COMPETITIVE ACHIEVEMENT SETTING: FIVE-YEAR GRADUATION RATES**

Raymond P. Perry¹, Jeremy M. Hamm¹, Judith G. Chipperfield¹, Steve Hladkyj¹, Patti C. Parker¹, Reinhard Pekrun²

¹University of Manitoba, ²University of Munich

A motivation intervention based on Weiner’s attribution theory (1985, 2006) increased students’ graduation rates five years post-treatment more than two times their no-treatment counterparts. These results underscore the significance of attribution-based treatments for long-term motivation and persistence in competitive, low control achievement settings.

**E193**

**THE EFFECTS OF NEED-SUPPORTIVE CRITICISM ON INTRINSIC MOTIVATION**

Carlton Jing Fong¹, Erika Alisha Patali¹

¹The University of Texas at Austin

This study investigated whether need-supportive criticism increases intrinsic motivation. Results suggested that competence-supportive criticism led to enhanced self-reported interest in the task compared to negative feedback. Participants who received autonomy-supportive criticism spent more time re-engaging in the task. Need-supportive criticism buffered the expected ego-threatening impact of negative feedback.

**E194**

**PARENTAL BELIEFS ABOUT MATH AND VERBAL ABILITY PREDICT SELF-REPORTED BEHAVIOR: THE ROLE OF CHILD COMPETENCE**

Katherine Muenks¹, David Miele¹

¹University of Maryland, College Park

Two studies found that parents’ beliefs about their children’s competence in math and reading were related to their self-reported use of mastery- and performance-oriented parenting strategies during a challenging math or reading task, but only if parents believed that their children’s abilities in these domains were relatively fixed.

**E195**

**THE STRATEGIC IMPACT OF PERFORMANCE-APPROACH GOAL PURSUIT ON PERFORMANCE WHEN FACING SCHEDULED VS. UNSCHEDULED TESTS: STUDENTS’ INITIAL LEVEL MATTERS.**

Marie Crouzevialle¹, Fabrizio Butera¹

¹University of Lausanne

We examined whether pursuing performance-approach goals leads students to study strategically – rather than regularly – only before scheduled evaluations. We manipulated test announcement (scheduled vs. pop quiz), and obtained evidence that low-achievers’ performance was weakened when the test had not been anticipated, a difference that was not observed for high-achievers.

**E196**

**IMPLICIT MINDFULNESS PRIMING: PRIMING MINDFULNESS GOALS BUFFERS AGAINST FAILING AT ANAGRAMS**

Catherine Maude Bergeron¹, Anne Julien¹, Stéphane Dandeneau¹

¹Université du Québec à Montréal

A novel implicit mindfulness priming manipulation was tested. Results revealed that priming mindfulness goals before failing at anagrams maintained positive affects but did not lead to an explicit state of ‘mindfulness’. Findings suggest that implicitly priming goals related to mindfulness may be an effective way of coping with stress.

**E197**

**MASTERY-AVOIDANCE ACHIEVEMENT GOAL EFFECTS IN YOUNG VERSUS ELDERLY ADULTS: A LABORATORY TEST**

Corwin Senko¹

¹State University of New York - New Paltz

Bridging achievement goal theory with lifespan motivation theories, this study compared young and elderly adults’ persistence on a laboratory task while pursuing either mastery-approach or mastery-avoidance achievement goals. Young adults persisted longer in the mastery-approach goal condition, but elderly adults persisted equally long in both conditions. Theoretical implications are discussed.

**E198**

**THREAT INDUCED POTENTIATION OF NOVEL PREPOTENT RESPONSES**

Adam J. Brown¹, Stephen G. Harkins¹

¹Northeastern University

Mere Effort argues that social threat motivates participants to perform well, potentiating the prepotent response. Novel prepotent responses were trained using a paired-associates paradigm, followed
E199
EVALUATIVE PRESSURE INCREASES OR DECREASES ATTENTIONAL DISTRACTIBILITY: IT DEPENDS ON WHAT YOU SET!
Alice Normand1, Jean-Claude Croizet1
1University of Poitiers

The present research (3 studies) demonstrated that being under evaluative pressure induces strong attentional biases towards information that matches current goal settings, which can result in higher cognitive distraction when irrelevant information carries properties that somehow relate to goal settings. Altogether these findings highlight how performance self-relevance impacts low-level cognition.

E200
PREDICTORS AND OUTCOMES OF LEADER’ MOTIVES TO DEVELOP THEIR FOLLOWERS: THE WHY MATTERS TOO
Eyal Rechter1, Noga Sverdlik2
1Ono Academic College & The College of Management Academic Studies, 2Ben-Gurion University of the Negev

We explore Leaders’ motives to support the development of their subordinates. We show that leadership style and level of education predict different motives, and that motives on which there is leader-subordinates agreement predict subordinates’ emotions towards their leader. These findings emphasize the importance understanding managers’ motives to develop their subordinates.

E201
WISHFUL SEEING EXTENDED: MOTIVATION, PERCEPTUAL SET, AND THE PERCEPTION OF COLORS
Andreas Steimer1, David Dunning2
1University of Heidelberg, 2Cornell University

This study examined the role of perceptual set as an underlying mechanism of motivated visual perception. In line with the perceptual set idea, participants displayed enhanced detection of objects sharing one feature, namely color, with a desirable object relative to objects sharing the color of an undesirable object.

E202
REWARD AND EFFORT-RELATED CARDIAC ACTIVITY: ON THE INFLUENCE OF IMPLICIT AFFECT
Laure Freydetfont1, Guido Gendolla2
1New York University, 2University of Geneva

This 2 (prime: anger vs. sadness) x 2 (reward: low vs. high) experiment found that reward increases effort-related cardiac response when participants are exposed to masked affect primes during task performance.

E203
TOMORROW NEVER KNOWS: PARADOXICAL EFFECTS OF A FUTURE PRIME ON PERFORMANCE AMONG LOW SOCIOECONOMIC STATUS COLLEGE STUDENTS
Sarah Dayle Herrmann1, Jessica Bodford1, Robert Adelman3, Oliver Graudeus1, Morris Okun1, Virginia S.Y. Kwan3
1Arizona State University

This research shows that low SES students (a) have less concrete outcomes in mind when asked to think about the future, (b) show poorer academic performance after a future-perspective induction, and (c) express higher academic motivation, obtain higher grades and show lower dropout rates after a carefully guided temporal intervention.

E204
WHY DO(N’T) YOUR PARTNER’S EFFORTS AT SELF-IMPROVEMENT MAKE YOU HAPPY? AN IMPLICIT THEORIES PERSPECTIVE
Chin Ming Hui1, Daniel C. Molden1, Michael H. Bond1
1University of Chicago, 2Northwestern University, 3Hong Kong Polytechnic University

This research examines when and why people appreciate their partner’s efforts at improving interpersonal skills. An experiment that induced entity or incremental theories and a longitudinal study measuring such theories demonstrated that perceptions of partner’s self-improvement efforts more strongly predicted relationship security and quality among incremental theorists than entity theorists.

E205
PERSONAL GOAL DIFFICULTY AFFECTS THE RECEPTIVITY TO INTERPERSONAL GOAL SUPPORT
Francesca Righettn1, Madoka Kumashiro2
1Vrije Universiteit Amsterdam, 2Goldsmiths, University of London

This work examined whether goal difficulty affects people’s openness to interpersonal goal support. Using a multiple methods approach, three studies revealed that when people are pursuing difficult goals, rather than easy ones, they are less likely to be receptive to their partners’ support. This, in turn, undermines relational well-being.

E206
PSYCHOLOGICAL DRIVERS OF FAST AND SLOW LIFE HISTORY STRATEGIES: THE SENSE OF PERSONAL CONTROL
Chiraag Mittal1, Vladas Griskevicius1
1University of Minnesota

Drawing on life history theory, the current research examined the psychological mechanism underlying responses to resource scarcity, testing whether perception of control drives these effects. Across four experiments, we show that scarcity cues alter perceptions of control.

E207
THE EFFECTIVENESS OF RECIPROCITY APPEALS IN ECONOMIC BOOMS AND BUSTS
Andrew Edward White1, Douglas T. Kenrick1, Andrea Morales1
1Arizona State University

We examined the relationship between scarcity and reciprocity and found that: (1) chronic concerns about resource scarcity (low socioeconomic status) predict increased reciprocity, (2) experimentally activating resource scarcity enhances the effectiveness of reciprocity appeals, and (3) this effect is moderated by the type of relationship that exists between potential reciprocal partners.

E208
WHEN CONSCIOUS AND UNCONSCIOUS REWARD PROCESSING LEAD TO INEFFICIENT OR POOR PERFORMANCE
Claire M. Zedelius1
1University of California Santa Barbara

Recent research has shown that people can become motivated not only by rewards they consciously reflect on, but also by rewards they perceive unconsciously. The present studies compare the effects of conscious and unconscious rewards, focusing specifically on situations where unconscious – or conscious – rewards lead to inefficient or poor performance.

E209
GOAL DISRUPTION THEORY: THE UNIQUE INFLUENCE OF UNEXPECTED GOAL VIOLATIONS.
Jason T. Siegel1
1Claremont Graduate University

Goal disruption theory posits that unexpected goal violations, compared to expected violations, are particularly problematic. Four experiments, using 4 different manipulations, revealed unexpected goal violations had a significantly greater impact on psychological
E210
AN EXAMINATION OF VALUES AND RIGHT-WING AUTHORITARIANISM IN AN AFRICAN-AMERICAN STUDENT SAMPLE
Lauren C. Allen 1, Janel M. Gill 1, Angela P. Cole 1
1 Howard University

Relations among values, RWA, and its associated attitudes are examined in an African-American student sample. Correlational and PCA analyses indicate our data are well characterized by Schwartz’s value theory. The two-dimensional circumplex and sinusoidal curves produced were as hypothesized; however, our sample’s RWA attitude content differed from previously studied samples.

Organizational Behavior

E211
GENDER AND ORGANIZATIONAL CITIZENSHIP BEHAVIORS: DECREASED BEHAVIORAL EXPECTATIONS CAUSED BY GENDER STEREOTYPING
Dan Chiaburu 1, Katina Sawyer 1, Troy Smith 1, Nicolas Brown 1, Brad Harris 1
1 Texas A&M University, 2 Villanova University, 1 Florida Atlantic University, 1 University of Illinois at Urbana-Champaign

In two experimental studies, we examined whether respondents’ expectations of employees’ civic virtue would vary as a function of target gender and stereotype activation or threat manipulations. Results demonstrated that women were expected to perform fewer civic virtue behaviors when respondents’ gender stereotypes were activated and in high threat conditions.

E212
EMOTIONAL LABOR AND BURNOUT: THE ROLE OF EXTROVERSION
Christopher T. Huynh 1, James A. De Leon 1, Bharati Belwalkar 2
1 Louisiana Tech University

We investigated extroversion as a potential moderator of the relationship between emotional labor and burnout. Consistent with previous research, direct relationships between emotional labor and burnout were found; however the results failed to support extroversion as a moderator. Implications and future research are discussed.

E213
PROACTIVE PERSONALITY: A VALID PREDICTOR OF TASK PERFORMANCE
Bharati Belwalkar 2, Jerome Tobacyk 1, James DeLeon 1, Christopher Huynh 1
1 Louisiana Tech University

The present research evaluated the predictive validity of proactive personality in relation to performance. Results (n = 119) indicated that proactive personality was a significant predictor of task performance after controlling for such robust predictors as conscientiousness and experience. It shows that proactive personality may be useful in selection contexts.

E214
EFFECTS OF MONITORING AND FEEDBACK WITH GOAL-SETTING ON SIMPLE TASK PERFORMANCE, STRESS, AND ANXIETY
Jack Aiello 1, Thomas Cuthbert 1
1 Rutgers University

This study examined the effects of electronic performance monitoring and feedback with goal-setting on simple task performance, stress, and anxiety. Participants who received negative far-from-goal feedback performed better than no feedback and reported the greatest stress and anxiety, providing support for drive theory.

E215
SELF-EXPANSION IN THE WORKPLACE INCREASES ORGANIZATIONAL CITIZENSHIP AND REDUCES TURNOVER INTENTIONS
Kevin P. McIntyre 1, Annie Simpson 1, Brent A. Mattingly 1, Gary W. Lewandowski, Jr. 4
1 Trinity University, 2 Central Michigan University, 3 Ursinus College, 4 Monmouth University

In this research, we predict that the experience of workplace self-expansion should lead individuals to engage in organizational citizenship behaviors and be less likely to experience turnover intentions and counterproductive work behaviors. Results (n = 160) support our predictions for organizational citizenship and turnover intentions, but not counterproductive work behaviors.

E216
DELIVERING FEEDBACK: HOW SUPERVISOR NONVERBAL COMMUNICATION STYLE IMPACTS PERCEPTIONS AND PERFORMANCE
Sara Manuel 1, Kaye Ramirez 1, Jack Aiello 1, Christopher To 1
1 Rutgers University

The impact of nonverbal communication style used during evaluations on future performance and perceptions of the evaluator were assessed. Verbal content remained constant. Warm nonverbal style with positive feedback led to higher performance levels and more positive assessments. The warm style also buffered the detrimental consequences of delivering negative feedback.

E217
HIERARCHICAL INTERPERSONAL STYLES: DISTINCTIVE EFFECTS OF AUTONOMY SUPPORT, BEHAVIORAL CONTROL AND PSYCHOLOGICAL CONTROL
E. Gaëlle Hortop 1, Maxime A. Tremblay 1, Céline M. Blanchard-B
1 University of Ottawa

Effects of Autonomy Support on individual well-being differ from Behavioural Control and Psychological Control, with participants in the AS condition engaging the most during the free-choice period and reporting the highest levels of positive laboratory experiences and those in the PC doing the worst.

E218
POWERING CREATIVITY: RESOURCE FRAMES SHAPE AND AMPLIFY POWER’S EFFECT ON CREATIVITY
Kelsey N. Williamson 1, Victoria C. Saba 2, Johnathan W. Kunstman 2
1 Miami University

To test the discrete effects of resource control on creativity, power was operationalized either in terms of punishment control (ability to withhold resources from subordinates) or reward control (ability to give resources to subordinates). Consistent with the social distance theory of power, punishment-framed power increased creativity compared to reward-framed power.

E219
CONSCIENTIOUSNESS, CORE SELF-EVALUATION, AND WORK PERFORMANCE: THE MODERATING ROLE OF MINDFULNESS
Alexander Mathew 1, E. S. Srinivas 2, Amit Nandkeolyar 2, G. Ashok Kumar 1
1 Independent, Florida, USA, 2 XCL Jamshedpur, India, 3 Indian School of Business, 4 IBS Hyderabad, India

In this study, we examined the moderating role of mindfulness on the relationship between personality dispositions and work performance. We found that the two well-known predictors of traditional work performance, conscientiousness and core self-evaluation, impacts the three facets of work performance under high level of mindfulness.
E220 WHEN AND WHY THE NORM OF RECIPROCITY IS WEAKER: THEORY AND EVIDENCE
Peter Belmi1,2, Jeff Pfeffer1
1Stanford GSB
We found that merely having people think of themselves as occupying an organizational role can weaken their desire to reciprocate favors. The effect occurred because organizational roles elicit more calculative and future-oriented thinking, prompting people to respond to others in terms of costs and benefits.

E221 THE SOCIAL OUTCOMES OF THE COGNITIVE NETWORK: A STATUS PERCEPTION THEORY
Siyu Yu1
1UC Berkeley
This study investigates the negative social outcomes associated with individuals’ network overestimation in organizations. These individuals are perceived as status self-enhancers and thus received social rejection from their peers. Results from field and laboratory demonstrate that overestimating one’s own network decreases individuals’ group satisfaction, success, and perceived status.

E222 POWER, STATUS, AND CONFLICT CATEGORIZATION
Siyu Yu1
1UC Berkeley
This study investigates how power/status influences individuals’ intra-group conflict categorization. Studies found that powerful individuals tend to categorize a conflict as a relationship/status conflict instead of a task/process conflict. Yet status works in the reversed direction. Also, people are more likely to categorize task/process conflict in stable power/status hierarchies.

E223 JOB STRESS, JOB SATISFACTION, AND OCB: THE MODERATING ROLE OF WORK LOCUS OF CONTROL
James Allison De Leon1, Christopher Huyhn1, Bharati Belwalkar1, Tilman Sheets2
1Louisiana Tech University
2University of North Florida
We investigated work locus of control as a potential moderator of the relationships between job stress/job satisfaction and job stress/OCB. Direct relationships between job stress and job satisfaction were found, as well as a moderation effect. However, the results failed to provide support for the job stress/OCB relationship.

E224 BENEVOLENCE TRUST AS A PREDICTOR OF PERCEPTIONS OF SOCIALLY DEPENDENT AGRICULTURAL SYSTEMS
Ashley Ann Greene1, Steven Berry1, Heather Truelove2
1University of North Florida
Sri Lankan farmers engage in social dilemmas that require the extension of trust for collective gain. A general trust scale correlated significantly with perceptions of a farmer organization and a collective (but not individual) farming behavior. Results shed light on the importance of benevolence trust in socially-dependent agricultural practices.

E225 WHO CAN TAKE THE REINS OF POWER?: LEADERSHIP PERFORMANCE, GROUP MEMBERSHIP, AND LEADERSHIP COMPETENCE BELIEFS MODULATE RELINQUISHING POWER INTENTIONS
Nathaniel J. Ratcliff1, Theresa K. Vescio1
1The Pennsylvania State University
Previously, social power has been linked to stereotyping and subtle forms of discrimination (Vescio et al., 2005). In the current examination, we test the hypothesis that people in leadership positions will be less likely to imagine that they would relinquish power to members from traditionally underrepresented groups (i.e., African-Americans).

E226 BEING LEADERS AND FOLLOWERS: MODEL OF LEADER-FOLLOWER SWITCHING
Tara McCoy1, Thomas Sy1
1University of California, Riverside
Leader-Follower Switching (LFS); is the intrapersonal process of switching between leader and follower roles. In other words, LFS is how often individuals consider themselves leaders and followers in the workplace. We investigated how this process works and its relation to work factors such as job satisfaction and leader effectiveness.

E227 SOCIAL NETWORK STICKINESS DETERMINES CULTURALLY ORIENTED COGNITION
Alvaro San Martin1, Joanna Schug2, William Maddux1
1INSEAD, 2College of William and Mary
We propose that social network stickiness (i.e., people’s perceived inability to freely exit relationships and groups) increases holistic attention and attenuates the correspondence bias. Correlational data from 552 undergraduates in four very different countries and experimental data using American samples confirmed these hypotheses. External locus of control mediated the effects.

E228 LIFE OUT OF BALANCE: HOW ANTICIPATED RESIDENTIAL MOBILITY IMPACTS DECISION MAKING IN THE DOMAINS OF CAREER AND RELATIONSHIPS
Casey Eggleston1, Shigehiro Oishi1
1University of Virginia
Residential mobility research has typically focused on a person’s past history of mobility, but what about moves that are anticipated for the future? Two studies including individuals from diverse backgrounds (university vs. community college) find that anticipated mobility explains differences in the prioritization of career and relationship goals.

Self-Regulation

E229 THE BURDEN OF RESPONSIBILITY: SOME INTERPERSONAL COSTS OF HAVING HIGH SELF-CONTROL
Christy Zhou1, Michelle R. vanDellen1, Gráinne M. Fitzsimons1
1Duke University, 2University of Georgia
Across four studies, we showed that people have higher expectations and assign more task responsibilities to individuals who are high (vs. low) on self-control resources. As a result, this leads to a feeling of burden in high self-control individuals, leaving them feeling less satisfied with their relationships with their partners.

E230 ONLY ONE SMALL SIN: HOW INTERDEPENDENT SELF-CONSTRUAL FACILITATES SELF-CONTROL
Janina Steinmetz1, Thomas Mussweiler1
1University of Cologne, Germany
We expect that interdependent self-construal facilitates self-control due to interrelated perception of temptations. In Study 1, interdependent (versus independent) self-construal predicted delay of chocolate consumption to earn money. In Studies 2-4, priming of interdependent (versus independent) self-construal led to better financial self-control and to higher perceived overlap between temptations.
E231
A TEST OF THE RESOURCE ALLOCATION MODEL OF SELF-CONTROL
Sarah E. Ainsworth1, Roy F. Baumeister2
1Florida State University
2University at Buffalo, The State University of New York
Inducing participants to believe willpower is unlimited (Experiment 1) and assigning participants to be group leaders (Experiment 2) prevented performance decrements from ego depletion by increasing the body's tendency to allocate stored glucose energy to current tasks. These experiments provide evidence consistent with the resource allocation model of self-control.

E232
AFFECTIVE INFLExIBILITY AND BROODING AS SYNERGISTIC PREDICTORS OF DEPRESSED MOOD: A PROSPECTIVE STUDY
Jonathan P. Stange1, Evan Kleinman2, Jessica L. Hamilton3, Lauren B. Alloy4, John H. Riskind5
1Temple University, 2George Mason University
Individuals with higher levels of brooding (self-focused repetitive thought about one's negative affect) were more likely to experience increases in depressive symptoms if they also had an inflexible affective style (inability to adjust affect to situational demands), suggesting that inflexible emotion-regulatory styles may work together in conferring risk for depression.

E233
BE CAREFUL HOW YOU WISH FOR: FRAMING GOALS AS HIGHLY RESTRICTIVE PROMOTES SELF-REGULATORY FAILURE.
Steven G. Buzinski1
1University of North Carolina at Chapel Hill
Goal characteristics influence the likelihood of self-regulatory success. One such characteristic, goal restriction, was hypothesized to retard self-regulation. Four studies showed that reactance is negatively related to goal commitment (1), and that restrictive goal frames cause attitude shifts (2 & 3) and behavioral indulgences (4) consistent with self-regulatory failure.

E234
SELF-REGULATION AND FIRST IMPRESSIONS: THE INFLUENCE OF REGULATORY MODE ON LIKING AND WILLINGNESS TO DISCLOSE
Sandra Linda Rodgίn1, Michael M. Maciak2, Karisa Lee3, Harry Reis2
1Yeshiva University, 2University of Rochester
This study explores the implications of self-regulatory modes on cognition and behavior in first-encounter, same-sex interactions. With 131 dyads, we found actor and partner effects for regulatory mode predicting liking, willingness to disclose, perceived similarity, and comfort within the interaction.

E235
FAILING TO NOT THINK ABOUT FAILING: WHY THOUGHT SUPPRESSION DEPLETES REGULATORY RESOURCES
Natalina Zlatevska1, Elizabeth Cowley2
1Bond University, 2The University of Sydney
This research is the first to investigate why thought suppression causes regulatory resource depletion. Across four experiments we demonstrate that the process of finding distracting thoughts after an intrusion by an unwanted thought causes resource depletion. And, when adequately distracting thoughts are provided, they can reduce, and even eliminate, resource depletion.

E236
THE ROLE OF SELF-REGULATORY RESOURCES IN MAINTAINING UNREALISTIC OPTIMISM IN ROMANTIC RELATIONSHIPS
Matthew Brent Findley1, Mauricio Carvallo2, Jaye Derrick2, Christopher Bartak1
1University of Oklahoma, 2University at Buffalo, The State University of New York
The current research examined whether individuals’ ability to be unrealistically optimistic regarding the future of their relationship requires self-regulatory resources. The results revealed that for participants who are high in self-esteem and relatively new to a romantic relationship, being depleted of self-regulatory resources results in lower reported unrealistic optimism.

E237
A CONTEST BETWEEN TWO SELVES: EXPLORING SELF-NEGOTIATION
Sung Hee Kim1, Charles E. Hoogland2
1University of Kentucky
Although research on negotiation hints that self-negotiation (negotiation between two selves) resembles interpersonal negotiation, it has received little empirical attention. The present study showed that self-negotiation used similar social influence strategies in persuading the other self, and gender and topic of negotiation affected which self prevailed in the final outcome.

E238
SELF-EFFICACY WITHIN IDENTITY-THREATENED DOMAINS: THE ROLE OF IMPLICIT PERSON THEORIES IN SELF-REGULATION
Lisa Amy Auster-Gussman1, Crystal Hoyt2, Jeni Burnette2, Kelsey Greenfield4
1University of Minnesota, 2University of Richmond
Across two studies and two different threatened social identities we show that incremental person theories, belief that people’s personalities and abilities are malleable, predict greater levels of self-efficacy for those with threatened identities. We show this for women in leadership and math domains and for the overweight in portion control.

E239
SELF-DISTANCING IMPROVES WOMEN’S MATH MOTIVATION AFTER NEGATIVE PERFORMANCE FEEDBACK
Adrienne Nicole Dougherty1, Ethan Kross2, Denise Sekaquaptewa3
1University of Michigan
Female math and science majors were instructed to take either a self-distanced or a self-immersed perspective on their emotions after receiving negative performance feedback on an exam. Participants who self-distanced attempted more problems on a subsequent math test, and rated themselves as more likely to continue in math and science.

E240
STRATEGIC SELF-REGULATION PREDICTS INCREASES IN BMI AMONG UNDERGRADUATES
Amber McGetrick1, Emma Bennett1, Niels Christensen1
1Radford University
The current research examines the use of “metaregulation” (individual strategies designed to circumvent over-reliance on self-regulation) as a predictor of change in BMI among undergraduates. The results showed that low metaregulators experienced greater increases in BMI than high metaregulators, who typically maintained the same weight during the five months.

E241
THE CONSEQUENCE OF ANTICIPATING FUTURE EMOTIONS FOR BEHAVIORAL SELF-REGULATION
Christina M. Brown1, Harrison Stoll2, Veronika Bailey1, Tanisha Thelemaque2
1Arcadia University, 2Villanova University, 3Saint Louis University
Behavioral self-regulation occurs when a person actively changes the self to reach a goal. Although anticipated emotions have been found to proportionally predict effort in behavioral self-regulation, we found that simply anticipating how one will feel after an upcoming goal evaluation actually reduced behavioral self-regulation relative to a control condition.
E242
THE CHALLENGE OF TEMPTATIONS: DEFENDING DIFFICULT GOAL PURSUITS
Su Hean Park¹, James Y. Shah¹
¹Duke University
In present study employs a surprise recall task to examine the factors that may impact individuals’ sensitivity to goal-related means and temptations. Our results suggest that the perceived challenge of goals may significantly impact individuals’ sensitivity to potential means and their tendency to inhibit temptations.

E243
THE INFLUENCE OF PEOPLE’S MOTIVATIONAL ORIENTATIONS IN THEIR PREDICTIONS OF OTHERS’ BEHAVIORS AND DECISIONS: FIRST INDICATIONS OF EGOCENTRISM
Karl-Andrew H. Woltin¹, Vincent Y. Yzerbyt²
¹Université catholique de Louvain, Belgium
Based on social projection research and theorizing, we predicted and found that in predictions of others’ choices, persuasion, attention to romantic alternatives and product preferences, people rely on their motivational orientations in terms of induced regulatory focus and regulatory mode. Stereotypic and idiosyncratic knowledge constituted boundary conditions.

E244
OPTIMAL AND SUBOPTIMAL FEATURES OF SELF-REGULATION IN HARMONIOUS AND OBSESSIVE PASSIONATE RUNNERS
Pier-Eric Chamberland¹, Paule Miquelon², Alexandre Castonguay³
¹University of Quebec in Trois-Rivières
We explore why harmonious and obsessive passion in runners may lead to opposed outcomes by assessing their relationship with exercise habit and self-regulatory difficulties as optimal and suboptimal sides of self-regulation. Results suggest that obsessive passion’s automaticity is mainly focused on uncontrollability and thus provides no protection against competing demands.

E245
RECYCLE YOUR STRESS! HOW THE INTERPRETATION OF ACUTE STRESS INFLUENCES BLOOD PRESSURE, COGNITIVE PERFORMANCE AND RUMINATION.
Violetta Schran¹, Eva Walther²
¹University of Trier
Reappraising arousal boosts efficient sympathetic activation and analytic performance. We investigated if mindful awareness of bodily changes without positive re-evaluation of this perception also helps to buffer against negative stress responses. Taken together the results suggest that both mindfulness and reappraisal influence stress-related blood pressure, working memory performance and rumination.

E246
DOES THE PRESENCE OF A SUPPORTIVE OTHER IMPROVE SELF-CONTROL ABILITIES?
Ellen Quick¹, Anna Vazeou-Nieuwenhuis², Edward Orehek²
¹Grand Valley State University, ²University of Pittsburgh
Research has not investigated interpersonal factors that contribute to self-control abilities. In both a correlational and experimental design, participants’ self-control abilities co-varied with the perceived supportiveness of the other person present. This effect was mediated by the perceived quality of conversations the participant had with the support provider.

E247
MENTAL CONTRASTING PROMOTES COMMITMENT AND ENERGIZATION CONGRUENT WITH PHYSIOLOGICAL RESPONSES
Katherine Reilly Thorson¹, Gabriele Oettingen², Peter M. Gollwitzer²
¹New York University, ²New York University, University of Hamburg, ³New York University, University of Konstanz
We measured respiratory sinus arrhythmia (RSA) reactivity following one of two self-regulatory thought manipulations: mental contrasting or indulging. There were significant interaction effects between condition and RSA reactivity on reported commitment and energization. These results support the hypothesis that mental contrasting promotes congruency between physiology and reported commitment and energization.

E248
SELF-CONTROL TRAINING INCREASES EMOTIONAL WELLBEING THROUGH IMPROVED USE OF EMOTION REGULATION STRATEGIES
Eleanor Miles¹, Paschal Sheeran², Ian MacDonald³, Harriet Baird³, Thomas L. Webb⁴, Peter R. Harris¹
¹University of Sussex, UK, ²University of North Carolina, Chapel Hill, ³University of Sheffield, UK
We investigated the impact of 6 weeks of daily self-control training on emotions and emotion regulation. Participants who underwent training reported fewer negative and more positive emotions and showed improved wellbeing and life satisfaction compared to control groups. Improved choice of regulation strategies mediated the effect of training on outcomes.

E249
THE ROLE OF SOCIAL ANXIETY IN SELF-CONTROL DEPLETION
Lyndsay Ann Nelson¹, Jessica Williamson¹, Ginette Cara Blackhart¹
¹East Tennessee State University
We examined how social evaluation would affect the self-control of socially anxious individuals. After presenting a speech, participants higher in social anxiety ate significantly more cookies than those lower in social anxiety. Findings suggest that socially anxious individuals may be at increased risk of problems associated with poor self-regulation.

E250
THE ROLE OF CONTINGENT SELF-WORTH ON THE EGO-DEPLETION EFFECT
Sara Greaves¹, Gwendolyn Seidman¹
¹Albright College
Various factors have been shown to moderate ego-depletion, including motivation. The present study examines if competition-contingent self-worth enables people to overcome ego-depletion when presented with a competitive task. The results showed that having high competition-contingent self worth and engaging in the competitive versus non-competitive task lead to persistence.

E251
THE ROLE OF SELF-CONTROL IN THE ALCOHOL-EXPECTANCIES-MOTIVES MODEL
Lindsey C. Harkabus¹, Danielle D. Dickens², Jennifer J. Haman²
¹Troy University, ²Colorado State University
The Alcohol-Expectancies-Motives model (Engles, Wiers, Lemmers, & Overbeek, 2005) emphasizes the associations between general self-efficacy, drinking motives, and alcohol expectancies to help explain college student’s alcohol use. The current study extended on previous research by adding self-control as a variable within the proposed model.

E252
REWARD DOES NOT COMPLETELY COMPENSATE FOR EGO DEPLETION: FINDINGS FROM THE SELF-CONTROL TASK UNDER DIFFERENT COGNITIVE LOAD CONDITIONS.
Takayuki Goto¹, Toshiyuki Himichi², Shingo Kurosu¹, Kenshiro Ichimura³, Sayaka Iwama¹, Tamami Nishi¹, Takashi Kusumi¹
¹University of Sheffield, ²Keio University, ³University of Tokyo
We investigated whether reward compensates for ego depletion under different cognitive loads. Participants previously depleted and motivated performed better under low cognitive loads, but performed poorly under high cognitive load, as did depleted-only participants.
These findings support the contribution of both limited resource and motivation to the depletion of self-control.

**E253**

**IS THE EFFECT OF REGULATORY RESOURCE DEPLETION MEDIATED BY SELF-EFFICACY?**

Jason Tak-Sang Chow1, Shun Lau2

1The University of Hong Kong

The present research tested the hypothesis that self-efficacy mediates the effect of ego-depletion. Two experiments which used the dual-task paradigm, with different measures of self-efficacy and self-regulation, provide converging evidence in support of this hypothesis. The present findings contribute to the existing knowledge of the psychological process underlying ego-depletion.

**E254**

**THE IMPLICATIONS OF COUNTERFACTUAL MINDSETS FOR THE FUNCTIONING OF IMPLEMENTATION INTENTIONS**

Kathleen Cameron McCulloch1, Rachel Smallman2

1Lancaster University; 2Texas A and M

Two experiments pitted implementation against goal intentions and assessed the interaction with subtractive and additive counterfactual mindsets on cue detection and response efficiency. For response efficiency, a significant crossover interaction emerged wherein implementation intentions vs. goal intentions and subtractive vs. additive mindsets led to more accurate and flexible responding.

**E255**

**THE ROLE OF TRAIT SELF-CONTROL IN OVERRIDING DOMINANT BEHAVIOR**

Xiang Liu1, Sarah E. Ainsworth2, Ginette C. Blackhart1

1East Tennessee State University; 2Florida State University

We examined how trait self-control (TSC) moderates self-control depletion when overriding dominant responses. Using Stroop interference scores as the DV, two studies found that higher TSC participants showed reduced self-control depletion compared to lower ones. Findings suggest depletion motivates higher TSC participants to exert better control on overriding dominant responses.

**E256**

**WHEN THE WEARY PUNISH THE BEAUTIFUL: THE EFFECT OF EGO DEPLETION ON THE HALO EFFECT.**

Benjamin C. M. Ampel1, Tyler Grow1, Kathleen J. Huber1, Bethany L. Hodnett1

1University at Albany

This study tested the hypothesis that individual who had recently undergone self-control depletion would rely more on attractiveness when deciding the punishment of an individual. Participants who were depleted punished high attractive targets more. There were no significant differences between attractiveness levels for non-depleted participants.

**E257**

**THE (NON)EFFECT OF LYING ON SELF-CONTROL DEPLETION**

Madeleine T. D’Agata1, Jill A. Jacobson1, Julian Chiarella1, Timothy Kavanagh1

1Queen’s University

This research examined whether unattainable competing goal inhibits focal goal pursuit. Participants with training bolstered self-control, compared to those given non self-control tasks, were not susceptible to typically attention grabbing distracters. Self-control did not help participants overcome distraction, it proactively prevented them from becoming distracted.

**E258**

**IMPLICIT THEORIES OF SELF-CONTROL AND ANGER IN RESPONSE TO TRANSgressIONS**

Kathleen L. Carswell1, Eli J. Finkel2

1Northwestern University

Four studies tested two competing hypotheses regarding the impact of maintaining an unlimited resource theory of self-control on anger following transgressions. Results suggest that adopting an unlimited-resource theory increases anger rather than decreasing it. Endorsement of unlimited-resource theories was also associated with greater trait-level anger and hostility.

**E259**

**THE VICIOUS CYCLE OF DIETING FAILURES: THE ACTIVE-SELF ACCOUNT OF THE PRIMING EFFECT ON UNSUCCESSFUL DIETERS**

Jiah Yoo1, Young Woo Sohn2

1University of Wisconsin-Madison; 2Yonsei University

The active-self influenced by the contexts of the dieting prime and the chronic self-concept in dieting determines the prime-to-behavior effect.

**E260**

**PRACTICING SELF-CONTROL REDUCES THE ABILITY OF DISTRACTING STIMULI TO CAPTURE ATTENTION**

Timothy P. Schofield1, Thomas F. Denson1

1University of New South Wales

Self-control has robust effects on behavior, but less is known about how self-control works. Participants with training bolstered self-control, compared to those given non self-control tasks, were not susceptible to typically attention grabbing distracters. Self-control did not help participants overcome distraction, it proactively prevented them from becoming distracted.

**E261**

**IMPLICIT THEORIES ABOUT WILLPOWER PREDICT LIKING OF SUGAR FOLLOWING SELF-CONTROL EXERTION**

Katharina Bemecker1, Veronika Job1

1University of Zurich

Data of three experiments suggest that believing that willpower is limited and can be refueled through eating vs. believing that willpower is not limited predicts (1) greater intake of sugar following self-control exertion, (2) greater liking of a sugar-sweetened drink, (3) but no difference in liking of a sugar-substitute drink.

**E262**

**SPECIFICITY MAY COUNT: NOT EVERY ASPECT OF SELF-EFFICACY IS BENEFICIAL TO QUALITY OF LIFE AMONG CHINESE CANCER SURVIVORS**

Nelson Yeung1, Qian Lu1

1University of Houston

Among 238 Chinese cancer survivors, emotion regulation self-efficacy was associated positively with psychological well-being, but negatively with spiritual well-being. Medical information seeking self-efficacy was negatively associated with psychological and social well-being, after controlling for covariates. The beneficial role of self-efficacy may be context-specific and culturally-unique.

**E263**

**THE EFFECT OF COMPETING GOAL ATTAINABILITY ON FOCAL GOAL PURSUIT**

Ryosuke Sakurai1, Takumi Watanabe1, Kaori Karasawa1

1The University of Tokyo

This research examined whether unattainable competing goal inhibits focal goal pursuit by conserving mental resources. We measured focal goal pursuit with Stroop task while manipulating competing goal attainability. Participants showed better Stroop performance when competing goal was unattainable, indicating that an unattainable competing goal does not inhibit focal goal pursuit.

**E264**

**ENHANCING SELF-CONTROL CONFLICT BETWEEN HEALTH GOAL AND TEMPTATION**

Osamu HIGUCHI1

1Hitotsubashi University

Mynosh & Fishbach (2009) argued that to promote goal-pursuit, it is necessary to identify self-control conflict between higher-order
goal and temptation. We explored whether enhancing self-control conflict promotes goal-pursuit. We conducted two experiments using a joystick paradigm (e.g., Fishbach & Shah, 2006). These results supported our hypothesis.

**E265**
**DEPLETABLE ME: SELF-CONTROL RESOURCES AND IMPLICIT VALUATION OF ENERGY**
Jacek Buczynski1, Rebekah L. Layton2, Mark Muraven2
1University of Social Sciences and Humanities at Sopot, 2University at Albany, State University of New York

Individuals with greatly depleted resources implicitly valued energy more than those with less depleted or undepleted resources. This suggests that people are trying to manage their limited self-control resources and that they may be implicitly aware of depletion.

**E266**
**THE PROTECTIVE EFFECT OF EMOTIONAL REGULATION AGAINST REVICTIMIZATION IN WOMEN’S INTIMATE RELATIONSHIPS**
Osnat Zamir1, Yoav Lavie2
1University of Minnesota, 2University of Haifa

To study whether emotional regulation moderates the relations between childhood abuse, and both adult intimate partner violence (IPV) and relationship quality, 425 female graduate students either married or in a long-term cohabitation participated in electronic survey. SEM multiple group analysis confirmed that emotional regulation is a protective factor against IPV.

**E267**
**THE EFFECT OF WILLPOWER AND EMOTIONAL BELIEFS ON SELF-CONTROL AND BINGE EATING**
Garrett A. Pollert1, Jennifer C. Veilleux2
1University of Arkansas

Beliefs regarding emotional states and willpower were assessed as predicting self-control and binge eating. Analysis revealed an interaction of beliefs about willpower and emotion, such that when individuals believed willpower is limited, beliefs regarding negative emotions predicted increased binge eating. Bingeing was not predicted for individuals believing willpower is unlimited.

**E268**
**MENTAL CONTRASTING: EFFECTS ON THE AUTOMATIC EVALUATION OF THE REALITY**
Sandra Wittlif1, Andreas Kappes2, Gabriele Oettingen1
1Universität Hamburg, 2University College London

In line with research on automatic evaluations in goal pursuit, mental contrasting of future and reality should influence the automatic evaluation of the reality. In two studies mental contrasting with high emotions predicted decreased reality. In contrast, low emotions predicted increased reality.

**E269**
**WHEN ARE YOU ABLE TO DELAY? IDENTIFYING THE CONSTRAINTS THAT PREDICT WITHIN-PERSON VARIABILITY IN DELAYING GRATIFICATION ACROSS DOMAINS**
Gayathri Pandey1, Vivian Zayas2, Jessica Reno2
1Cornell University, 2Cornell.Edu

What factors explain within-person variability in delay-of-gratification? To investigate the role of situation-specific construals, self-reports of perceived successful delaying and the value of delayed and immediate options in five domains were assessed. Valuing delayed rewards strongly predicted within-person-variability in perceived success but valuing immediate rewards did so to a lesser extent.

**E270**
**GETTING TO THE GOAL: EVALUATING AND SPENDING TIME WITH INSTRUMENTAL AND NONINSTRUMENTAL OTHERS**
Lindsay C. Morton1, Annamarie Rivieccio1, Teresa Faulkner1, Mark Muraven1
1University at Albany, SUNY

This study examined how instrumentality categorizations impacted interpersonal evaluations and how time spent with these individuals impacted goal pursuit. Participants reported differences in others’ self-control as well as goal support and valuation based on instrumentality categorization. Greater goal advancement resulted from spending more time with instrumental others over one week.

**E271**
**WHAT IS EGO DEPLETION? A MECHANISTIC EXPLORATION OF SELF-REGULATION AND SELF-AFFIRMATION**
Jordan L. Livingston1, Rose E. Jeffries1, Elliot T. Berkman1
1University of Oregon

We tested a mechanistic model of ego depletion using a dot probe task that measured attentional biases towards rewarding, neutral, and threat-related words at baseline, after depletion, and after self-affirmation. Results suggest that the effects of depletion and affirmation may operate via shifts in attention toward or away from rewards.

**E272**
**INCENTIVIZING SELF-CONTROL WITH EXPLICIT REWARDS**
Lauren E. Kahn1, Elliot T. Berkman1
1University of Oregon

Dual-process models typically view reward and self-control as oppositional, and do not address conditions when reward may facilitate self-control. We used a stop-signal task with varying reward levels for successful self-control. Results revealed that self-control increased with incentives, suggesting that dual-process models may not account for interactions between the processes.

**E273**
**LOVING EVERY INCH: SETTING WEIGHT LOSS GOALS WITH A SELF-COMPASSIONATE MINDSET**
Emily Robertson1, Jeni L. Burnette2, Ashley Batts Allen1
1University of North Florida, 2University of Richmond

Self-compassion was assessed in a longitudinal study of participants who made weight-loss New Year’s resolutions. Self-compassionate individuals weighed more at both pre-test and time 3. However, self-compassionate individuals were more committed to their weight-loss goal, exhibited more self-control, and believed their weight to be more malleable once beginning their resolution.

**E274**
**SLIPPING INTO NEW HABITS: USING A MECHANISM OF RESISTANCE TO FACILITATE CHANGE**
Jennifer S. Labrecque1, Wendy Wood1
1University of Southern California

Even when people have good intentions to adopt a new behavior, falling back into existing habits can impede change. Can habit resistance be overcome by transforming this barrier into a medium for change? Linking the new, desired behavior to performance of the old habit (habit-cued intentions) successfully promotes behavior change.

**E275**
**(IM)MORAL SUPPORT: THE SOCIAL OUTCOMES OF SHARED SELF-CONTROL DECISIONS**
Michael L. Lowe1, Kelly L. Haws2
1Texas A&M University, 2Vanderbilt University

Self-control related decisions are often made in public as dyads or groups rather than individuals. We find that while matched self-control decisions (indulging together or abstaining together) bring people closer together, the type of matched decision that produces the best social results depends on the perceived severity of the indulgence.
A MULTIDIMENSIONAL MODEL OF TRAIT SELF-CONTROL: INHIBITION, INITIATION, AND CONTINUATION
Erin K. Davison, Rick H. Hoyle
Duke University
We present evidence favoring a multidimensional conceptualization of trait self-control and suggesting multiple profiles of high trait self-control individuals. Self-control by inhibition, initiation, and continuation are moderately correlated; are differentially associated with other traits and tendencies; and offer incremental prediction of behavioral outcomes over measures that assumes a unidimensional construct.

THE HEAT OF BATTLE: THE INFLUENCE OF RIVALRY ON COMPETITIVE DECISION-MAKING
Jeffrey P. Thomas, Gavin J. Kilduff
New York University
Two studies demonstrate that people accept reduced financial outcomes in order to increase their chances of victory in competitions against their rivals, as compared to non-rival competitors. Competitive outcomes versus rivals may carry a psychological reward that may push individuals make decisions counter to their financial self-interest.

VEGAN IS THE NEW VEGETARIAN
Ciara Katelyn Kidder, Katherine R.G. White, Stephen L. Crites, Jr.
Indiana University-Bloomington
We explored how individuals not expecting to be evaluated in a stereotyped domain perceived a stereotype-threatening situation for others. Forecasters (participants who did not expect to take a math test) predicted greater levels of anxiety and higher performance expectations for a woman than women experiencing stereotype threat reported.

GENDER STEREOTYPE PRIMING EFFECTS: A META-ANALYSIS
Ciara Katelyn Kidder, Katherine R.G. White, Stephen L. Crites, Jr.
University of Texas at El Paso, Columbus State University
The current meta-analysis examined the gender stereotype effects of different sequential priming tasks. Twenty-two effect sizes from 10 papers were analyzed. A significant overall stereotype congruity effect was found (d = 0.84). Differences between the priming tasks were significant, identifying significant congruity effects only for categorization tasks (d = 0.84).

VEGAN IS THE NEW VEGETARIAN
Margaret Ann Thomas
Earlham College
As vegetarian diets become more mainstream, perceptions of vegetarians may no longer be associated with less masculinity. Additionally, little research investigates perceptions of those following other diets. Across three studies, I show that veganism is now associated with gendered traits formerly ascribed to vegetarianism, but choice of diet fuels perceptions.

PERCEPTIONS OF NON-TARGET MINORITY CONFRONTERS IN RESPONSE TO RACIST COMMENTS
Julie A. Kittel, Linda X. Zou, Cheryl L. Dickter
Temple University, University of Washington, College of William and Mary
This study investigated the perceptions of non-targets who confronted a racist comment made about another racial group. Latinos who confronted a racist comment about Blacks were liked more than Asians, suggesting that non-target confronters may be judged based on whether their behavior is viewed as violating stereotypes about their group.

SHIFTING IMPLICIT RACIAL BIAS AND THE DYNAMICS OF PERSON PERCEPTION
Christelle T. Ngoumen, Mahzarin R. Banaji
Harvard University
Mere exposure to neutral, Indian faces yielded greater implicit pro-Indian bias and positively influenced perceptions of novel Indian faces along the dimensions of attractiveness, competence, trustworthiness, and likability. These effects were moderated by individual attitudes toward immigrants, political affiliation, and outgroup contact.

CRITICAL THINKING INCREASES STEREOTYPING: THE LINK BETWEEN ASSESSMENT REGULATORY MODE AND THE PERCEPTION OF SOCIAL GROUPS
Gina Roussos, Michelle Francis, Edward Orehek
Yale University, University of Pittsburgh
According to regulatory mode theory (Kruglanski et al., 2000), assessors critically evaluate the self and others. Thinking critically entails finding differences between two entities and comparatively evaluating them. We predicted that assessors would perceive greater differences between social groups. Across three studies we found that assessment leads to increased stereotyping.

THREAT OF SEXUALLY TRANSMITTED INFECTIONS (STIS) AND ATTITUDES TOWARDS HETEROSEXUALS, LESBIANS AND GAY MEN, AND BISEXUALS
Stacy A. Teeters, Allison A. Vaughn
San Diego State University
Across the sexual identity spectrum, attitudes tend to be positive towards heterosexuals and negative towards bisexuals. To investigate why, researchers manipulated health threats (STIs) to examine resulting attitude changes. Contrary to expectations, when STIs were seen as increasing for heterosexuals, positivity increased towards heterosexuals and decreased towards sexual minorities.

IN ONE EAR AND OUT THE OTHER: A PHYSIOLOGICAL ACCOUNT OF RESPONSES TO OUTGROUP RACISM
Francine Karmali, Kerry Wakamaki, Elizabeth Page-Gould
York University, University of Toronto
The present research examined the physiological responses (HR, GSR, RSA) of non-black participants who witnessed a racist event (Experiencers) and participants who imagined themselves in the same scenario (Forecasters). Among Experiencers, results revealed an attention response such as the orienting reflex profile but importantly not a stress response among any participants.

MAKING LEADERSHIP FOR WOMEN ATTAINABLE: THE IMPORTANCE OF POSITIVELY-EVALUATED FEMALE ROLE MODELS
Marcela Wilk, Jessica Lakin
Drew University
Female participants read biographies of successful females who were either similar or dissimilar and positively or negatively evaluated by others. Similarity of the role models did not affect women’s leadership beliefs, but positively-evaluated role models increased self-reported leader characteristics and anticipated career success more than negatively-evaluated role models.
E287  
PREJUDICE TOWARD THE MENTALLY ILL: THE ROLE OF POLITICAL CONSERVATISM AND DIAGNOSTIC LABELS  
Fredrick T. Chin¹, David A. Butz²  
¹Morehead State University  
The current study examined the impact of political conservatism and diagnostic labeling on prejudicial responses toward the mentally ill. Among politically conservative participants, the presence of a diagnostic label significantly reduced hostility toward the mentally ill, whereas liberal participants exhibited relatively low levels of hostility regardless of the diagnostic label.

E288  
PERSONALITY FACTORS OF AWE AND ALLOPHILIA  
Daniel C. Strassburger¹, Johanna Riosjas¹, JoAnn Tsang²  
¹Baylor University  
Data were conducted to investigate personality factors that contribute to increased disposition to experience awe and attitudes toward various outgroup members. Results indicate factors which contribute to dispositional awe are likely subsumed by two main facets of the Big-Five personality – agreeableness and openness to experience.

E289  
EFFECTS OF ALCOHOL-RELATED CUES ON RACIAL DISCRIMINATION  
Elena V. Stepanova¹, Bruce D. Bartholow², J. Scott Saults², Brodrick Benjamin³, Robert Rand³, Alecia Rager³  
¹University of Southern Mississippi, ²University of Missouri, ³Florida Gulf Coast University  
White participants primed with alcohol-related words rated a Black experimenter’s performance less positively after a staged computer crash than participants primed with neutral words. Ratings of a White experimenter did not differ across conditions. These findings suggest that brief exposure to alcohol-related cues can increase expression of racial discrimination.

E290  
NOT ALWAYS BLACK AND WHITE: EXAMINING THE IMPACT OF SOCIA L CATEGORIZATION ON IMPLICIT ATTITUDES  
Jennifer Steele¹, Maggie Cease¹, Meghan George¹, Arvin Jagayat¹, Corey Lipman²  
¹York University  
In this research we examined the impact of social categorization on implicit attitudes towards multiply categorizable targets who differed by race and emotional expression. Results from two studies suggest that when people categorize smiling Black and neutral White targets by emotional expression, their race biases are attenuated.

E291  
NOT FULLY BLACK: MULTIRACIAL APPLICANTS ARE SEEN AS LESS DESERVING OF SCHOLARSHIPS FOR RACIAL MINORITIES  
Or’Shaundra Benson¹, Mark Brandt²  
¹DePaul University, ²Tilburg University  
We explored how perceptions of minority status of multiracial individuals affect attributions of scholarship worthiness. Monoracial applicants were viewed more favorably and clearly meeting the racial/ethnic requirements than biracial applicants. Findings are discussed in terms of society’s view of minority status/identity and the implications for multiracial individuals.

E292  
UNDECIDED ABOUT GAY MARRIAGE IN AMERICA: WHO THEY ARE, AND WHAT IT MEANS FOR RESEARCH ON SEXUAL PREJUDICE  
Francesca Kazerooni¹, Ariana Naomi Bell², Phillip Atiba Goff²  
¹University of California, Los Angeles  
Research has documented predictors of both supportive and oppositional attitudes about gay marriage in America. However, understanding the beliefs of those who are ambivalent or apathetic about the issue remains largely unexplored. Using a diverse sample, our research examines who is undecided and what predicts their indecision about marriage equality.

E293  
ATTENTIONAL BIASES IN BI-ETHNIC AND MULTI-ETHNIC CONTEXTS  
Steffanie Guillermo¹, Joshua Correll²  
¹University of Colorado, Boulder  
We investigated whether attention to Latino versus White faces depended on whether the task involved a bi-ethnic context (Latino, White) or a multi-ethnic context (Black, Latino, White). Latino faces captured attention faster and held attention longer than White faces in both contexts, suggesting greater attentional biases towards Latinos versus Whites.

E294  
STEREOTYPE THREAT IN WESTERN-EUROPE: PERFORMANCE- AND BEHAVIORAL META-Stereotypes IN RELATION TO ACHIEVEMENT AND PROBLEM BEHAVIOR AMONG MOROCCAN AND TURKISH IMMIGRANT STUDENTS IN THE NETHERLANDS  
Elisabeth M. de Jong¹, Francine C. Jellesma¹, Helma M.Y. Koomen¹, Peter F. de Jong¹  
¹University of Amsterdam  
Associations between stereotype threat and differences in achievement and problem behavior between native and ethnic minority students were examined in a Western European country. Meta-stereotypes were measured as a precursor of stereotype threat. Negative meta-stereotypes about performance and behavior were related to problem behavior, but not to school performance.

E295  
THE EFFECT OF THE VISIBILITY AND IMMUTABILITY OF HOMOSEXUALITY ANTI-GAY ATTITUDES UNDER INFECTION THREAT  
Mahiro Tasaka¹, Minonu Karasawa¹  
¹Nagoya University  
The present study examined whether the immutability and invisibility of homosexuality would decrease anti-gay attitudes under “infection threat.” Japanese heterosexual male undergraduates showed less negative attitudes toward homosexual targets with less visible features but the immutability resulted in more negative attitudes. Implications for interventional strategies to reduce prejudice are discussed.

E296  
A ROSE BY ANY OTHER NAME? “BLACKS” ARE MORE NEGATIVELY EVALUATED THAN “AFRICAN-AMERICANS”  
Erika Verniece Hall¹, Katherine Phillips², Sarah Townsend³  
¹Northwestern University, ²Columbia University, ³University of Southern California  
We utilized both archival and experimental methods to explore the implications of labeling racial minorities with the “Black” vs. “African-American” ethnic label. As the Black ethnic label is perceived to embody more negativity than the African-American ethnic label, we explore material consequences for targets that are labeled by each term.

E297  
KNOWLEDGE IS POWER: EDUCATING WOMEN ABOUT THE IMPACT OF STEM STEREOTYPES LEADS TO LONG-TERM CHANGES IN ATTITUDES AND BELIEFS  
Aaron Moss¹, Alison Blodom², Laurie O’Brien¹, Glenn Adams³, Elliott Hammer³, Donna Garcia³  
¹ Tulane University, ²University of California Santa Barbara, ³University of Kansas, ⁴ Xavier University of Louisiana, ⁵California State University San Bernardino  
We conducted a brief, one-hour intervention focused on increasing women’s knowledge about how STEM stereotypes impact women’s and men’s outcomes. Four months later, women in the intervention
E298
DISCRIMINATION IN CONTEXT: INDIVIDUAL AND SITUATIONAL FACTORS SHAPING AFRICAN AMERICANS’ EMOTIONAL RESPONSES TO DISCRIMINATION

Julian M. Rucker1, Enrique W. Neblett, Jr.2, Nkemka Anyiwo2
1Indiana University, 2The University of North Carolina at Chapel Hill, 3University of Michigan

A bevy of individual and situational factors can influence responses to perceived racial discrimination. This study, employing a visual imagery paradigm, found that heightened racial centrality and a prototypical (White) perpetrator were associated with elevated negative emotional responses to racial discrimination vignettes in a sample of African American young adults.

E299
FACIAL TATTOOS: ATTRACTIVENESS AND RATINGS OF CRIMINAL GUILT

Christopher James Hand1, Megan Fletcher2
1University of Bedfordshire, 2New School of Social Research

Tattooing has previously been linked to criminality. Stimuli with/without facial tattoos were rated for attractiveness. Stimuli were then paired with vignettes (depicting crimes), and guiltiness rated. Tattooed stimuli were rated guiltier than non-tattooed; however, there was no difference in attractiveness between these stimuli. Implications for the justice system are discussed.

E300
LIVING ON THE WRONG SIDE OF THE TRACKS: INVESTIGATING THE CONSEQUENCES OF NEIGHBORHOOD STIGMA FOR SELF-ESTEEM, SENSE OF COMMUNITY, AND INTEREST IN ENVIRONMENTAL PROTECTION

Brandon Cosley1, Christina Bullard2
1University of South Carolina Beaufort

In the present work, we applied classic theorizing in social psychology on perceived stigma to examine subjective neighborhood stigma, self-esteem, sense of community, and interest in environmental protection. Results suggest that neighborhood stigma negatively impacts personal wellbeing and community action however a silver lining exists for some as stigma may also increase action.

E301
EVERYONE SMILES IN THE SAME LANGUAGE: THE EFFECT OF DISPLAYS OF HAPPINESS IN IMMIGRANTS ON INTERPERSONAL AND INTEGROUP RELATIONS

Magdalena Bobowik1, Patrycja Sławuta2, Nekane Basabe1, Saioa Tellechea1
1University of the Basque Country, 2New School of Social Research

Smiling is a universal cue promoting a successful relationship between individuals. This experimental study examined whether smiling by an outgroup member has a positive effect on intergroup relations. Compared to other conditions, smiling by an immigrant led to more positive interpersonal and intergroup responses by host nationals.

E302
WEATHERING THE STORM: STEM TRAINING PROGRAMS BUFFER MINORITY STUDENTS FROM THE NEGATIVE OUTCOMES, BUT NOT THE EXPERIENCE, OF STEREOTYPE THREAT

Paul R. Hernandez1, Anna Woodcock1, Mica Estrada2, Maria Aguilar1, Britt‘ny Gonzales1, Lilibeth Flores1, Stephen Quartucci2, P. Wesley Schultz2
1Colorado State University, 2California State University - San Marcos

We compared the effect of stereotype threat on persistence and achievement goals among minority students in a STEM training program (MTP) vs. a matched sample (Control). Stereotype threat degraded persistence in the control group but had no effect in the MTP group. This effect was partially mediated through mastery goals.

E303
ALLERGIC TO FAT: PRECURSORS TO ANTIFAT ATTITUDES, STEREOTYPING AND STIGMATIZATION OF THE OBESE

Mary S. Himmelstein1, A. Janet Tomiyama2
1Rutgers University, 2University of California, Los Angeles

A multiple group path analysis (N=349) examined how men and women move from self-perception to stigmatization of obese individuals through antifat attitudes. Participants’ own body related perceptions, beliefs about control and dietary issues predicted antifat attitudes. Beliefs about control and antifat attitudes predicted negative stereotyping and stigmatization of obese individuals.

E304
SENSITIVITY GENES MODERATE THE EFFECT OF PERCEIVED RACIAL DISCRIMINATION ON ANGER AND SELF-CONTROL

Rick Gibbons1, Todd Abraham2, Michelle Stock1, Meg Gerrard3, Thomas Wills4
1Univ of Connecticut, 2Iowa State University, 3George Washington Univ, 4Univ of Hawaii

Study 1: Sensitivity alleles for two genes (SHTT, DRD4) moderated relations between discrimination and substance use: Among Black adolescents with these sensitivity alleles, high discrimination correlated with more anger and less self-control, but low discrimination less anger and more self-control. Study 2: “Sensitive” participants provided more substance-related responses to discrimination.

E305
RELIGIOUS PREJUDICE TOWARD THE CATHOLIC MAJORITY

Janina Pietrzak1
1University of Warsaw

Two studies, one correlational (N=226) and one experimental (N=90), demonstrate that (minority) non-religious individuals hold stronger stereotypes of, and are more prejudiced toward, (majority) religious individuals than vice versa. Although Catholicism is historically and politically a dominant force in Poland, believers are considered incompetent, intolerant, and conspiratorial.

E306
IS THAT A THREAT? HOW STIGMA CONSCIOUSNESS IMPACTS OVERWEIGHT WOMEN’S VIGILANCE FOR PROTESTANT WORK ETHIC CUES

Patricia N. Gilbert1, Shilka Babu1, Laurie T. O’Brien1
1Tulane University

Overweight women who anticipate being stigmatized (i.e., stigma consciousness) may be more vigilant for cues in their environment that imply they are responsible for their stigma, such as Protestant Work Ethic (PWE) cues. For women high in stigma consciousness there was a positive relationship between weight and PWE vigilance.

E307
METAPHOR CONTENT AND THE WARMTH/COMPETENCY DIMENSIONS OF STEREOTYPES ABOUT WOMEN

Diana Carolina Gómez Meneses1, William Jiménez Leal1
1Universidad de los Andes

Metaphors are used to refer to women and may be responsible for the perpetuation of sex stereotypes. This study examined whether metaphors about women can be captured by the warmth and competence dimensions of the Stereotype Content Model, functioning as stereotyping mechanisms, which in turn can be associated to sexism.

E308
EVIDENCE OF IMPLICIT BIAS AGAINST PEOPLE WITH A TATTOO

Colin Westcott1, Jeff Stone1, Meghan Bean1
1University of Arizona

In two studies, participants completed an IAT to examine implicit bias toward individuals with facial tattoos. Results revealed a moderate implicit bias toward facial tattoos, which was not due to the symmetry...
of the tattoo, but was attenuated by possessing a tattoo and being internally motivated to respond without prejudice.

**E309**
**HOW DO WHITES DESCRIBE EXPERIENCES WITH RACIAL DISCRIMINATION? IT DEPENDS ON WHO’S ASKING**
Evelyn R. Carter¹, Mary C. Murphy¹
¹Indiana University

White participants wrote about a time when they were the targets of racial discrimination. The results reveal that Whites describe experiences with discrimination differently as a function of whether the audience is Black or White. Implications for understanding racial majority targets’ experiences with discrimination are discussed.

**E310**
**SEEING DISCRIMINATION: OBSERVING EVIDENCE OF SEXUAL ORIENTATION REDUCES CONCERN FOR DISCRIMINATION**
Karen R. Dickson¹, Victoria M. Esses¹
¹University of Western Ontario

Conveying sexual orientation information visually, which may elicit stronger disgust, may increase acceptance of homophobic discrimination. The current study demonstrates that when the situation is ambiguous, concern about discrimination based on sexual orientation is lessened when sexual orientation information is conveyed visually rather than verbally.

**E311**
**EXPLORING AVERSIVE RACISM AS A MODERATOR OF RACIAL PHENOTYPICITY BIAS IN GUILT JUDGMENTS**
Alex Manuel Borgella¹, Jessica Lauren Fenton¹, Keith Maddox¹, Michael Murray¹, Michael Sargent²
¹Tufts University, ²Bates College

An experiment explored how aversive racism influences the use of Afrocentric appearance in the evaluation of Blacks. Participants told they would either be scrutinized for racial bias or not watched videos involving physical confrontations between police officers and Black suspects who were low, moderate, or high in facial Afrocentricity.

**E312**
**HOW CAN I HELP YOU? BLACK MEN DESIRE DIFFERENT SOCIAL SUPPORT AFTER RACISM THAN OBSERVERS PREDICT**
Patrick Florence Rock¹, Phillip Atiba Goff¹
¹University of California, Los Angeles

How do targets of racism wish to be supported? While a mixed gender sample of Black and White participants believed Black men would prefer instrumental support after a racist incident, Black men indicated their personal preference would be for emotional support. This empathy gap may further disadvantage targets of discrimination.

**E313**
**UNPROVOKED AGGRESSION TOWARDS MUSLIMS: THE CONTRIBUTING ROLE OF RIGHT-WING AUTHORITARIANISM**
Christopher Loyd Beck¹, E. Ashby Plant¹
¹Florida State University

We explored the influence of right-wing authoritarianism (RWA) on unprovoked aggression towards Muslims. High (but not low) RWA Caucasian participants were more aggressive toward a Muslim than a Caucasian or African-American partner by making their partner consume more hot sauce. These findings suggest that anti-Muslim hostility is rooted in RWA.

**E314**
**SCHOOL AS A GROUP IDENTITY’S TOOL: THE ROLE OF HISTORY EDUCATION IN CREATING OF SOCIAL REPRESENTATIONS OF HOLOCAUST**
Marta Witkowska¹, Michał Bilewicz¹
¹University of Warsaw

The study tested the impact of history education on the awareness of the Holocaust among Polish undergraduates (N=1250). The mere knowledge of the facts proved to be not essential in modifying attitudes, while current school education strengthens unwillingness to contact with Jews and Jewish culture by fostering biased history interpretation.

**E315**
**I SEE WHITE PEOPLE?!!: ATTENTIONAL COMPETITION AND SOCIAL GOALS INFLUENCE RACIAL BIAS IN VISUAL ATTENTION**
Jazmin Lati Brown-Lamuzzi³, Sophie Trawalter³
¹University of North Carolina Chapel Hill, ²University of Virginia

To whom we attend depends on our interpersonal goals and social context. The present work demonstrates that close interpersonal goals (e.g., to find a romantic partner vs. coworker) and attentional competition – situations in which minorities “compete” with Whites for attention – promote racial bias; forced attention to minority targets reduces bias.

**E316**
**THE EFFECTS OF SEX AND WEIGHT ON PUNISHMENT FOR MORAL TRANSGRESSIONS**
Jessica L. Smart¹, Nicholas J. Kelley¹, Brandon J. Schmeichel¹
¹Texas A&M University

We assessed potential legal ramifications of weight discrimination. Participants were presented with various crime scenarios accompanied by pictures of the perpetrators who varied in weight and sex. Results revealed overweight females were assigned significantly longer jail sentences, which suggests a perpetrator’s sex and weight may affect the assigned punishment.

**E317**
**FAKE IT TO MAKE IT: SOCIAL IDENTITY THREAT ATTENUATES THE ASSOCIATION BETWEEN AUTHENTICITY AND PSYCHOLOGICAL HEALTH**
David Matthew Doyle¹, Lisa Molix¹, Caroline Tipler¹
¹Tulane University

We propose that under social identity threat, members of devalued groups cope by disconnecting feelings of authenticity from psychological health. Across two studies, we found that among women, authenticity (trait- and state-level) was positively predictive of psychological health in the control but not the social identity threat conditions.

**E318**
**CHRONIC ILLNESS AND CONCEALMENT AMONG PEOPLE WITH MULTIPLE SCLEROSIS: A SOCIAL IDENTITY THREAT PERSPECTIVE**
Adriana Louise Gemmato¹, Jonathan Emdin Cook¹, Gertraud Stadler¹, Valerie Purdie-Vaughns¹
¹Columbia University, The Pennsylvania State University

Social identity threat may motivate people to conceal chronic illness. We tested concealment as a consequence of identity threat among multiple sclerosis patients. Participants with greater identity threat were more likely to conceal, as were those who felt more stigmatized. Stigma mediated the relation between identity threat and concealment.

**E319**
**PREJUDICE TOWARD PEOPLE WITH MENTAL ILLNESS**
Kayla Gowin¹, Darshon Anderson¹
¹University of Central Arkansas

The present research examines the Integrated Threat Theory (ITT) in relation to prejudice toward people with mental illness. The ITT proposes that prejudice stems from the perception that an outgroup poses threats to one’s well-being (realistic threats), one’s worldview (symbolic threats), and one’s presentation of a positive self-image (intergroup anxiety).
E320
WISH I WOULDN’T VE, GLAD I DID: COGNITIVE AND PERFORMANCE CONSEQUENCES OF CONFRONTING VS. FAILING TO CONFRONT SEXISM
Kimberly Gorski1, Leslie Ashburn-Nardo1
1Indiana University-Purdue University Indianapolis
Female participants who recalled confronting or failing to confront past sexism completed measures of affect, working memory, and task performance. Desire to confront moderated the relationships between recall condition and negself, working memory, and performance, highlighting benefits of confronting and disadvantages of not confronting the more women desire to confront.

E321
THE ROLE OF IDENTITY CONFLICT ON STEREOTYPE BOOST AND THREAT
Chiharu Kato1
1Michigan State University
This poster examines the role of identity conflict on the stereotype boost/threat among Asian American females on a challenging mathematics test. Findings revealed that low conflicted individuals received a boost from the stereotype (enhanced), whereas high conflicted individuals underperformed suggesting stereotype threat.

E322
COULD YOU, PLEASE, SEND THIS LETTER? CONFRONTING TRADITIONAL RACIAL DISCRIMINATION WITH AVERSIVE RACISM IN NATURAL FIELD STUDIES.
Katarzyna Byrka1, Dariusz Dolinski1, Tomasz Grzyb1
1University of Social Sciences and Humanities, Wroclaw, Poland
In a series of field studies (Ns = 258; 450; 165) we compared people’s self-declared racism towards the Jews with their aversive racism measured in the left letter and the lost e-mail paradigms. Data suggests that declarations were good predictors of intentions to help but were independent of people’s overt helping behaviors.

E323
CHOICE IN A SOCIAL CONTEXT: SOCIAL GROUP CUES AND THE ASYMMETRIC DOMINANCE EFFECT.
Katherine J. Wolosiefer2, Irene V. Blair2
2University of Colorado Boulder
Two studies examined whether the asymmetric dominance effect extends to social contexts and whether it is influenced by social group cues and implicit prejudice. Findings suggest that the asymmetric dominance effect occurs in social contexts but that individuals do not use race to inform such decisions, even when implicitly biased.

E324
THE EFFECT OF IMAGINED SOCIAL CONTACT ON CHINESE STUDENTS’ STEREOTYPES OF JAPANESE PEOPLE
Dong Wang1, Alastair Iain Johnston2, Baoyu Wang3
1School of International Studies, Peking University, 2Government Department, Harvard University, 3Department of Psychology, New Mexico State University
To determine whether imagined contact can change deeply held stereotypes, one hundred and eighty students were assigned to three groups. We found that imagined contact has a significant effect on general attitudes and its effect on specific attitudes was stronger for those dimensions more commonly used to describe Japanese.

E325
ARE RACIALLY DISCORDANT MEDICAL INTERACTIONS STRESSFUL FOR PHYSICIANS? ANALYSIS OF THEIR USE OF FIRST PERSON WORDS
Nao Hagiiwa1, Richard B. Slatcher2, Susan Eggy1, Louis A. Penner1
1Virginia Commonwealth University, 2Wayne State University, 3Wayne State University/Karmanos Cancer Institute
A secondary analysis of transcripts of clinical visits between non-Black physicians and Black patients was conducted using Linguistic Inquiry and Word Count. Physicians with greater racial bias used more self-focused and anxious-related words than physicians with less bias, suggesting that they may experience more stress during racially discordant medical interactions.

E326
STIGMA AND SUFFERING: PHYSICAL HEALTH PROBLEMS AND THE STIGMA OF HOMELESSNESS AND RACE
Carolyn Weisz1, Diane Quinn2
1University of Puget Sound, 2University of Connecticut
This study examined the relationship between physical health and stigma associated with multiple identities among 65 homeless men. Regression analyses indicated that both race-related and homelessness-related stigma predicted poor health, with independent variance associated with anticipated stigma related to homelessness, and, for minority-race participants, perceived discrimination related to race.

E327
SHOULD EMPLOYERS CHECK APPLICANTS’ FACEBOOK PROFILES?
David J. Stillwell1, Michal S. Kosinski2
1University of Cambridge
56% of employers check candidates’ social media profiles, but are they making accurate judgements? Two machine learning models were created. Using Facebook Likes, self-rated personality and friend-rated personality were predicted. Discrepancies between the models highlighted evidence of inaccurate stereotypes, questioning whether people can make unbiased judgements of social media profiles.

E328
UNDERSTANDING CONFLICT MONITORING DURING AN IMPLICIT RACIAL BIAS TASK: THE RELATIONSHIP BETWEEN ERROR-RELATED NEGATIVITIES, EXECUTIVE FUNCTIONING, AND CONTROL
Geoffrey Kerr1, Lee Altamirano1, Naomi Friedman1, Akira Miyake1, Joshua Correll1, Bruce Bartholow2, Tiffany Ito1
1University of Colorado Boulder, 2University of Missouri
Self-regulatory control of racial bias and its association with executive functioning (EF) was examined using behavioral and neural measures. Larger neural conflict monitoring during bias expression was associated with greater EF and greater control during implicit racial bias tasks. Findings suggest the importance of EF in controlling race.

E329
I’M RUBBER, YOU’RE GLUE: THE DEFENSIVE PROJECTION MECHANISM
Adam Beavers1, Allison Vaughn
1San Diego State University
The present study examined the defensive projection mechanism following a threat to gender identity. Men receiving threatening feedback rated other men as having less competence than men receiving gender-affirming feedback. Higher self-esteem scores were reported following target ratings for men in the threat condition than in the no threat condition.

E330
THE INTERGROUP AND INTRAGROUP PROCESSES UNDERLYING IMPLICIT ATTITUDES TOWARD HISPANICS
Alexandra K. Margievi1, Luis M. Rivera1
1Rutgers University, Newark
Experiment 1 demonstrated that in an immigration-based threatening context, highly identified Americans expressed stronger implicit anti-Hispanic prejudice than less identified Americans following a group affirmation. Experiment 2 demonstrated that completing a course about the historical hardships of their group led low stigma consciousness Hispanics to express strong implicit ingroup favoritism.
E331
COLLEGE STUDENTS’ PREJUDICED-BASED MOTIVATION PREDICTS DISCRIMINATION AGAINST A STIGMATIZED PROFESSOR
Luis M. Rivera, Alexandra K. Margevich
1Rutgers University, Newark
We examined the role of prejudiced-based motivations in students’ evaluations of a professor from an ethnic-racial stigmatized group. Non-Hispanic students’ lower internal motivation to control prejudice (measured at semester outset) predicted lower ratings of intelligence and likeability of a Hispanic (but not a non-Hispanic) professor (measured at semester end).

E332
CLEANLINESS IS LIKE GODLINESS: HARSHER JUDGMENTS OF OUT-GROUPS FOLLOW CLEANSING AFTER DISGUST
Megan Courtney Haggard, Wade Rowatt, Logan Yelderman
1Baylor University, 2University of Nevada - Reno
The physical experience of filth and cleansing is connected to feelings of moral disgust and prejudice. Participants shown disgusting pictures followed by cleansing with a hand-wipe had more negative ratings of value-violating out-groups (gay men, lesbian women, and atheists) compared to neutral pictures or no cleansing conditions.

E333
DO TESTOSTERONE AND SOCIAL POWER PREDICT RACIAL BIAS?
Jeffrey Whitaker, Pranjal Mehta
1University of Oregon
Previous studies have demonstrated that when black individuals occupy a position of high social power over white subordinates, the latter demonstrate an attenuation of race bias. In this study we seek to replicate this effect and highlight the role of neuroendocrine markers in this relationship.

E334
SOCIOCULTURAL IDENTITIES AND VALUES AS A DETERMINANT OF ATTITUDES TOWARD FOREIGN OUTGROUPS
Priscila Diaz, Delia Saenz
1Azusa Pacific University, 2Arizona State University
The research examined what may lead to differential biases toward outgroups. One study demonstrated one’s social standing relates to negative attitudes toward undocumented immigrants. Another study indicated prejudice toward foreign groups varies based on one’s ethnic background/nationality. Beyond individual characteristics, another study determined that ideological values predicted attitudes toward outgroups.

E335
CLAIMING DISCRIMINATION BY A FEMALE SUPERVISOR LEADS WOMEN TO BE ViewED AS COMPLAINERS
Kerry Spalding, Cheryl Kaiser
1University of Washington, 2University of Washington
Are women who claim discrimination against a female supervisor viewed particularly negatively? Women who claimed discrimination by a female supervisor were viewed as more of complainers than those who claimed discrimination against a male, due to the perception that discrimination was less likely to have occurred when the supervisor was female.

E336
UNDERSTANDING DISCRIMINATION AT THE INTERSECTIONAL LEVEL: AN INVESTIGATION OF RACE AND SEXUAL IDENTITY
Nicholas Gupta, Nicholas Peter Alt, Aaron Ng, Cheryl L. Dickter
1The College of William & Mary
Two studies demonstrated differences in discriminatory attitudes towards gay Black, straight Black, gay White and straight White targets. Study 1 found that gay Black men faced discrimination as potential roommates, while Study 2 showed that homophobic attitudes moderated judgments of the targets as potential Facebook friends.

E337
THE USE OF RELIGION AS JUSTIFICATION FOR HOMOSEXUALITY PREJUDICE
Michelle S. Fabros, Donna Garcia
1California State University, San Bernardino
We explored the relationship between Christian religious endorsement and homonegativity. Politically conservative participants were more religious after falsely being told they held a negative bias regarding homosexuality, whereas politically liberal participants showed a decrease in their level of religiosity when given the same negative feedback.

E338
STEM-SCHENOMIC WOMEN’S MATH PERFORMANCE IS IMPROVED AFTER HEARING AN INTERVENTION MESSAGE DELIVERED IN-PERSON VS ON PAPER
Jenna Denne, Jill Bennett, Denise Sekaquaptewa
1University of Michigan
In-person vs. on-paper methods to deliver a stereotype threat intervention message were compared. An experiment involving 100 university women revealed that female-positive messages improved math performance for STEM-women and when the message was delivered in person by a role model compared to those who read the same message on paper.

E339
RACIAL CATEGORY DIFFERENTIATION PREDICTS THE CROSS-RACE FACE RECOGNITION DEFICIT
Sean M. Hudson, Ivo Gyurovski, Jasmin Cloutier, Joshua Correll
1University of Colorado at Boulder, 2University of Chicago
This study examines two factors that might contribute to the cross-race recognition deficit: race-specifying feature selection and high similarity among Black faces. Using multidimensional scaling, we found that participants who rely more heavily on race when judging the similarity of faces show more pronounced deficits in cross-race recognition.

E340
THIRD PARTY RESPONSES TO SEXISM
James J. Hodge, Carol T. Miller
1University of Vermont
Participants evaluated the performance of a sexist male applicant during a hypothetical or ostensibly real job interview under high or low social cost. Harassment context and social cost did not influence evaluations, but endorsement of feminist and system-justifying beliefs both predicted responses to the sexist applicant.

E341
A CHANGE WILL (NOT) DO YOU GOOD: THE DETRIMENTAL EFFECTS OF STEREOTYPE-BASED EXPECTATIONS ON THE EVALUATION OF CHANGES IN WOMEN’S PERFORMANCE
Francesca Manzi, Suzette Caleo, Madeline Heilman
1New York University, 2Louisiana State University
We assessed the influence of stereotype-based expectations on responsiveness to new information about performance. Participants reviewed changing performance information about a male or female target in a male-typed or non-male-typed field. Women were rated more negatively than men only when the field was male-typed.

E342
BEYOND PREDICTING CONFRONTATION: THE COSTS (TO PERPETRATORS) AND IRONIC BENEFITS (FOR VICTIMS) OF SEXISM
Corrine A. Moss-Racusin, Jessica J. Good, Diana T. Sanchez
1Skidmore College, 2Davidson College, 3Rutgers University
Relative to nonsexist interviewers, sexist interviewers were perceived as more prejudiced, and consequently, less competent, likeable, and hirable. Ironic benefits emerged for the female victim of sexism, who was viewed as less prejudiced, more competent, likeable and...
hireable. Only negative perceptions of the perpetrator lead observers to confront the perpetrator.

**E343**

RESOLVING THE MEAT PARADOX: COGNITIONS AND MOTIVATIONS  
Steve Loughnan\(^1\), Brock Bastian\(^2\)  
\(^1\)University of Melbourne, \(^2\)University of Queensland

People love animals and meat. Three studies examine motivational and cognitive explanations of this paradox. Study 1 shows that people suppress moral concern when eating meat, Study 2 explores omnivores' justifications that support their meat consumption, and Study 3 that categorizing an animal as food reduces moral concern.

**E344**

REACTIONS TO INTERRACIAL COUPLES: A SOCIAL NEUROSCIENCE PERSPECTIVE  
Allison Louise Skinner\(^1\), Caitlin Hudac\(^1\), Dennis Molfese\(^1\)  
\(^1\)University of Nebraska-Lincoln

We investigated electrophysiological responses to interracial couples using event-related potentials (ERPs). Early (~100 ms post-stimulus onset) ERPs differentiated interracial from intraracial couples. Ongoing processing of interracial couples occurred >300 ms post stimulus-onset and was moderated by explicit attitudes about interracial romance.

**E345**

DO PERCEIVERS INFERENCE ETHNIC IDENTITY FROM PEOPLES' ROMANTIC PARTNER CHOICES?  
Lisa M. Brown\(^1\), Jazmin E. Kelly\(^1\), Diana Thi Dinh\(^1\), Ashley Kate Malcolm\(^1\)  
\(^1\)Austin College

Participants observed photos of couples in which both were Black, both White, and one Black/one White. They viewed photos with the couple or one partner. Participants perceived members of an interracial couple as having lower ethnic identity when seen together than alone and relative to members of intraracial couples.

**E346**

THE EFFECT OF INTERETHNIC IDEOLOGIES ON WHITE AMERICANS' PERCEPTIONS OF INSTITUTIONAL RACISM  
Ashley Wynn\(^1\), Kimberly Rios \(^2\)  
\(^1\)University of Chicago, \(^2\)Ohio University

We examined the effects of two interethnic ideologies, assimilation and multiculturalism, on White Americans' perceptions of institutional racism (i.e., policies enacted by social institutions that disproportionately disadvantage minorities). In two studies, we found that endorsement of assimilation related negatively, whereas endorsement of multiculturalism related positively, with perceptions of institutional racism.

**E347**

ACCOUNTABILITY REDUCES INTERGROUP BIAS THROUGH WEAKENING INGROUP IDENTIFICATION  
Carlee Beth Hawkins\(^1\), Mariah Sinden\(^2\), Brian A. Nosek\(^1\)  
\(^1\)University of Chicago Booth School of Business, \(^2\)University of Nevada Las Vegas, \(^3\)University of Virginia

Stronger ingroup identification is related to stronger intergroup bias. We induced accountability in a minimal group paradigm, which reduced intergroup bias and ingroup identification compared to control. Ingroup identification mediated the effect of accountability on intergroup bias, suggesting that one route to reducing intergroup bias is by weakening ingroup identification.
F1
DISTINGUISHING BETWEEN AFFECTIVE ATTITUDES AND ANTICIPATED AFFECTIVE REACTIONS
Mark Conner1, Rosie McEachan1, Rebecca Lawson2
1University of Leeds, UK
2University of York
Affective attitudes and anticipated affective reactions tap important affective influences on behavior. Across a range of health behaviors the present research shows the two constructs are empirically distinct and independently predictive of intentions and behavior alongside other determinants of intentions and behavior as described by the Theory of Planned Behavior.

F2
MANIPULATING AN ANTECEDENT OF ENVIRONMENTAL COMMITMENT
Shane Boyd1, Eric D. Wesselmann1
1Illinois State University
Environmental commitment is an individual’s continuing psychological attachment to the environment and predicts relationship-sustaining behaviors similar to commitment to commitment in interpersonal relationships. We manipulated environmental investments (an antecedent of commitment) to assess the influence commitment and relevant behaviors. We replicated previous research but found mixed support for our new manipulation.

F3
DIFFERENT ROUTES TO THE SAME GOAL: MOTIVATING HEALTH BEHAVIOR WITH MESSAGE FRAMING
Melissa A. Shepherd1, Mary A. Gerend1
1Florida State University
We examined effects of message framing on two different health behaviors aimed at the same goal. Loss-framed messages (emphasizing the costs of inaction) were more effective in motivating participants to take calcium supplements while gain-framed messages (emphasizing benefits of action) were more effective in motivating participants to consume dietary calcium.

F4
INFORMATION GATHERING BEHAVIOR ON FUNCTIONAL FOODS WITH A FOCUS ON EYE TRACKING OF HEALTH CLAIMS
Masamu Asakawa1, Masao Okano1
1Bunkyo University
Thirty-two subjects’ eye movements when gazing at packages of five kinds of soft drinks were recorded using an eye tracker.

The results showed that subjects who thought “weight control” important had significantly longer total fixation duration and total visit duration at the calorie information on the packages of functional beverages.

F5
THE ROLE OF PLACEBO EFFECTS ON INCREASED ENDURANCE
Samantha B. Douglas1, Danielle Moreno1, Mike Rains1, Annie Tsai1
1Azusa Pacific University
Two studies examined the placebo effect on cold tolerance and muscle endurance. Participants who took a “performance enhancing supplement” (study 1) or “heat-generating gum” (study 2) performed significantly better than control groups. An interaction effect by gender was found in study 1, indicating males were more susceptible to the effect.

F6
SELF-AFFIRMATION THEORY: CIGARETTE SMOKING, DEFENSIVE RESPONDING, CIGARETTE ADS, THREAT RATINGS, AND QUIT INTENTIONS.
Angelo M. DiBello1, Clayton Neighbors4, C. Raymond Knee1, Ezekiel Hamor1
1University of Houston
Students responded to questionnaires regarding various cigarette smoking behaviors. Students were then randomly assigned to one of four conditions (high affirmation, low affirmation, smoking image control, nonsmoking image control) and rated smoking images. Results indicated that threat ratings varied as a function of quit intentions and perceived health benefits.

F7
HOW PEOPLE THINK GENES AFFECT OUR METABOLISM
Benjamin Y. Cheung1, Steven J. Heine1
1University of British Columbia
We show that people think about genetic explanations of metabolism differently than other explanations of metabolism by ascribing different levels of control to the individual, and power to the particular cause. Moreover, different explanations are associated with different causal attributions, suggestive of an additional set of genetic essentialist biases.

F8
THE RESEARCH ON RELATIONSHIP AMONG PARENT-CHILD ATTACHMENT, CORE SELF-EVALUATIONS, EMOTIONAL AND PERSONALITY-RELATED CAREER DECISION-MAKING DIFFICULTIES
Jiang Ling1
1Master of Psychology
Three scales were administrated to 323 chinese junior undergraduates and were administrated to 252 students of the 323 four months later. Core self-evaluations fully mediated the relationship between parent-child attachment and EPCD.Cross-lagged analyses indicated that parent-child attachment influence core self-evaluations, and core self-evaluations influenced EPCD.

F9
PREDICTING SLEEP DURATION IN COLLEGE STUDENTS: AN APPLICATION OF THE THEORY OF PLANNED BEHAVIOR
Kathleen Ann Stanko1, Michael John Tagler1
1Ball State University
The Theory of Planned Behavior was used to predict self-reported and actigraph measured sleep duration in an undergraduate sample. The model accounted for 63% of variability in intentions to obtain 7-8 hours of sleep nightly and 17-18% of the variability in self reported and actigraph sleep duration.

F10
HOW CAN I CONFESSION MY SIN? CONSTRUAL LEVEL AND FORGIVENESS
JongHan Kim1, Jessica Finne1
1Coastal Carolina University
How can I confess my sin for increasing my chances of being hired or of receiving a lower sentence? Based on construal-level theory (Trope & Liberman, 2010), two studies were conducted to answer these questions. The interaction between speaker’s construal level and listener’s forgiveness level was discussed.
F11 TESTOSTERONE REACTIVITY AMID NEGATIVE SOCIAL EVALUATION: WORRY ABOUT MAKING A BAD IMPRESSION PREDICTS TESTOSTERONE RESPONSE IN MEN
Deidra Bedgood1, Melissa Thompson1, Katie Scroggins1, Brianna Watkins1, Christopher Helms1, Bulent Turan2
1The University of Alabama at Birmingham

Testosterone is associated with competitiveness/dominance in men, although its psychological mechanism is not understood. Eight-four men completed speech and arithmetic tasks in front of critical evaluators. Worry about making a bad impression and high basal cortisol predicted lower testosterone reactivity, suggesting that socially-evaluative stress is important in men’s testosterone reactivity.

F12 THE PRESENCE OF A PROTECTION ON ONE’S INVESTMENT HELPS SOLVE THE DILEMMA OF WHERE TO LIVE
Dennis L. Poeple1, David A. Schroeder2
1Truman State University, 2University of Arkansas

The current research examined the effects of the presence of a potential protective-refund on one’s rental investment. Results suggest that rental properties are chosen more often when a refund is present and that the presence of a full refund plays a significant role primarily in worse off neighborhoods.

F13 PREDICTING POST-RELEASE OUTCOMES AMONG FELONY OFFENDERS: CONNECTEDNESS TO THE CRIMINAL COMMUNITY AND THE COMMUNITY AT LARGE
Debra Mashek1, Johanna Folk2, June Tangney1, Jeff Stuewig2
1Harvey Mudd College, 2George Mason University

We used jail inmates’ pre-release connectedness to the criminal community and to the community at large to prospectively predict positive adjustment and recidivism one year after release from jail. High connectedness to the community at large predicted positive adjustment, and high connectedness to the criminal community predicted recidivism.

F14 WILL SHE LOOK BETTER AFTER THIS DRINK? AN EFFECT SIZE SURVEY OF ALCOHOL’S INFLUENCE ON INTERPERSONAL ATTRACTIVENESS
Michael Bernstein1, Rouba Youssef2, Allie Scott1
1University of Rhode Island

We conducted a power survey of all experimental studies examining alcohol - interpersonal attractiveness relation. Seven studies (N=674), which yielded 17 effect sizes (ES) ranging from d=-.72 to d=+.72 met inclusion criteria. A total ES of d=+.16 was calculated. This finding challenges the commonly accepted folk wisdom of “beer goggles.”

F15 FURTHER VALIDATION OF GLOBAL CITIZEN AND ENTREPRENEUR LIWC DICTIONARIES
Ida Mohibpour1, Shonda Gibson1, Stephen Rayson1
1Texas A&M University-Commerce

We examined (N = 115) the validity of the global citizen and entrepreneurial orientation Linguistic Inquiry Word Count (LIWC) dictionaries. The validity of the global citizen LIWC dictionary was supported, while the entrepreneurial dictionary showed mixed results.

F16 BEYOND GRIEVING AND SURVIVING: POSTTRAUMATIC GROWTH IN SURVIVORS OF SUICIDE IN SOUTH KOREA
Eun-Jin Lee1, Sung Won Kim2, Robert Enright1
1University of Wisconsin-Madison, 2Harvard Graduate School of Education

We investigated how losing a close family member by suicide has affected the posttraumatic growth of survivors of suicide in Korea. By understanding the posttraumatic growth of survivors of suicide, professional helpers can promote positive changes that the survivors identify and help them maintain those changes over time.
### F22
**AIR-BALL, AIR-BALL**: EGO-THREAT ON THE BASKETBALL COURT. A SURVEY OF DIVISION I PLAYERS.

Nadav Goldschmied1, Nicole Stenoish1, Damian Vira1, Nergis Aikkaya2, Sarena Mezzacappa3
1University of San Diego, 2University of California at San Diego, 3San Diego State University

A survey of two NCAA men’s basketball teams showed that players perceived other players to be more influenced by the crowd’s chanting (e.g., ego-threat) following an air-ball shot, in comparison to themselves. Also, players from the more successful team thought that chanting was overall less detrimental.

### F23
**FACILITATING ADAPTIVE EXPLANATORY THINKING AMONG VULNERABLE YOUNG ADULTS USING ATTRIBUTIONAL RETRAINING: LONG-TERM EFFECTS ON COGNITION, EMOTION, AND PERFORMANCE**

Jeremy M. Hamm1, Raymond P. Perry1, Judith G. Chipperfield1, Patti C. Parker2, Kou Murayama2, Bernard Weiner2
1University of Manitoba, 2University of California, Los Angeles

Our study demonstrated that an attribution theory-based motivation treatment (Attributional Retraining) indirectly promotes long-term goal-attainment for failure-prone, low cognitive elaborators. Results support Weiner’s (2012) theory and indicate that Attributional Retraining’s achievement effects are underpinned by its influence on a hypothesized causal sequence of psychological outcomes (attributions, perceived control, emotions).

### F24
**POSITIVE INTERACTION OUTCOMES THROUGH TAILORING OF INTERPERSONAL BEHAVIOR**

Valerie Carrard1, Marianne Schmid Mast1, Gaétan Cousin2
1University of Neuchâtel, 2University of Oxford

We tested whether tailoring of one’s behavior to the social interaction partner’s preferences results in better interaction outcomes (behavioral assimilation model). In a setting in which outcomes are crucial, we found that the more physicians tailor their nonverbal behavior to their patients’ preferences, the more satisfied the patients are.

### F25
**WAITING IS THE HARDEST PART: MODELING THE EXPERIENCE OF UNCERTAINTY**

Sara E. Andrews1, Kate Sweeney1
1University of California, Riverside

Longitudinal growth curve modeling was used to identify patterns of change over time in anxiety, rumination, emotion regulation, performance expectations, and uncertainty navigation strategies for 50 participants waiting for the results of the bar exam. Results suggest that waiting is most difficult at the beginning and end of the wait.

### F26
**INDIVIDUAL AND GROUP-BASED ASPECTS OF WOMEN’S FINANCIAL INDEPENDENCE: ASSESSING CONSEQUENCES FOR INTIMATE-PARTNER VIOLENCE THROUGH A RANDOMIZED CONTROLLED TRIAL IN COLOMBIA**

Margaret Tankard1, Elizabeth Levy Paluck1, Deborah Prentice1
1Princeton University

Theory suggests that financial independence should lead women to view intimate-partner abuse as less acceptable and exit abusive relationships. Baseline data is presented from an 18-month field experiment testing a savings-account intervention and the effectiveness of framing the account as an individual project versus one that many women are pursuing.

### F27
**A CROSS-SECTIONAL STUDY OF EMPATHY EROSION AMONG MEDICAL SCHOOL STUDENTS**

Megan Kozak1, Cara Bonus2, Carol Capel1, T.J. Jirasevijinda2
1Linfield College, 2Pace University, 3Weill Cornell Medical College

This study examined changes in empathy among medical students. Students in their 4th year showed lower levels of situational empathy (empathic reactions to specific medical-related situations) compared to 1st year students. No differences in dispositional empathy (empathy as a stable trait) were found. Implications for medical school curricula are discussed.

### F28
**THE PERSON VS. THE SITUATION IN THE STUDENT DEBT CRISIS.**

Aimee M. Chabot1, Julian L. Parris2, Christopher J. Bryan1
1Department of Psychology, University of California, San Diego

Data from university students (n=497) were used to investigate what sources are driving the unprecedented growth of student debt (e.g., individual vs. situational differences). Lower family income predicted greater student debt, but individual financial impulsivity did not. Additionally, experimental manipulation revealed that larger loans increased willingness to take on additional debt.

### F29
**WHY DO PEOPLE CHASE LUXURIES, A MATTER OF POPULARITY OR QUALITY? AN EXAMINATION OF MATERIALISM, LUXURY CONSUMPTION AND PUBLIC SELF-CONSCIOUSNESS**

Yue Song1, Jiang Jiang1, Jing Liang1
1Beijing Normal University

Present research aims at investigating the role of public self-consciousness between materialism and luxury consumption. An eye-tracking experiment found that compared with quality, materialistic consumers care more, if not only, the popularity of the luxuries (study 1). Moreover, this preference is affected by public self-consciousness (study 2a & 2b).

### F30
**HOW WE HELP MATTERS: ASPECTS OF SOCIAL SUPPORT PREDICT WELL-BEING**

Alisa Huskey1, Scott P. Secor2, Alicia Limke2, Ronald W. Wright2
1University of Central Oklahoma, 2Southern Nazarene University

A new questionnaire measuring aspects of the helper, helper/participant relationship, and the helper’s techniques was developed to examine the links between aspects of social support, social support behaviors, and well-being. The measure predicted well-being and each social support behavior; however, discriminant validity analyses indicate its usefulness as a separate measure.

### F31
**CLINGING TO AUTHORITY OR GIVING UP HOPE? ATTACHMENT STYLES PREDICT LIKELIHOOD OF FALSE CONFESSIONS**

Kathryn Schrantz1, Alicia Limke2, Mickie Vanhuy3
1University of Central Oklahoma, 2Southern Nazarene University

Undergraduates completed a measure of attachment and a computer crash paradigm. Researchers coded both whether or not a confession was offered following the crash as well as whether participants explained their fault to a confederate following the study. Attachment avoidance and anxiety predicted false confessions and internalization.

### F32
**AT PEACE WITH A RISE IN TUITION FEES? SUPPORT FOR TUITION POLICIES ACROSS ACADEMIC MAJORS**

Anne-Marie van Prooijen1
1Université libre de Bruxelles

Using social dominance theory as a framework, the current study (N = 2641) showed that students with hierarchy-enhancing academic majors were more likely to support a policy to increase tuition fees at universities than were students with other academic majors.
**F33**
**THE INTRINSIC AND EXTRINSIC MOTIVATION FOR GETTING STATUS AND POWER**
Takuto Shishido¹
¹Musashino University

The goal is to answer the question of whether status and power is motivated intrinsically or extrinsically. Results indicated that participants primed with extrinsic motivation had a significantly stronger desire to work in the higher-status-lower-power department in a company. It was concluded that status is motivated extrinsically.

**F34**
**BEHIND BARS: USING PERSPECTIVE-TAKING TO IMPROVE BEHAVIOR OF MOTORISTS TOWARDS CYCLISTS**
Charles Jonathan Arayata¹
¹No Affiliation

This study tested the efficacy of an educational and an empathetic intervention framed within the Theory of Planned Behavior designed to improve motorists’ attitudes towards cyclists, and motorists’ intentions to improve their on-road behavior around cyclists. Mixed results suggest that future interventions should take a more multifaceted approach to TPB.

**F35**
**THE EFFECT OF EMPLOYEES’ PRIME REGULATORY FOCUS ON BEHAVIOR IN SOCIAL EXCHANGE BENEFITS AND ON SATISFACTION WITH COWORKERS**
Yuki Sato¹, Tasuku Igarashi¹
¹Nagoya University

We hypothesized that employees’ regulatory focus influences their belief in social exchange benefits and satisfaction with coworkers. Structural equation modeling showed that their promotion focus enhanced their satisfaction with coworkers, as mediated by belief in social exchange benefits. Alternatively, their prevention focus directly decreased their satisfaction with coworkers.

**F36**
**THE PERCEIVED COSTS AND BENEFITS OF MENTORING INDIVIDUALS WITH INTELLECTUAL DISABILITIES ON STEREOTYPE-CONSISTENT AND INCONSISTENT TASKS**
Caitlin Britt¹, Jessica L. McManus², Donald A. Saucier²
¹Kansas State University, ²Carroll College

We examined perceived costs and benefits of mentoring students with intellectual disabilities (IDs) on stereotype-consistent (i.e., socially-oriented) or inconsistent (i.e., academically-oriented) tasks. Mentoring students with IDs was associated with greater benefits (connectedness between mentors and students, mentor benefits) on academically-oriented but greater costs for mentors on socially-oriented tasks.

**F37**
**ORGANIC FOOD PURCHASING PREDICTED BY INTERACTIONS BETWEEN IMPRESSION MANAGEMENT MOTIVES, FOOD INVOLVEMENT, AND ENVIRONMENTAL PROTECTION MOTIVES.**
Kacy Pula¹, Craig D. Parks²
¹Saint Michael’s College, ²Washington State University

We examined relationships between organic purchasing, food involvement, and two food choice motives (impression management and environmental protection). Impression management was a stronger predictor of organic purchasing when food involvement was low. Environmental protection was a stronger predictor of organic purchasing when impression management motives were high.

**F38**
**LOST IN TRANSLATION: THE MEANING OF CLIMATE CHANGE TO RURAL FARMERS IN SRI LANKA**
Steven Ross Berry¹, Ashley Greene¹, Heather Truelove¹
¹University of North Florida

Little is known about subsistence farmers’ knowledge about climate change in developing countries. Examining rural villages in Sri Lanka, we found that many paddy farmers are unfamiliar with the term climate change but recognize that climate change is occurring and has had negative effects.

**F39**
**THE IDEOLOGICAL PROFILES OF DEMOCRATS AND REPUBLICANS**
Peter Gries¹
¹University of Oklahoma

This paper explores the interrelationship between partisanship and four dimensions of American ideology, cultural (RWA-traditionalism), social (SDO-group dominance), economic (income redistribution) and political (communitarian-libertarian). Using data from a 2011 representative survey of the U.S. population, a series of cluster analyses revealed two types of Democrats and three types of Republicans.

**F40**
**PERSONALITY CORRELATES OF IMPLICIT AND EXPPLICIT ATTITUDES TOWARD INTERRACIAL RELATIONSHIPS**
Linda Nguyen¹, Wade Rowatt¹
¹Baylor University

College students completed implicit and explicit measures of attitudes toward interracial couples, right-wing authoritarianism (RWA) and social dominance orientation (SDO). RWA and SDO were unique (negative) predictors of social approval of interracial relations and interracial attraction.

**F41**
**ARE YOU LISTENING TO ME??: GENDERED PREDICTORS OF A POSITIVE DEPARTMENTAL CLIMATE IN THE SCIENCES**
Lauren M. Hawthorne¹, Shannon K. McCoy², Susan Gardner¹
¹University of Maine

We examined what factors influenced perceptions of positive departmental climate for women faculty in the sciences at an R1 university. Based on findings from the procedural justice literature, we predicted and found that perceived fairness of administration decisions was uniquely predictive of departmental climate for women, but not men.

**F42**
**BEING GREEN VS. LOOKING GREEN: INTERNAL AND EXTERNAL MOTIVATIONS TO BE PROENVIRONMENTAL AND PRODUCT PREFERENCES**
Joanna Goplen¹, Katherine Pappas¹, Ashby Plant¹
¹Florida State University

We investigated the role of internal and external motivations to be proenvironmental in people’s interests in sustainably produced shirts and shirts which read “earth saver.” Internal motivation predicted interest in both and a preference for the ‘true-green’ shirt; external motivation only predicted interest in the ‘green-image’ shirt.

**F43**
**EFFECTS OF LABELING AND TEACHER-CERTIFICATION TYPE ON MEMORY AND CONFLICT-RESOLUTION APPROACH**
Lacy Elise Krueger¹, Beth Ashby Jones¹, Jane Marie Ayers¹
¹Texas A&M University-Commerce

General Education and Special Education teachers read a vignette about a student labeled as having ADHD or no label was provided before completing a memory test and questionnaire. Results suggested that the presence of a label affected recall differently among teacher types, but the label did not influence conflict-resolution approach.
F44.
EXPLORING THE SOCIAL CONTEXT OF DAILY ALCOHOL CONSUMPTION
Cameron T. McCabe¹, Cynthia D. Mohr¹
¹Portland State University
The present study explores patterns of daily alcohol consumption among moderate-to-heavy drinking adults to identify factors which comprise systematic profiles of drinking behavior. Results revealed psychosocial and demographic differences in preferred drinking context (e.g., at home or away from home, alone or with others).

F45.
EXPLORING PERSPECTIVE-TAKING IN JOURNALISM STUDENTS FOR BREAKING NEWS VERSUS HUMAN INTEREST STORIES
Barbara Wood Roberts¹, Jennifer McDonald Combe¹, Tera D. Letzring¹, John Gibbas¹
¹Idaho State University
Perspective-taking is a valuable skill for conveying balanced stories. This study revealed that individuals with journalism training better conceptualized multiple points-of-view in news sources than those without training. Journalism training teaches perspective-taking is secondary in breaking news vs. human interest stories; these findings indicate journalists are sensitive to this difference.

F46.
THE EFFECT OF MATING MOTIVATION ON MEN’S RISK TAKING TENDENCY: RELATIONSHIP EXPERIENCE MATTERS
Cai Xing¹, Ting-ting Liu¹
¹Renmin University of China
The present study investigated how romantic experience influences the link between mating induction and men’s risk taking. The results showed that when exposed to photographs of attractive women, men who had never been committed in a romantic relationship showed a higher propensity to take risks than those with committed romantic relationship.

F47.
A LIWC EXAMINATION OF THE PROCESS OF INTERACTIONAL DEHUMANIZATION IN CONVERSATIONS BETWEEN HUMANS AND VIRTUAL HUMANS
Eric Mayor²
²University of Neuchatel
Machines can hold conversations and recognize emotions (like JAXA’s Kirobo). But can a machine seem human enough to be considered as an equal partner in interaction? People start addressing machines as humans and then gradually cease showing them the politeness they show human conspecifics, resulting in more negative emotions shared.

F48.
A JIGSAW CLASSROOM IN A COLLEGE COURSE
Blythe Duell¹
¹Southeastern Oklahoma State University
A jigsaw classroom is an interdependent classroom environment where students are required to master a portion of the course content and teach it to fellow students. Jigsaw format was compared to a traditional lecture approach in a college course and showed differences in students’ study time, quiz scores, and more.

F49.
SO YOU WANT TO USE SUBLIMINAL PRIMING OVER THE WEB? CONSIDER THE BUNNIES & LIONS TASK.
Léa Bernard Desrosiers¹, Frederick L. Philippe¹
¹Université du Québec à Montréal
The Bunnies & Lions Task is a freely available, open-source, web-based flash script designed for subliminal priming over the web. Results from 3 studies using this task replicated past studies using traditional priming methods and revealed that the Bunnies and Lions Task is effective to unconsciously prime various constructs.

F50.
THE GENDER-Stereotypic NATURE OF CLIMATE CHANGE POSITIONS
Stephanie L. Johnson¹, Julia Dahl¹, Janet Swim¹, Terri Vesco¹
¹The Pennsylvania State University
Pro-environmental positions are vital for mitigating climate change. Findings across three studies suggest pro-environmental positions are perceived as stereotypically feminine and anti-environmental positions as stereotypically masculine. Results suggest men may be less likely to support pro-environmental positions because such stances are perceived as feminine.

F51.
PERCEIVED SOCIAL SUPPORT FROM FRIENDS AS A BUFFER OF THE EFFECTS OF POPULARITY ON COLLEGE STUDENT ALCOHOL USE
Amber M. Anthenien¹, Allison M. Grant, M.S.¹
¹Colorado State University
This investigation examined whether perceived social support moderates the positive association between popularity and college alcohol use. Results indicated higher levels of perceived social support suppressed the effects of perceived popularity on alcohol consumption. Building supportive social relationships among college students may reduce alcohol consumption within this high-risk population.

F52.
THE REVOLVING DOOR: HOW CONTROL, WORKLOAD AND REWARD RELATE TO BURNOUT IN SHELTER PERSONNEL
Laura Harder¹, Caitlin Mahoney¹, Kerry Kleyman¹
¹Metropolitan State University
The current study identifies risk factors of burnout specific to shelter system workers. A Revolving Door Index (RDI) was created using items measuring internal locus of control, workload and intrinsic reward. Analyses revealed a higher RDI score correlated with higher levels of burnout as well as moderating effects of other variables.

F53.
LINKS BETWEEN PUPPY-RAISER CHARACTERISTICS AND WORKING-DOG PERSONALITY
Jamie L. Fratkin¹, David L. Sinn¹, Michelle Fischer¹, Samuel D. Gosling¹
¹The University of Texas at Austin, ²Australian Customs and Border Protection Service
Working dogs provide a wide range of vital services to people so it is important to understand which characteristics predict success performance. One predictor of success is dog personality. Here we examine how characteristics of the volunteers who raise puppies for one working-dog organization are associated with the dogs’ personalities.

F54.
SOCIAL AND DEMOGRAPHIC INFLUENCES ON HUMAN PAPILLOMAVIRUS (HPV) KNOWLEDGE, BELIEFS, AND BARRIERS TO RECOMMEND VACCINATION AMONG PHYSICIAN AND PHYSICIAN ASSISTANT STUDENTS
Jessica Marie Gustaveon¹, Julie Anna Schommer¹, Rachel Ann Reimer¹
¹Des Moines University
The purpose of this study was to determine knowledge and beliefs regarding HPV and the HPV vaccine among Physician and Physician Assistant students. There were significant differences in knowledge, beliefs, and barriers to recommending the HPV vaccine to future patients by participants’ religiosity, political affiliation, and progress in the program.
EATING TOO MUCH: THE MODERATING EFFECT OF CONSTRUAL LEVEL IN ACTION-INACTIVITY PRIMING.

Dolores Muñoz, Pilar Carrera, Amparo Caballero, Icarios Fernandez
1 Universidad Autonoma de Madrid, 2 Universidad Nacional de Educacion a Distancia

Poster Sessions

F55

62 participants were primed in an abstract vs. concrete mindset using Freitas, Gollwitzer and Trope’s task (2004). After, participants observed a set of pictures primed with action or inaction activities and tasted a snack. Exposure to action increased the snacks ate. This effect was moderated by construal level.

PARENTAL ADHERENCE INTENTIONS FOR OBESE CHILDREN’S HEALTH BEHAVIORS: EXTENDING THE THEORY OF PLANNED BEHAVIOR

Caitlin E. Kennedy, Philip J. Moore, Nazrat Mirza
2 George Washington University, 2 Children’s National Medical Center

This study examined how the Theory of Planned Behavior, with the additions of parental underestimations of their overweight/obese child’s weight status and worry, predicted parental intentions to adhere to pediatricians’ recommendations for four childhood health behaviors. Attitudes and perceived behavioral control were highly predictive, and worry predicted fruit/vegetable consumption.

DO MORE LIFESTYLE RECOMMENDATIONS EQUAL HEALTHIER OUTCOMES? A META-ANALYSIS OF THEORETICAL ASSUMPTIONS UNDERLYING THE EFFECTIVENESS OF INTERVENTIONS PROMOTING MULTIPLE-BEHAVIOR CHANGE

Kristina Wilson, Ibrahim Senay, Marta Duranti, Flor Sanchez, Michael Hennessy, Bonnie Spring, Dolores Albarracin
1 University of Pennsylvania, 1 Istanbul Sehir Universitesi, 2 Universidad Autonoma de Madrid, 1 Northwestern University

A meta-analysis of multiple-behavior change interventions tested theoretical predictions about the impact of differing numbers of recommendations on improvement in health outcomes. We found a curvilinear effect, with a moderate number producing the highest level of change. This curve was more pronounced when conditions increased the difficulty of intervention processing.

TIME IS MONEY: DOES AN ECONOMIC MINDSET INFLUENCE TIME ESTIMATION?

Jessica Wiese, Roger Buehler
1 Wilfrid Laurier University

People often underestimate the time needed to complete tasks. Results of a lab experiment indicate that participants thinking of their time-as-money (vs. control) predicted that a sorting task would take longer to complete. However, because control participants did not underestimate performance times, the economic mindset actually introduced an overestimation bias.

PREDICTORS OF HEALTH INFORMATION AVOIDANCE (IA)

Sivan Ben-David, Julie Anna Schommer, Rachel Ann Reimer
1 Des Moines University

The purpose of this study was to determine predictors of Information Avoidance for genetic testing for multiple health conditions. Perceived benefits, importance of the genetic test, and anticipated regret were significant predictors of IA for all health conditions. The effects of information processing style on IA varied by health condition.

RE-CONNECTING PEOPLE TO THEIR RESOURCES: AMBIENT FEEDBACK TECHNOLOGY PROMOTES PRO-ENVIRONMENTAL ATTITUDINAL AND BEHAVIORAL CHANGE

Evan Tincknell, Cindy M. Frantz, John Petersen, Rumi Shammin, Kevin Smith
1 Oberlin College

Dormitory residents were exposed to ambient real-time feedback about their electricity and water consumption, with the goal of promoting awareness of personal impact on the environment and decreasing resource consumption. Results suggest that feedback served to both change behavior and improve awareness and understanding of resource flows.

THE INDEPENDENT CONTRIBUTION OF RACIAL DISCRIMINATION TO AFRICAN AMERICAN WOMEN’S DEPRESSION AND SEXUAL BEHAVIOR: INVESTIGATING INTERSECTIONAL GENDER AND RACIAL DISCRIMINATION

Laurel M. Peterson, Michelle L. Stock, Alyssa N. Zucker
1 University of Pittsburgh, 2 The George Washington University

Among African American young adult women, racial discrimination emerged over gender discrimination as a predictor of greater depression and risky sexual behavior. This study suggests racial discrimination’s detrimental effects are independent of, and not moderated by, gender discrimination, and persist when controlling for general stress.

FACTORS INFLUENCING LABELING OF NONCONSENSUAL SEX AS SEXUAL ASSAULT

Monica Choy Yndo, Tina Zawacki
1 University of Texas at San Antonio

Using vignette methodology, this study manipulated physical attractiveness and interest cues of a female character to examine the role of sexual perceptions in the labeling of sexual assault. Physical attractiveness and interest cues indirectly affected labeling of the scenario as sexual assault through ratings of the female characters’ sexual interest.

PARENTING ROLES OF STEM WOMEN AND THEIR PARTNERS: TRADITIONAL OR EGALITARIAN?

Lauren Roberts, Sarah Dunlap, Joan Barth
1 The University of Alabama, 2 The University of Alabama

In a study of college aged couples, each including a female STEM major, participants completed a questionnaire assessing expectations of their future parenting roles. There was a significant difference between responses. Men expected parenting responsibilities to be equally distributed. However, the women expected to do more parenting than their partners.

TALKING ABOUT SEX: PREDICTORS TO DISCUSING CONDOM USE BEFORE ENGAGING IN SEX

Kelsey Loden, Steven Hammonds, Mitchell Winstead, Kristina Hood
1 Mississippi State University

We examined the relationship between attachment, sex motives, condom attitudes, and discussing safer sex practices prior to engaging in sex. It was found that having sex for enhancement or pleasure and being more comfortable with depending on the relationship significantly predicted past condom use after controlling for condom use attitudes.
Data from an online survey assessing perceived versus actual stigma of problem gambling demonstrated that low, moderate and problem gamblers perceived more stigma and discrimination toward seeking treatment than was indicated by non-problem gamblers. They also underestimated how much non-problem gamblers thought they should seek treatment.

F71
I HATE HIS EX: PARASOCIAL RELATIONSHIPS WITH A SIGNIFICANT OTHER’S EX-ROMANTIC PARTNER
Kathryn Margaret Cornell1, Jana Hackathom1
1Murray State University
Do individuals create parasocial relationships with their current partner’s ex-romantic partner? Analysis revealed that incorporation of romantic relationship in self-construct, and the closer the individual’s current partner was to their “ideal partner,” predicted the likelihood and type of parasocial relationship with their current partner’s ex.

F72
THE ROLE OF SELF-DISCREPANCY IN CONSUMER DECISIONS
J. Adam Randell1
1Texas Tech University
We examined how actual-ought and actual-ideal discrepancies could moderate the effects of a frugality prime on purchasing preferences. Participants’ purchasing preferences were assimilated to the frugality prime, but only when discrepancies were high. Implications for consumer decisions and the role of regulatory focus in priming effects are discussed.

F73
THE RELATIONSHIP BETWEEN RISKY DRINKING AND PRESENTING THE SELF AS AN ALCOHOL USER: AN EXPERIMENTAL STUDY
Megan O’Grady1
1Oregon State University
Risky drinking among underage students is a public health problem. This experimental study investigated whether high-risk underage drinkers who more likely than low-risk underage drinkers to present themselves as alcohol users. High-risk drinkers were more likely to present as alcohol users, especially if they had low motivation to manage impressions.

F74
(E)VALUATING A LIFE LOST TO DRUG CARTEL VIOLENCE
Garrett Lang Strosser1, Alex Vittum-Jones1, Joel Cardenas1, Laurel Jefferies1
1Southern Utah University
In order to evaluate the limited concern in the U.S. over Mexican cartel violence, two studies were conducted. Participants assigned dollar amounts to American/Mexican lives and completed political orientation and moral values questionnaires. Results revealed that participants were willing to pay more to save an American than a Mexican life.
F76 HARMFUL SHAME AND HELPFUL GUILT: SHAME AND GUILT-PRONENESS AS MEDIATORS OF THE RUMINATION-SELF-FORGIVENESS RELATIONSHIP

Thomas Philip Carpenter1, Jiani Hou1, Jo-Ann Tsang1, Lindsey Backer-Fulghum2, Wade Rowatt1
1Baylor University

Shame and guilt were analyzed as mediators of the relationship between self-forgiveness and rumination across 7 studies. Increased shame consistently explained why ruminators were less self-forgiving. Increased guilt appeared to be a protective effect of rumination and predicted increased self-forgiveness. Implications for addressing rumination are discussed.

F77 AFFECTIVE AND BEHAVIORAL RESPONSES TO THE BOSTON MARATHON BOMBING

Traci Craig1, Annette Folwell1
1University of Idaho

Reactions to the Boston Marathon Bombings were measured for three time periods: bombing, suspect identification, and arrest of remaining suspect. Negative affect decreased from time 1 to time 3, while positive affect increased at time 3, F(2,80)=29.91, p<.001. Correlations with religious, patriotic, and affiliation activity are reported.

F78 INDIVIDUAL DIFFERENCES IN DISGUST SENSITIVITY MEDIATE SEX DIFFERENCES IN SHAME

John Anthony Terrizzi, Jr.1, Natalie Shook2
1Texas Woman’s University, 2West Virginia University

Shame may emerge from experiencing disgust toward the self. Research indicates that females are more sensitive to shame and disgust than males. Participants completed measures of sensitivity to disgust, shame, and guilt. The results indicate that disgust sensitivity fully mediated the sex differences in shame propensity, but not guilt propensity.

F79 THE INTERPLAY BETWEEN COGNITIVE AND EMOTIONAL RISK FACTORS FOR AGGRESSIVE BEHAVIORS

Sarah R. Holley1, Scott Ewing1, Jordan Silver1
1San Francisco State University

The present study assessed the role of emotion regulation deficits and executive functioning deficits in individuals’ tendencies toward aggressive behaviors. Results showed a significant interaction effect, indicating that those who were lowest in executive functioning and who reported the greatest deficits in emotion regulation were highest in aggressive behaviors.

F80 FEELING AWE AND WANTING NOTHING: THE ASSOCIATION BETWEEN AWE, MATERIALISM, AND MODESTY

Liana Gheorma1, Paul Kayhan Phf1, Dacher Keltner1
1University of California, Berkeley

Awe is an emotional response to perceptually vast stimuli that exerts a diminishing effect on the self. We found that feelings of awe were associated with reduced materialistic values and increased modesty. Behavioral tendencies. These findings suggest that the self-diminishing effects of awe extend to materialism and self-enhancement.

F81 PHYSIOLOGICAL EFFECTS OF EMOTIONAL EXPRESSION AND SUPPRESSION IN INTERPERSONAL INTERACTIONS

Brett J. Peters1, Jeremy P. Jamieson1
1University of Rochester

This research explored the consequences of interacting with emotionally suppressive individuals. Target participants interacted with partners who were instructed to suppress or express their emotions while their cardiovascular responses were recorded. Participants who interacted with expressive partners exhibited heightened physiological threat responses compared to those who interacted with expressive partners.

F82 RETAIL THERAPY: IMPLICATIONS OF SHOPPING FOR EMOTION REGULATION

Tchiki S. Davis1, Iris B. Mauss1, Gia J. Sullivan2, Özlem Ayduk1
1University of California, Berkeley, 2The Sullivan Group

Is shopping an effective emotion-regulation strategy? Laboratory (Study 1) and daily diary results (Study 2) showed that high-stress, but not low-stress contexts, shopping resulted in better emotions in the short-term, but worse emotions in the longer-term (Study 2). Findings suggest shopping is an effective, albeit maladaptive, emotion-regulation strategy.

F83 PROTOTYPICAL ANGER COMPONENTS: A MULTILEVEL STUDY

Itziar Fernandez-Sedano1, Pilar Carrera2, Dario Paez2, Amparo Caballero2, Dolores Muñoz2
1Universidad Nacional de Educacion a Distancia, 2Universidad Autonoma de Madrid, 2Universidad del Pais Vasco

This study explored the effects of psychological and cultural variables on self-reported emotional prototypes of anger. Data were collected among 5,006 college students from 25 countries. Being female, instrumentality, HDI, and the interaction between country-level HDI competitiveness predicted internal processes and behavioral outcomes of anger prototypes.

F84 APPRAISALS OF EMOTIONAL CLOSURE AND SUBJECTIVE SEPARATION UNDERLIE THE EMOTIONAL EXPERIENCE OF MISSING SOMEONE

Denise R. Beike1, Nicole Wentling1, Holly Cole1
1University of Arkansas

Investigated the appraisals underlying the emotion of missing someone. 113 participants were assigned to think of a close other versus an acquaintance, whom they see frequently versus infrequently. As hypothesized, emotional closeness and subjective separation uniquely underlie missing, as these appraisals increased feelings of missing but not sadness or loneliness.

F85 EVALUATING THE INFLUENCE OF STRESS AND ANXIETY ON MINDLESS EATING

Jennifer C. Isherwood1, Nisha C. Gottfredson2, Rick H. Hoyle1
1Duke University, 2University of North Carolina-Chapel Hill

We examined how stress and anxiety contribute to food consumption. In the first study, participants reported stressors and binge eating episodes through daily signaling. The second measured consumption during an anxious mood manipulation. The findings suggest that variability (or unpredictability) in stress may enhance anxiety and significantly impact eating patterns.

F86 DECODING FACIAL EXPRESSIONS ACROSS THE MENSTRUAL CYCLE: SUPPORT FOR THE EVOLUTIONARY PERSPECTIVE

Maria Pamley1, Fang Zhang1, Katelyn Colburn1, Nabil Georges1
1Assumption College

In support of the evolutionary perspective, research has examined relationships between phases of the menstrual cycle and fluctuation of different psychological processes and behaviors in females. Consistent with this research, we predicted that emotion perception fluctuates across the menstrual cycle, and found support for this hypothesis.
F93  
MOVING HELPS YOU FEEL BETTER, BASICALLY ALWAYS: Locomotor movement as a robust facilitator of positive affect
Jeffrey Conrath Miller1, Zlatan Krizan1
1Iowa State University
Three experimental studies demonstrated the effect of locomotor movement on positive affect using both participant-blind and double-blind research designs. Across all the studies, locomotor movement (relative to standing or sitting) facilitated positive affect, even in the face of boring activity, being alone, or participants’ expectations to the contrary.

F94  
WHERE DO YOU LOOK AND WHEN DO YOU MIMIC? THE RELATIONSHIP BETWEEN SOCIAL GROUPS, EYE CONTACT, AND FACIAL MIMICRY
Adrienne Wood1, Paula Niedenthal2
1University of Wisconsin - Madison
We explored the relationship between eye contact and mimicry of dynamic emotion expressions in a minimal group context by recording participants’ gaze patterns and facial expressions during a morph viewing task. Novel technologies revealed an effect of social group and emotion on eye contact, which in turn predicted facial mimicry.

F95  
THANKS FOR WHAT I’VE GOT AND THANKS FOR WHAT I’VE NOT: THE EFFECTS OF BEING GRATEFUL, AND WHAT WE ARE GRATEFUL FOR, ON PROSOCIAL CONSUMPTION BEHAVIOR
Hyunjung (Crystal) Lee1, Andrew D. Gershoff2
1University of Texas at Austin
We investigate a novel distinction between what people are grateful for having versus what they are grateful for not having. We propose that the two types of gratitude lead to differences in experienced empathy and closeness for others, which in turn influence pro-social behavior for close versus distant others.

F96  
FROM DIFFERENT ANGLES: COMPLEMENTARY MATCHING OF PSYCHOLOGICAL DISTANCE
Ya-Ling Wang1, Ozem Ayduk2, Yi-Cheng Lin1, Chin-Lan Huang2
1National Taiwan University, 2UC Berkeley, 3National Taiwan University of Science and Technology
When responding to past negative experiences, moving people away from the self-perspective (i.e., self-immersed vs. self-distanced) that they habitually use - which we refer to as complimentary matching - results in better psychological well-being. 204 participants were recruited from mTurk. The findings supported that complimentary matching results in better psychological well-being.

F97  
POSITIVE AFFECT AS A SOURCE OF RESILIENCE AMONG ELDERLY INDIVIDUALS
Jeong Lee1, Kaitlyn Barnes1, Boaz Kahana2, Eva Kahana1
1Case Western Reserve University, 2Cleveland State University
A longitudinal study with three measurement points over 10 years with 591 older adults revealed that depressive symptoms of participants were predicted by time varying pain symptoms. Findings also emphasized the importance of positive affect as sources of resilience among elderly individuals residing in community setting.

F98  
OXYTOCINERGIC AND PARASYMPATHETIC INFLUENCES ON EMOTION IN SOCIAL CONTEXTS
Suzannah Iagtett1, Bethany E. Koik2, Karen Grewen1, Barbara Fredrickson2
1University of North Carolina at Chapel Hill, 2Max Planck Institute for Human Cognitive and Brain Sciences
Biological resources may interact in ways that influence individuals’ emotional responses to social interaction. In a sample of mid-life
**F99**

**HYPOCRITICAL OUTRAGE: BLAMING A SCAPEGOAT FOR INGROUP HARM-DOING CHANNELS FEELINGS OF COLLECTIVE GUILT INTO FEELINGS OF MORAL OUTRAGE**
Zachary K. Rothschild¹, Mark J. Landau², Ludwin E. Molina², Nyla R. Branscombe², Daniel Sullivan²
¹Carleton College, ²University of Kansas, ³University of Arizona

We found evidence that moral outrage at a perceived outgroup harm-doer can represent a motivated displacement of blame that protects one’s own moral identity by reducing guilt over ingroup harm-doing. This process and its consequences are examined in the context of scapegoating immigrants for the economic hardship of working-class Americans.

**F100**

**DAILY MICRO-BLOGGING IMPACTS USERS’ HAPPINESS: THE MEDIATING ROLE OF POSITIVE AFFECT**
Lingnan He¹, Lixin Jiang²
¹Sun Yat-sen University, ²University of Wisconsin Oshkosh

Despite popular use of micro-blogging, the impacts of daily micro-blogging on users’ well-being remain unexplored. We explore whether daily micro-blogging impacts users’ happiness, and if so, through what mechanisms. We found that positive affect mediates the relationships between the number of daily microblogs with perceived control and psychological well-being.

**F101**

**FACEBOOK’S EMOTIONAL CONSEQUENCES: WHY FACEBOOK CAUSES A DECREASE IN MOOD AND WHY PEOPLE STILL USE IT**
Christina Sagioglou¹, Tobias Greitemeyer¹
¹University of Innsbruck

Correlational and experimental data provide converging evidence for the proposition that Facebook activity dampens mood, mediated by a feeling of not having done anything meaningful. Further, an affective forecasting error is committed in that people expect to feel better after using Facebook, whereas, in fact, they feel worse.

**F102**

**BOREDOM AND EATING: WHEN STATE BOREDOM LEADS TO DECISIONS TO CONSUME**
Eric VanEpps¹, Amanda Markey¹, George Loewenstein¹
¹Carnegie Mellon University

Previous research has suggested that boredom causes overconsumption, and that boredom may be a primary culprit in binge eating episodes. In a series of lab experiments, we demonstrate that boredom does not always lead to increased eating, and we explore the mechanisms that drive the relationship between boredom and consumption.

**F103**

**RELIGIOUS SHAME OR GUILT?: SHAME-FREE GUILT AS A MEDIATOR BETWEEN RELIGIOUS ORTHODOXY AND SELF- FORGIVENESS**
Patrice Whitfield¹, Amanda Willett¹, Thomas P. Carpenter¹, Jo-Ann Tsang²
¹Baylor University

The present study examined whether religiosity is associated with self-forgiveness and whether guilt and shame mediate that relationship. Religious orthodoxy was associated with “shame-free guilt,” which predicted increased self-forgiveness. This suggests that the religiously orthodox may feel guiltier, but may potentially find it easier to self-forgive.

**F104**

**THE INFLUENCE OF DISGUST ON ATTENTIONAL SCOPE TASK PERFORMANCE: EVIDENCE FOR THE GLOBAL DISTRACTION HYPOTHESIS**
Elicia C. Lair¹, Linda M. Isbell¹
¹University of Massachusetts Amherst

This study examined the extent to which disgust, sadness, and happiness influence attentional scope, and if these emotions produce attentional biases for emotionally similar stimuli. Results demonstrate that disgusting stimuli are more distracting than happy or sad stimuli and that feeling disgusted slows reaction times during an attentional scope task.

**F105**

**THE EVOLUTION OF NONVERBAL EMOTION DISPLAYS: THE MAINTENANCE OF SIGNAL HONESTY BY PUNISHMENT**
Conor M. Steckler¹, Jessica L. Tracy¹
¹University of British Columbia

Drawing on evolutionary game theory of signaling, we predicted that emotion expressions would be perceived as dishonest, and consequently punished, when not consistent with contextual information. Supporting our prediction, participants judged expressions shown in ambiguous (compared to emotion-consistent) contexts as more dishonest, and were more willing to punish dishonest-seeming displayers.

**F106**

**RACE, SEX, AND SOCIAL ANXIETY IN THE READING THE MIND IN THE EYES TEST**
Jennifer Utley¹, Rowland Miller¹
¹San Jose State University

A large, diverse sample identified facial expressions in a theory-of-mind test. Social anxiety was linked to poorer performance in men (but not in women), and men did worse than women. African Americans were less able than whites or Hispanics to identify negative and neutral expressions accurately.

**F107**

**PUZZLE ME THIS: THE EMOTION OF AWE PROMOTES CURIOUS ENGAGEMENT WITH DIFFICULT PUZZLES**
Craig Laurence Anderson¹, Dacher Keltner¹
¹University of California, Berkeley

Previous work demonstrating the link between awe and curiosity relied entirely on self-report measures. The current research examines the effect of awe on curious behavior as participants attempt to solve disentanglement puzzles. Results from both correlational and experimental studies indicate that awe is associated with both self-reported and coder-rated curiosity.

**F108**

**INDIVIDUAL DIFFERENCES IN SOCIAL POWER AND SUPPRESSION USE IN EMOTIONAL SITUATIONS**
Lameese Eldesouky¹, A. Daniel Catterson², Oliver P. John²
¹Washington University in St. Louis, ²University of California, Berkeley

This study examined the role of social power in suppression, using self-report measures of power and suppression at individual difference and situational levels. Sense of power was associated with suppression, while situational power was associated with suppression of only positive emotion. Results provide a first-glimpse into why people suppress emotion.

**F109**

**THE RELATION BETWEEN DISGUST AND MORALITY IS LARGELY COINCIDENCE**
Mary Kayyal¹, James A. Russell¹, Joseph Pochedly¹
¹Boston College

Immoral scenarios were judged on their emotional reaction and, separately, how immoral each scenario was. Participants judged...
scenarios with pathogens as disgusting, scenarios without as another negative emotion. There was no significant correlation between judgments of how disgusting and how immoral scenarios were.

F110
POSITIVE AFFECT, NEED FOR CLOSURE AND VARIETY SEEKING EFFICIENCY
Ze Ling Nai1, Hwa-jin Yang1
1 Singapore Management University
This study examined the effect of positive affect and Need for Closure (NFC) on variety-seeking efficiency. We found that both positive affect and the decisiveness facet from NFC significantly predicted variety-seeking efficiency. However, NFC did not moderate the effect of positive affect on variety seeking efficiency.

F111
HELPLESSNESS TO SPEAK: THE MODERATING EFFECT OF AMBIVALENCE OVER EMOTIONAL EXPRESSION ON THE RELATIONSHIP BETWEEN HELPLESSNESS AND DEPRESSIVE SYMPTOMS
Cassie R. Grochett1, Mai-ly Nguyen1, Michelle C. Quist1, Jennifer L. Bryan1, Dawn W. Foster2, Chelsie M. Young1, Linda K. Alcitecti1
1University of Houston, 2M.D. Anderson
This study evaluated the relationships between ambivalence over emotional expression (AAE), helplessness, and depressive symptoms (DS). Results revealed AAE moderated the relationship between helplessness and DS, such that helplessness is positively associated with DS, particularly among those high in AAE. AEE appears to exacerbate the effects of helplessness on health.

F112
REDUCING SOCIAL ANXIETY RELATED NEGATIVE BIASES IN DECODING FACIAL EXPRESSIONS THROUGH MANIPULATIONS OF TASK FRAMING
William Robert James Lamson1, Steven G. Young3
1 Fairleigh Dickinson
We present two experiments demonstrating that manipulating the apparent social relevance of an emotion identification task can reduce negativity biases associated with social anxiety. Together, these experiments suggest that this negativity bias is sensitive to whether a task is framed as a test of social ability or intellectual ability.

F113
SADNESS AND SOCIAL JUDGMENT: A META-ANALYTICAL REVIEW
Mayuko Onuki1, Norman Miller1, Carrie Canales2
1University of Southern California, 2West Los Angeles College
Meta-analysis examined major theoretical accounts of sadness-induced mood-congruency effects in social judgments across 96 independent experimentally-based effect sizes. An overall mood-congruent effect was observed (d = .18), but was attenuated when participants were aware of the induced sadness, richer information about social targets was provided, and sadness was highly self-relevant.

F114
PARTICIPANT-INVENTED NONWORDS COMMUNICATE AFFECT
Emil G. Moldovan1, Todd Thrash2, David Newman1
1College of William and Mary
In light of research which shows that some phonemes directly convey emotive valence, we hypothesized that nonwords invented to describe pictures can do so too. Judges rated the affective tone of nonwords without knowing the context in which they were generated. Picture valence (or arousal) predicted nonword valence (or arousal).

F115
FLUENCY AS A DETERMINANT OF THE AESTHETIC-USABILITY EFFECT
Takahashi Tomoyo1, Shinji Kitajima2
1Nagoya University, Japan & Japan Society for the Promotion of Science, 2Nagoya University, Japan
We investigated the connection between fluency and the aesthetic-usability effect. The aesthetic-usability effect is a phenomenon whereby people perceive designs with greater aesthetic appeal as easier to use than the less aesthetic ones. The result showed that fluency directly affected usability, and its effect on usability was mediated by aesthetics.

F116
AN UPWARD SPIRAL BETWEEN GRATITUDE AND HUMILITY
Peter M. Ruberton1, Elliott T. Kruse1, Joseph Chancellor2, Sonja Lyubomirsky1
1University of California, Riverside
Two studies examined the relationship between humility and gratitude. In Study 1, a gratitude activity produced higher levels of humility than a control activity. In Study 2, day-to-day changes in gratitude were associated with concurrent changes in humility over a 14-day period, indicating a potentially mutually reinforcing relationship.

F117
THE INSULAR CORTEX AND EXPRESSIVE SUPPRESSION: INSIGHTS FROM USING NEURODEGENERATIVE DISEASE AS A LESION MODEL
Luma Muhtadie1, Claudia M. Haase2, Robert W. Levenson1
1University of California, Berkeley, 2Northwestern University
The insula is a primary target of neurodegeneration in Frontotemporal Dementia (FTD), a disease characterized by social disinhibition. FTD patients, Alzheimer’s patients, and controls completed a disgust suppression task and a structural brain scan. FTD patients had the smallest insular volumes. Insular volume was strongly associated with expressive suppression ability.

F118
WHEN AND HOW CAN WE PERCEIVE OTHERS’ ENVY?: Focusing on the Demanding Message from Others
Yumi Inoue1, Osamu Higuchi1
1Hitotsubashi University
When we have something others desire, we sometimes fear of being envied. We focused on the verbal markers of envy and examined what kinds of demanding message from others increase the perception of being envied.

F119
FACETS OF MINDFULNESS MEDIATE BEHAVIORAL INHIBITION SYSTEMS AND EMOTION REGULATION.
Elizabeth D. Reese1, Jennifer C. Veilleux2
1University of Arkansas
Because BIS/BAS sensitivity and mindfulness are associated with emotion, we predicted facets of mindfulness would mediate the BIS/BAS sensitivity and emotion regulation relationship. A multiple mediator analysis indicated mindfulness facets mediated the relationship between BIS sensitivity and emotion dysregulation, whereas BAS sensitivity directly predicted emotion dysregulation.

F120
ESCAPING THE SIN: USING ATTENTIONAL PROCESSES TO FOSTER THE BENIGN SIDE OF MALICIOUS ENVY
Jens Lange1, Jan Crusius1
1University of Cologne
Two studies show the regulatory role of attention in envy. How often envied persons were mentioned compared to what participants envied them for in recalled experiences predicted higher malicious and lower benign intentions. Focusing attention on envy objects reduced malicious and enhanced benign intentions for maliciously envious participants.
F121. ATTRIBUTIONAL RETRAINING: PROMOTING ACADEMIC ATTAINMENT FOR VULNERABLE INDIVIDUALS WITH VARYING LEVELS OF BOREDOM
Patti C. Parker1, Raymond P. Perry1, Jeremy M. Hamm1, Judith G. Chipperfield1, Steve Hladkyj1, Reinhard Pekrun2, Julia S. Cada2
1University of Manitoba, 2University of Munich

Our findings reveal the salutary benefits of a control-enhancing treatment (Attributional Retraining) for low-control students who differ in boredom. For low perceived control students (compared to high-control counterparts), AR promoted adaptive academic affect and controllable attributes for failure, and higher performance for both low and high boredom students.

F122. THE ROLE OF COGNITIVE IMPAIRMENTS AND MOOD DISRUPTIONS ON PERFORMANCE AFTER A FIRST STROKE
Ganesh M. Babu1, Thy Huskey1, Lisa Connor2
1Washington University School of Medicine

Emotion and cognition predict performance and should be considered as important as physical consequences in stroke recovery. The combined effect of impairments in both emotion and cognition leads to increased performance deficits. Moreover, rehabilitation treatment should be directed to assessing these impairments and in turn increasing the efficacy of therapy.

F123. GROUP-LEVEL EMOTIONS AT THE INTERSECTION OF GROUP IDENTITIES
Mark Masakazu Kurai1
1University of California, Davis

Group-level emotions can be simultaneously shaped by race and gender, and may be different from emotions associated with either identity separately. Participants’ race, gender, and race-gender identities were made salient prior to assessing group-level emotions. Emotions associated with race-gender group identity were significantly different from race- or gender-based emotions.

F124. ACROSS THE BORED: IDENTIFYING A RELIABLE BOREDOM INDUCTION
Amanda Rose Markey1, Alycia Chin1, Eric M. VanEpps2, George Loewenstein2
1Carnegie Mellon University

Progress in state boredom research has been stymied, in part, by the lack of a validated, reliable, elicitation method. We evaluate the intensity and discreteness of six five-minute boredom inductions. We find two tasks outperform the others: a computerized peg turning task (Festinger & Carlsmith, 1959) and a video task.

F125. EVERYDAY BOREDOM: USING EXPERIENCE SAMPLING TO DETERMINE BOREDOM’S DEMOGRAPHIC, CONTEXTUAL AND EMOTIONAL CORRELATES
Alycia Chin1, Amanda Rose Markey1
1Carnegie Mellon University

We provide the first Experience Sampling Method study of boredom in a nationally representative, adult sample. We examine correlations between proximal environmental factors (i.e., activity, location, social setting, time), demographic characteristics, and boredom. Our results are consistent with many existing lab experiments and surveys, but also provide some novel findings.

F126. IT SOUNDS AS GOOD AS YOU FEEL ABOUT YOURSELF: HOW EMOTIONS AND SELF-ESTEEM AFFECT AESTHETIC JUDGMENT
Jessica M. Benson1, Kent D. Harber1, Catherine Hanson1, Jamie Gorman1, Stephen Jose Hanson1
1Rutgers University at Newark

Emotions serve as powerful sources of information. But what determines whether people actually listen to their feelings? The present study aimed to look at individual differences in self-esteem and the use of affect as information when judging aesthetics.

F127. THE IMPACT OF WITHHOLDING NEGATIVE EMOTIONS ON STRESS, SELF-REPORTED HEALTH, AND DEPRESSIVE SYMPTOMS ACROSS THE ADULT LIFESPAN
Daniel Greuner1
1North Carolina State University

Emotion regulation has been linked to health and well-being. In a sample of 1,082 adults (17 to 83 years, 51.7% female), four different strategies of withholding negative emotions were differentially linked to age, stress, depressive symptoms, and self-reported health. Thus, learning specific ways of withholding negative emotions could be beneficial.

F128. MECHANISM UNDERLYING AN OBSERVER’S BEHAVIOR TOWARDS AN EMBARRASSED PERSON.
Tetsuya Fukuda1, Masatake Hijguchi2, Hitomi Kuranaga1
1Hiroshima University, 2Sophia University

To reveal the mechanisms underlying an observer’s behavior towards an embarrassed person, we examined whether the observer’s embarrassment and assessment of the embarrassed person’s personality affected the observer’s behavior. The two variables indeed affected the observer’s behavior, but did not adequately explain the observer’s behavior.

F129. HAPPINESS RUINS MY TIME: CHANGE OF TIME PERCEPTION WHILE SEEKING HAPPINESS
Aekyoung Kim1, Ryan T. Howell2
1University of Texas at San Antonio, 2San Francisco State University

We examined whether seeking happiness changes subsequent time perception. Because seeking happiness directs one’s attention toward the self, this leads people to construe situations with lower construal levels (e.g., by using smaller scales). Such overestimation of time spent for seeking happiness will lead people to feel more scarcity of time.

F130. I CAN’T WATCH THIS!: VICARIOUS EMBARRASSMENT AND RELATED CONSTRUCTS
Ahmet Uysal1, Irem Metin1, Gulcin Akbas1, Eflif Helvac1
1Orta Dogu Teknik Universitesi, 2Attilim Universitesi, 3Baskent Universitesi

Vicarious embarrassment is an emotional response to the mishaps or embarrassing behaviors of others. We developed a scale to measure vicarious embarrassment, and examined its unique association with the experience of vicarious embarrassment in a laboratory setting, independent of susceptibility to embarrassment, empathy, perspective-taking, and fear of negative evaluation.

F131. WHAT IS THE SECRET OF SECRETS: DO THEY INFLUENCE ACTIONS AND PERCEPTIONS?
Nur Bulut1, Naz Cuguoglu1, Cemre Sandal1, Aylin Uzun1
1Koc University

Slepian, Masicampo, Toosi and Ambady (2012) found that secrets cause overestimation of distance. The results of the current study revealed no difference in distance estimations between memory and secret recall conditions. Feelings aroused by memories (depressed mood and guilt) rather than the quality of them influenced distance perception.
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F144
THE IMPACT OF NOVELTY AND DISPLAY TIME ON THE ALLOCATION OF ATTENTION TO AFFECTIVE STIMULI
Sabrina C. Gregersen1, Michael A. Kisley2
1University of Colorado - Colorado Springs
The allocation of attentional resources to affective images was investigated by measuring reaction time on a categorization task. Results indicated that novelty and display time influence the presence of a negativity bias, and stimulus valence, novelty, and display time should be considered when investigating attention allocation to affective stimuli.

F145
THE DISCRETE EFFECT OF POSITIVE AFFECT ON LONELINESS
Nanyeon Lim1, Eunkook M. Suh1
1Yonsei University
This study examined the relationship between loneliness and positive affect. 299 university freshmen participated in the survey. Results from hierarchical linear regression analysis showed that positive affect negatively predicted loneliness above and beyond the variance explained by personality, relationship satisfaction, relationship status, and social interaction style.

F146
IMPROVEMENTS IN EMOTION REGULATION FOLLOWING SELF-REGULATION TRAINING
Allison M. Tackman1, Lauren E. Kahn1, Junaid S. Merchant1, Elliot T. Berkman1
1University of Oregon
Participants used cognitive reappraisal to up-regulate their amusement while watching positive videos before and after a three-week self-regulation training or active control. Training participants showed greater increases in positive emotion experience from pre- to post-training, suggesting that self-regulation training generalizes to improvements in emotion regulation.

F147
DO YOUR EMOTIONS SPREAD TO OTHERS? BELIEFS ABOUT EMOTION TRANSFER PREDICT EMOTION REGULATION.
Nicole Marie Sentf1,2
1Georgetown University
The current study examines individuals’ perceptions of whether their emotions transfer to others and the impact of this belief on their reported emotion regulation strategies. Belief that positive emotions will spread to others is negatively related to emotion regulation strategies, while belief in the spread of negative emotions is unrelated.

F148
SHAME AND CONSPICUOUS CONSUMPTION: CHOOSING LOUD LOGOS AS AN EGO-PROTECTIVE BEHAVIOR
Ka Eun Kim1, Yeseul Jung1
1Yonsei University
This research is to identify behavioral tendencies of ashamed people in consumption context. Results of a study suggested that when elicited shame (vs. pride, control), people who believed their life was determined by materialistic value favored more conspicuous product with loud logos which they had strong self-brand connection with.

F149
HOPE AND CHANGE: DYNAMIC PERCEPTIONS INDUCE HOPE IN CONFLICT RESOLUTION
Smdar Cohen-Chen1, Richard J. Crisp1, Eran Halperin2
1Sheffield University, 2Interdisciplinary Center (IDC) Herzliya
This paper examines ways in which hope can be regulated within intractable intergroup conflicts, and the conciliatory role it plays in such contexts. Using multiple methodologies, hope regarding the Israeli-Palestinian conflict was induced by manipulating dynamic (vs. static) general perceptions of reality, indirectly increasing support for major concessions for peace.

F150
THE IMPACT OF EMOTIONS ON THE POLITICAL DECISIONS OF IDEOLOGICAL RIGHTEISTS AND LEFTISTS IN CONFLICT: WHO’S GUIDED MOST?
Ruthie Pliskin1, eran Halperin2, Daniel Bar-Tal1, Gal Sheppes3
1Tel Aviv University, 2Interdisciplinary Center (IDC) Herzliya, 3Tel-Aviv University
Two studies examined ideology’s moderating effect on the relationship between emotions and decisions in conflict. Data was collected during conflict-resolution efforts (Study 1) and during war (Study 2). Emotions predicted decisions most among leftists, with anger leading leftists to respond more like rightists and empathy to respond less like rightists.

F151
TOO BUSY TO FEEL NEUTRAL: REDUCING COGNITIVE RESOURCES ATTENUATES THE INTENSITY OF NEUTRAL AFFECTIVE STATES
Karen Gasper1, Joy Hackenbrach2
1The Pennsylvania State University, 2Fors Marsh Group, LLC
We examined whether neutral affect is a relatively affectless state (i.e., low in intensity and requiring little, if any, cognitive resources) or an affective state. In two experiments, reducing people’s cognitive resources lessened the intensity their neutral affect after a neutral affect induction, indicating that neutral affect requires resources.

F152
BELIEFS ABOUT EMOTION MALLEABILITY INFLUENCE EMOTION REGULATION
Elizabeth Tepe1, Susan Nolen-Hoeksema1, John F. Dovidio1, June Gruber1
1Yale University
Participants’ emotion malleability beliefs were experimentally manipulated to examine differential effects on emotion regulation. Participants in the malleable emotion manipulation reported less cognitive suppression, less rumination, and less acceptance during a negative emotion induction compared to participants in the fixed experimental condition. Basic emotion and clinical research implications are discussed.

F153
NOT AS GOOD AS YOU THINK: POSITIVE EMOTION INCREASES CONFIDENCE IN EMPATHIC ABILITY, YET DECREASES EMPATHIC PERFORMANCE
Hillary Devlin1, Jamil Zaki2, June Gruber1
1Yale University, 2Stanford University
Existing research suggests two competing hypotheses about positive emotion – proposing it will either increase or decrease empathy. The present investigation examined associations between dispositional positive emotion and both subjective (self-report) and objective (performance) empathy measures. Findings revealed positive emotion increased subjective beliefs about empathic skills, but decreased objective empathic performance.

F154
WHEN THE MEANS JUSTIFY THE ENDS: THE ROLE OF REGULATORY FIT IN EMOTION REGULATION
Hsiao-Tien Tsai1, Jenny Su1
1National Taiwan University
We examined relations of fit between motivational orientation and emotion regulation strategy. Results showed that 1) chronic promotion-focus was associated with greater use of reappraisal, whereas chronic prevention-focus was associated with greater use of suppression; 2) fit conditions showed greater emotional stability than non-fit conditions after watching a fear-eliciting film.
F1.55
POSITIVE PRECISION: IMPLICATIONS OF ENTHUSIASM AND AWE FOR MEMORY FOR COMPLEX VISUAL IMAGES
Elizabeth A. Osborne1, Michelle Lani Shiota2
1Arizona State University
2University of Kansas
Do different positive emotions have different implications for short-term memory of complex images? Two studies contrast effects of enthusiasm and awe for memory of gist, central details, and peripheral details of emotion-inducing and subsequently presented neutral photos. Results are contextualized in terms of functional definitions of these two positive emotions.

F1.56
COHERENCE ACROSS CONTEXTS: WHAT DOES TRAIT ANXIETY ADD TO THE PICTURE?
Jessica J. Flynn1, Karin G. Colfman2
1Kent State University
This study examined whether lower trait anxiety was associated with greater coherence in an implicit coherence task. Results indicate that anxiety does not play a role in this process.

F1.57
TWO KINDS OF PUBLIC: SELF-CONSCIOUS EMOTIONS ARE SENSITIVE TO DISTINCT KINDS OF SOCIAL KNOWLEDGE
Kyle Andrew Thomas1, Steven Pinker2
1Harvard University
2Northeastern University
It is well known that the self-conscious emotions are sensitive to public knowledge about one's behavior. We show that these emotions are differentially sensitive to two kinds of public knowledge not previously recognized as distinct. These findings highlight the important role that coordination plays in human social life.

Groups/Intragroup Processes

F1.58
EFFECTS OF UNCERTAINTY ORIENTATION AND SOCIAL INTELLIGENCE ON SELF-GROUP TRANSFER
Yixian Li1, Richard Sorrentino1, Yang Ye1
1The University of Western Ontario
This study investigated how uncertainty orientation and social intelligence moderate people's association with nominal groups. Results indicate that individuals with a high uncertainty orientation and social intelligence are more likely to transfer to ingroup knowledge.

F1.59
MY LIPS ARE SEALED: WHISTLEBLOWING AS A FUNCTION OF COLLECTIVE AND RELATIONAL CONNECTIONS TO SOCIAL GROUPS
Amy Heger1, Lowell Gaertner2
1University of Tennessee
2University of Kansas
We examined whether whistleblowing (reporting ingroup maleficence) is influenced by group attachment via a collective connection (sharing ingroup traits, goals, values) or relational connection (interpersonal relationships with members). Whistleblowing was negatively related to group attachment via relational connection and unrelated to collective connection.

F1.60
ARE COOPERATIVE INDIVIDUALS OR COOPERATIVE GROUPS GENERATED DEPENDING ON DIFFERENT TYPES OF TRUST?
Shintaro Fukushima1, Yukiko Uchida1, Izuru Saizen1
1Kyoto University
This study examined the hypothesis that general trust (GT) and community trust (CT) generate the different types of cooperation: first-order cooperation and second-order cooperation respectively. We used the sample set of 7,229 residents in 441 communities. Results showed that GT functioned as first-order cooperation while CT functioned as second-order cooperation.

F1.61
RAPID EVALUATIVE TUNING: THE PRESENCE OF COOPERATION-FACILITATING INSTITUTIONS REDUCES IMPLICIT RACE BIAS
Shiying Lin1, Dominic Packer2
1Department of Psychology, Lehigh University
This study investigated rapid evaluative tuning in response to contextually variable cooperative contingencies. Implicit race bias was reduced, particularly among low prejudiced participants, by the anticipated presence of an institution that could facilitate cooperation among interaction partners. Rapidly-computed ingroup preferences were sensitive to situational contingencies in preparation for intergroup cooperation.

F1.62
REAL AND IMAGINED POSITIVE CONTACT EXPERIENCES WITH GAY MEN AND LESBIANS REDUCE HETEROSEXUALS CONCERNS ABOUT BEING MISIDENTIFIED AS GAY/LESBIAN
Jennifer LaCrosse1, E. Ashby Plant2
1Florida State University
Concerns about being mistakenly identified as gay/lesbian, termed contagion concerns, lead to the avoidance and derogation of gay men and lesbians. A manipulation that encouraged participants to focus on positive contact experiences with gay/lesbian individuals either by recalling past positive contact or imagining positive contact reduced participants' contagion concerns.

F1.63
IN DEFENSE OF ISRAEL: HOW SOCIAL CONTEXT AFFECTS JEWISH AMERICANS' MORAL REASONING
Michael H. Pasek1, Michael J. Sargent2, Jonathan E. Cook1
1The Pennsylvania State University
2Bates College
American Jews share a religious ingroup with Israel even though Israel is a foreign country that should prime outgroup bias. This study finds that when pitted against one another, ingroup religious bias trumps outgroup national bias suggesting that religion can define the group boundaries that affect moral decisions.

F1.64
EFFECTS OF MINORITY-MAJORITY OPINION STATUS AND VESTED INTEREST ON OPINION EXPRESSION IN A MOCK JURY
Rebecca R. Totton1, Kim Rios2
1University of Chicago
2Ohio University
A mock jury study examined the differential effects of vested interest and minority/majority opinion status on motivations behind opinion expression. Participants in the majority opinion condition felt more entitled/licensed to speak out, whereas participants with a vested interest felt more knowledgeable about the issue and more obligated to speak out.

F1.65
“THAT WAS AWKWARD”: DIVERGENT IMPRESSION MANAGEMENT GOALS PREDICT META-PERCEPTUAL INACCURACY
Tara Van Bommel1, Janet B. Ruchscher2
1Tulane University
The current research assessed the impact of converging or diverging impression management goals (i.e., to be liked vs. to be respected) on meta-perceptions of goal attainment. Same-sex dyads interacted on an event-planning task. Divergent goal dyads demonstrated inaccurate meta-perceptions about respect, as well as marginal disagreement about the interaction’s discomfort.

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F166
BIRACIAL ANCESTRY AND SOCIOECONOMIC STATUS IN ACCULTURATION PERCEPTION
Emily Vargas1, Danielle M. Young, PhD2, Diana T. Sanchez, PhD1
1Rutgers University, New Brunswick
2University of Florida
This study examines how socioeconomic status (SES) and biracial ancestry impact perceptions of acculturation and racial categorization. Results suggest that applicants of biracial ancestry are perceived as more acculturated. Both SES and biracial ancestry independently influence perception.

F167
FEELING AND THINKING IN TEAMS: TEAM AFFECTIVE TONE, TRANACTIVE MEMORY SYSTEMS, GROUP PERSONALITY AND TEAM PERFORMANCE
Kritthiga Sankaran1, Amit Nandkeolyar1, Ruchi Sinha1
1Indian School of Business
Drawing on the broaden-and-build theory of positive emotions in teams, we empirically examine the impact of team affect, personality and TMS on team performance. Our results suggest personality interacts with TMS to impact team performance and TMS works as a cognitive mechanism by which positive group emotions enhance team performance.

F168
INTRAGROUP CONFLICT TRANSFORMATION: ROLE OF EMOTIONAL INTELLIGENCE AND PERCEIVED INTERDEPENDENCE
Ruchi Sinha1, Santosh B. Srinivas1
1Indian School of Business
Adopting an interactionist perspective, we empirically examine the dispositional and social network moderators of intragroup conflict transformation. Our results suggest that task conflict is likely to transform into other types of conflicts (process and relationship) when groups consist of members low on emotional-intelligence and when there is high perceived interdependence.

F169
TRANACTIVE-MEMORY-SYSTEMS & INTRAGROUP CONFLICT: THE INTERACTION BETWEEN COGNITION AND AFFECT
Aakarsh Naidu1, Ruchi Sinha1, Amit Nandkeolyar1
1Indian School of Business
Drawing from the social cohesion approach and the affect-as-information framework, this paper empirically shows how team cognition (Transactive memory system) interacts with socio-relational factors (density of dyadic liking ties in the network) to predict intragroup conflict dynamics and team satisfaction. The theoretical and practical implications of the model are discussed.

F170
CAN PREVENTING MISATTRIBUTION OF FRUSTRATION PROMOTE RATIONAL BARGAINING DECISIONS?
Maria E. S. Vargas1, Dong-Won Choi1
1San Jose State University, 2California State University East Bay
We examined the influence of misattributed frustration on whether bargaining offers are accepted or rejected in ultimatum bargaining, where rejection of offers is thought to be irrational. Results showed that participants were more willing to accept unfair offers when they prevented themselves from misattributing their prior frustrations to the bargaining.

F171
FEELING SAFE, FEELING EFFICACIOUS: EXPLORING HOW PUBLIC AND MEMBERSHIP COLLECTIVE SELF-ESTEEM LEAD TO INCREASED SAFETY SELF-EFFICACY
Phillip John Ehret1, David Sherman1
1University of California, Santa Barbara
How does collective self-esteem relate to individuals’ self-integrity maintenance strategies when they contemplate collective risks such as crime? Those who felt more integrated with the student body supported adaptive strategies, whereas those who felt others had positive perceptions of the student body supported defensive strategies. Both strategies were related to increased self-efficacy.

F172
“EYES ON THE PRIZE”: GROUP INVOLVEMENT INCREASES MOTIVATION TO PURSUE REWARDS
Ernest Park1, Verlin Hinsz2, Kevin Betts2
1Grand Valley State University, 2North Dakota State University
Presuming group involvement induces a sense of “strength in numbers,” we predicted groups would be more approach-oriented than individuals. Supportive of this prediction, groups risked investing more of the monetary earnings they made from working on a prior task than individuals to pursue an uncertain but bigger financial payoff.

F173
BEING LIKED BY MY FOLKS IS DIFFERENT THAN BEING LIKED BY OTHERS: DIFFERENTIAL LONGITUDINAL EFFECTS OF IN- VERSUS OUTGROUP LIKABILITY ON ADJUSTMENT
Anne Kristin Reitz1, Frosso Motti-Stefanidi2, Jens B. Asendorpf3
1Humboldt University Berlin, 2University of Athens
We investigated differential effects of 1,057 immigrant and host-national adolescents’ ingroup versus outgroup likability on adjustment. We estimated 3-wave cross-lagged models using a two-year study. Results revealed that likability by the ingroup predicted self-esteem, and that likability by the outgroup predicted personal discrimination, and not vice versa.

F174
PERCEIVING THE NATION AS A TRANS-GENERATIONAL ENTITY: DIFFERENCES IN TEMPORAL REPRESENTATIONS OF THE NATIONAL GROUP AND ATTITUDES TOWARD IMMIGRANTS
Avihay Berlin1, Sonia Roccas2, David Schiefer2, Yechiel Klar3, Klaus Boehnke
1The Hebrew University of Jerusalem, 2The Open University of Israel, 3Jacobs University Bremen, 4Tel Aviv University
We investigated the relationship between differences in the temporal representations of one’s nation on willingness to integrate members of ethnic and national minorities into the national group. Perceiving the nation as trans-generational predicted individuals’ attitudes towards different types of immigrants in Germany and Israel.

F175
ON THE INTERACTION BETWEEN PERCEIVER AND TARGET NARCISSISM
Andrew David Grotzinger1, Nousha Parkhill1, Harry Wallace1
1Trinity University
Prior research suggests narcissists may be repulsed by, or attracted to fellow narcissists. To test these competing predictions, participants rated trait descriptions designed to reflect high or low narcissism. Results indicated that narcissists’ social evaluations are less affected by target differences in narcissism than nonnarcissists’ social evaluations.

F176
SUBGROUP SCHISMS IN SUPERORDINATE GROUPS: THE ROLE OF UNCERTAINTY IN SUPERORDINATE AND SUBGROUP IDENTITY
Joseph A. Waggoner1, Michael A. Hogg1
1Clemson University
Two studies hypothesized uncertainty would strengthen subgroup identification, which would increase subgroup schism support. Both studies found perceiving low superordinate agreement, high subgroup entitlement, and low subgroup voice increased schism support, but differently influenced subgroup identification. While uncertainty increased subgroup identity and schism support, it did not moderate the interactions.
F177
THE INVESTMENT MODEL, RELIGIOUS COMMITMENT, AND INTERGROUP BIAS
Gaven Ehrlich1, Michał Bilewicz1
1Syracuse University

This research applies the investment model scale to the study of group-based commitment and bias. Participants’ satisfaction with, investment in, and alternatives to their religious denomination all uniquely predicted commitment to their denomination. Additionally, level of commitment was a significant predictor of both positive and negative ingroup trait bias.

F178
DO WE DIFFER IN PERCEIVING GROUPS: GENDER DIFFERENCES IN THE PERCEPTION OF GROUP IDENTITY
Yang Bai1, Allison Yamanashi Leib1, Amrita Puri1, Kaiping Peng1, David Whitney1
1University of California, Berkeley, 2Hendrix College

This study aims to examine whether social and perceptual differences both influence how females and males evaluate a crowd at the very first glance. Our study found that both males and females have specific perceptual advantages and disadvantages that become evident from the first second of crowd analysis.

F179
WHEN TERROR HITS HOME: FUSED AMERICANS SAW BOSTON BOMBING VICTIMS AS “FAMILY” AND RUSHED TO THEIR AID
William Thomas Fraser1, Michael D. Buhrmester2, Jonathan A. Lannan1, Harvey Whitehouse1, William B. Swann1
1University of Texas at Austin, 2University of Oxford, 3Queen’s University, Belfast

The results of three studies indicated that strongly fused Americans were especially inclined to provide several forms of support to victims of the Boston marathon bombings. Strongly fused Americans also expressed feelings of familial ties to other Americans, and these ties mediated the relationship between fusion and support behavior.

F180
GROUP REACTIONS TO DEVIANCE: INGROUP DEVIANTS ARE NOT REJECTED IF THEY ARE USEFUL
Ana C. Leite1, Isabel R. Pinto1, José M. Marques1
1University of Porto

Subjective group dynamics theory suggests ingroup deviants are depreciated because they threaten individuals’ social identity. However, contemporary examples show that groups sometimes tolerate deviants. Two experiments suggest that deviant members might be accepted if they are useful, especially in situations in which social identity is a high priority.

F181
WHY WE TELL LIGHTBULB JOKES: DISPARAGING HUMOR CREATES SHARED REALITY
Annie O. Kochersberger1, Alison Ledgerwood1
1University of California, Davis

We investigated whether humor contributes to shared reality. We predicted jokes disparaging outgroup members would be especially effective at establishing shared reality. Participants heard an outgroup-disparaging joke, a non-disparaging joke, an outgroup-disparaging statement, or non-disparaging statement. Consistent with our hypothesis, participants hearing an outgroup-disparaging joke perceived the most shared reality.

F182
HISTORICAL PERSPECTIVE TAKING OF IN-GROUP MEMBERS TRANSGRESSIONS AGAINST THEIR OWN GROUP
Manana Jaworska1, Michał Bilewicz1
1University of Warsaw

The study examined the effects of taking perspective of an in-group member who collaborated with communist regime in 80’s Poland. After taking perspective Polish participants made more situational attributions for collaboration, saw the transgressor as more typical in-group member and rated the percent of Poles collaborating with communist regime as higher.

F183
EFFECTS OF THE SOCIAL ENVIRONMENT ON CONCEPTIONS OF RACIAL CATEGORIES
Rebecca L. Grunberg1, Michael L. Slepian2, Nalini Ambady3
1Massachusetts Institute of Technology, 2Tufts University, 3Stanford University

Three studies examined how exposure to faces varying in racial prototypically influenced perceptions of racial categories. Presentation of racially prototypical target faces, relative to non-prototypical faces, lead to higher endorsement of race essentialism by cuing categorical thinking. Boundary conditions of this effect as well as consequential outcomes were also demonstrated.

F184
ON THE EVOLUTION AND DISSOLUTION OF TRUST BETWEEN OUTGROUP MEMBERS
Adam Brosan Magerman1, Matthew Deegan1, Kelly Jordan1, Eric Hehman2, Sam Gaertner1, Mike Kuhlman1, Chad Forbes1
1University of Delaware, 2Dartmouth College

Two studies were conducted to test how trust develops differently between ingroup and outgroup members. Behavioral results revealed high variability of trusting behavior towards outgroup members compared to ingroup members, while EEG results revealed differences in the ERN and P300 in response to ingroup and outgroup members during feedback.

F185
CONTAGION IN THE CLASSROOM: THE IMPACT OF OTHERS’ MOOD ON PERCEIVED PERFORMANCE
Emily Shaffer1, Lisa Moliex1
1Tulane University

The current research examines the influence of others’ mood on participants’ perceived performance in a testing situation. Results show that the effects on perceived performance are dependent on whether one is an ingroup or outgroup member and the valence of others’ mood.

F186
MOTIVATIONAL CONTEXT AS A DETERMINANT OF HELPING ON BEHALF OF THE INGROUP OR OUTGROUP
Mitchell Lorenz1, Ruth Wanner1, Molly VanDeursen1
1Saint Louis University

A social justice issue that affected either their ingroup or an outgroup was presented to participants who were given an opportunity to participate in helping that group. Participants endorsed helping an outgroup more when the group had value-oriented goals and an ingroup more when the group had power-oriented goals.

F187
AN EXPLORATION OF LANGUAGE USE BY HIGH AND LOW STATUS GROUP MEMBERS
Gideon Mazambani1, Maria Carlson1, Stephen Reyson1
1Texas A&M University-Commerce

We examine the style of language utilized by high and low status group members in an online community. The results support prior research showing low status members use personal and intimate language to ingratiate themselves to the group, while high status members use more welcoming language.
F188
THE EFFECTS OF STRESS, STATUS, & HIERARCHICAL STABILITY ON SOCIAL, AFFECTIVE, AND DECISION MAKING PROCESSES
Erik L. Knight1, Pranjali Mehta1
1University of Oregon
Stability of a status hierarchy moderates the subjective and physiological effects of social stress on high and low status individuals.

F189
BETWEEN A ROCK AND AN APOLOGY: WHY LEADERS WHO FORGIVE TRANSGRESSIONS MAY STILL NOT RECEIVE SUPPORT.
Heather J. Smith1, Chris Goode2
1Sonoma State University; 2The University of Kansas
Forgiving a transgression can be seen as both moral and undesired by observers. In the face of an outgroup transgression against an ingroup member, participants rated an ingroup authority who forgave to be a moral person, yet they did not agree with the decision nor endorse him as a leader.

F190
DISCRIMINATING AGAINST YOUR OWN GROUP-MATES? INTERDEPENDENCE REDUCES THE INFLUENCE OF GROUP GENDER COMPOSITION ON INTRAGROUP EVALUATIONS
Lindy Gullett1, Tessa V. West1, Madeline E. Heilman1
1New York University
After completing a male-type task, participants evaluated their group-mates’ competence. The target’s gender did not influence evaluations, and under conditions of high interdependence, gender composition did not influence evaluations. However, under conditions of low interdependence, members of female dominant groups were evaluated more harshly than members of male dominant groups.

F191
NEED FOR CLOSURE AS A MODERATOR OF THE COMPENSATION EFFECT
Piotr Dragon1, Małgorzata Kossowska1
1Jagiellonian University
In three researches (various contexts, research designs, target groups) we tested Need for Cognitive Closure as a moderator of the compensation effect. We showed that when provided information is consistent with stereotype – compensation effect occur among high NFC people but not low NFC ones, and reversely when information is inconsistent.

F192
INSTRUMENTALITY MEDIATES THE RELATIONSHIP BETWEEN GROUP TYPE AND IDENTIFICATION
Michelle Dugas1, Arie W. Kruglanski1
1University of Maryland
This study found support for the mediating role of perceived instrumentality in the relationship between group type (intimacy vs. social category) and group identification. We propose that participants likely have fewer means to fulfill affiliation goals than identity goals, resulting in greater perceptions of instrumentality for groups fulfilling affiliation goals.

F193
PROTECTING THE GROUP: RELATIONSHIP TYPE AND MEMBERSHIP STATUS DIFFERENTIALLY PREDICT WHISTLEBLOWING.
Saera R. Khan1, Robert Rawson1, Nicholas Stagnaro2
1University of San Francisco; 2Yale University
Participants reported likelihood of whistleblowing when either a family member (intimacy) or fellow student (task) steals from a blind older adult at the workplace. Regardless of severity, a greater likelihood of reporting the crime to external recipients for task member resulted; however, the pattern reversed for reporting internally.

F194
HOW VOICE ASYMMETRY IN GROUPS IMPACTS CONFLICT DYNAMICS AND SATISFACTION: AN INTERACTIONIST VIEW
Nalin Kant Srivastava1, Ruchi Sinha1, E.S. Srinivas2
1Indian School of Business; 2XLRI
We examine consequences of dispersion in workgroup voice behavior on asymmetry in team satisfaction. Our empirical study results suggest that dispersion in workgroup voice behavior interacts with conflict management norms to positively affect conflict dynamics, which in turn predicts dispersion in team satisfaction above and over mean satisfaction levels.

F195
LOOK AT THE FRIENDS, CO-WORKERS AND COMPLETE STRANGERS AROUND YOU: HOW THE ETHNIC COMPOSITION OF EVERYDAY ENVIRONMENTS SHAPE ASIAN, BLACK AND LATINO INDIVIDUALS’ WELL-BEING
Christopher Begeny1
1UCLA
We examine how the ethnic composition of Asian, Black and Latino individuals’ everyday environment shapes their psychological well-being (N=475). Using structural equation modeling, results suggest that having more ethnic ingroup members around in everyday life promotes greater well-being through increased perceptions of ethnic intragroup respect and stronger ethnic group identity.

F196
THE MUTUAL CONSTITUTION OF SOCIAL IDENTITY AND THE SOCIAL ENVIRONMENT
Joseph T. Powers1, Jonathan E. Cook2, Geoffrey L. Cohen1
1Stanford University; 2Columbia University
This study reports that classrooms with a higher density of values-confirmed students reaped collective benefits to GPA that extended even to unaffirmed classmates. Discussion centers on how environments affect individuals and how individuals in turn affect their environment, suggesting reciprocal dynamics that should be considered in designing effective interventions.

F197
STAPEL’S FRAUD DOES NOT RESCIND SOCIAL COMPARISON KNOWLEDGE
J.P. Gerber1, Ladd Wheeler2
1Gordon College; 2Macquarie University
Preliminary results of a meta-analysis of social comparison will be presented, suggesting that Stapel’s fraud has not decreased knowledge about social comparison. Sometimes, you can fake too well.

F198
NOT ALL INEQUALITIES ARE CREATED EQUAL: THE EFFECTS OF STATUS AND POWER INEQUALITY ON COMPETITION AND COLLABORATION
Corinne Bendersky1, Nicholas Hays2
1UCLA Anderson School of Management; 2NYU Stern School of Business
Using mixed empirical approaches, we show that status is perceived as mutable, such that status inequality increases individual’s self-interest focus, increases competition over hierarchical placement, and harms group performance. Power is seen as immutable and power inequality decreases individual’s self-interest focus, reduces hierarchy-based competition and improves beneficial for performance.

F199
A META-ANALYSIS OF THE EFFECTS OF TEAM HIERARCHY
Lindred Greer1, Maartje Schouten2, Luisa Jakubowska3, Bart de Jong4
1Stanford University; 2Rotterdam School of Management; 3VU University
We meta-analytically assess the effects of team hierarchy on the effects of hierarchy in groups. By considering various conceptualizations of hierarchy across disciplines, we hope to improve the theoretical integration in this area of research, resolve past contradictory findings, and refine and extend current theory on the effects of team hierarchy.
F200
TO THINE OWN SELF BE TRUE: THE EFFECT OF AUTHENTICITY ON FEELINGS AND PERCEPTIONS OF POWER
Muping Gan¹, Daniel Heller², Serena Chen¹
¹UC Berkeley, ²Tel Aviv University
Given that power results in more authenticity, we predicted that the converse is true as well: authenticity leads to more power. Indeed, individuals primed with authenticity (vs. inauthenticity) felt more powerful (study1) because they were less concerned with rejection (study2). Moreover, authentic individuals are perceived as being more powerful (study3).

F201
POWER AFFECTS THE PERCEPTION OF INGROUP AND OUTGROUP FACES: A MEANS TO MAINTAIN HIGH-POWER STATUS?
Petra C. Schmid¹, David M. Amodio¹
¹New York University
We proposed that power alters the perception of ingroup and outgroup faces in ways that maintain dominance. High power reduced encoding of outgroup faces when making stereotype judgments, but enhanced encoding when making evaluative judgments, compared with ingroup faces, on an ERP index, suggesting context-specific effects of power on perception.

F202
NO GUTS NO GLORY: RISK-TAKING FUELS PERCEPTIONS OF POWER
Gerben van Kleef¹, Eftychia Stamkou¹, Marc Heerdink¹, Lukas Koning¹, Arik Cheshin¹
¹University of Amsterdam
Three studies show that individuals who make risky decisions are perceived as powerful. This effect occurred for financial investments in an organizational setting as well as physical risks during a skiing trip, and regardless of the outcome of the risk. However, participants were reluctant to afford power to risk takers.

F203
WHISTLE FOR YOUR WORK: FUSION AND THE COGNITIVE/AFFECTIVE UNDERPINNINGS OF WHISTLEBLOWING
Michael D. Buhrmester¹
¹Queen’s University, Belfast
In a novel, controlled lab experiment, students witnessed staged cheating by another student and had opportunities to blow the whistle. As hypothesized, students strongly fused with their university were especially likely to blow the whistle. Evidence from ‘confidant’ and debriefing responses revealed several cognitive/affective mechanisms underlying the fusion-whistleblowing link.

F204
WHEN GROUP MEMBERSHIP GETS PERSONAL: IDENTITY FUSION AND THE PSYCHOLOGICAL MECHANISMS OF PRO-GROUP SACRIFICE
William B. Swann, Jr.¹, Angel Gomez², Leah Fredman¹
¹University of Texas at Austin, ²Universidad Nacional de Educación a Distancia, Madrid
Identity fusion is a powerful form of alignment with groups that entails a visceral feeling of oneness with the group. Here, I present recent experimental and survey evidence showing that strongly fused persons are unusually willing to enact personally costly, pro-group behaviors. Underlying cognitive/affective mechanisms are discussed.

F205
IS RELIGION UNIQUE? THE DEVELOPMENT OF REASONING ABOUT RELIGIOUS AND NON-RELIGIOUS BELIEFS
Larisa Heiphetz¹, Liane Young¹
¹Boston College
Religion influences many aspects of life, yet religious cognition remains under-explored within social psychology. We demonstrate that children and adults distinguish religious beliefs from facts (which have only one correct answer) and preferences (which do not) and that religious cognition appears similar to reasoning about other ideologies (e.g., morality).

F206
AGE: DISTURBINGLY UNDERSTUDIED, DISTINCTLY UNIVERSAL
Michael S. North¹, Susan T. Fiske²
¹Columbia University, ²Princeton University
Although age comprises groups that all living people eventually join, ageism perspectives focus on the oldest old. We show that people of any age are at risk for age bias – including the young. Empirically subtyping ageism underscores the importance of age, which remains understudied in social psychology.

F207
WE CAN’T, BUT THEY CAN: OUTGROUP LENIENCY FOR MORAL TRANSGRESSIONS
Shi-Ming Tang¹, Steven Shepherd¹, Aaron Kay¹
¹Duke University
Participants rate moral transgressions as more wrong when committed by ingroup (vs. outgroup) members, contradicting the social identity theory. We provide evidence that this is due to morality’s role as social glue for groups, and rule out the alternative explanation that it is due to misunderstanding the outgroup’s moral rules.

F208
LISTEN, FOLLOW ME: CHANGES IN VOCAL PITCH PREDICT LEADER EMERGENCE
Joey T. Cheng¹, Jessica L. Tracy², Simon Ho¹, Joseph Henrich²
¹University of California, Berkeley, ²University of British Columbia
Converging research suggests that individuals with lower vocal pitch are preferentially selected as leaders. Building on these findings, we examined within-person modulations in pitch during a 20-min face-to-face social interaction. Results showed that individuals whose pitch deepened emerged as influential leaders, whereas those whose pitch heightened emerged as followers.

F209
PHYSICAL CORRELATES OF STATUS AND LEADERSHIP: WHY SIZE (STILL) MATTERS
Nancy M. Blaker¹, Mark van Vugt¹
¹VU University, the Netherlands
An indicator of status in many species, including humans, is size. This research shows that cues of high status affect perceptions of height and muscularity, and vice versa. We find that type of status (dominance or prestige-based), gender, age, and context moderate the relationship between status and size.

F210
WHO GETS TO JOIN THE CLUB? HOW THE MORALITY OF PROSPECTIVE GROUP MEMBERS AFFECTS THEIR ACCEPTANCE IN OR EXCLUSION FROM THE GROUP.
Romy van der Lee¹, Naomi Eplemors¹, Daan Scheepers¹
¹Leiden University
What determines whether an individual will be accepted by, or excluded from, a group? In three experiments we demonstrate that an individual lacking morality arouses social identity threat and is therefore likely to be excluded, whereas the group is keen to accept a highly moral individual in the group.

F211
THE IMPORTANCE OF PERCEIVED TRUSTWORTHINESS IN INTER-GROUP REPRESENTATION
Colin Wayne Leach¹
¹University of Connecticut
Perceived trustworthiness is important in intergroup relations. Direct measures showed women and men to have divergent stereotypes of each group’s trustworthiness that differ from their views of other characteristics (e.g., warmth, competence, strength). Indirect, “implicit,” measures showed women’s trustworthiness to be most associated with positive evaluation of their in-group.
**Motivation/Goals**

**F212**

**FEAR OF MISSING OUT: PREVALENCE, DYNAMICS AND CONSEQUENCES OF FOMO**
Mark Saffran1, Richard Koestner1

1McGill University

Fear of Missing Out is a common experience discussed frequently in popular media; however, the phenomenon has thus far eluded scientific investigation. Ecological momentary assessment demonstrated that students frequently experience FOMO, with increased experiences of FOMO associated with various negative outcomes. Future directions into the study of FOMO are discussed.

**F213**

**CONSTRUAL LEVEL THEORY AND PROCRASTINATION: ABSTRACT CONSTRUAL AND THE PRIORITIZATION OF SELF-CONTROL TASKS**
Joshua J. Reynolds1, Sean M. McCrea1

1University of Wyoming

According to construal level theory, abstract representations are associated with greater temporal distance, and thus increased procrastination. However, evidence demonstrates abstract construal facilitates self-control. The present work sought to resolve this apparent contradiction, showing abstract construal increases prioritization of difficult self-control tasks, at the cost of completing other tasks.

**F214**

**MEANING IN LIFE AS BEHAVIOR JUSTIFICATION**
Wyatt C. Anderson1, Leonard L. Martin1

1University of Georgia

Participants recorded an attitude-inconsistent essay under free-choice or forced-choice conditions then rated life satisfaction and how much they searched for and experienced meaning in life. The more participants searched for meaning the less satisfied they were, but only following free choice. Meaning in life is a form of behavior justification.

**F215**

**HOW DO STUDENTS MANAGE INTEREST WHILE LEARNING ONLINE THROUGH PATTERNS OF TIME?**
Sungchoon Sinclair1, Jonathan Butner1, Carol Sansone1, Joseph L. Zachary1

1University of Utah

The Self-Regulation of Motivation (SRM) Model suggests that goal attainment and interest are managed together. We examined temporal patterns over a 90-minute online lesson experiment. Switching behaviors between the lesson and off-task appeared to be beneficial for both interest management and performance whereas dwelling in assignment associated with worse performance.

**F216**

**THE ROLE OF MOTIVATION TOWARD WORK AND ORGANIZATION IN PREDICTING ATTITUDBAL AND BEHAVIOURAL OUTCOMES: A STUDY WITHIN THE MILITARY.**
Martin Yelle1, Martin Lauzier1

1Université du Québec en Outaouais

Perceived organizational support and group cohesion are contextual antecedents of commitment, job satisfaction and retention. This study (N=1031) examines the mediating role of motivation on the relationship linking these antecedents to attitudinal and behavioral outcomes. Results indicate that contextual antecedents predict motivation which in turn predicts attitudinal and behavioral outcomes.

**F217**

**PRIMING RIVAL TARGETS – EVEN WITHOUT MENTION OF COMPETITION – INCREASES EFFORT**
David Andrew Reinhardt1, Ben Converse1

1University of Virginia

Recent theorizing differentiates “rivals” (parties with a developed competitive relationship) from “competitors” (parties with incidentally negatively-linked goals), implying that rivals will invoke competition even without a competitive context. Supporting this, two studies find that the subjective degree of rivalry felt for a primed target predicts effort on a subsequent task.

**F218**

**PSYCHOMETRIC PROPERTIES OF THE FUTURE TIME PERSPECTIVE SCALE**
Sarah Marie Raposo1, Corey Mackenzie1, Julie Erickson1

1University of Manitoba

We evaluated the psychometric properties of the unpublished Future Time Perspective Scale (FTPS). The FTPS demonstrated strong internal and test-retest reliability with undergraduates and community-dwelling younger and older adults. Validity findings showed mixed support for socioemotional selectivity theory and with emerging research showing the emotional benefits of expanded time perspective.

**F219**

**INCLUSIVENESS NEED STATE ACTIVATION, AUTOMATIC PREJUDICE, AND THE MODERATING ROLE OF SOCIAL DOMINANCE ORIENTATION**
Kevin Lee Zabel1, Michael A. Olson2

1University of Tennessee

We experimentally examined automatic prejudice as a potential consequence of activated inclusiveness needs (Zabel & Olson, 2012). Among individuals with available social dominance orientation (SDO) scores, we activated inclusiveness or differentiation needs and assessed prejudice. Expectedly, SDO positively predicted automatic prejudice among those with inclusiveness (but not differentiation) needs activated.

**F220**

**THE ENDURING IMPACT OF POSITIVE AFFECT DURING EXPLICIT GOAL ADOPTION**
Katherine Adams1, Sarah Rodenkirch1, Jordan Ludwig1, Courtney Hittopole1, R. Brian Giesler1

1Butler University

Participants who explicitly adopted a goal to perform well on a mental rotation task while in a positive affective state performed marginally better on the task a week later compared to those who had adopted the goal in a neutral state.

**F221**

**REACTIVE APPROACH MOTIVATION FOR IRRATIONAL AND RATIONAL THOUGHT**
Omri Avraham Arbib2, Eldar Eftekhari1, Dmitrij Agroskin1, Ian McGregor1

1York University

We tested the effect of an anxiety-inducing threat on rational bias. We found that threat alone did not make a difference in rationality, but its effect was moderated by an individual's efficacy. Under threat, individuals low on efficacy became more irrational, while individuals high on efficacy became more rational.

**F222**

**FLOW – AN EXPERIMENTAL STUDY ON THE OPTIMAL EXPERIENCE**
Jueyu Sherry Wu1, Tim Wilson1, Shigeiro Oishi1

1University of Virginia

Flow is a delicate state that depends on interactions between the environment and individual. We conduct a cross-cultural experiment in China and America using a specifically programmed game to explore task structure and individual differences in flow induction. Findings are discussed in the context of refining the existing flow theories.
F223
CALLING AND CAREER ATTITUDES: THE MEDIATING ROLE OF MASTERY-APPROACH GOAL ORIENTATION AND THE MODERATING ROLE OF INTRINSIC WORK VALUES.
Yeseul Jung¹, Ka Eun Kim¹
¹Yonsei University
This study examined the relationship between calling and career attitudes among undergraduate students. As a result, intrinsic work values moderated the relation of calling to career maturity. Additionally, mastery-approach goal orientation served as a partial mediator in the link between calling and both career maturity and career aspiration.

F224
JUST NOT WORTH MY TIME? EXPERIENCED DIFFICULTY AND TIME INVESTMENT
George C. Smith¹, Daphna Oyserman¹
¹University of Michigan
Students often devote insufficient time to schoolwork. We predict how difficulty in school is interpreted and the relative frequency of that interpretation matters for time investment. We show that students assigned to conditions implying they experienced difficulty as important (impossibility) relatively more (less) than others invest more time on schoolwork.

F225
A JOURNEY OR A DESTINATION?: FRAMING EDUCATION AS AN EXPERIENCE OR A PRODUCT RELATES TO SATISFACTION AND BEHAVIORAL INTENTIONS
Maureen A. Mathews¹, Tammy Lowery Zacchilli², Lara Ault¹
¹Saint Leo University
Perceiving education as an experience was correlated to happiness with education and intentions to donate to and recommend a university. The experiential frame was also related to less desire to spend tuition money on other items. Perceiving education as a product was negatively correlated to donating money to the university.

F226
BRAND DEPENDENCE, TRUST, AND THE MOTIVATED AVOIDANCE OF NEGATIVE BRAND INFORMATION
Steven Shepherd¹, Gavan J. Fitzsimons¹, Tanya L. Chartrand²
¹Duke University
²York University
Are people motivated to trust and avoid uncomfortable information about the products that they depend on? We draw from the motivated avoidance model (Shepherd & Kay, 2012) to show that brand dependence (e.g., limited options) leads to increased trust, which then predicts a desire to avoid threatening brand information.

F227
WHAT AM I DOING HERE? EXPLAINING NONCONSCIOUS GOAL PURSUIT BY CONFabulation
Ana Paulina Gantman¹, Gabriele Oettingen², Peter M. Gollwitzer³
¹New York University, ²New York University, University of Hamburg, ³New York University, University of Konstanz
Agents pursuing nonconscious goals are unaware of the reasons for their behavior. When seeing themselves acting without reason, they experience arousal and start confabulating explanations. Indeed, participants primed with the goal to be unforkoming experienced arousal when acting this way to a trustworthy experimenter, and they claimed to be introverted.

F228
WHO’S TO BLAME? CAUSAL ATTRIBUTIONS OF THE ECONOMIC CRISIS AND PERSONAL CONTROL
Marcin Bukowski¹, Soledad de Lemus², Rosa Rodriguez Bailón³, Guillermo B. Willis²
¹Jagiellonian University, ²University of Granada
In three studies we tested the prediction that in the context of the global economic crisis, making dispositional attributions of blaming other social groups can serve as a means to restore a threatened sense of personal control. The results supported this prediction. Implications of blame attributions use are discussed.

F229
GOAL AMBIVALENCE: ASSOCIATIONS WITH GOAL SELF-CONCORDANCE, MOTIVATION, AND WELL-BEING
Svenja Helen Koletzko¹, Veronika Brandstaetter²
¹University of Zurich, Switzerland
Across three studies, we found a negative correlation between students’ goal self-concordance and feelings of ambivalence toward their goals. In studies 2 and 3, goal ambivalence further mediated the effects of goal self-concordance on motivation and well-being. Theoretical implications are discussed.

F230
APPROACH MOTIVATION AND MEANING SEEKING: THE ALLURE OF ABSTRACTION
Eldar Eftekhari¹, Omri Avraham Arbiv², Alex Tran¹, Joe Hayes¹, Ian McGregor²
¹York University
Experimentally manipulated abstract foci (spirituality, third person) strongly heightened approach motivation for high meaning-seekers, and muted it for low meaning-seekers. The reverse pattern emerged, but more weakly, for the concrete foci (power, compassion, relaxation). Results reveal how highly motivating abstractions can be, but only for high meaning seekers. (N=448).

F231
COMPETENCE OVER COMMUNION. IMPLICIT EVALUATION OF TRAITS DURING GOAL PURSUIT.
Marta Anna Roczniewska¹, Alina Kolańczyk²
¹University of Social Sciences and Humanities, Sopot Campus, Poland
We tested whether goal activation changes automatic evaluations of agentic and communal traits. Attitudes were examined implicitly before and after task introduction. Goal activation led to increased liking of only agentic traits, which results from their functionality towards goal pursuit. In second study this was observed only for promotion-oriented group.

F232
FIGHT OR FLIGHT...OR FUN: A TRIPARTITE MODEL OF EXISTENTIAL CURIOSITY
Kristen M. Eyssell¹, Melanie Sanderson¹, Anthony Garove¹
¹University of Baltimore
The present study sought to clarify the motives underlying existential curiosity. We identified interest, defensive, and avoidant motives. Defensive scores correlated with death anxiety and hypersensitive narcissism. Avoidant motives only correlated with hypersensitive narcissism. Interest orientation modestly correlated with hypersensitive narcissism, but had a strong correlation with generativity.

F233
STUDENTS’ RECOLLECTIONS OF THEIR MOTIVATING AND DEMOTIVATING TEACHERS: A SELF-DETERMINATION THEORY PERSPECTIVE ON STEM EDUCATION
Kaitlyn M. Werner¹, Christopher P. Niemiec²
¹University of Victoria, ²University of Rochester
Using the principles of self-determination theory, this research examined the factors that distinguish motivating from demotivating teachers of STEM courses. Results suggest motivating teachers (relative to demotivating teachers) were perceived to be more need supportive, which in turn predicted higher grades in STEM courses.
**F234**

**PERCEPTION OF SEXUAL STIMULI INFLUENCES COGNITIVE TASK PERFORMANCE**

Alli Imran1, John Sakaluk1, Omri Gillath1  
1University of Kansas

Two studies investigated the effects of sexual stimuli on cognitive performance. When sexual stimuli were embedded in the task, performance was improved; however, when they were presented outside the task, performance was hampered. Thus, attention to sexual cues can facilitate or hurt performance depending on cue's integration within the task.

**F235**

**THE CREATION AND VALIDATION OF A DEMONSTRATION-DEVELOPMENT ACHIEVEMENT GOAL QUESTIONNAIRE**

Rachel M. Kom1, Andrew J. Elliot1  
1University of Rochester

The current research created a measurement tool for demonstration/development approach and avoidance goals. The questionnaire was tested using an online population and in an academic achievement setting. The results establish the grounding of the demonstration/development approach and avoidance goal concept and examine the predictive utility of the questionnaire.

**F236**

**HOW INDEPENDENT ARE THE CORE SOCIAL MOTIVES?**

Matthew Caswell Edmonds1, Cynthia McPherson Frantz2  
1Oberlin College

Belonging, control, trust, self-esteem and understanding are primary motivators of human behavior. Do decreases in fulfillment of one motive lead to decreases in fulfillment of others? Participants relived 5 different life events, and indicated motive fulfillment. Results suggest that while core social motives are related, they are experienced somewhat independently.

**F237**

**A SITUATION IN WHICH EXPRESSING ONE'S SELF AS HIGHLY UNIQUE THROUGH ONE'S CHOICES ENHANCES MOTIVATION**

Scott S. Trimble1, Erika A. Patal1, Ariana Crowther1, Germaine Awad1  
1The University of Texas at Austin

This study investigated whether expressing one's self as highly unique from others through one's choices can provide motivational benefits. Results suggested that choosing provided people who were primed for a need for individuality the greatest benefits to motivation when they believed their choices were highly unique.

**F238**

**DO ALL HUMANS USE THE INTERNET FOR THE SAME REASONS?**

Ian Dennis Miller2, Gerald Cupchik2  
1University of Toronto

Do all humans use the Internet for the same reasons? Motivations for Internet engagement were assessed in 5 countries: Canada, Greece, Spain, United States, and China. The resulting 4 factors are stable between countries, but mean levels vary. Each country's 4-factor “signature” is rendered like a flower using a novel radial visualization method.

**F239**

**THE DIFFERENTIAL RESPONSE OF AUTOTELICS TO EXTERNAL THREATS**

Emily Ann Warren1, Daniel Slingstad1  
1Claremont Graduate University

This study examines whether trait autotelism, the tendency to experience flow, moderates the effects of a failed goal. Results confirmed that highly autotelic individuals have higher positive affect, decreased need for goal attainment, and decreased willingness to harm oneself for goal attainment compared to low autotelics, but report lower agency and pathway thinking.

**F240**

**NEED-BASED HEROISM: THE MOTIVATION TO CONSTRUCT HEROES DURING TIMES OF NEED**

Scott Allison1, George Goethals1, Erin Layne1  
1University of Richmond

Two experiments examined whether people are more likely to infer heroic traits (e.g., courage, strength, selflessness) in others when a hero is needed compared to when a hero is not needed. The results supported the idea of “need-based heroism” — people’s motivation to mentally construct heroes in emergency situations.

**F241**

**“ONE’S COMPANY”: THE BENEFITS OF AUTONOMOUS SOLITUDE**

James N. Masciale1, Peter A. Caprariello2  
1Connected Psychology, LLC, 2Stony Brook University

The present research examined whether autonomous self-regulation provides value to solitary experiences in the areas of self-reported authenticity, happiness, and competence. These hypotheses were supported, suggesting that autonomous solitude enhances well-being at levels similar to social experiences compared to controlled solitary experiences. Results are discussed with implications for personal growth.

**F242**

**THE INFLUENCE OF REGULATORY MODES ON DESIRABILITY AND FEASIBILITY CONCERNS DURING GOAL PURSUIT**

Allison Skapik1, Edward Orehek1  
1University of Pittsburgh

According to regulatory mode theory (Kruglanski et al., 2000), assessment reflects an orientation toward comparative thinking and critical evaluation of goals or means, and locomotion reflects an orientation toward movement. We found that locomotors valued desirability over feasibility concerns whereas assessors valued feasibility over desirability concerns during goal pursuit.

**F243**

**THE RELATIONSHIP BETWEEN INTRINSIC/EXTRINSIC ACADEMIC MOTIVATION AND BURNOUT IN HISPANIC UNDERGRADUATE COLLEGE STUDENTS: A COMPARISON ACROSS CLASSIFICATION**

Rebecka Maria de Lourdes English1, Monica Munoz1  
1Texas A & M International University

Burnout is a psychological syndrome based on one's relationship with work which consists of exhaustion, cynicism, and a sense of ineffectiveness on the job. Undergraduate student at TAMU completed self-report measures of burnout, academic motivational orientation, and ethnic identity. Analyses showed increased trends in amotivation and burnout in Seniors.

**F244**

**INTERPRETATIONS OF DIFFICULTY AT SCHOOL: THE MOTIVATIONAL IMPACT OF SEEING DIFFICULT TASKS AS IMPORTANT, NOT IMPOSSIBLE**

Kristen Carter Elmore1, Daphna Oyserman1  
1University of Michigan

Identity-based motivation theory predicts that difficulty is energizing if interpreted as reflecting task importance rather than impossibility. Adolescents saw messages implying that difficulty means importance or impossibility before completing a difficult cognitive task. Disagreeing with a difficulty means impossibility message, or agreeing that difficulty means importance, improved student performance.

**F245**

**AVOIDANCE DEPLETES, BUT APPROACH REPLETES SELF-CONTROL RESOURCES**

Jordan S. Miller-Ziegler1, Elliott T. Berkman1  
1University of Oregon

How do approach and avoidance goals differ during real-world self-control? A 3-week experience sampling study assessed pursuit of
approach (personal projects) and avoidance (resistance of distractions and temptations) goals, as well as available self-control resources (handgrip endurance). Avoidance depleted subsequent resources, but contrary to a popular model, approach increased them.

**F246**

**JUST-WORLD BELIEFS AND EXISTENTIAL THREAT: VICTIM DEROGATION AS MOTIVATED WORLDVIEW DEFENSE**

Andrew G. Christy

SUNY Geneseo

The present study investigated the potential motivating role of mortality anxiety in derogatory reactions towards victims. Participants were primed with either mortality or pain, and evaluated an innocent victim, an anti-American target, or a control target. Individual differences in just-world beliefs, self-esteem, political attitudes, and structure needs were also examined.

**F247**

**DO NOT IMAGINE FUTURE: REGULATORY MISFIT DEMOTIVATES HEALTHY BEHAVIOR.**

Ilona Firdman, Ekaterina Tsvetkova, Malia Mason, Sheena Iyengar

Columbia University

We found that thinking about future could have a negative effect on healthy behavior. Comparing to the control group, the prevention-focused participants were discouraged from taking a screening test, if they imagined healthy future, while promotion-focused participants were discouraged from taking screening test, if they imagined having a disease.

**F248**

**THE INFLUENCE OF DELAYED GRATIFICATION ON STATE-ANXIETY IS MODERATED BY TRAIT-IMPULSIVITY**

Amy Maria Abajian, Steven Young

Fairleigh Dickinson University

Study examines whether delaying gratification can induce anxiety and how individual differences in impulsivity moderated reactions on delayed gratification. In three false-personality test conditions, Application of State Trait Anxiety Inventory and Barratt’s Impulsiveness scale suggest anxiety is higher in delayed gratification conditions, and impulsivity is positively correlated with reported anxiety.

**F249**

**PERCEIVED INSTRUMENTALITY OF SELF-CONTROL PREDICTS SELF-CONTROL PERFORMANCE**

Jane Adair Klinger, Abigail A. Scholer, Chin Ming Hui, Daniel C. Molden

University of Waterloo, Northwestern University

This study examined whether perceived future ability and motivation predicted self-control performance. We assessed chronic self-control ability (trait self-control) as well as scales designed to assess beliefs about self-control efficacy, instrumentality, and value. Perceived instrumentality of self-control to life outcomes emerged as the stronger predictor of self-control performance.

**F250**

**THE POWER OF YET: EFFECTS OF FUTURE-ORIENTED FEEDBACK ON MOTIVATION**

Kyla Haimovitz, Dushyantini (Toni) Kenthirarajah, Carol S. Dweck, Gregory M. Walton

Stanford University

We examined how using the word “yet” in feedback could make salient the potential for improvement, thus increasing motivation and performance. Telling participants “Not Yet” after providing incorrect responses on a cognitive task increased their performance and persistence on the task compared to control participants, who received standard correction feedback.

**F251**

**INVESTIGATING THE LIKES AND DISLIKES OF CURRENT EMPLOYEES AND THE IMPACT ON PERSONAL LIFE SATISFACTION**

Kally Lea Bonner, Kerry Kleyman

Metropolitan State University

The current study investigates whether vocational interests align with people’s current position and how this affects life satisfaction. The results illustrate the importance of vocational interests and show that people should work in a job that aligns with their vocational interests to have greater life satisfaction.

**F252**

**MOTIVATIONAL DISPOSITIONS PREDICT POTENTIAL SITUATIONAL NEED SATISFACTION**

Michael Prentice, Tim Kasser, Kennon Sheldon

University of Missouri, Knox College

We examined if people’s values predict whether their situations hold promise for satisfying basic psychological needs. Participants completed measures of intrinsic and extrinsic values and the Riverside Situational Q-Sort. Intrinsic pursuits positively predicted and extrinsic pursuits negatively predicted the extent to which participants described being in potentially need satisfying situations.

**F253**

**THE EFFECT OF REGULATORY FOCUS AND LOCUS OF CONTROL ON EFFORT**

Jennifer Pattershall, Scott Eidelman

University of Science and Technology, University of Arkansas

One study demonstrated an interaction between regulatory focus and locus of control on effort during an anagram task. For participants with a promotion focus, an external locus of control predicted greater effort. In contrast, for participants with a prevention focus, an internal locus of control predicted greater effort.

**F254**

**WHAT CAUSES ATTENTION SHIFTS IN MANAGERIAL GOAL ADJUSTMENT?**

Daniela Blettner

Simon Fraser University

In response to feedback, managers’ attention may shift among several reference points: their own prior goals, their own performance, rival companies’ performance, and the best-in-industry performance. In our study, we show that managers’ regulatory focus and narcissism are related to attention shifts in goal adjustment.

**F255**

**EXPLORING LEARNING GOAL ORIENTATION**

Gallayanee Yooyuneyong, Daniela Blettner

University of Southern Mississippi, Simon Fraser University

This study utilizes two consecutive surveys to examine the relationship between LGO and personal goal setting. LGO was negatively associated with goal achievement, whereas Performance Goal Orientation (PGO) was positively associated with goal achievement. LGO was further negatively related to confidence in goal achievement, self-efficacy, and promotion focus.

**F256**

**WHEN QUITTERS DON’T QUITE QUIT: PUTTING LAY THEORIES INTO CONTEXT**

Patricia Chen, Norbert Schwarz, Phoebe C. Ellsworth

University of Michigan, Ann Arbor

Under difficulty, standard findings show that entity theorists tend to persist less and quit more than incremental theorists when asked to choose between these restricted choice alternatives. Our 4 studies show that these differences are eliminated when the choices available extend beyond this dichotomy to include problem switching.
F257  
**SELF-RESPECT AND CONSIDERATE PURSUIT OF PERSONAL GOALS**  
Madoka Kumashiro1, Michael Coolser2, Laura Patrick3  
1Goldsmiths, University of London, 2Shippensburg University  
Self-respect, a component of self-esteem which rests on high moral integrity, has been previously associated with pro-relationship motives. Finding from 3 multi-method studies showed that self-respect, rather than general self-esteem, was associated with behaving in a considerate manner towards romantic partners in pursuing challenging long-term goals.

F258  
**SWEETENERS, SCARCITY, AND FOOD REGULATION: COULD YOUR DIET DRINK BE MAKING YOU EAT MORE?**  
Sarah E. Hill1, Amanda Morin1, Marjorie Prokosch2, Christopher Rodeheffer1  
1Texas Christian University  
Participants were randomly assigned to drink either a sugar-sweetened beverage, an unsweetened beverage, or an artificially-sweetened beverage. We then measured: response latencies to the names of high-calorie and low-calorie food items (Experiment 1), consumer product preferences (Experiment 2) and actual food consumption (Experiment 3).

F259  
**MODELING GOAL COMMITMENT**  
Darshon Anderson1  
1University of Central Arkansas  
Constructs of relationship commitment between individuals were used to elicit individual differences in goal commitment. Study 1 used structural equation modeling to demonstrate evidence for satisfaction’s, investments’, and alternatives’ collective impact on goal commitment. Study 2 manipulated model components. Both studies supported high goal commitment when satisfaction and investments were high and low alternatives.

F260  
**GOAL DISRUPTION THEORY: REPlication AND EXTENSION**  
Mario Antonio Navarro1, Lindsay Handren1  
1Claremont Graduate University  
Goal disruption theory suggests that adaptive responses occur as a result of an unexpected goal violation, compared to an expected frustration. Three studies, using 3 different stimuli, revealed the role that unexpected goal violations had on the adaptive changes of personal need for structure, creativity, and purposive harm endurance.

F261  
**GOAL DISRUPTION THEORY: APPLIED IMPLICATIONS**  
Benjamin D. Rosenberg1, Elena Athena Lyrintzis2  
1Claremont Graduate University  
Two studies illustrate the utility of goal disruption theory to explain seemingly irrational behavior. Using 2 different manipulations, we illuminate the path from experiencing an unexpected violation to psychological disequilibrium, to purposive harm endurance, which predicted increased intentions to use prescription drugs, as well as favorable evaluations of the drug.

F262  
**VALUE CONTENT AND STRUCTURE IN AN AFRICAN-AMERICAN STUDENT SAMPLE**  
Janel Monique Gill1, Angela P. Cole1  
1Howard University  
An empirical examination of Schwartz’s value theory was conducted in an African-American student sample. Theory-based multidimensional scaling produced a highly interpretable solution consistent with Schwartz’s theory. Values emerged and relations among values were as hypothesized, with few exceptions. These exceptions and cultural complexities inherent in values research will be discussed.

F263  
**NEGATIVE CARDIOVASCULAR RESPONSE TO WEIGHT SALIENCE DURING EXERCISE**  
Jessica Cornick1, James Blascovich1  
1University of California, Santa Barbara  
This study assessed consequences of exercise in a stressful environment for individuals who perceive being above ideal weight when weight was made salient. Controlling for BMI and baseline physiological values, weight salience significantly increased cardiovascular threat reactivity, decreased self-efficacy for exercise, and decreased intention to exercise at a demanding level.

F264  
**INDIVIDUAL DIFFERENCES IN MAMMOGRAM COMPLIANCE: A DECISION-TREE APPROACH**  
Celia K. Naivar Sen1, G. Tarcan Kumkale1  
1Koc University  
The goal of this study was to explore personality-related antecedents of mammogram compliance in a nationally-representative sample of women (N = 1255; MIDUS). Specifically, we used decision-tree algorithms to identify complex interactions among attributes such as time-orientation, neuroticism, and conscientiousness and constructed profiles that can be easily applied by practitioners.

F265  
**APPLYING THE SITUATIONAL CONSTRUAL MODEL TO HEALTHCARE EXPERIENCES**  
Patrick Morse1, Kate Sweeny1  
1University of California, Riverside  
By adapting the Situational Construal Model, the present study explored relationships between patient characteristics, characteristics of a healthcare experience, and post-visit outcomes. With few exceptions, psychological properties of a healthcare visit mediated the relationships between trait-like patient characteristics and important healthcare visit outcomes, including adherence intentions and satisfaction.

F266  
**THE INFLUENCE OF MINDFULNESS ON THE RECALL OF PHYSICAL SYMPTOMS**  
Ryan E. O’Loughlin1, James W. Fryer2  
1Nazareth College, 2State University of New York at Potsdam  
The current study investigated the influence of mindfulness in the recall of physical symptoms. Variability in daily reports of symptoms significantly predicted subsequent retrospective reports of symptoms only for participants low (vs. high) in mindfulness. Highly mindful individuals may look beyond fluctuations of symptoms when assessing their prior physical well-being.

F267  
**PERCEIVED HIV RISK WITHIN AN LGB POPULATION**  
Randal D. Brown1, Dana A. Weiser2, Daniel J. Weigel1  
1University of Nevada, Reno, 2Texas Tech University  
Perceived susceptibility may be a protective factor against HIV transmission. Data from 150 LGB individuals indicated that gay and bisexual men perceive their risk of HIV contraction as higher than that of heterosexual men and women, suggesting that risk perceptions are critical to increased efficacy of future HIV prevention initiatives.
F268
THE RELATION BETWEEN SOCIAL SUPPORT AND SMOKING
CESSATION: USING AN OLD MEASURE IN A NEW WAY TO IMPROVE
PREDICTION
Rachel J. Burns1, Alexander J. Rothman1, Steven S. Fu1, Bruce Lindgren1, 
Anne M. Joseph1
1University of Minnesota Twin Cities, 2University of Minnesota Twin Cities & 
Minneapolis VA Center for Chronic Disease Outcomes Research
Past findings regarding the type of social support that best predicts smoking cessation are mixed. We explored the possibility that more nuanced distinctions between items on a common support measure could improve prediction. Four factors emerged from a factor analysis. Emergent factors predicted cessation; the two customary subscales did not.

F269
IT WORKED FOR THEM, WHY NOT ME? SOCIAL COMPARISON AND
COGNITIVE PERFORMANCE IN A PLACEBO PARADIGM
Lindsay R. Roberts1, Jason P. Rose1, Andrew Geers1
1University of Toledo
We examined how social information impacts performance in a placebo context. Participants told that a high percentage of their peers had improved after consuming a sham energy drink outperformed low-percentage and pure placebo conditions, indicating that placebo responding is enhanced when participants believe that most others experience a given outcome.

F270
EXAMINING DRINKING TO COPE USING MULTILEVEL FIXED-
INTERVAL AND DISCRETE-TIME HAZARD MODELS
Ross E. O’Hara1, Stephen Armeli2, Howard Tenen1
1University of Connecticut Health Center, 2Fairleigh Dickinson University
We used multilevel fixed-interval and discrete-time hazard models to examine drinking to cope (DTC) among college students. Results showed that daily negative mood predicted daily drinking, but few interactions emerged between daily/weekly mood and global DTC motivation. Findings suggest event-level DTC motives may be more appropriate for studying daily drinking.

F271
ILLNESS PROTOTYPES: MEASURING PERCEPTIONS OF OTHERS’
WHO HAVE SKIN CANCER, HPV, AND TYPE II DIABETES
Amy E. Houlihan1, Meaghan Vassaur1, Elizabeth L. McKinney1, Isabel P. 
Oliver1, Alicia Winternute1
1Texas A&M University - Corpus Christi
A measure was created to assess people’s perceptions of others who have particular illnesses (“illness prototypes”). Participants rated the type of person who has skin cancer, HPV, and type II diabetes on 14 characteristics. Illness prototypes were correlated with measures of perceived vulnerability but not with measures of illness representations.

F272
RELIGIOUS CERTAINTY AND HEALTH
Tammy J. Core1, Jessica L. Alquist1, Roy F. Baumeister2
1Texas Tech University, 2Florida State University
This study was designed to test the hypothesis that certainty plays an important role in the relationship between religion and health. Even when controlling for the content of people’s religious (or nonreligious) beliefs, we found that certainty about those beliefs was a significant predictor of good physical and mental health.

F273
SOUNDS DELICIOUS: THE EFFECTS OF NOSTALGIC MUSIC ON
INCREASED FOOD CONSUMPTION IN OLDER ADULTS
Theresa Bren Skar1, Kerry S. Kleyman1
1Metropolitan State University
In the current study, the influence of music on food consumption was investigated. It was hypothesized that music from the participants’ younger days would increase food intake. It was found that nostalgic music increased food consumption, suggesting that playing generation-specific music during dining may increase food consumption in older adults.

F274
MINDFULNESS MODERATES RACE-RELATED STRESS’ NEGATIVE
IMPACT ON BINGE EATING AMONG AFRICAN AMERICAN COLLEGE
STUDENTS
Lloyd R. Sloan1, Veronica Y. Womack2
1Howard University, 2Northwestern University Feinberg School of Medicine
African American college students (110) completed measures of race-related stress, mindfulness, and binge eating. High race-related stress predicted high binge eating. Mindfulness moderated this relationship, revealing lower binge eating by low race stress, high mindful, individuals. These findings suggest further assessment of mindfulness’ association with contextual stressors among African Americans.

F275
CANNABIS AND THE CLASSROOM: THE NEGATIVE EFFECT OF
CANNABIS USE ON COLLEGE PERFORMANCE
Holly R. Gerber1, Erika A. Henry1, Tiffany A. It01
1University of Colorado
The current study assessed the relationship between cannabis use and college performance in a longitudinal study. Results show that both greater cannabis use and younger age of cannabis initiation were associated with lower GPAs. Furthermore, increases in cannabis use significantly predicted lower GPAs, even when controlling for baseline GPA.

F276
THE EFFECTS OF BOTH TESTING INTENTIONS AND RESULTS ON
PERCEPTIONS OF MORALITY
Cynthia Gangi1, Susan Lorena Snodgrass1
1University of Tampa
The intention to get tested for stigmatized diseases has been linked with immorality. Since intentions are only one component of the testing process, the current research examined the additional impact of test results on perceptions. We found that favorable results can exonerate the test-taker and potentially reverse the stigma.

F277
SEDENTARY BEHAVIOR IN LATE LIFE: CAUSAL ATTRIBUTIONS FOR
INACTIVITY
Judith G. Chipperfield1, Patti C. Parker1, Jeremy M. Hamm1, Raymond P. 
Perry1, Steve Hladkyj1, Josef M. Bader1, Megan I. Campbell1
1University of Manitoba
Our findings imply that sedentary behavior can be exacerbated by the attributions one makes for the cause of their inactivity. We showed that an internal, uncontrollable attribution (lack of ability) predicted physical inactivity, which is consistent with attribution theory that would suggest this mindset should erode the responsibility to be more active.

F278
LIVING WITH ARTHRITIS: EFFECTS OF ROMANTIC PARTNERS’
BELIEFS IN PATIENTS’ EFFICACY ON HEALTH AND WELL-BEING
Judith Gere1, Lynn M. Martire2
1University of Minnesota Twin Cities, 2University of Minnesota Twin Cities & 
Minneapolis VA Center for Chronic Disease Outcomes Research
We examined whether spouses’ beliefs in knee osteoarthritis patients’ disease-management efficacy is associated with patients’ health concurrently and longitudinally in a sample of 152 couples. Couples completed 3 assessments over 18 months. Spouses’ beliefs in patients’ efficacy predicted improvements in patients’ health and well-being over 6 months, beyond patients’ self-efficacy.
### Poster Session F – Physical Health

#### F279
**WITH OTHERS OR ALONE? INDIVIDUAL DIFFERENCES AMONG YOUTHS IN THE CONTEXT OF SMOKING LAPSES**

Megan E. Roberts¹, Suzanne M. Colby¹, Chad J. Gwaltney²

¹Brown University

Ecological momentary assessment (EMA) was used to follow adolescents (aged 14-18) attempting to quit cigarettes. Results indicated that 93% of the youths had at least one lapse. Individual differences in adolescents’ vulnerability to lapsing in social vs. non-social contexts demonstrated predictive utility.

#### F280
**DEVELOPMENT OF A DENTAL ATTITUDE, SUBJECTIVE BELIEFS, AND BEHAVIORAL CONTROL ASSESSMENT: A TEST OF THE THEORY OF PLANNED BEHAVIOR**

Savithi Devi Ally¹, Kerry S. Kleymann¹

¹Metropolitan State University

Dental neglect has been proven to affect the quality of one’s life. A new instrument was developed to assess one’s attitude, subjective, and perceived control as it relates to dental care. Results demonstrated that participants who had a more positive attitude, beliefs, and control were more likely to receive dental care.

#### F281
**ORGANIZATIONAL TESTOSTERONE, COMPETITIVENESS AND HEALTH**

Jennifer Guinn Sellers¹

¹Green Mountain College

While social status is correlated with optimal health, animal research suggests this only holds for stable hierarchies. The hypothesis that people with a low 2D:4D ratio, a marker of status striving, would be more likely to experience poor health outcomes if they are regularly involved in competition was supported.

#### F282
**GENDER AND THE COGNITIVE MEDIATION MODEL OF SEXUAL DECISION-MAKING: ALCOHOL INFLUENCES MEN AND WOMEN’S UNPROTECTED SEX INTENTIONS DURING SOCIAL INTERACTIONS IN THE LABORATORY**

Meghan A. Crabtree¹, Tina Zawacki², Natalia Garcia¹, Monica Yndo¹, Andrea Fernandez¹, Brian Green¹, Marco Mar¹

¹University of Texas at San Antonio

The Cognitive Mediation Model (CMM; Norris, Masters, & Zawacki, 2004) explicates alcohol’s influence on risk-related sexual decisions via cognitive appraisals. This experiment examined alcohol’s influence on men and women’s HIV-relevant decisions during a live social interaction. Results support including gender as a predictor in the CMM and hold intervention implications.

#### F283
**CORRELATES OF MISCLASSIFICATION OF CHILDREN’S WEIGHT STATUS IN LOW-INCOME CAREGIVERS**

Jenny Reichert¹, Madeleine Sigman-Grant¹, Jenna Hayes¹

¹University of Nevada, Reno

Interventions targeting child obesity rely on mothers’ ability to correctly classify their children’s weight. This study examined perceptions of children’s weight in low income mothers (n = 432) of young children. Only 56.5% correctly classified their children’s weight, and mothers’ perceptions were unrelated (p > .05) to their children’s BMI.

#### F284
**THE EFFECTS OF IMPLICIT ANXIETY ON THE PERFORMANCE OF SKIN SELF-EXAMINATIONS**

R. Shane Westfall¹, Murray Millar²

¹University of Nevada, Las Vegas

This study examined the ability of implicit anxiety to predict performance on skin self-examinations. It was hypothesized that implicit anxiety would contribute to models beyond the contributions of variables suggested by social-cognitive models of health behavior. As expected, behavior was better predicted when implicit anxiety was added to the models.

#### F285
**ANXIETY AND FITNESS BELIEFS: THE ROLE OF WEIGHT BIAS INTERNALIZATION**

Valerie Douglas¹, Marlene Williams¹, Sarah Savoy¹

¹Stephen F. Austin State University

We examined weight bias internalization as a moderator of the relation between weight stigmatization and adjustment. Weight stigmatization positively correlated with anxiety, but only among those who internalized. Weight stigmatization also predicted shame and those who experienced high levels of shame were significantly less likely to endorse exercise benefits.

#### F286
**SOCIOCULTURAL INFLUENCES IN THE SELECTION OF DIAGNOSTIC ACTS IN HEALTH SCREENING**

Rob Adelman¹, Virginia Kwan¹

¹Arizona State University

This research examines how sociocultural factors and diagnostic contingencies jointly influence individuals’ health decisions and behavior. Compared to high SES individuals, low SES participants were more likely to alter their behavior in such a way to indicate a favorable and desirable health state, suggesting a greater prevalence of deception processes.

#### F287
**TESTING COMPETING PREDICTIONS FROM THE HEALTH BELIEF MODEL AND THE THEORY OF PLANNED BEHAVIOR ON FLU VACCINE INTENTIONS**

Austin S. Baldwin¹, Sean M. Potter¹

¹Southern Methodist University

Participants (N=200) were randomly assigned to a 2 (susceptibility: high, low) x 2 (severity: high, low) experiment to test competing predictions about whether perceived susceptibility and severity have independent main effects on flu vaccine intentions (Health Belief Model) or an interactive effect (Theory of Planned Behavior). Results support the HBM’s prediction.

#### F288
**MECHANISMS OF STIGMA AND PROMOTION OF HEALTHY WEIGHT STATUS**

Sarah Savoy¹, Marlene Williams¹, Valerie Douglas¹

¹Stephen F. Austin State University

We examined stigma consciousness and health motivation as a function of framing. Overweight individuals presented with benefits messages were less motivated to lose weight than those who viewed risk messages and controls. While framing did not impact stigma consciousness, risk framing was associated with higher reports of feeling disgraced.

#### F289
**SELF-EXPANSION DURING A BEHAVIORAL WEIGHT LOSS INTERVENTION IS ASSOCIATED WITH BETTER OBJECTIVE ADHERENCE AND OUTCOMES.**

Xiaomeng (Mona) Xu¹, Tricia M. Leahey², Katherine Boguszewski³, Katie Krupel¹, Kimberly A. Kent⁴, Rena R. Wing²

¹Idaho State University, ²Warren Alpert Medical School of Brown University and The Miriam Hospital, ³University of Virginia, ⁴The Miriam Hospital

Do not want to be considered for Data Blitz.
F290

PARTNER SUPPORT FOR SELF-EXPANSION PREDICTS POSITIVE CHANGES IN HEALTH DURING THE TRANSITION TO RETIREMENT
Jennifer M. Tomlinson1, Brooke C. Feesey2
1Colgate University, 2Carnegie Mellon University
not eligible for data blitz

F291.

SELF-EXPANSION IN COUPLES’ DAILY LIVES: THE IMPORTANCE OF PHYSICAL ACTIVITY
James M. Graham1
1Western Washington University
not eligible for data blitz

F292

PSYCHOLOGICAL WELL-BEING AND METABOLIC SYNDROME: CROSS-SECTIONAL FINDINGS FROM THE MIDUS NATIONAL SAMPLE
Jennifer Boylan1, Carol Ryff1
1University of Wisconsin, Madison
More than one-third of the MIDUS cohort met criteria for metabolic syndrome, a clustering of cardiovascular risk factors. However, personal growth, life satisfaction, and positive affect predicted significantly lower rates of metabolic syndrome, and these relationships remained significant after controlling for key demographic factors, health status, and health behaviors.

F293

BEYOND POPULATION-LEVEL OUTCOMES: HOW UNDERSTANDING THE DIVERSITY OF RESPONDENTS CAN PROVIDE INFORMATION ABOUT HEALTH MESSAGE Efficacy
Steven Tompson1, Emily B. Falk2, Matthew Brook O’Donnell2, Larry An1, Shinobu Kitayama1
1University of Michigan, 2University of Pennsylvania
Previous research has found that fMRI can be a powerful tool to examine population-level responses to health messages. In this study, we found that fMRI activity for positive (relative to positive) anti-smoking messages is moderated by SES. We believe this research can aid the design of more effective health messages.

F294

THE SOCIAL PSYCHOLOGY LINKING NEURAL SIGNALS TO POPULATION LEVEL BEHAVIORS
Emily B. Falk1, Steve Tompson2, Matthew Brook O’Donnell3, Rich Gonzalez4, Sonya Dal Cin5, Vic Strehler2, Larry An2
1University of Pennsylvania, 2University of Michigan
What can social psychology and neuroscience tell us about successful social influence? We manipulated self-affirmation and message variables and examined neural responses to health communications. We link this activity to subsequent physical activity and smoking behavior to elucidate social psychological mechanisms linking neural activity to individual and population level outcomes.

F295

INDOOR AIR QUALITY AND HEALTH: HOW CAN SOCIAL AND PERSONALITY PSYCHOLOGISTS HELP?
Lindsay Taylor Graham1, Samuel D. Gosling2, Richard L. Corsi2
1The University of Texas at Austin, 2University of Texas at Austin
The products and behaviors that people introduce into their indoor environments pose significant health risks (e.g., allergies, asthma, cancer) in the form of air pollutants. Here we present two studies illustrating the links between personality, choices, and behaviors in indoor spaces, and the subsequent health risks that emerge.

F296

AUTOMATIC ATTITUDES PREDICT HEALTH DECISION MAKING AND BEHAVIOR
Jennifer Howell1, Kate Ratliff1, James Shepperd1
1University of Florida
Although psychologists have long recognized the influence of automatic/implicit attitudes on behavior, these attitudes receive little attention in the health behavior literature. Using evidence from several studies, we suggest that automatic attitudes can predict health decision-making and behavior in addition to, and often better than, traditional self-reported health attitudes.

F297

SOMETHING’S Gotta GIVE: PSYCHOLOGICAL AND PHYSICAL HEALTH CORRELATES OF THE DARK TRIAD
Peter K. Jonason1
1University of Western Sydney
Using a sample of over 3,413 participants we examined whether individuals high in Dark Triad personality traits (i.e., psychopathy, narcissism, and Machiavellianism) experience health deficits. Confirming our hypothesis, those individuals high in the dark triad were more likely to report poorer mental and physical health.

Politics

F298

SAVING FACE: LANGUAGE, IDENTITY AND REACTIONS TO POLITICAL SCANDAL
Pierce D. Ekstrom1, Marti Hope Gonzales1, Allison L. Williams1
1University of Minnesota
Building on social identity and impression management theories, we examined the verbal strategies with which politicians extricate themselves from public scandal. Results suggest that politicians who unapologetically stand by their actions will fare especially well. This contentious strategy preserves the esteem of the party and therefore appeals to co-partisans.

F299

SLIPPAGE IN TOLERANCE AND OPEN-MINDEDNESS: DOMAIN SPECIFICITY AS A MODERATOR
Erika Dawn Price1, Chase Wilson1, Victor Ottati2, Soyeon Kim1
1Loyola University Chicago
The present studies examine slippage in tolerance and open-mindedness as a function of domain specificity. Results indicate that people are generally more tolerance and open-minded when given abstract scenarios than when given specific scenarios or domains, even if the scenarios or domains themselves are not contentious or negative.

F300

WHAT PEOPLE THINK ABOUT TORMENT: TORMENT IS INHERENTLY BAD...UNLESS IT CAN SAVE SOMEONE I LOVE
Shannon Christine Houck1, Meredith Repeke2, Lucian Gideon Conway, III2
1University of Montana
People’s perceptions of torture usage were examined across hypothetical crisis scenarios that varied in their degree of personal closeness to the potential victims. Results from two studies suggested that people were more considerably more likely to support torture in applied, personally-relevant scenarios compared to psychologically distant scenarios involving unknown victims.

F301

EVERY HEART BEATS TRUE, FOR THE RED, WHITE, AND BLUE: NATIONAL IDENTITY PREDICTS VOTER SUPPORT
Debbie Ma1, Thierry Devos2
1California State University - Northridge, 2San Diego State University
Two studies examined factors contributing to voters’ support and voting intention in the context of the 2012 U.S. Presidential election. Results demonstrated the predictive utility of perceptions of national identity and attitudes toward candidates (but not general racial categories) in predicting voters’ support over and above political affiliation.
F302
WHY DO PEOPLE FAVOR POLITICAL INCUMBENTS? EVIDENCE OF HEURISTIC PROCESSING.
Joanna K. Zuercher1, Scott Eidelman1, John C. Blanchar1
1University of Arkansas
Why do people favor political incumbents? We compared two psychological explanations, one based on heuristic processing and the other system justification theory. Participants evaluated candidates for city council; incumbency and relevance of the election were manipulated. Incumbency effects were stronger when relevance was low, supporting the heuristic processing account.

F303
POLICIES RESULTING IN GAINS AND LOSSES EVOKE DIFFERENT TYPES OF THINKING AND EVALUATIONS
Stacey Marie Rieck1, Anita Kim1
1Texas A&M University
We found evidence that a policy entailing a loss elicited lower construal thinking than a comparable policy entailing a gain. Evaluations of the loss-related policy were influenced by self-interested and value-oriented thinking, while only value-oriented thinking influenced the gain-related policy. Symbolic politics, construal level theory, and prospect theory are discussed.

F304
TESTING A NEW THEORETICAL MODEL OF POLITICAL ORIENTATION: FINDINGS BEYOND THE SIMPLE LIBERAL-CONSERVATIVE DIVISION
Maria Sandgren1, Girts Dimdins2, Henry Montgomery3
1Södertörn University, 2University of Latvia, 3Stockholm University
To explain individual political orientation, we propose and successfully test a theoretical model where two primary dimensions of acceptance vs. avoidance of uncertainty, and tough mindedness vs. empathy are combined resulting in the secondary dimensions of high vs. low system justification, and high vs. low dependence on others.

F305
WHAT REALLY UNDERLYES EMOTIONAL BIAS AMONG CONSERVATIVES? NEGATIVE VALENCE OR AROUSAL?: AN EVENT RELATED POTENTIALS STUDY
Shona M. Brit1, Jordan B. Peterson1, Elizabeth Page-Gould1, Michael Inzlicht1
1University of Toronto
We used event related potentials (ERPs) to explore the relationship between political orientation and physiological sensitivity to photographic stimuli that differed in terms of arousal and valence. Arousal, but not valence, interacted with political orientation to predict ERP responses. Arousal rather than negative valence may underlie emotional biases among conservatives.

F306
THE RELATIONSHIP BETWEEN RESISTANCE TO CHANGE AND OPPOSITION TO EQUITY AT POLITICAL AND PERSONAL LEVELS
Imak Olayseyo Okten1, S. Adil Saribay2
1Lehigh University, 2Bogazici University
Resistance to change and opposition to equality in society are claimed to be two culture-free dimensions of political conservatism. We provide evidence that they underlie conservatism in Turkey. We also measured these dimensions at the personal (non-political) level. These dimensions are interrelated across the personal and political levels.

F307
REVISITING STEUBENVILLE: HOW POLITICAL IDEOLOGY AFFECTS PERCEPTIONS OF RAPE SURVIVORS
Jarrad Willis1, Aliza DeNobrega1
1UT-Arlington
We investigated how perceptions of rape survivors differ based on politics, sex, and survivors’ handling of a potential pregnancy. We found that Republicans were more critical of survivors who had abortions & Democrats more supportive of survivors using Plan-B One-Step. This study demonstrates how politics influences perceptions of rape survivors.

F308
FIRST IMPRESSIONS AND SECOND THOUGHTS: THE ROLE OF PROCESSING EFFORT AND POLITICAL ORIENTATION IN SOCIAL JUDGMENTS
Matthew A. Sanders1, Evan Balkcom1, Leonard L. Martin2
1University of Oklahoma, 2University of Georgia
Two studies tested the role of processing effort and political orientation in social judgments. In study 1, participants making judgments about providing for others showed ideological differences when responding quickly, but not carefully. In study 2, participants making moral decisions showed ideological differences in responding carefully, but not quickly.

F309
THE NOT-SO-FEARFUL CONSERVATIVE: HOW LOCUS OF CONTROL INFLUENCES POLITICAL IDEOLOGY
Dylan Wiwad1, Craig W. Blatz2
1Simon Fraser University, 2Grant MacEwan University
How does need for control influence political beliefs? Consistent with past research, we found that more external locus of control was associated with more conservative social beliefs, but, contrary to this literature, with less economically conservative beliefs. Our findings suggest the ideology/control relationship is more nuanced than typically considered.

F310
GOOD WEATHER AND GUILT: PROTESTANT WORK ETHIC AND BELIEFS ABOUT UNCONTROLLABLE REWARDS
Laura D. Van Berkel1, Christian S. Crandall1
1University of Kansas
We investigated Protestant Work Ethic (PWE) and beliefs about uncontrollable circumstances: the weather. Participants reported PWE and weather expectations after a mild (2012) or harsh (2013) winter. In 2012, people high in PWE expected a punishing summer; in 2013, PWE did not predict weather expectations.

F311
POLITICAL ORIENTATION AND NUMERICAL ESTIMATIONS OF POLITICAL ISSUES: THE ROLE OF NUMERICAL ANCHORS AND COGNITIVE LOAD
Asha Ganesan1, Helen C. Harton1
1University of Northern Iowa
This study applied numerical anchors and cognitive load to politically-relevant numerical estimations, (e.g., percentage of American households with a gun) against high or low anchors. Overall, participants gave higher estimations when exposed to high anchors. Political orientation and cognitive load affected estimations for certain political issues.

F312
IDEOLOGICAL AND STRUCTURAL FACTORS IN COLLECTIVE POLITICAL ACTION
Elliot Weiner1
1University of Minnesota
This research assesses predictors of collective political action in a cross-national comparative context. Both country-level structural factors and individual ideological factors are addressed. These analyses elucidate the ways in which the relationship between ideology and support for political action varies as a function of social context.
F313
PREFERENCE FOR MEANING MEDIATES THE RELATIONSHIP BETWEEN PERSONALITY AND POLITICAL ORIENTATION
Xiaowen Xu¹, Jason E. Plaks¹
¹University of Toronto
Participants (N = 402) rated paintings depicting either meaningful or meaning-violating scenes and completed measures of personality and political orientation. Lower Conscientiousness and higher Openness to Experience both predicted political liberalism. These relationships were mediated by preference for meaning.

F314
CONFLICTING REACTIONS TO CONFLICT IN POLITICS
Emily Sydnor²
²University of Virginia
Using three online surveys, I examine the relationship between conflict orientation, personality, and political engagement. I find that personality and demographic characteristics affect one’s likelihood of being conflict approaching versus conflict avoidant. This individual difference, in turn, shapes the level of engagement one has in political activities outside of voting.

F315
ARTICULATING IDEOLOGY: AN ANALYSIS OF HOW DEMOCRATS AND REPUBLICANS JUSTIFY THEIR POLITICAL AFFILIATIONS
Bradley Michael Okdie¹, Daniel M. Rempala², Killian J. Garvey³
¹The Ohio State University at Newark, ²University of Hawaii at Manoa, ³The University of Louisiana-Monroe
We investigated whether individuals’ motivations for their political affiliation are accessible. Analyses indicated Conservative-Republicans showed greater resistance to change and threat sensitivity indicating the accessibility of these motivations. These results support the idea that Conservative-Republicans are strongly motivated by a change resistance, and this motivation is fairly overt.

F316
WHEN WAR JOURNALISM DIVIDES US: NEWS FRAMING OF CYBER-ATTACKS, FEAR, AND POLICY SUPPORT AMONG CONSERVATIVES AND LIBERALS
Katherine Lacasse³
³Clark University
Does framing of conflicts impact people’s policy support? Participants read a cyber-attack news article framed in either war or peace journalism. Conservatives showed significantly greater support for aggressive policies and rights-removing policies in war condition, with fear mediating the relationship. Liberals and conservatives did not differ in peace condition.

F317
INFORMATIONAL SEARCH AND THE STATUS QUO: ALTERNATIVES REQUIRE MORE INFORMATION
Eric Allen¹, John C. Blanchar², Scott Eidelman³
¹University of Arkansas
Two studies examined information seeking about the status quo and an alternative. Across both studies, participants evaluated the status quo more favorably and also sought out more information about the alternative with no differences in information valence. Relative to the status quo, alternatives appear to require more information.

F318
THE RELATIONSHIP BETWEEN OPENNESS, MORAL EVALUATION, AND FACTUAL BELIEF
Oren R. Shewach¹, Andrew N. Christopher², Eric D. Hill³, Ryan J. Walker²
¹Albion College, ²Miami University
This study (N = 60) examined whether moral evaluations predicted factual beliefs on real-world political issues. Correlational analyses suggested that stronger moral evaluations were positively correlated with stronger beliefs across liberal and conservative issues. For liberal issues, moral evaluation was found to attenuate the relationship between openness and factual beliefs.

F319
HYPOCRISY IN POLITICS: BLACK SHEEP EFFECT OR SELF-SERVING BIAS?
William Cullen Kidd¹, David Sherman², Abraham M. Rutrich²
¹California State University Northridge, ²University of California - Santa Barbara
This study examined the attributions formed about hypocritical actions performed by ingroup and outgroup politicians. Unexpectedly, more conservative participants endorsed more situational explanations for Democratic hypocrisy and dispositional explanations for Republican hypocrisy. This could have resulted from the Black Sheep Effect, or alternatively the greater importance of authenticity to conservatives.

F320
CROSS-CULTURAL ANALYSIS OF MORTALITY SALIENCE, EDUCATION, AND AGREABleness AMongST THE POLITICALLY EXTREME
Sarah Blanche Quintano¹, Chantel Chandler², Kisok Kim²
¹Iona College
This study analyzes key motivational factors related to cross-cultural extreme left and right political positioning utilizing both the GSS and the WVS databases. This study explores relationships between political positioning, mortality salience, education, and agreeableness. Similarities between politically extreme groups are found, most strongly for high levels of agreeableness.

F321
GETTING BACK TO THE GOOD OLD DAYS: AN EXPLORATORY STUDY OF POLITICAL IDEOLOGY AND TIME PERSPECTIVE
Erin D. Solomon¹, Richard D. Harvey²
¹Saint Louis University
Political ideologies often focus on the past or the future. Our study demonstrated that liberal and conservative ideologies were differentially related to time perspective. Additionally, we found that the relationship between political ideology and time perspective was mediated by approach-avoidance orientation, attribution style, self-construal, and the need for closure.

F322
THE POLITICS OF LUCK: POLITICAL IDEOLOGY AND THE RELATIONSHIP BETWEEN LUCK, SUCCESS, AND WEALTH REDISTRIBUTION
Kimberly A. Hartson¹, Dena M. Gromet², David K. Sherman¹
¹University of California, Santa Barbara, ²The Wharton School, University of Pennsylvania
Four studies examined how individuals’ conceptualizations of luck and its relationship to success varies with political ideology, and has consequences for wealth (re)distribution. The more conservative participants were, the less they endorsed luck as influential to success and differences in luck-based explanations affect individuals’ support for redistributive policies.

F323
GEOGRAPHIC DISTRIBUTION OF ATTITUDES: UNIQUE PATTERNS FOR ATTITUDES TOWARDS CHANGE AND TOWARDS INEQUALITY
Steven Getman Ludeke¹
¹Colgate University
We observed distinct geographic distributions for two attitude measures among 1100 adult participants in a community-based sample. Participants in suburban areas were more willing to accept inequality than were urban or rural participants, while openness to societal change was greatest among urbanites, intermediate among suburbanites, and lowest among the rural.

BETWEEN PERSONALITY AND POLITICAL ORIENTATION
with stronger beliefs across liberal and conservative issues. For liberal issues, moral evaluation was found to attenuate the relationship between openness and factual beliefs.
F324
SOCIAL AND FISCAL CONSERVATISM: HIGHLY CORRELATED BUT INVERSELY INFLUENCED BY RELIGIOSITY
Caitlin Michelle Burton¹, Xiaowen Xu¹, Jeffrey Robinson¹, Jordan Peterson¹, Jason Plaks¹
¹University of Toronto
500 Americans indicated their general -, fiscal-, and social-political orientation (PO). Fiscal-PO was strongly predicted by general-PO and religiosity (negatively) and social-PO was strongly predicted by general-PO and religiosity (positively). Thus, fiscal- and social-PO appear highly related, and religiosity can partially account for the small distinction between them.

F325
THE LANGUAGE OF POLITICS: USING TWITTER TO EXAMINE HOW LIBERALS AND CONSERVATIVES DIFFER IN THEIR EVERYDAY SPEECH
Ivan Hernandez¹, Ryan S. Ritter¹
¹University of Illinois at Urbana-Champaign
Using data collected from Twitter, this research analyzes the different psychological concepts emphasized in the messages ("tweets") of people who follow popular liberal and conservative figures. The findings show support for prior models of ideology, and also find novel differences between what concepts political partisans emphasize in their everyday speech.

F326
USING PSYCHOLOGICAL INTERVENTION TO CLOSE THE OPINION GAP BETWEEN LIBERALS AND CONSERVATIVES
Erik Duhaime¹, Evan P. Appelbaum¹
¹MIT Sloan School of Management
Presenting detailed information indicating how tax dollars are spent narrows the opinion gap between liberals and conservatives: satisfaction with taxes and trust in government decreases for liberals and increases for conservatives. Providing participants greater control over how taxes are spent does not produce such convergence, and may even increase polarization.

F327
THE EFFECTS OF PERSON-CENTERED RHETORIC AND POLITICAL PARTY ON CANDIDATE EVALUATION
Randall A. Renstrom¹, Victor C. Ottati²
¹Central College, ²Loyola University Chicago
Sensitive, “person-centered” communications can influence political candidate evaluation. High person-centeredness is preferred over low, however candidates’ political Party moderates this effect. Highly person-centered Democratic candidates (aligning with Party stereotypes) were rated more favorably than (counter-stereotypical) high person-centered Republicans. Conversely, low person-centered Democrats were evaluated more harshly than low person-centered Republicans.

F328
THE RELATIONSHIPS BETWEEN VOTING INTENTIONS, PERSONALITY, AND MORAL VALUES IN THE 2012 U.S. PRESIDENTIAL ELECTION
Kathryn Traux Holcomb¹
¹Indiana University Kokomo
The relationships between personality, moral values, religiosity, and voting intentions in the 2012 U.S. Presidential election were examined. Corresponding to previous research, participants reported a greater correlation between their personality and that of the candidate for whom they intended to vote. Participation in religious activities also related to voters’ intentions.

F329
DECISIONS AMONG THE UNDECIDED: IMPLICIT ATTITUDES PREDICT FUTURE VOTING BEHAVIOR OF UNDECIDED VOTERS
Kristjen B. Lundberg¹, B. Keith Payne¹
¹University of North Carolina at Chapel Hill
Is it possible to predict the behavior of undecided voters? Using panel data from a nationally representative sample of Americans, we found that, while explicit attitudes were more predictive of voting for decided than undecided voters, implicit attitudes were equally predictive of voting for both undecided and decided voters.

F330
IT’S THE MORALITY STUPID! MORAL INTUITIONS & POLITICAL ATTITUDES
Sean T. Stevens¹, Elizabeth Salib-Molinari¹, Benjamin J. Baron², David Wilder³
¹Rutgers University - New Brunswick, ²University of The West
A Mechanical Turk sample was recruited and completed measures of cognitive Bxibility, as well as the Moral Foundations Questionnaire. A variety of political attitudes were then assessed. Multiple regression analyses revealed the Sanctity, Fairness, and Liberty foundations appear to underlie a number of political controversies within the United States.

F331
IMPLICIT RACE ATTITUDES PREDICTED VOTE IN THE 2012 U.S. PRESIDENTIAL ELECTION
Sianna A. Ziegler¹, Anthony G. Greenwald¹
¹University of Washington
Prior to September 2012, participants completed an online survey including measures of candidate preference, conservativism, and implicit and explicit measures of racial preference. Participants were re-contacted shortly before or after Election Day and completed retest measures. Greater implicit and explicit White preference predicted voting for Mitt Romney independently of conservatism.

F332
SELF-SERVING BIAS IN THE 2012 PRESIDENTIAL ELECTION
Kristi Lemm¹, Sheila Dashtestani¹, Sarah Fay¹, Amanda Glass¹, Jesse Wear¹, Julie Woodzicka², Ira E. Hyman³
¹Western Washington University, ²Washington and Lee University
Voters in the 2012 U.S. Presidential Election rated the importance of 40 issues in determining the election outcome. Both Obama and Romney voters showed evidence of self-serving bias, with Obama voters crediting the outcome to mostly controllable factors and Romney voters blaming the outcome on largely uncontrollable factors.

F333
DEATH DID GO TO THE POLLS? TERROR MANAGEMENT AND SYSTEM JUSTIFICATION IN THE 2012 PRESIDENTIAL ELECTION
Joanna Lillian Sterling¹, John T. Jost¹
¹New York University
Does mortality salience produce a preference for conservative or “charismatic” leaders? We conducted four experiments before the 2012 U.S. presidential election. There was little evidence of either. Analyses revealed that high system justifiers were relatively unaffected by morality salience, whereas low system justifiers displayed a greater preference for Romney.

F334
PROFILES OF A TERRORIST: THE INFLUENCE OF RACE, COUNTRY, AND INDIVIDUAL DIFFERENCES ON PERCEPTIONS OF GUILT.
Kathryn Aria Herzog¹, David Jones¹, Kerry Kleyman¹
¹Metropolitan State University
This study sought to examine inherent attitudes toward alleged terrorist suspects based on perceived race and country of origin. Results indicate that higher levels of nationalism, Belief in a Just World, SDO and NCC significantly increase perception of guilt. Further, individual differences significantly influence perception of racially ambiguous suspects.
F335
“ANOTHER BRAINWASHED LIBERAL”: KNOWLEDGE, MORAL LANGUAGE, AND THE PERSUASIVENESS OF POLITICAL COMMUNICATIONS
Allison L. Williams1, Marti Hope Gonzales1, Pierce D. Ekstrom2
1University of Minnesota
We experimentally tested the persuasiveness of moral language informed by notions of ideological differences in moral orientations (Lakoff, 1996). Inclusion of moral language in a persuasive message yielded more reader agreement, but only for participants with low levels of political knowledge, and only in the context of a conservative argument.

F336
ENDORsing THE OTHER SIDE. THE EFFECT OF A DELAY BEFORE CONSIDERING COUNTER-ATTITUDINAL POLITICAL JUDGMENTS.
John H. Lurquin1, Daniel Corral1, Abraham M. Rutitchk1
1University of Colorado Boulder, 2California State University Northridge
All subjects viewed a political dilemma. Some subjects reasoned against their political ideology, and others did not; some subjects responded immediately, and others responded after a delay. When subjects decided immediately, counter-attitudinal reasoning led to more typical judgments. However, when responses were delayed, counter-attitudinal reasoning led to less typical judgments.

F337
POLITICAL CORRECTNESS AND LANGUAGE ACTIVISM INSTRUMENT VALIDATION
Erin Strauts1, Hart Blanton1
1University of Connecticut
The instrument reported on here is a tool to identify supporters of social change who advocate changing the language people use. The validation of the Political Correctness and Language Activism scale is described including Exploratory and Confirmatory Factor Analyses, as well as divergent validity using student and online populations.

F338
COGNITIVELY (UN)REPRESENTATIVE DEMOCRACIES: DEFINING GROUP BOUNDARIES IN MORAL CONFLICT BY EXAGGERATING LIBERAL/CONSERVATIVE DIFFERENCES
Kate Jassin1, Jeremy Ginges1
1The New School for Social Research
We investigated one psychological barrier to political cooperation: the exaggeration of liberal/conservative differences and political conflict. We found evidence that moral conflict triggers the need to define group boundaries, leading to the exaggeration of group differences. The psychological mechanisms that disrupt the desire to cooperate in political conflict are discussed.

F339
CHRISTIAN RELIGIOUS ORIENTATION PREDICTS ENDORSEMENT OF AGGRESSIVE COUNTERTERRORISM TECHNIQUES
Chase Wilson1
1Loyola University Chicago
In an exploratory analysis, Christian religious identity emerged as a significant positive predictor of supporting an aggressive “war on terror.” Even when controlling for ideology and party identification, Christian (vs. non-Christian) religious identification explained unique variance in the endorsement of activities such as preemptive deportations and military attacks.

F340
THE LIBERAL ILLUSION OF UNIQUENESS
Chadly Stern1, Tessa V. West2, Peter Schmitt1
1New York University
Do liberals accurately estimate the prevalence of their beliefs and preferences? Liberals estimated ingroup support for their opinions, and reported their desire to feel unique. Results indicated that liberals underestimated the extent to which other liberals shared their opinions and preferences because they possess a strong desire to feel unique.

F341
A DUAL PROJECTION MODEL OF PARTISAN ATTITUDE PERCEPTIONS
Jessica Keating1, Leaf Van Boven1, Charles Judd1
1University of Colorado Boulder
We hypothesized that people estimate attitudes of political ingroups and outgroups (Democrats/Republicans) through projection of two mental models: the self and superordinate group (Americans). Multilevel SEM reveals judgments of Americans are positively projected onto ingroup and outgroup, while own attitudes are positively projected onto ingroup but negatively projected onto outgroup.

F342
WHY BE THE GOOD SAMARITAN? – AN EXPLORATORY ANALYSIS OF VOLUNTEERING BEHAVIOR
Yuanbo Wang1, Joachim Krueger1
1Brown University
Three studies investigated why people volunteer. We presented participants with scenarios in which one person needs to make a sacrifice in order to benefit the group; otherwise disaster occurs. Results show that people prefer volunteering regardless of the outcome, decide to volunteer intuitively, and attribute high morality to the volunteers.

F343
POWER TO THE PEOPLE?: THE DESIGN OF DIRECT DEMOCRACY AND THE MAINTENANCE OF THE STATUS QUO
Ellie Shockley1, Amit Shmueli1, Joachim Krueger1
1University of Nebraska - Lincoln, 2University of Chicago
Direct democracy brings power to citizens, but maintains the status quo by alienating them. Ballot initiatives are complex, causing citizens to vote “no” if at all. Low policy fluency leads to “no” voting via attitude formation, and to institutional trust, low efficacy, and abstaining, encouraging citizens to outsource policymaking.

F344
VISIBILITY AND ENVIRONMENTAL BEHAVIORS: DO ENVIRONMENTALISTS SEEK, AND ANTI-ENVIRONMENTALISTS AVOID, BEHAVIORS THAT SIGNAL ENVIRONMENTALISM?
Cameron Brick1, David K. Sherman1, Heejung S. Kim1
1University of California, Santa Barbara
Socially visible acts express one’s values and thus impact identity and reputation. Three correlational studies (N=896) tested whether social visibility moderated the relationship between climate change attitudes and mitigation behaviors. Anti-environmental individuals engaged in fewer visible than non-visible behaviors. Identity and reputation processes are important factors in understanding mitigation behaviors.

F345
David J. Hardisty1, Howard Kunreuther2, David H. Krantz3, Poonam Arora4
1University of British Columbia, 2University of Pennsylvania, 3Columbia University, 4Manhattan College
When considering groundwater contamination, farmers make repeated decisions about whether to protect against large, uncertain losses from their neighbors. These decisions may be made one year at a time, or precommitted for a number of years. The effects of precommitment and uncertainty interact in their effect on investment in protection.
**Poster Session G**

### Attitudes/Persuasion

**G1**

**ON FEELING TORN ABOUT ONE’S SEXUALITY: THE EFFECTS OF EXPLICIT-IMPLICIT SEXUAL ORIENTATION AMBIVALENCE.**

Ben Windsor-Shellard, Geoffrey Haddock

Four correlational studies assessed the implications associated with explicit-implicit sexual orientation ambivalence (SOA) in straight and gay individuals. Across all studies and participants, individual differences in explicit-implicit SOA were differentially associated with the amount of time spent deliberating one’s sexuality, as well as psychological well-being.

**G2**

**EXPERIENCE-TAKING’S EFFECT ON PERFORMANCE IN AN EVALUATIVE DOMAIN**

Stephanie Marie Smith, Keith D. Markman

Two studies were conducted to determine if increased experience-taking with a successful character would lead to increased performance in a similar evaluative domain. Experience-taking significantly predicted how well participants thought they would do on the same task and engaging in more experience-taking lead to higher performance on the same task.

**G3**

**TESTING ABSTRACTION LEVEL IN IDEAL AND ACTUAL ATTITUDES**

Pilar Carrera, Kenneth DeMarree, Amparo Caballero, Dolores Muñoz, Itziar Fernández

Building on Construal Level Theory, two studies examine whether desired attitudes are more abstract that actual attitudes. Study 1 supported desired attitudes were seen as more stable across time and situations than actual attitudes. Study 2 showed desired attitudes are not impacted by changes in feasibility, whereas actual attitudes are.

**G4**

**PERSPECTIVE-TAKING IN NARRATIVES: WHEN THE PROTAGONIST BECOMES MORE LIKE YOU**

Alexandra Lia Beauchamp, Keith Markman

Participants engaged in perspective-taking by imagining what they would be feeling if they were the female protagonist in a narrative. The protagonist was perceived to be less introverted in a perspective-taking condition compared to a control condition, suggesting that perspective-taking leads readers to perceive protagonists as being more like themselves.

**G5**

**“M” IS FOR THE MILLION THINGS SHE GAVE ME: EFFECTS OF PRIMING AN ATTACHMENT FIGURE ON WOMEN’S MATH MOTIVATION**

Kristin Yoke, Tong Lu, Charles Lord

Women students either wrote about a time when their mother, father, or best friend was supportive of them or completed an unrelated filler task. Women then answered questions assessing their math motivation. Women who wrote about their mother reported higher math motivation compared to women in the other three conditions.

**G6**

**NUCLEAR ACCIDENT REMINDERS LEAD INDIVIDUALS WEAKLY CONCERNED ABOUT ENVIRONMENTAL PROTECTION TO INCREASE THEIR SUPPORT FOR NUCLEAR ENERGY**

Leila Selimbegovic, Armand Chatard, Thomas Pyszczynski, Abdelatif Er-rafiy

When led to think about a nuclear accident, individuals relatively unconcerned about environmental protection increase their support for nuclear energy. Moreover, a mortality reminder has the same effect, which is also found ten days later, paralleled by an increase in death thought accessibility, and can be obtained with subliminal priming.

**G7**

**BIASES IN THE MENTAL REPRESENTATION OF A PRESIDENTIAL CANDIDATE’S FACE AMONG SUPPORTERS VERSUS DETRACTORS**

Alison I. Young, Kyle G. Ratner, Russell H. Fazio

Using reverse correlation methods, we demonstrate that Mitt Romney’s face during the 2012 presidential election is represented differently in the minds of supporters versus detractors. This provides evidence that people may construct a political world where they literally see candidates differently.

**G8**

**TASTY VS. HEALTHY: EVALUATIVE CONDITIONING OF HEALTHY FOOD WITH GOOD TASTE IMPROVES PERCEIVED TASTE OF, ATTITUDES TOWARD, AND INTENTIONS TO EAT HEALTHY FOOD**

Jennifer M. Taber, Lisa G. Aspinwall

Among undergraduates assigned to evaluative conditioning associating healthy food with good taste or good health, participants in the “good taste” condition enjoyed eating a healthy cracker more and expressed greater intentions to eat healthfully, and women took more healthy crackers. Promoting the taste of healthy food may encourage healthy eating.

**G9**

**HOW DO INDIVIDUALS RESOLVE AMBIVALENCE UNDER TIME PRESSURE? VALENCE EXTREMITY VERSUS EMOTIONALITY.**

Matthew D. Rocklage, Russell H. Fazio

Individuals face difficulty when forced to make quick decisions about objects that elicit both positivity and negativity. How is such ambivalence resolved? On average, across over 40 objects, we found that differential emotionality of the positive versus negative valence is a more important predictor of ambivalence resolution than differential extremity.

**G10**

**DIFFERENTIATING THE COGNITIVE MECHANISMS UNDERLYING EPISTEMIC AND TELELOGIC STRATEGIES OF DELIBERATE SELF-PERSUASION**

Tong Lu, Kristin Yoke, Charles G. Lord

Participants learned and applied either epistemic or teleologic strategies of deliberate self-persuasion to change their own attitudes. Before and after self-persuasion, participants listed nine thoughts they associated with the attitude object. Change in thought valence predicted attitude change better for those who used epistemic strategies rather than teleologic strategies.
G11
BELIEF SUPERIORITY IN THE ENVIRONMENTAL DOMAIN: ATTITUDE EXTREMITY AND REACTIONS TO FRACKING
Kaitlin Toner1, Mark R. Leary2
1Vanderbilt University, 2Duke University

Research on belief superiority – beliefs that one’s own views are more correct than other people’s – has shown that people with extreme attitudes tend to feel superior about those views. This study replicated past belief superiority findings in the environmental domain and demonstrated that belief superiority predicts resistance to new information.

G12
A PERFECT MATCH: AMP EFFECTS ARE DRIVEN BY CONGRUENCY OF PRIME VALENCE AND IDIOSYNCRATIC TARGET VALENCE
Rebecca Weil1, Roland Neumann2
1Hebrew University Jerusalem, 2University of Trier

Our study tested whether effects in the AMP are driven by congruent trials of prime valence and idiosyncratic target valence. We provide evidence that AMP effects are strongest when prime valence matches idiosyncratic target valence. Implications for the underlying mechanisms of the AMP are discussed.

G13
COMPARING THE 27 TYPES OF POSITIVE, NEGATIVE, AND NEUTRAL ATTITUDES
John David Edwards1
1Loyola University Chicago

Twenty-seven different attitude structures are identified from the combinations of three bipolar evaluations of associated entities and their respective weights. Unique indices of attitude favorability, extremity, neutrality, and ambivalence are demonstrated for each type along with their inter-correlations. Implications of this typology for understanding variance in attitudinal phenomena are discussed.

G14
PREDICTING ADOLESCENT SUBSTANCE USE ATTITUDES, INTENTIONS AND BEHAVIORS: DO PARENT OR FRIEND ATTITUDES PREDICT BETTER?
Colin Tucker Smith1, James Shepperd1, Wendi Miller2, Yasemin Kaya1
1University of Florida

In a study of adolescent substance use, parent and friend attitudes both predicted participant attitudes and intentions. This predictive power of parent and friend attitudes was largely unchanged from year 1 to year 2. However, when it did change, parent attitudes lost predictive power and friend attitudes gained predictive power.

G15
HOW LIBERAL OR CONSERVATIVE ARE YOU? THE MALLEABILITY OF POLITICAL IDEOLOGY FOLLOWING ANALYTIC AND INTUITIVE THINKING PRIMES
Stephanie Miriam Anglin1
1Rutgers University

In a college student sample, participants primed with analytic reasoning identified as more strongly liberal than did those primed with intuition. Among a Mechanical Turk sample, only liberals identified as more strongly liberal when primed with analytic reasoning than with intuitive thinking.

G16
CONSEQUENCES OF INTROSPECTING UPON IMPLICIT EVALUATIONS
Adam Hahn1, Bertram Gawronski2
1University of Western Ontario, London, Ontario, Canada, 2University of Texas at Austin, Austin, Texas, USA

This research demonstrates that predicting one’s implicit evaluations leads to adaptation of explicit evaluations to implicit evaluations; but also to feelings of guilt and shame, and less trust in intuitions as a basis for intergroup interactions. Simply completing IATs without predicting one’s implicit evaluations beforehand did not lead to adaptation.

G17
INVESTIGATING THE MALLEABILITY OF IMPLICIT ATTITUDES AS A FUNCTION OF EXPERIENCE
Arianne E. Eason1, Cheryl Kaiser1, Jessica Sommerville1
1University of Washington

This study examined how variation in the amount of initial information participants received about two groups affected the formation and malleability of implicit and explicit attitudes toward the groups. Implicit and explicit attitudes readily formed and were malleable (following counter-attitudinal information), regardless of the amount of initial information participants received.

G18
WHAT IS LEARNED FROM REPEATED PAIRINGS? ON THE SCOPE AND GENERALIZABILITY OF EVALUATIVE CONDITIONING
Mandy Hütter1, Florian Kutzner1, Klaus Fiedler1
1Ruprecht-Karls-Universität Heidelberg

A novel experimental paradigm distinguishes between the evaluative conditioning of distinct stimuli, evaluative identity conditioning (EIC), and the conditioning of stimulus attributes, evaluative cue conditioning (ECC). Results of three experiments demonstrate the existence of ECC over and above EIC, constituting a mechanism for the acquisition of generalized attitudes like prejudice.

G19
WHY THE DOOR-IN-THE-FACE TECHNIQUE CAN SOMETIMES BACKFIRE: A CONSTRUAL LEVEL ACCOUNT
Erin Burgoon1, Marlene Henderson1
1University of Texas at Austin

We put forward a construal level account to explain why the door-in-the-face technique can sometimes backfire. In a field experiment, results indicated that relative to an outright request, the DITF was less likely to get participants to donate to a charitable organization when participants adopted more abstract (versus concrete) construals.

G20
WHAT I LIKE ABOUT THEM: ARE EVALUATIVE AND STEREOTYPICAL BIAS INDEPENDENT?
Curtis Edward Phillips1, Bertram Gawronski1
1University of Western Ontario

Participants learned to associate neutral concepts with two novel groups and then the valence of those concepts was changed via evaluative conditioning. Consistent with the predictions of the APE model, subsequent implicit evaluations of the two groups matched the conditioned valence of the previously associated concepts.

G21
SYMPATHY ATTENUATES THE IMPACT OF NEGATIVE INFORMATION ON IMPLICIT AND EXPPLICIT ATTITUDE FORMATION
Kathleen Schmidt1, Calvin K. Lai1, Brian A. Nosek1
1University of Virginia

Does sympathy influence implicit and explicit attitude formation toward unfortunate people? Participants read identical statements ordered to elicit sympathy or not about a target person, completing implicit and explicit attitude measures comparing the target to a control. Sympathy decreased the impact of negative information on explicit and implicit attitude formation.

G22
BEYOND SCORE IMPROVEMENTS: THE EFFECTS OF AN SAT AND COLLEGE READINESS SUMMER PROGRAM ON LOW-INCOME STUDENTS’ ATTITUDES TOWARDS COLLEGE
Mariana Alejandra Preciado1
1CollegeSpring

SAT preparatory programs are designed to impact SAT scores but may also change students’ attitudes. The present research investigated
whether degree of participation in an SAT and college readiness summer program was related to college self-efficacy and motivation among a sample of low-income California high school students.

**G23**

**“I CAN USE MY PHONE ANYTIME I WANT, CAN’T I?” - ACADEMIC ENTITLEMENT AND MOBILE PHONE USE**

Rachel Walker1

1Charleston Southern University

This study investigated the connection between academic entitlement (AE) and technology use in the classroom. Results reveal that mobile phone dependency and attitudes regarding cell phone use in the classroom relate to AE. Additional analysis suggests a relationship between certain personality factors and attitudes towards cell phone use in the classroom.

**G24**

**“DID YOU KNOW?” – UNINTENDED EFFECTS OF METACOGNITIVE PROMPTS ON UNFAMILIAR INFORMATION**

Kaidi Wu1, Patricia Chen1, Norbert Schwarz2

1University of Michigan, Ann Arbor

Two studies investigated the effects of the “Did You Know?” (DYK) opening prompt on frequency judgments. Prevalence estimates were lower when unfamiliar health information was framed with a DYK opening than otherwise. Our findings caution users on the unintended consequences of this commonly used opening prompt in communication.

**G25**

**WHAT MAKES A PERSUASIVE NARRATIVE? DECONSTRUCTING NARRATIVE ELEMENTS OF A SMOKING CESSATION TOOLS MAILER REPORTED ON TRANSPORTATION AND PERSUASION.**

AnnaMarie H. Yu1, Patrick C. Dwyer1, Christina Nelson2, Jonathan S. Slater2, Alexander J. Rothman2

1University of Minnesota-Twin Cities, 2Minnesota Department of Health

A study of 130 college students revealed that the presence of narrative elements in smoking cessation promotional materials elicited both greater transportation and persuasive engagement. In particular, the inclusion of narrative imagery or narrative text significantly increased reported transportation and persuasive engagement.

**G26**

**THE ANTECEDENTS OF TRUST IN A NOVEL INSTITUTION**

Joseph A. Hamm1, Tess Neal2, Christopher D. Kimbrough2

1University of Nebraska-Lincoln, 2University of Nebraska, Public Policy Center

This research tests a theoretical distinction among trust dimensions, namely the type and valence of the information that drives them. Participants received positively or negatively valenced, performance or morality information about a fictitious institution. Perceived care was influenced primarily by type while the remaining dimensions were most influenced by valence.

**G27**

**MISLEADING MARKETING TACTICS IN HEALTH ADVERTORIALS: MEASURING ADVERTISING SCHEMA ACTIVATION THROUGH LEXICAL DECISION TASKS**

Sunny Jung Kim1, Jeffrey T. Hancock1

1Cornell University

Study 1 and 2 measured the process of advertising schema activation by using lexical decision tasks. We found that, compared to regular advertisements, advertorials (i.e., advertisement that looks like an editorial) tend to slow down people’s activation of advertisement schema and create less skepticism toward the messages.

**G28**

**COLLEGE STUDENTS’ ATTITUDES TOWARD WAR: VIETNAM IN COMPARISON WITH THE U.S., CHINA, JAPAN, AND SOUTH KOREA**

Nguyen Thanh Toan1, Morinaga Yasuko1, Frieze Irene H.2, Cheng Jessica2, Li Man Yu1, Doi Akiko1, Tatsuya Hira1, Joo Eunsun1, Li Cha2

1Hiroshima University, Japan, 2University of Pittsburgh, U.S.A.

How does Vietnam differ from the U.S., China, Japan, and South Korea in attitudes toward war? 2109 students responded to a questionnaire. On par with the U.S. and China, Vietnam was more supportive of aggression in war. However, like South Korea and Japan, Vietnam did not consider war often necessary.

**G29**

**IMPLICIT BELIEFS ABOUT WORK AS A PREDICTOR OF WORK SATISFACTION AND MOTIVATION**

Steve Seidel1, Keisha-Marie Alridge1, April Boreham1, Cayla Bushman1

1Texas A&M University - Corpus Christi

In the present study, 147 part time or fulltime employed students (72 Males, 75 Females) completed measures of implicit work beliefs, job satisfaction and work motivation. Malleable work beliefs were associated with higher satisfaction and motivation. Fixed work beliefs were not found to be related to satisfaction or motivation.

**G30**

**PERCEPTION OF POLITICAL CANDIDATE’S WARMTH PREDICTS CLASS-BASED VOTING BEHAVIOR**

Jacinth J. X. Tan1, Michael W. Kraus1

1University of Illinois at Urbana-Champaign

We examined how perception of warmth in political candidates shape class-based voting behavior. We measured and experimentally manipulated the portrayal of warmth in political candidates, and found that compared to upper-class individuals, lower-class individuals showed more support for candidates portrayed as high in warmth, especially with endorsement by in-group members.

**G31**

**WHEN IGNORANCE BREEDS PREFERENCE: THE INFLUENCE OF SELECTIVE ATTENTION PROCESSES ON EVALUATIVE CONDITIONING**

Katarina Blask1, Eva Walther1, Christian Frings1

1University of Trier

Evaluative conditioning refers to changes in the evaluation of neutral conditioned stimuli (CS) due to their pairing with valenced unconditioned stimuli (US). Given this specific stimulus configuration we assumed that learning might depend upon selective attention/ inhibition towards the US. Results of two experiments provide primary evidence to this assumption.

**G32**

**INTERACTIVE NARRATIVES: TOOLS FOR ATTITUDE CHANGE**

Keenan Jenkins1, Melanie C. Green1

1University of North Carolina - Chapel Hill

Interactive narratives, or choose-your-own-adventure stories, have rarely been examined as tools for attitude change. Compared to a control group, interactive narratives decreased favorable attitudes toward plagiarism, but a traditional linear narrative had even stronger effects. Interactive narratives can change attitudes, but may not be most effective for morally threatening issues.

**G33**

**WHEN 99-CENT PRICING WILL AND WON’T WORK: THE IMPORTANCE OF MOTIVATIONAL GOALS AND ARGUMENT STRENGTH**

Jeongho Han1, Meghan E. Norris1

1Purdue University

Despite widespread use, data are inconclusive regarding the efficacy of .99 price-endings. To clarify inconsistent findings, this experiment
tested effects of purchasing goals, strength of product descriptions, and price-ending on product liking. Results showed the quality goal and strong descriptions led to greater product liking. Preference trended towards .99 price-endings.

G34 RECALIBRATING NEGATIVE WEIGHTING BIASES TO PROMOTE CHANGES IN REJECTION SENSITIVITY
Evana Smith Pietri, Russell H. Fazio
\(^1\)Yale University, \(^2\)Ohio State University

We examined the causal impact of the differential weighting of positive versus negative valence when engaged in attitude generalization on rejection sensitivity. Participants high in rejection sensitivity underwent a procedure aimed at recalibrating them to weight positive information more heavily. They came to exhibit less sensitivity to rejection than controls.

G35 BRAND ACCESSIBILITY AND ATTITUDES: THE MODERATING EFFECT OF ADVERTISING EXPOSURE
Temple Northup
\(^1\)University of Houston

We investigated the relationship between brand accessibility and attitudes. Participants viewed screenshots with embedded advertisements and then performed implicit memory and attitude measures. Results suggest accessibility did predict attitudes, although the positive impact on attitudes was only seen among those unaware that the brands were evaluated were seen earlier.

G36 APPLIED PERSUASION: EVALUATIVE STRUCTURE OF ETHICAL CONSUMPTION AND POLITICAL ENGAGEMENT ATTITUDES
Hyemi Lee, Meghan Norris
\(^1\)Purdue University

Despite the importance of ethical consumption behaviors, and their known association with political engagement, little is known about attitude structure toward these issues. Using an MTurk sample, it was found that ethical consumption attitudes, but not political engagement attitudes, were based more on cognition than affect. Implications are discussed.

G37 WHO CARES WHAT OTHERS THINK?: THE INDIRECT EFFECT OF OTHER’S ATTITUDES ON CONDOM USE INTENTIONS
Kristina B. Hood, Steven P. Hammond, Natalie J. Shook
\(^1\)Mississippi State University, \(^2\)West Virginia University

We investigated whether condom use attitudes and perceived norms are associated with condom use intentions and behaviors. Participants’ condom use attitudes fully mediated the relations between perceptions of the opposite sex’s attitudes (perceived norms) and condom use intentions, preparatory behaviors, and past use. Prevention efforts should target changing perceived norms.

G38 SOURCE CREDIBILITY AND PERSUASION: THE ROLE OF MOTIVES TO BOLSTER VERSUS DEFEND IN SELF-VALIDATION
Abigail T. Evans, Jason K. Clark
\(^1\)University of Iowa

When messages are proattitudinal, credible communicators have been found to initiate greater self-validation than non-credible sources. However, the opposite effect has been found with counterattitudinal messages. Building from recent theoretical developments, the current research suggests that these different effects are driven by motivation to bolster or defend existing attitudes.

G39 A SHORT-DURATION IMMERSIVE SCIENCE PROGRAM IMPROVES STUDENTS’ IMPLICIT SCIENCE ATTITUDES
Saumya Dadoo, Christina F. Wack, Amy F. Savage, Kristin A. Lane
\(^1\)Bard College

We measured science attitudes, stereotypes, and construals before and after an immersive science program. Implicit science attitudes became more positive. Controlling for Time 1 plans and implicit attitudes, Time 2 implicit attitudes predicted Time 2 scientific plans. In other words, changes in implicit attitudes predicted changes in behavioral intentions.

G40 PLAYER ATTITUDES AND BEHAVIORS: AN ANALYSIS OF GENDER ROLE ATTITUDES IN A VIRTUAL WORLD
Kristina Swanson, Manyu Li
\(^1\)University of Pittsburgh

This study aims to investigate people’s gender role attitudes in online games. Players were surveyed on their gender role attitudes and masculinity/femininity in the offline world and their gender role attitudes in the virtual world. Results showed sexism in both player attitudes and in-game behaviors.

G41 PERCEPTION OF POVERTY AS A CHOICE MEDIATES THE RELATIONSHIP BETWEEN FREE WILL BELIEF AND ATTITUDES TOWARD PEOPLE WHO ARE POOR
Lauren E. Brewer, Roy F. Baumeister, Dianne M. Tice
\(^1\)The College of Idaho, \(^2\)Florida State University

Free will belief (FWB) predicts many prosocial outcomes. However, holding a FWB may suggest that an individual believes that situations are the result of choices. We found support for the mediational model in which perception of poverty as a choice mediates the relationship between FWB and attitudes toward the poor.

G42 DIVISION AS A TRIGGER OF AVOIDANCE.
Joseph John Pyne Simons, Melanie Green
\(^1\)Agency for Science, Technology and Research, Singapore, \(^2\)University of North Carolina at Chapel Hill

Previous work has shown that divisive discussion topics are threatening (the disensus effect). Two studies provide evidence that this effect is due to avoidance motivation. Dispositional avoidance is shown to increase the threat response (Study 1), and a direct manipulation of avoidance eliminates the effect (Study 2).

G43 PREDICTING ATTITUDE CERTAINTY FROM VALUE RELATEDNESS AND ATTITUDE EXTREMITY
Wade L. Kidner, Colleen Iversen, Kevin L. Blankenship
\(^1\)Iowa State University, \(^2\)University of Notre Dame

The present study examined the relationship between value-relatedness, attitude extremity, and attitude certainty. Value-relatedness explained variability in attitude certainty on controversial issues above and beyond that accounted for by attitude extremity. This demonstrates that values not only help form attitudes but support confidence in them as well.

G44 HOW EVALUATIVE CONDITIONING MAY (NOT) INCUR ATTENTIONAL COSTS: THE ROLE OF MODAL BOUNDARY CONDITIONS
Georg Halbeisen, Eva Walther
\(^1\)University of Trier

Are attitudes learned without effortful reasoning? We predicted and found that the brains modal systems impose boundary conditions on attitude learning mechanisms: attitude acquisition was impaired by a secondary task only if task-modalities matched. Implications for
research on automaticity and the embodied cognition of attitudes are discussed.

G45
IMPICIT PERSUASION: SUBLIMINAL FEAR AROUSING EFFECTS ON IMPLICIT ATTITUDE FOR SMOKING.
Hideya KITAMURA1
1Kansai University
This study focused on the implicit processes in which persuasive communication would have an impact on smokers’ attitude for smoking. Smokers were presented with subliminal images of smoking arousing strong/weak threat. And IAT for smoking attitude was measured. Strong threat images had more influence on implicit attitude than weak ones.

G46
THE EFFECT OF INVALID ASSOCIATIVE EVIDENCE ON DELIBERATE EVALUATION
Tal Moran1, Yoav Bar-Anan2
1Ben-Gurion University, in the Negev, Be’er Sheva
Three experiments found that, contrary to the assumptions of contemporary evaluation models, co-occurrence of a neutral target object with affective stimuli affects the deliberate evaluation of the neutral target object even when the co-occurrence was not evidence that the target object and the affective stimulus are of the same valence.

G47
WHEN ATTITUDE WEAKNESS MOTIVATES AND DIMINISHES SELECTIVE EXPOSURE TO ATTITUDE-CONSISTENT INFORMATION
Vanessa Sawicki1, Duane T. Wegener1, Jason K. Clark2, Leandre R. Fabrigar1, Steven M. Smith3, Geoffrey R. O. Durso4
1Ohio State University, 2University of Iowa, 3Queen’s University, 4Saint Mary’s University
Past research suggests that attitude-consistent selective exposure is more likely with strong rather than weak attitudes. The current research examines a previously unexplored strength antecedent - attitudinal ambivalence. Weak, conflicted attitudes produced attitude-consistent information seeking when issue knowledge was low. Conversely, strong, unambivalent attitudes yielded selective exposure when knowledge was high.

G48
CONNECTING PERSPECTIVES BY DISCONNECTING MIND AND BODY: ON THE RELATION BETWEEN BELIEFS IN MIND-BODY DUALISM AND MENTAL-STATE REASONING
Pascal Burgmer1, Matthias Forstmann1, Andrew R. Todd2, Thomas Mussweiler1
1University of Cologne, 2University of Iowa
Four experiments examined the impact of beliefs in mind-body dualism on mental-state inference. Assuming that people who dissociate their minds from their bodies rely less on internal states when inferring others’ minds, we predicted and found that dualistic beliefs promote cognitive mentalizing while interfering with affective experience sharing.

G49
THE DESIGN OF EVERYDAY HATE: A QUALITATIVE AND QUANTITATIVE ANALYSIS
Katherine Aumer1, Elaine Hatfield2
1Hawai‘i Pacific University, 2University of Hawai‘i
Using grounded theory and mixed-method analyses four questions were explored concerning hate: (1) What do people mean by hate? (2) Who do they hate? (3) Why do people hate those people? (4) How do people resolve their hatred? From participants’ answers, a theory concerning everyday hate was generated.

Emotion
G50
THE LAST WORD: YOUNGER AND OLDER ADULTS’ BRAIN RESPONSES TO DEATH REMINDERS
John R. Bluntschli1, Molly Maxfield2, Jennifer M. Poe1, Michael A. Kisley1
1University of Colorado - Colorado Springs
Younger adults exhibited significantly greater event-related brain potential (ERP) amplitudes to death-related words than to other negative words, whereas older adults showed significantly greater ERP amplitudes to negative words than to death-related words, providing evidence for the idea that death-related stimuli are processed differently, but their relevance changes with age.

G51
BASIC PSYCHOLOGICAL NEEDS SATISFACTION AND DEPRESSIVE SYMPTOMS: ETHNIC DIFFERENCES BETWEEN ASIAN AMERICANS AND CAUCASIANS
Qian Lu1, Jin You1, MaiLy Nguyen1, Yuwen Tou1
1University of Houston
This study compared basic psychological needs satisfaction and depressive symptoms among Caucasians and Asian Americans. Results indicated that Asian Americans perceived lower needs satisfaction than did Caucasians. The satisfaction of relatedness was negatively related to depressive symptoms among Asian Americans. The satisfaction of autonomy and competence explained ethnic differences in depressive symptoms.

G52
IS THE RECOGNITION OF FACIAL EXPRESSIONS AFFECTED BY THE METHOD OF EXPERIMENT?
Marissa Ann DiGirolamo1
1Boston College
The dominant theory of facial expressions is that they are automatically recognized emotion signals. However, three studies showed that the label chosen for a facial expression varies with the experimental order of presentation. Thus, the context in which expressions are seen, rather than the expression itself, strongly influences their labeling.

G53
AUDIENCES ENHANCE THE EXPRESSION, BUT NOT EXPERIENCE, OF EMOTION
Craig Williams1, Erik Nook2, Jae-Young Son1, Jamil Zaki2
1Stanford University
The social modulation of emotional expression has traditionally been thought to reflect changes in emotional experience. Here, awareness of a close friend’s presence increased participants’ expressivity – as well as observers’ accuracy about participants’ emotions - without altering experience, contradicting this common view and supporting a communicative theory of expression.

G54
THE ROLE OF EMOTION RECOGNITION ON ROMANTIC RELATIONSHIP SATISFACTION
Sarah Noyes1, Seung Hee Yoo1
1San Francisco State University
To examine whether emotion recognition abilities were related to romantic relationship outcomes, participants completed an emotion recognition task and reported on their relationship satisfaction. Negative emotion recognition ability was positively correlated with relationship satisfaction. This relationship was mediated by participants’ tendencies to engage in less conflict behaviors with their partners.
G55
DOES VERTICAL LOCATION AFFECT PERCEPTION OF HAPPY AND SAD
FACIAL EXPRESSIONS?
Jonathan Gallegos¹, Andrew Grotzinger¹, Kevin McIntyre¹
¹Trinity University
Metaphors used to describe affect often allude to vertical dimensions in
space. In two studies, participants categorized and rated the
intensity of emotional facial expressions that were presented at the top or bottom of
a computer screen. Results indicated that verticality acts as a basic contextual cue in emotion perception.

G56
HAPPY PEOPLE DO NOT ENJOY ANOTHER’S UNHAPPINESS –
HAPPINESS DECREASES SCHADENFREUDE –
Kyu Hee Jung¹, Kaori Karasawa¹
¹University of Tokyo
Happy people engage in more virtuous and prosocial acts than unhappy people do. We examined whether happy people’s “affective”
reaction is also less antisocial by investigating the relationship between happiness and the feeling, schadenfreude. We found that
happy people felt less schadenfreude toward another’s misfortune.

G57
EMOTIONSHPIS: EXAMINING THE CONSEQUENCES OF PEOPLE’S
EMOTION-REGULATION NETWORKS FOR HEDONIC AND
EUDAEMONIC WELLBEING.
Elaine O. Cheung¹, Wendi L. Gardner¹, Jason F. Anderson²
¹Northwestern University, ²University of California, Santa Barbara
We investigated the consequences of people’s emotion-regulation networks for wellbeing. Having a diverse emotion-regulation network (consisting of specialized relationships across a broad range of emotional domains) predicted hedonic wellbeing over and above the effects of having close relationships alone. Whereas receiving regulation predicted hedonic wellbeing, providing regulation predicted eudaemonic wellbeing.

G58
ANGER BUT NOT ANXIETY ELIMINATES THE FRAMING EFFECT IN
INDIVIDUAL AND GROUP DECISION MAKING
Jennifer R. Spoor¹, Wesley G. Moons²
¹La Trobe University, ²University of California, Davis
Two experiments examined how emotions influence the framing
effect. Angry individuals and groups never showed a framing effect, whereas anxious individuals (Experiment 1) and groups did (Experiment 2). This effect was reduced after interacting with someone angry. Thus, feeling angry or interacting with someone angry eliminates the framing effect.

G59
I CAN SEE, HEAR, AND SMELL YOUR FEAR: COMPARING THE
EFFECTIVENESS OF OLFACTORY AND AUDIO-VISUAL FEAR
COMMUNICATION
Jasper H.B. de Groot¹, Gün R. Semin², Monique A.M. Smeets¹
¹Utrecht University
What significance do olfactory fear signals have when co-presented
with audio-visual information signaling safety? In a double-blind
experiment, olfactory fear (vs. neutral) signals were observed to
induce emotional contagion of fear (EMG) regardless of confirmatory
or contradictory audio-visual information. These findings illustrate the importance of emotional chemosignaling in humans.

G60
INTERPERSONAL POWER MAKES PEOPLE MORE EMPATHICALLY
ACCURATE
Dario Bombari², Marianne Schmid Mast¹, Tobias Brosch², David Sander²
¹University of Neuchâtel, ²University of Geneva
The relationship between interpersonal power and empathic accuracy is still unclear. After a power priming (high power, low power,
control), 62 participants assessed other people’s emotions in a task
involving both mentalizing and mirroring skills. Results show a positive relation between power and empathic accuracy.

G61
“I FEEL GUILTY, BUT “WE FEEL SHAME: SELF-CONSTRUAL
DIFFERENCES IN REACTIONS TO TRANSGRESSIONS.
Kristy K. Dean¹, Elizabeth Fles²
¹Grand Valley State University, ²University of Tennessee
Combining research on the private (vs. public) nature of guilt (vs.
shame) and the internal (vs. social) foundation of independent
(vs. interdependent) self-construals, two studies support the
hypothesis that independent self-construals elicit greater guilt and
interdependent self-construals elicit greater shame in response to interpersonal transgressions and individual mistakes.

G62
THE EFFECTS OF GRATITUDE AND INDEBTEDNESS ON PROSOCIAL
BEHAVIOR
Yuma Shiraki¹, Tasuku Igarashi¹
¹Graduate School of Education and Human Development Nagoya
University
This study examined the effect of gratitude and indebtedness on
prosocial behavior for the third person. We hypothesized that
only the emotion of gratitude would promote prosocial behavior.
Participants (N = 108) were divided into gratitude, indebtedness, and
control groups. The results indicated that gratitude could influence the prosocial behavior.

G63
EXPOSED, ASHAMED AND ANGERED: THE ROLE OF SHAME
PRONENESS IN RESPONSE TO BEING INSULTED
Joseph D. Wellman¹, Patricia Rodríguez Mosquera¹, Heather Miura¹,
Gabriel Rossman¹
¹Wesleyan University
In the current study we examine how shame proneness predicts
individuals emotional response to insult, even when controlling for
fear of humiliation. Shame proneness was associated with feeling
more exposed, ashamed and angered but only in response to insulting
feedback not neutral. Implications for understanding response to
insults are discussed.

G64
CAN YOU SMELL IT? DISGUST INCREASES OLFACTORY SENSITIVITY
Kai Qin Chan¹, Ad van Knippenberg¹, Rob Holland¹, Ruud van Loon¹, Roy
Arts¹
¹Radboud University Nijmegen
Disgust protects us against contamination, and this function
matches the primary function of olfaction – to discern the chemical
composition of substances before we come into oral contact with it.
We found that disgust increases olfactory sensitivity (assessed using
the Sniffin Sticks procedure), particularly for individuals high in
disgust sensitivity.

G65
THREAT PERCEPTION AND THE BOSTON MARATHON BOMBINGS: THE
IMPORTANCE OF AFFECTIVE FRAMING
Jolie Wormwood¹, Spencer Lynn¹, Karen Quigley¹, Lisa Barrett¹
¹Northeastern University
We examine how the Boston Marathon bombings impact threat
perception among local community members. Results demonstrate
that the affective framing of otherwise identical content on the
bombings influences sensitivity and threshold placement in a Shooter
Bias task. How personal exposure to the bombings relates to threat perception is also explored.
G66
THE EFFECTS OF EMOTIONAL RESPONSES TO MENTALLY TOUGH INCIDENTS ON JOB ATTITUDES IN LAW ENFORCEMENT PERSONNEL
Ann-Marie Rabalais 1, Mitzi Desselles 1
1Louisiana Tech University
This study investigated the emotional reactions of police officers to disturbing work events. Using experience-sampling methodology, we examined whether momentary job satisfaction and affect influenced overall job satisfaction and work engagement. Negative affect was significantly related to work engagement, and momentary job satisfaction was significantly related to overall job satisfaction.

G68
RECOGNIZING EMOTION IN FACIAL EXPRESSIONS WHEN FACIAL MUSCLES ARE PARALYZED.
Stephanie S.A.H. Blom 1, Günter Semin 1, Capi C. Wever 2, Dirk H.P.M. Kunst 3
1Utrecht University, 2Leiden University Medical Center, 3Radboud University Nijmegen Medical Center
We examined if people with one-sided facial paralysis are limited in recognizing emotion in facial expressions (varying in levels of noise) compared to a matched control group. People with left-sided facial paralysis showed lower accuracy for expressions of anger with low to medium levels of noise.

G69
MEASURING MIXED EMOTIONS: MIN SCORES VERSUS EMOTIONAL COMPLEXITY SCORES
Neil Randal Hester 1, Jeff T. Larsen 2, Hal E. Hershfield 2
1University of North Carolina at Chapel Hill, 2University of Tennessee
We compared the validity of two measurements of mixed emotions, MIN scores and emotional complexity scores, for predicting participants’ emotional reactions to evocative stimuli. Using a film task, we demonstrated the predictive validity of MIN scores, but not emotional complexity scores, suggesting a clear choice of measurement for emotion researchers.

G70
MEANING IN MISERY: STRESSFUL SITUATIONS AS A PLATFORM FOR ATTAINING MEANING IN LIFE
Jacob Juhl 1, Clay Routledge 1, Constantine Sedikides 2
1University of Southampton, 2North Dakota State University
One study demonstrated that people can attain meaning in life (MIL) in affectively negative (NA) situations and doing so produces positive affect (PA). Current college-stress, although associated with current NA, contributed to increased goal-engagement perceptions, which subsequently contributed to increased current MIL then PA, beyond trait MIL, NA, and PA.

G71
CAN STRESS AFFECT EMOTIONAL ATTENTION?
Mindi Price 1, Katrine Franks 1, Meredith Minear 2, Nikki Ward 1
1The College of Idaho, 2University of Wyoming
We report results from 2 studies examining the possible relationship between stress and emotional attention. In study 1, we found a correlation between self-reported stress and emotional switching. However, when stress was directly induced using the Trier’s, no relationship was seen suggesting a difference between chronic and acute stress.

G72
COLLECTIVE EMOTIONAL GATHERINGS, SHARED EMOTIONAL STATES AND COMMITMENT TO A GROUP AND WELL-BEING
Anna Marcelina Wlodarczyk 1, Larraitz Zumeta 1, Nekane Basabe 1, Dario Pérez 1
1University of the Basque Country
Collective processes are functional because they favor social integration and strengthen positive shared beliefs. Participant in a longitudinal field study of positively-valanced collective expressive gathering (Spain) reported longitudinal increase in general well-being, social support, social cohesion and consolidation of social beliefs. Emotions like amusement, gratitude, serenity, awe mediated those relations.

G73
WHAT KINDS OF HAPPINESS DO RELIGIONS PROMOTE? A REVISION OF LIWC EMOTION DICTIONARY
Chin-Lan Huang 1, Yi-Cheng Lin 1, Wei-Fang Lin 1
1National Taiwan University of Science and Technology, 2National Taiwan University
Based on the circumplex model of affect (Russel, 1980, 2003), the current study constructed four LIWC categories of emotion words based on the rating score of both valence and arousal. Discriminant validity was verified by comparing the blogs of religious experience by Buddhists and Christians.

G74
SO HAPPY (AND SAD) TOGETHER: CONTAGIOUS EMOTIONAL DISPLAYS AND DESCRIPTIVE EMOTION NORMS IMPACT THE MAINTENANCE OF AFFECT
Maria Anne Aguilar 1, Caroline Robles 1, Jordan Zuber 1, James Hin 1, Micah Millard 1, Kaitlyn Gillen 1, Mica Estrada 1, P. Wesley Schultz 1
1California State University San Marcos
These analyses examine the social proliferation of affect in an experiment where emotion norms were tested against opposingly-valenced emotional displays. Results demonstrated that norms and displays did not differentially impact final affective state; rather, participants maintained initial affect through attendance to emotionally congruent normative information and emotional displays.

G75
POSITIVE AFFECT IMPROVES REMEMBERING BY INCREASING WORKING MEMORY EFFICIENCY, NOT CAPACITY: EMOTION, COGNITIVE CONTROL, AND MENTAL RESOURCES
Sabrina J. Peitler 1, Chelsea F. Dahl 1, Justin Storbeck 1
1CUNY Queens College
Positive affective states increased performance on an attentionally demanding working memory task by increasing cognitive efficiency as opposed to expanding working memory capacity. These results suggest that one way positive affect increases cognitive control performance is by coordinating task goals necessary for successful high-level cognition.

G76
PSYCHOPATHY AND NEGATIVE EMOTIONAL REACTIVITY DURING A SOCIAL REJECTION TASK: IS WHAT YOU SEE REALLY WHAT YOU GET?
Danielle J. Halachoff 1, Cecily A. Piteo 1, Karin G. Colman 1
1Kent State University
This investigation examined emotional reactivity in individuals with psychopathic traits during a social rejection task. No differences were found in self-reported affect between high and low psychopathy groups, but differences in facial and autonomic responses were discovered, suggesting individuals with high trait psychopathy are uniquely reactive during social rejection.

G77
MIRRORING AND KNOWING: EMOTIONAL MIMICRY AND EMPATHIC ACCURACY
James J. Casey 1, Scott L. Newton 1, Robert W. Levenson 1
1UC Berkeley
Mimicry is thought to help us perceive others’ emotions. Participants (N=31) viewed marital discussions and continuously rated one spouse’s emotional valence. Objective coders rated emotional behavior of both participants and targets. Greater mimicry (i.e., similarity of emotional behavior) predicted greater empathic accuracy (i.e., similarity of participant’s and target’s valence rating).
G78
POSITIVE AFFECT INCREASES SUSCEPTIBILITY TO DISTRACTION DURING GOAL MAINTENANCE
Rebecca D. Calcott1, Elliot T. Berkman1
1University of Oregon
We investigated the influence of positive affect (PA) on goal maintenance during a set-shifting task with and without distractors. PA increased distractibility during goal maintenance but not during goal shifting, suggesting that PA-related attentional changes may result from increased susceptibility to distraction during maintenance, when goals would otherwise be shielded.

G79
CREATIVITY IN THE DAILY LIVES OF ELITE SCIENTISTS AND PROFESSIONAL WRITERS
Elizabeth A. Hopper1, Shelly L. Gable1, Jonathan W. Schooler2
1University of California, Santa Barbara
Each day for two weeks successful creative professionals were asked to report on their emotions, social relationships, and creative insights. Creativity was strongly associated with positive emotions and satisfaction with social ties. Creativity was not associated with negative emotions or interpersonal insecurity, arguing against a response bias explanation.

G80
THE MODERATING ROLE OF POSITIVE MOOD IN THE EFFECT OF FRAMING AND GOAL ON RISK PERSUASION
Sidney Su Han1
1University of Guelph Canada
Positive mood impacts individual’s response to risk information. Therefore, some traditional message strategies may not work well for immediate rewards. Participants completed regret or disappointment manipulations, then choose small immediate or large delayed rewards. Experienced regret led to preference for immediate rewards, in part because of the increased salience of self-affirming goals.

G81
EXPERIENCED REGRET AND IMPULSIVITY: TO DELAY OR NOT DELAY?
Kathleen Erin Darbor1, Heather C. Lench1
1Texas A&M University
The investigation examined the influence of experienced regret on preference for immediate or delayed rewards. Participants completed regret or disappointment manipulations, then choose small immediate or large delayed rewards. Experienced regret led to preference for immediate rewards, in part because of the increased salience of self-affirming goals.

G82
THE EFFECTS OF Trait AND STATE MINDFULNESS ON EMOTIONAL PROCESSING AND EMOTIONAL EXPERIENCE
Anastasia N. Kerr1, Victoria A. Perret1, Danielle R. Davis1, Elizabeth G. Kraich1, Capucine M. Davis1, Alyssa M. Jenkins1, Wyley A. Deleza1, Whitney L. Heppner1, Diana L. Young1
1Georgia College & State University
Burgeoning evidence suggests that mindfulness benefits emotion regulation but may do so through multiple pathways. Two pathways – attention and felt emotion – are supported in the current results. Mindfulness relates to faster attentional processing of emotional stimuli, and to more positive, less volatile emotional experiences in one’s daily life.

G83
COMPUTER MOUSE MOVEMENTS REVEAL THE TIME-COURSE OF POSITIVITY-NEGATIVITY BIAS IN THE INTERPRETATION OF AMBIGUOUS FACIAL EXPRESSIONS
Alison M. Mattek1, Paul J. Whalen1, Jonathon B. Freeman1
1Dartmouth College
Computer mouse trajectories during ratings (positive or negative) of ambiguous (surprised) and unambiguous (happy, sad) expressions were measured. Though all subjects took longer to commit to a positive decision, only subjects with a negative bias showed significant spatial attraction to the negative response option before committing to a positive rating.

G84
ATTENTIONAL CHRONOMETRY: DIFFERENTIAL ATTENTIONAL BIASES TO GENDER STEREOTYPIC FACIAL EXPRESSIONS ACROSS TIME
Anthony J. Nelson1, Reginald B. Adams, Jr.1
1The Pennsylvania State University
We examined attentional biases to stereotype-consistent (male anger; female fear/sad) and inconsistent (male fear/sad; female anger) gender-expression pairings. Early attention is biased toward female fear/sadness, whereas later attention is biased toward inconsistent pairings. Gender does not moderate early biases for anger, however, male anger holds attention more than female anger.

G85
EMOTIONAL ATTENTION FOSTERS THE DEVELOPMENT OF EMOTIONAL INTELLIGENCE
Michael B. Kitchens1, Erin Pruet1, Brittany Graby1, Katelyn Mackey1, Lindsay Chaffier1, Jamileyn Sampier1
1Lebanon Valley College
This work was to determine whether emotional attention fosters emotional intelligence. Emotional attention intensifies emotional experiences, and in turn, was predicted to promote emotional knowledge acquisition. We found that emotional attention was related to greater emotional intensity and predicted emotional intelligence at the conclusion of an emotion course.

G86
THE VIRTUAL ‘KILLERS’. THE ROLES OF EMPATHY AND SELF-CONTROL IN EXPLAINING COMPUTER GAME PLAYERS’ BEHAVIOR
Ewa Miedzobrodzka1, Jacek Buczny1
1University of Social Sciences and Humanities at Sopot
Playing violent video games had negative psychological consequences. Gamers showed lower levels of emotional recognition and reduced levels of trait empathy compared to non-players. Moreover, after a brutal game, participants demonstrated weaker inhibitory self-control, and stronger aggression, than participants who had been playing a neutral game (trait empathy mediated the relationships).

G87
INTERPLAY OF MOTION AND EMOTION: HOW BODILY EXPERIENCE INFLUENCES FEELINGS VIA MENTAL MODELS OF RESPONSIBILITY
Micah Bryan Goldfarb1, Lisa K. Libby1
1The Ohio State University
We hypothesize that perceived motion of self vs. environment determines mental models of personal responsibility that inform attributions in unrelated situations. Manipulating perceived motion led to qualitatively different, responsibility-related, emotions (regret vs. disappointment) which supports the notion that perceptions of motion underlie abstract models of personal responsibility in social events.

G88
THE MOROSE-COLORED GLASSES OF LOVE: RELATIONSHIP CONFLICT PREDICTS PERCEPTUAL READINESS FOR NEGATIVE EMOTION EXPRESSIONS
William J. Brady1, Shana Cole1, Emily Balcetis1
1New York University
Two studies investigated whether relationship conflict creates perceptual readiness for intense, negative emotion expressions. Among college students, conflict positively correlated with the tendency to interpret ambiguous emotion expressions as intensely negative. Among married adults, conflict predicted with faster reaction times for accurately categorizing negative compared to positive expressions.
G89
EXPLORING IGNORING: GENDER AND ETHNICITY DIFFERENCES IN MOTHERS’ NONREACTIVE RESPONSES TO CHILDREN’S EMOTIONS
Patsy Sibley 1, Amy Halberstadt1, Calvin Sims 1
1North Carolina State University
Parents’ responses to children’s emotions have been shown as an important avenue of emotion socialization. However, ignoring has not been considered as a response type. This study explores mothers’ use of ignoring and shows significant differences by ethnicity and gender. Social and cultural implications of these findings are explored.

G90
AN INVESTIGATION OF LANGUAGE ACCENT’S INFLUENCE ON EMOTIONAL REACTIONS AND PERCEPTIONS OF INTELLIGENCE/ABILITY
Mark D. Davis1, Kelly A. Pivik1, Alexis C. Hewitt1, Amber N. Hudson1, Krista B. Black1
1The University of West Alabama
The study tested language accent influences on emotional/cognitive reactions. Participants listened to one of five audio CV’s of individuals applying for an academic position. Participants’ facial reactions were recorded and participants rated the target on intelligence/ability. Results indicated more negative facial reactions and self-report ratings associated with less familiar accents.

G91
UNCONSCIOUS AFFECT INFLUENCES FIRST IMPRESSIONS AND PHYSIOLOGY
Lauren Sears1, Jolie Wormwood1, Erika H. Siegel1, Justin Kopec1, Karen S. Quigley1, Lisa Feldman Barrett1
1Northeastern University
We used continuous flash suppression to determine if unseen, affective faces influenced trait ratings of perceived, neutral faces, as well as self-reported mood. We also recorded peripheral psychophysiology and found that participant’s trait ratings, self reported mood, and physiology were modulated by affective stimuli presented outside of their awareness.

G92
LET’S TALK ABOUT FEELINGS: DIFFERENTIAL CONSEQUENCES OF FOUR METHODS OF AFFECT LABELING
Ida Jane Griesemer1, Erik Nook2, Ajay Satpute2, Rivka Friedlander1, Kevin Ochsner1
1Columbia University, 2Stanford University, 3Northeastern University
We can label affective states in a variety of ways: by identifying what is causing our emotions or by identifying our emotions themselves. The present study demonstrates that self-reported and psychophysiological responses can be ameliorated by labeling objects in aversive images, but not by labeling the emotions they elicit.

G93
IMMORAL ACTIONS ARE ASSOCIATED WITH A SPECTRUM OF NEGATIVE EMOTIONS
Joseph Thomas Pochledy1, Mary Kayal1, James Russell2
1Boston College
How are the emotions evoked by moral stories affected by response format? Participants judged morally good and bad emotion stories on the degree to which it elicited each of five emotions and moral valence. Anger was the most common choice, but each story elicited a range of emotions.

G94
FINDING YOURSELF IN AWE: THE RELATIONSHIP BETWEEN AWE AND IDENTITY FORMATION
Galen D. McNeil1, Craig L. Anderson1, Dacher Keltner2
1University of California, Berkeley
Awe increases curiosity about the world, but little is known about the effects of awe on the self. This study provides evidence that awe is the positive emotion that most strongly predicts higher identity formation during the transition to college, suggesting that awe may be key in developing identity.

G95
DO MEN AND WOMEN DIFFER IN DISTRESS TOLERANCE TO INTERPERSONAL VIOLENCE, DISGUST, AND NEGLECTED CHILDREN?
Katherine U. Sosna1, Jennifer C. Veilleux1
1University of Arkansas
We investigated gender differences for distress tolerance to negative images of varying types. Results revealed that both genders had a high tolerance and low distress for images of violence compared to other images types. In addition, women indicated distress faster to disgust pictures compared to men.

G96
TEST OF EMOTIONAL AESTHETICS: EMPATHY-RELATED DEFICITS IN INDIVIDUALS WITH FRONTOTEMPORAL DEMENTIA
Michaela L. Simpson1, Michelle Shiotz2, Heidi E. Kirsch3, Robert W. Levenson1
1University of California, Berkeley, 2Arizona State University, 3University of California, San Francisco
Frontotemporal dementia (FTD) is characterized by deficits in empathy. Using a new Test of Emotional Aesthetics, individuals with FTD performed worse than other patient groups and healthy controls at decoding the affective content of music and paintings, but were able to detect the pleasantness of tactile and olfactory stimuli.

G97
THE INFLUENCE OF CULTURAL CONCEPTUALIZATIONS OF THE SOCIAL EMOTIONS OF PRIDE AND SHAME ON BEHAVIORAL INCLINATION AND EXPERIENCE
Emily K. Schmidt1
1Brandeis University and College of the Holy Cross
The current study examined how cultural differences between collectivist and individualistic conceptualizations of the social emotions of pride and shame affect the behavioral inclination toward those emotions and the proneness of members of each culture to experience them. Implications for parsing out cultural influences and personal experience are discussed.

G98
ENVY IN FRIENDS: FEELING BAD WITHOUT BEHAVING BADLY
Nicole E. Henniger1, Christine R. Harris1, Gail D. Heyman1
1University of California, San Diego
Does friendship intensify or pacify the motivations of envy? Pairs of friends received false feedback on an intelligence test in the lab. Worse-performing participants reported greater envy, but did not retaliate against their friends. The role of interpersonal context in understanding the functionality of envy is discussed.

G99
BABYFACENESS ENHANCES SUBJECTS’ MEMORY FOR MOST ATTRACTIVE AND LEAST ATTRACTIVE INDIVIDUALS EXPRESSING SURPRISE
April Marie Burns1, Julie Ann Brandt2, Marilyn Mendolia1
1University of Mississippi
This study examined the effects of facial attractiveness and babyfakeness on person identity recognition across different emotional expressions. After viewing the faces of actors displaying different emotional expressions, subjects completed an incidental memory task. Facial attractiveness and babyfakeness affected person identity recognition differently, depending on the emotional expression.
G100
DON'T GRIN WHEN YOU WIN: THE SOCIAL COSTS OF POSITIVE EMOTION EXPRESSION IN PERFORMANCE SITUATIONS
Elise K. Kalokerinos1, Katharine H. Greenaway1, David J. Pedder2, Elise A. Margets3
1The University of Queensland, 2Australian Catholic University; 3The University of Melbourne

Three experiments demonstrated interpersonal costs to expressing positive emotions in victory. Inexpressive winners were rated more positively, and this effect was mediated through perceptions that expressive winners were hubristically proud, and inexpressive winners protected losers’ feelings. This research is the first to identify social benefits of expressively suppressing positive emotions.

G101
EXPERIMENTAL EVIDENCE OF THE COGNITIVE DIFFERENCES BETWEEN UNDIFFERENTIATED AND SPECIFIC AFFECTIVE APPRAISALS
Sean P. Lane1, Patrick E. Shront2
1University of Missouri, Columbia; 2New York University

Using theories of affective appraisal and principles from social cognition we propose that specific mood appraisals are more robust to influence than undifferentiated ones. Two studies revealed a stronger impact of induced specific anxiety on undifferentiated mood ratings than induced undifferentiated anxiety on specific mood ratings.

G102
LAY THEORIES OF COPING: DO PEOPLE PREFER GRIEF WORK TO OTHER STYLES OF COPING WITH SADNESS?
Melissa Irene Soenke1, Jeff Greenberg1
1University of Arizona

Despite their effectiveness at decreasing sadness and increasing positive emotion, people are reluctant to use positive-emotion-eliciting activities to cope with sadness. We assessed people's lay theories of coping, particularly comparing positive-emotion-eliciting and grief work activities. Participants rated grief work as more appropriate, effective, and less likely to cause guilt.

G103
POLITICAL AFFILIATION AND EMOTIONAL REACTIONS TO GREAT WEALTH: FAIRNESS OR ENVY?
Charles Eric Hoogland1, Alexandra Martin1, Richard Henry Smith1, Chelsea Marie Cooper2, Edward Brown1
1University of Kentucky, 2United States Air Force

Conservatives often claim that liberals’ negative reactions to others’ wealth is due to envy. Are they right? Participants read about a venture capitalist who harmed others or not to increase profits. Wealth was more unfair, regardless of harm.

G104
THE ROLE OF COMT POLYMORPHISM IN EMOTION REGULATION
Anna Sapozhnikova1, Robert Levenson1, Michelle Shiota2, Giovanni Coppola3
1University of California, Berkeley; 2Arizona State University; 3University of California, Los Angeles

Individuals differ in emotion regulation ability. To examine how the catechol-O-methyltransferase (COMT) gene contributes to differences in emotion regulation, two samples of healthy adults (n=49, n=97) were genotyped, exposed to emotional stimuli, and instructed to engage in emotion regulation. Met158 individuals down regulated their emotions more effectively than val/val individuals.

G105
COPING WITH MALICIOUS ENVY: DECLINES IN ENVY COINCIDE WITH INCREASES IN RESENTMENT
Richard H. Smith1, Chelsea M. Cooper2, Charles E. Hoogland1, Edward G. Brown1
1University of Kentucky, 2United States Air Force

Malicious envy is an unpleasant, shameful emotion. Do people cope with the emotion by transforming it into a more socially acceptable response such as resentment? After being made envious, participants received information suggesting the envied target was mildly dislikeable. Envy decreased and resentment increased, especially when the target was dislikeable.

G106
A BITTERSWEET REPRIZE: A CLOSER LOOK AT MIXED EMOTIONAL REACTIONS TO MUSIC
Ryan M. Best1, Jeff T. Larsen2, Peter A. Martens3
1Texas Tech University, 2University of Tennessee

We investigated emotional reactions to music varying in tempo (fast, slow) and mode (major, minor). Mixed emotions indices derived from ratings of 12 positive and negative emotions revealed that slow minor music elicited the most mixed emotions, indicating that such music elicits more mixed emotions than earlier research had suggested.

G107
HOW DO PARENTS INFLUENCE CHILDREN’S BEHAVIOR? INTERACTIVE EFFECTS OF PARENT EMOTION TALK AND EMOTION SOCIALIZATION BELIEFS
Amy Neal1, Philip M. Grubbs2, Amy G. Halberstadt1, Julie C. Dunsmore3
1Virginia Tech, 2Hampden-Sydney College, 3North Carolina State University

This study examined effects of parental beliefs about emotions and discussion of emotions on child use of emotion language. Results indicated that parental beliefs alone did not influence child behavior, but a match between parental beliefs and behavior was associated with greater child use of negative emotion language.

G108
THE ROLE OF EMOTIONAL EXPRESSIVITY ON THE RELATIONSHIP BETWEEN COLLECTIVISM AND SOCIAL ADJUSTMENT
Frank G. Du1, Seung Hee Yoo2
1San Francisco State University

Two studies were conducted to examine the relationship between cultural values, emotional expressivity and social adjustment. Higher collectivistic values were related to better social adjustment and emotional expressivity partially mediated this relationship. This suggests that people who value relationships and harmony may express their emotions to maintain interpersonal relationships.

G109
THE INFLUENCE OF AFFECT ON JUDGMENT DEPENDS ON ITS OBJECT
Alexander J. Schiller1, Gerald L. Clore1
1University of Virginia

Feeling happy rather than sad generally makes judgments more positive. The Affective Immediacy Principle says that affect will influence current mental content. In one experiment with consumer products, the current mental content was changed from the product to a price. Affect influenced ratings of the price instead of the product.

G110
EMOTION AND WORKING MEMORY: HOW FEAR AND HAPPINESS SELECTIVELY ENHANCE REMEMBERING OF LOW AND HIGH SPATIAL FREQUENCY FACES
Lindsay Thonsen1, Kayla Sackler2, Nicole Davidson2, Justin Storbeck1
1Queens College - CUNY, 2Calhoun High School

Fearful and happy induced states led to dissociative effects in processing low and high frequency faces during a working memory task. Fear states facilitated the remembering of low spatial frequencies, whereas happy states facilitated the remembering of high spatial frequencies. Excitement and sad mood states had non-specific effects on remembering.
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**G111**
**HIGHER POSITIVITY PREDICTS LESS INHIBITORY CONTROL OVER PREPOTENT RESPONSES TO HAPPY FACES**
Jordan Quaglia¹, Robert J. Goodman²

³Virginia Commonwealth University

Little research has examined whether cognitive biases pertaining to positive social stimuli predict emotional well-being. On an Emotional Go/No-Go task, higher trait positivity predicted less inhibition of happy, but not neutral or fearful, faces. Implications for understanding cognitive biases of emotional well-being are discussed.

**G112**
**ARE MIXED EMOTIONS UNSTABLE?**
Adam T. Cann¹, Jeff T. Larsen²

¹Texas Tech University, ²University of Tennessee at Knoxville

We tested the evaluative space model’s prediction that ambivalent states are unstable by asking people to report whether they felt happy and/or sad during music clips. People were less likely to remain in mixed emotional states from one more to next than to remain in happy, sad, or neutral states.

**G113**
**MOTIVATIONAL ORIENTATION: MANIPULATION THROUGH FILMS OF AFFECTIVE EXPRESSION**
Brett James Grant¹, Alexa Tullett¹, Philip Gable¹

¹The University of Alabama

The present study tested whether motivational orientation could be manipulated through videos of affective expressions designed to elicit approach and avoidance orientations. Results suggested that individuals adopted approach motivations displayed by both the excitement video and the fear video.

**G114**
**DO MOODS AND EXPECTANCIES HAVE UNIQUE OR INTERACTIVE EFFECTS?: AN EXPERIMENTAL INVESTIGATION**
Shane Close¹, Victoria Atkins¹, Kandice Perry¹, Katheryn Eckles¹, Jill Brown¹, Ian Handley², Andrew Geers³

¹The University of Toledo, ²Montana State University - Bozeman, ³University of Montana

This research tested for additive and interactive effects of mood states and expectancies on pain reports. Results revealed that positive mood states reduced pain independent of expectancies. Further, the study is the first to show that the pain relieving effect of positive moods increases linearly during a pain task.

**G115**
**WHETHER SHE SEEM SMILEY AND HE SEEM MEAN DEPENDS ON THE OTHER FACES IN THE CROWD**
Belinda M. Craig¹, Ottman V. Lipp³

¹The University of Queensland

We investigate whether the influence of poser gender in speeded emotion categorization tasks reflects facial characteristics alone or experimental context. Participants categorized emotional expressions displayed by males and females. Different patterns were observed when poser gender varied within and between tasks and when emotional expressions were categorized amongst neutral expressions.

**G116**
**EMPATHIC ACCURACY PREDICTS LESS NEGATIVE AFFECT IN RESPONSE TO AVERSIVE IMAGES**
Jenny Porter¹, Jennifer Silvers¹, Niall Bolger¹, Kevin Ochsner³

¹Columbia University, ³San Jose State University

Emotion regulation and empathic accuracy both have profound consequences for personal and interpersonal well being. Yet, little is known about the relationship between these skills. Our findings suggest that empathic accuracy for negative experiences is associated with less reactivity to negative stimuli on both respond naturally and reappraise trials.

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**G117**
**A CONTENT ANALYSIS OF OLDER AND YOUNGER ADULTS’ EMOTIONAL LANGUAGE IN RESPONSE TO MORTALITY SALIENCE**
Michael Nelson Bultmann¹, Samantha John¹, Molly Maxfield¹

¹University of Colorado Boulder

Content analysis of the responses to mortality salience induction revealed a decrease in the use of emotion-related words for both older and younger adults. When responding to MS compared to a control topic, negative affect decreased for both older and younger adults, while positive affect increased for older adults only.

**G118**
**THE ROLE OF NOVELTY IN THE PURSUIT OF NEGATIVE EXPERIENCE**
Shane William Bench¹, Heather C. Lench¹

¹The University of Rochester

Participants viewed images and were then asked to choose a second set of images to view. Negative images were chosen when they were novel or when choice was motivated by a desire for negative. Preference for negative increased when positive images were viewed first. Novel negative experiences can be desirable.

**G119**
**IS IT’S MORE FUN WITH A FRIEND: THE EFFECTS OF SOCIAL CONTEXT ON DAILY EMOTIONAL EXPERIENCES**
Stephanie D. O’Keefe¹, Harry T. Reis¹

¹University of Rochester

Is there a difference in how social and solitary fun influence our emotional experience? Using everyday experience methods, we found that laughter and social fun resulted in more positive affect, less negative affect, and more energetic feelings in the moment than solitary fun, highlighting the benefits of social interaction.

**G120**
**THE EFFECTS OF MOOD ON SELF-REPORTED PERSONALITY: DIFFERENCES ACROSS TRAITS AND GENDERS**
Anita S. Hibbert¹, E. David Klonsky²

¹University of British Columbia, ²University of Victoria

The present study investigated the impact of mood state on self-reported personality. Males induced into a positive (versus negative) mood rated themselves higher in agreeableness, whereas females reported being higher in extraversion and agreeableness, and lower in neuroticism. The findings indicate that mood state can impact self-perception of personality traits.

**G121**
**EMOTION REGULATION AND WELL-BEING: THE INFLUENTIAL ROLE OF BELIEVING EMOTIONS CAN CHANGE AND HAVING THE ABILITY TO CHANGE THEM**
Joseph C. Leshin¹, Brett Q. Ford², Josh S. Eng², Iris B. Mauss³

¹Cal Poly State University, ²University of California, Berkeley

Emotion regulation (ER) can promote well-being, but regulation may depend on believing that emotions are controllable (incremental beliefs). We found that individuals endorsing incremental beliefs had higher well-being because they used effective ER more frequently, but using ER was only beneficial for those with stronger ER ability.

**G122**
**COMPARISONS FROM FAMILY CREATE CHALLENGE, WHILE FRIENDS CREATE ENVY**
Camille S. Johnson¹

¹San Jose State University

Three studies show that when family members ask people to make comparisons, people believe that the family members have benevolent and instrumental purposes (e.g. to create challenge and motivation). When friends ask people to make comparisons, people believe that friends have malevolent purposes (e.g. to create envy).
G123
THE INTERPERSONAL FUNCTION OF PROCEDURAL FAIRNESS
Omesh Johar1, Zlatan Krizan1
1Iowa State University

Procedural fairness 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 unfairness.

G124
GENDER-RELATED EXPECTATIONS OF DISGUST PARTIALLY MEDIATE GENDER DIFFERENCES IN DISGUST SENSITIVITY
Alexander Jay Skolnick1
1Saint Joseph’s University

Building on theory that gender-based expectations of disgust influence one’s sensitivity to disgust (Skolnick, Bascom, & Wilson, 2013), we show that compared to typical men and women, judgments of one’s own disgust sensitivity but not of their willingness to express disgust, partially mediates gender differences in disgust sensitivity.

G125
CONFORMITY VS. EMOTIONAL BURDEN: HOW GROUP-BASED EMOTIONS ARE INFLUENCED BY COLLECTIVE EMOTIONS
Amit Goldenberg1, Tamar Saguy2, Eran Halperin2
1Stanford University, 2Interdisciplinary Center (IDC) Herzliya, 3IDC

Underlying the theory of group-based emotions is the assumption that they are driven by a process of conforming with the collective (i.e., collective emotions). However, an emotion may be experienced in the name of a collective that does not share these emotions. We examine this process and when it occurs.

G126
WHY FEEL EMPATHETIC WHEN YOU CAN GET ANGRY? EMOTIONAL PREFERENCES IN INTRACTABLE CONFLICTS
Roni Porat1, Maya Tamar1, Eran Halperin2
1Hebrew University, 2Interdisciplinary Center (IDC) Herzliya

Emotions play a cardinal role in intractable conflicts. While much of the research has focused on emotional experience, we address what people want to feel, namely their emotional preferences. Across four studies we examine what people want to feel, and how these preferences shape emotional and political reactions.

G127
DO EMOTIONAL CONTROL BELIEFS BUFFER EMOTIONAL IMPACT? EVIDENCE FROM AFFECTIVE REGULATION AND AFFECT-AS-INFORMATION PARADIGMS
Daniel R. Rovenpor1, Linda M. Isbell1
1University of Massachusetts Amherst

We examined whether emotional control beliefs buffer emotional sensitivity. We found that believing that emotions are controllable buffered self-reported affective reactivity to negative stimuli. In two subsequent studies, we found that emotional control beliefs buffered the typical effects of both high intensity positive and negative affect on a cognitive (categorization) task.

G128
EMOTIONAL BELIEFS BEYOND CONTROLLABILITY
Jennifer Celene Veilleux1, Anna C. Salomaa1, Jennifer A. Shaver1, Melissa J. Zielinski1, Garrett A. Pollert1
1University of Arkansas

Beyond beliefs in emotion controllability, recent work suggests individuals can believe that emotions constrain behavior, that emotion regulation is worthwhile, and that emotions can “hijack” self-control. We demonstrate that these beliefs uniquely predict psychopathology, emotion regulation tendencies, emotional intelligence, and responses to a negative emotion induction in the laboratory.

G129
CARE WITHOUT WORDS: EXAMINING THE INFLUENCE OF COMPASSIONATE GOALS ON EXPRESSIVE SUPPRESSION AND PSYCHOLOGICAL ADJUSTMENT
Chien-Han Kao1, Jen-Ho Chang1, Jenny Su1
1National Taiwan University

Research has taken a dim view of regulating emotions by expressive suppression, but the impact of suppression may depend on the goals individuals adopt. The present studies found that having compassionate goals (i.e., genuine concern for others) attenuated the negative impacts of suppression on both short-term and long-term psychological adjustment.

G130
THE EFFECT OF NEGATIVE EMOTIONS ON TACTILE SENSITIVITY: FEAR BUT NOT ANGER DECREASES TACTILE SENSITIVITY
Nicholas J. Kelley1, Brandon Schmeichel1
1Texas A&M University

Emotions and sensory perception are closely intertwined, but the impact of emotions on touch is relatively unknown. We conducted a series of studies to examine the effects of emotions on touch sensitivity. Results showed that fear reduces tactile sensitivity relative to anger or a neutral control condition.

G131
THE EXPRESSION AND EXPERIENCE OF EMOTION IN COMPLICATED GRIEF
Erica Diminich1, George A. Bonanno1
1Columbia University

Examining multiple emotion response channels revealed that individuals with complicated grief were less facially expressive than an asymptomatic group while reporting similar experienced emotion, and using more negative emotion related words. These findings suggest that complicated grief is characterized by a pronounced disassociation between emotional responding across channels.

G132
SUPPORTIVE TOUCH REGULATES THE NEURAL RESPONSE TO THREAT IN ANXIOUS INDIVIDUALS
Erin Maresh1, Lane Beckes2, James A. Coan1
1University of Virginia

We examined whether trait anxiety moderated the relationship between handholding and the neural threat response in a threat-of-shock paradigm under three conditions: alone, while holding a stranger’s hand, or a friend’s hand. Results suggest that supportive handholding reduces the use of disengagement as a self-regulatory strategy among highly anxious individuals.

G133
RECOGNIZING WHOLE PEOPLE IN NATURAL ENVIRONMENTS
Carina A. Hahn1, Alice J. O’Toole1, Jonathon Phillips2
1University of Texas at Dallas, 2National Institute of Standards and Technology

We examined person recognition using videos of people approaching from a distance. Participants judged familiarity after viewing whole videos, with the quality of identification information varying over time, or with only one segment. Results indicate the importance of the quality of information immediately at hand.
Field Research/Interventions

**G134**  
**“SHARING YOUR FEELINGS” ONLINE = EXPRESSIVE WRITING? TO INCREASE GRATITUDE AND DECREASE LONELINESS**  
Lixin Jiang1, Lingnan He2  
1University of Wisconsin Oshkosh, 2Sun Yat-sen University  
We examined whether “sharing your feelings” in social networking sites serves as expressive writing. Using a quasi-experimental design, we found that the emotion-focused group increased in gratitude and decreased in loneliness from pretest to posttest; however, the event-focused group decreased in gratitude and increased in loneliness.

**G135**  
**THE EFFICACY OF SELF-DETERMINATION INTERVENTIONS ON PHYSICAL ACTIVITY: A MULTI-LEVEL META-ANALYSIS**  
Lauren S. Miller1, Richard H. Gramzow2  
1Syracuse University  
This meta-analysis examined the impact of self-determination theory (SDT) interventions on: a) physical activity, b) physical activity adherence, c) weight loss, and d) BMI. Results: SDT interventions promote greater physical activity behaviors and marginally greater weight loss than control groups. This meta-analysis supports the efficacy of SDT interventions.

**G136**  
**STOPPING TO SMELL THE ROSES: A FIELD EXPERIMENT**  
Daniel Justin Petrie1, Judah Ruiz2, Paul K. Piff3  
1University of California, Berkeley  
We tested whether people deal with perceptions of chaos by focusing on and savoring the present. In a field experiment, fliers saying “Life is unpredictable” caused passersby to display increased savoring behavior by stopping to smell a bouquet of roses relative to fliers saying “Life is constant.”

**G137**  
**GIVE IT TIME: EFFECTS OF SUBJECTIVE SENSE OF TRANSITION AND AFFIRMATION ON SELF-INITIATED BEHAVIOR CHANGE**  
Shannon T. Brady1, Geoffrey L. Cohen2  
1Stanford University  
Can people’s subjective sense of being at the beginning of a transition catalyze change? New Year’s resolution makers seeing a beginning-of-year (vs. end-of-year) message had greater behavior change intentions. Affirmed individuals who saw the beginning-of-year message advocated fewer unproductive change strategies. The study suggests the partly subjective nature of transitions.

Individual Differences

**G138**  
**ATTENTIONAL DIFFERENCES WITHIN PERSON AND THING ORIENTATIONS**  
Miranda M. McIntyre1, William G. Graziano1  
1Purdue University  
The relationship between Person and Thing Orientations and attention was explored. Participants viewed images with person, thing, and neutral content in an attentional disengagement task. Stronger orientations toward people or things predicted faster reaction times for interest-congruent images. Person and Thing Orientations accounted for variance in attention beyond sex differences.

**G139**  
**PET PALS: THE INFLUENCE OF PET AFFINITY AND CONSCIENTIOUSNESS ON PERCEIVED SOCIAL SUPPORT**  
Chelsie M. Young1, Jennifer L. Bryan1, Mai-Ly Nguyen1, Michelle C. Quist1, Dawn W. Foster2, Clayton Neighbors1  
1University of Houston, 2MD Anderson  
We expected pet affinity (PA) and conscientiousness to influence perceived social support (PSS). Results revealed that conscientiousness and high PA were related to higher PSS than low PA. Pets may be another avenue for support to individuals higher in PA, whereas individuals lower in PA have fewer outlets for support.

**G140**  
**SELF-CONSCIOUSNESS MODERATES THE EFFECT OF IMPLICIT BUT NOT EXPLICIT PRIMES ON SUBSEQUENT RELEVANT BEHAVIOR**  
Anna Tekla Prescott1, Jay G. Hull1  
1Dartmouth College  
Cooperation or competition was primed consciously or implicitly before measuring cooperative/competitive behavior. Self-Consciousness (SC) moderated the effect of implicit but not conscious primes on behavior. When primed implicitly, participants high in SC assimilated while those low in SC showed the reverse. When primed consciously, all participants assimilated regardless of SC.

**G141**  
**FAST AND FURIOUS FEMALES: ASSOCIATIONS BETWEEN LIFE HISTORY SPEED AND PERSONALITY IN WOMEN**  
Ashton Caroline Southard1, Christopher James Holden1, Thomas Ewing1, Virgil Zeigler-Hill2  
1University of Southern Mississippi, 2Oakland University  
Associations between the features of the dark triad of personality, the Big Five personality domains, and speed of life history in women were examined. Results revealed that agreeableness, extraversion, conscientiousness, and openness were predictors of a slower life history, whereas psychopathy and Machiavellianism were predictors of a faster life history.

**G142**  
**PUPPY LOVE: PET AFFINITY AS A MEDIATOR OF THE RELATIONSHIP BETWEEN OPENNESS TO NEW EXPERIENCE AND SOCIAL SUPPORT**  
Jennifer Bryan1, Mai-Ly Nguyen1, Michelle Quest1, Chelsie Young1, Dawn Foster2, Richard Rodriguez1, Qian Lu1  
1University of Houston, 2MD Anderson  
This study investigated underlying mechanisms among dog owners. It was hypothesized that pet affinity would mediate the relationship between openness to experience and social support. Results confirmed our hypothesis which suggests that those who are open to new experiences may derive social support from multiple avenues, including their furry friends.

**G143**  
**THE RELATIONSHIPS BETWEEN PERSONALITY, HAPPINESS, AND TELEVISION VIEWING PATTERNS**  
Laura B. Koenig1  
1Kutztown University  
128 participants completed self-report assessments of personality, happiness, and TV viewing motives and program choices. Several expected relationships emerged; for instance Openness correlated with watching newscasts and Conscientiousness was negatively correlated with watching TV to relax. However, hours spent watching TV was not related to happiness or personality.

**G144**  
**AN INVESTIGATION OF PARASOCIAL INTERACTION, PERSONALITY, AND READING AND VIEWING MOTIVES AMONG FANS OF HARRY POTTER**  
Joanne Ingram1, Zoe Luckett2  
1University of Bedfordshire, UK, 2University of Bedfordshire  
We investigate which personality factors and which reading and viewing motives predict different constructs of parasocial interaction amongst fans of Harry Potter. Results suggest that fans’ desire for face-to-face contact relates to extraversion and viewing movies for arousal. We posit that this relates to available interactive media for fiction fans.
**G145**

**GAMBLING TO GET RICH: SELF-DETERMINATION AND GAMBLING MOTIVES**

Lindsey M. Rodriguez\(^1\), Clayton Neighbors\(^1\)

\(^1\)University of Houston

This research examined motivational orientations and gambling motives. Undergraduates who met 2+ SOGS criteria participated in a laboratory survey. Autonomy was positively associated with gambling for enjoyment, whereas control was predictive of gambling for chasing, winning, challenge, skill, and competition, supporting an evaluation of gambling behavior using a SDT framework.

**G146**

**CAN POWER CHANGE WHO YOU ARE? THE INFLUENCE OF POWER ON EXTRAVersion**

Yona Kifer\(^2\), Daniel Heller\(^1\), Pamela K. Smith\(^2\)

\(^1\)Tel Aviv University, \(^2\)University of California, San Diego

Past research has focused exclusively on the influence of personality on the attainment of power, ignoring the reverse causal sequence. Across an observational study and two experiments, we found that power enhances extraversion generally and at the workplace, and that this effect is mediated by the Behavioral Approach System.

**G147**

**AUTHORITARIANISM AND MULTICULTURAL NORMS**

Yamil R. Veze\(^1\)

\(^1\)Stony Brook University

I assess whether the relationship between authoritarianism and tolerance is magnified in the presence of diversity. Contrary to my expectations, I find that authoritarians become more tolerant in the presence of diversity. However, this is contingent on whether diversity and the melting pot is presented as an American value.

**G148**

**ATTRACTING PERSON AND THING ORIENTED PEOPLE TO STEM**

Anna Woodcock\(^1\), William G. Graziano\(^1\), Lilbeth Flores\(^1\), Britt’ny Gonzales\(^1\)

\(^1\)California State University, San Marcos, \(^2\)Purdue University

A fictitious Masters’ program was presented to students as either a “thing-oriented” or a “person-oriented” endeavor. The person-oriented portrayal increased feelings of belonging in the program for student high in both person and thing orientations, but did not diminish perceptions of the program’s difficulty and academic rigor.

**G149**

**EFFECTS OF MONEY PRIMING AND IMAGINED WEALTH ON SOCIAL NEEDS**

Amani Piers\(^1\), Jaclyn Kru\(^1\), Erin Dooley\(^1\), Harry Wallace\(^1\)

\(^1\)Trinity University

Two studies provide more evidence that money and wealth increase people’s sense of self-sufficiency. Participants reported less need to belong and less need to control their social circumstances if they were primed with images of money or asked to imagine how they would feel if they were wealthy.

**G150**

**PERSONALITY CHANGE AS A FUNCTION OF INTERESTS**

David M. Condon\(^1\), William Revelle\(^2\)

\(^1\)Northwestern University

This study extends research on mean-level changes in personality into narrowly-defined aspects of Temperament and Interests. Data were collected from a large SAPA sample using 750 Temperament, Ability and Interest items. Results suggest Interests vary considerably across the lifespan and in relation to changes in Big-Five traits.

**G151**

**THE ADDITIVE INFLUENCE OF CONNECTEDNESS IN NATURE AND PERCEIVING NATURE’S BEAUTY ON WELL-BEING AND AWE**

Monica Breton\(^1\), Jia Wei Zhang\(^1\), Craig Anderson\(^1\), Ravi Iyer\(^2\), Ryan Howell\(^3\), Dacher Keltner\(^1\)

\(^1\)University of California Berkeley, \(^2\)University of Southern California, \(^3\)San Francisco State University

Three studies demonstrated individuals higher on connectedness/relatedness with nature and perception of nature’s beauty reported greater life satisfaction, meanings in life and dispositional awe. They also responded to an awe induction, compared to amusement and control, with greater momentary feelings of awe. Results held after controlling for Big Five personality.

**G152**

**HOPE, OPTIMISM, SELF-EFFICACY, AND GPA: A PATH-ANALYTIC STUDY**

Maximilian Masahito Kubota\(^1\), David Feldman\(^1\)

\(^1\)Santa Clara University

In path analysis, we examine the contribution of Snyder’s (1994) hope construct, relative to self-efficacy and optimism, to predicting GPA. We administered generalized and academic-specific measures of these constructs to 89 college students. Hope predicted GPA better than self-efficacy or optimism, with generalized hope indirectly predicting GPA through academic-specific hope.

**G153**

**MINDFULNESS IN NEW PRODUCT DEVELOPMENT PROCESSES: EVIDENCE FROM INDIAN FIRMS**

Niharika Garud\(^1\)

\(^1\)Indian Institute of Management Bangalore

This research explores linkages between mindfulness and new product development (NPD) in Indian tech firms. Using quasi-experimental design, data, collected from 7 firms, shows “mindful” managers perform better in developing new products through meaningful utilization of available resources. This study contributes to the area of mindfulness in innovation and NPD.

**G154**

**DO GRE SCORES AND UNDERGRADUATE GPAS PREDICT PUBLICATION SUCCESS?**

Christopher Zou\(^1\), Julia K. H. Tsui\(^1\), Jordan B. Peterson\(^1\)

\(^1\)University of Toronto

Most graduate schools in North America require students to submit their GRE scores and GPAs when applying. However, it is unclear which of these scores are useful in predicting publication success. Based on a sample of graduate students in psychology programs, only the GRE-Quantitative scores were predictive of the number of publications.

**G155**

**ARE HAPPY FOND MEMORIES OF THE PAST EXPLAINS WHY GRATEFUL PEOPLE ARE HAPPY**

Lucia Lopez\(^1\), Jia Wei Zhang\(^2\), Ryan Howell\(^1\), Ravi Iyer\(^3\)

\(^1\)San Francisco State University, \(^2\)University of California Berkeley, \(^3\)University of Southern California

Past research has suggested that grateful people are happy. However, less is known about the underlying mechanisms. Three studies tested whether time perspective explain why grateful people are happy. The results revealed that grateful people are happy because they have a tendency to hold a sentimental view of the past.
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<th>Poster Session G – Individual Differences</th>
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| **G156**  
*Assessing Relationships Between Personality and Conformity in Public and Private Responses*  
Spee Kosloff, Leigh Perreault  
1California State University, Fresno, 2University of Massachusetts, Boston  
Using a modified Asch procedure, associations between conformity (both public and private) and the Big 5 personality dimensions (NEO-FFI-3) were assessed. Conformity correlated negatively and significantly with neuroticism, but positively and significantly with agreeableness. |
| **G157**  
*Clinging to Updates: Attachment to Facebook and Facebook Use*  
D. Brooke Crosby, Alicia Limke, Paul C. Jones, Ronald W. Wright  
1Southern Nazarene University  
The current study found that attachment to parents (specifically, attachment anxiety towards fathers) predicted attachment anxiety towards Facebook. Attachment anxiety towards Facebook predicted Facebook use behaviors (number of friends, number of status updates, and number of photos). Attachment avoidance towards Facebook predicted use as well (number of photos). |
| **G158**  
*To Judge or to Be Judged: Self-Monitoring and Facebook Profiles and Updates*  
Ashley Montgomery, Alicia Limke, Ronald W. Wright, Paul C. Jones  
1Southern Nazarene University  
The purpose of this project was to examine the link between self-monitoring, Facebook profiles, and perceptions of others on Facebook. Self-monitoring negatively predicted social words used in status updates. Participants liked high self-monitoring “profiles” more than moderate and low self-monitoring ones and moderate self-monitoring “profiles” more than low ones. |
| **G159**  
*Views of Others Feed the Green-Eyed Monster: Links Between Attachment and Envy*  
Kristofer Thompson, Alicia Limke, Robert D. Mather  
1University of Central Oklahoma, 2Southern Nazarene University  
The purpose of the present project is to understand the link between attachment (anxiety and avoidance) and envy (malicious and benign). As expected, positive views of others (low avoidance) were associated with benign envy whereas negative views of others (high avoidance) were associated with malicious envy. |
| **G160**  
*Just Let Me Check This Text: Attachment and Personal Technology Use in Social Settings*  
Jordan Hepler, Ronald W. Wright, Alicia Limke, Dorothy Stasser  
1Southern Nazarene University  
During conversations, one participant, two participants, or no participants received two test messages from the researcher about the study. Results indicated that as reports of attachment anxiety (prior to the paired conversations) increased, reports of participants checking their cellular phones during the paired discussion also increased. |
| **G161**  
*My Introvertedness Makes Me Think: Personality and Problem Solving*  
Kristen G. Caldwell, Alicia Limke  
1Southern Nazarene University  
The purpose of this study was to examine the link between Big Five personality characteristics and problem solving skills. Results demonstrate the need (gaining prominence in recent literature) to examine and discuss the importance and strengths of introverted characteristics. |
| **G162**  
*Predicting Forced Choice Decision Making*  
Maikel Hengstler, Rob W. Holland, Ad van Knippenberg  
1Radboud University Nijmegen  
We studied the influence of individual differences in components of cognitive control on decision making, regarding among others ambivalent and univalent objects. Results revealed that specifically higher inhibition capacity fosters better regulation of activation levels of response options, rendering decisions on ambivalent objects more similar to decisions on univalent objects. |
| **G163**  
*Affective, Social, and Environmental Aspects of Musical Preferences*  
David Michael Greenberg, Peter Jason Rentfrow  
1University of Cambridge  
The present research was designed to provide a more nuanced depiction of musical preferences by exploring person X environment interactions. Results suggest that four attributes (i.e. mood, evoked emotion, context and social stereotypes) uniquely contribute to people’s decisions about which music they choose to hear. |
| **G164**  
*Extraversion Moderates the Relationship Between Perceived Control and Depressive Symptoms*  
Angie S. LeRoy, Jennifer L. Bryan, Mai-Ly Nguyen, Lisa Caraway, Richard R. Rodriguez, Qian Lu  
1University of Houston  
As hypothesized, participants low in extraversion and perceived control reported higher levels of depressive symptoms compared to those high in extraversion. Individuals low in both extraversion and perceived control may be less likely to express their emotions and seek social support as a means to cope with their depressive symptoms. |
| **G165**  
*Prioritizing Morality in the Self Predicts Consistency in Moral Responses*  
Tammy L. Sonnentag, Jessica L. McManus, Donald A. Saucier  
1Kansas State University  
We examined the ability of moral identity to predict individuals’ responses to the immoral behavior of others in four vignettes [higher deviance (drunk driving, theft), lower deviance (cheating, dishonesty)]. Moral identity predicted participants’ consistent responses to others’ behavior despite social pressure to behave otherwise. |
| **G166**  
*Developing and Testing a Scale to Measure Need for Drama*  
Brandy A. Smith, Scott D. Frankowski, Amber K. Lupoi, Tamara Kang  
1University of Texas at El Paso  
We developed a novel, and psychometrically sound, 12-item scale to measure Need for Drama (NFD). This scale consists of a 3-factor model including Interpersonal Manipulation, Social Impulsivity, and Unwarranted Victimhood. NFD shows appropriate convergent and discriminant validity. The importance of NFD and future directions are discussed. |
| **G167**  
*Are Victims of Sexual Discrimination Less Likely to Support Maladaptive Sex Offender Policy? Sexual Orientation Predicts Sex Offender Registration Support*  
Sarah E. Malik, Margaret C. Stevenson  
1University of Evansville  
We explored whether sexual orientation predicts sex offender registration support for a consensual, yet technically illegal, sexual act between two 15-year-olds (sexting). Supporting hypotheses, heterosexuals supported registration more than homosexuals, an effect possibly explained by homosexuals’ experience as targets of discrimination. Indeed, the effect disappeared when controlling for anti-gay bias. |
SINS OF THE FATHER: JUST WORLD BELIEFS, COLLECTIVISM, GENDER, AND ACCOUNTABILITY FOR THE TRANSGRESSIONS OF ONE’S FATHER
Stephanie Allison Peak, Fade R. Eadeh, Alan J. Lambert
1 Washington University in St. Louis
The goal of this study was to gain insight into the transference of blame across generations (i.e., from father to son). We found that those scoring high in just world beliefs and collectivist identity were more likely to blame a son for the wrongdoings of his father.

BELIEF IN FREE WILL: THE I’S HAVE IT
Bradley M. Trager, Ryne A. Sherman, Robin R. Vallacher, Robert G. Riedel
1 Lynn University, 2 Florida Atlantic University
This study demonstrates that ratings of pro-free will books are positively associated with first person pronoun (FPP) use in written book reviews. However, this association is negative when the book is anti-free will. These results support the hypothesis that FPP use in natural language may indicate one’s free will beliefs.

SOCIAL RESOURCES AND VISUAL PERCEPTION: INDIVIDUAL DIFFERENCES IN EXTRAVERSION PREDICT SLANT ESTIMATES
Elizabeth Blair Gross, Dennis R. Proffitt
1 University of Virginia
Researchers investigated whether individual differences in social resources predict slant estimates. Across two studies, researchers found that extraverts reported steeper slant estimates, but only when physically burdened. Otherwise, extraverts gave significantly lower slant estimates, suggesting those high in social resources also incur extra costs that are reflected in perception.

PERCEPTIONS OF WEALTH AND SOCIAL ADAPTABILITY
Christian Tovar-Vargas, Harry Wallace
1 Trinity University
Wealth helps people to control their social circumstances, but this privilege may undermine their ability to feel comfortable and act competently in less than ideal social environments. Participants in two studies judged that wealth harmed people’s ability to adapt to social environments they cannot control.

SELF-COMPASSION, SELF-ESTEEM AND MATERIALISM
Sophia Corona, Jia Wei Zhang, Peter Caprariello, Iyer Ravi, Ryan Howell
1 San Francisco State University, 2 University of California Berkeley, 3 Stony Brook University, 4 University of Southern California
Six studies strongly suggest self-compassion reduces materialism and does so more strongly than self-esteem. We found self-compassion is associated with lower materialism, reduced materialists’ tendency to judge others based on material possessions, report greater (less) happiness from experiential (material) purchases, and diminished materialists valuing of their favorite pair of jeans.

THE FACTOR STRUCTURE OF HEDONISM: DISENTANGLING THE VALUE OF EXCITEMENT FROM PLEASURE
Masha Ksendzova, Ravi Iyer, Graham Hill, Ryan T. Howell
1 San Francisco State University, 2 University of Southern California
This study aims to better understand the components of hedonism. A factor analysis suggested a two-factor solution: valuing excitement and valuing pleasure. These two factors displayed divergent predictions. For example, those who value excitement tend to buy life experiences and focus on the present in order to enjoy it.
G180
CHALLENGE MAY ELUCIDATE BELIEFS: A GROWTH MINDSET BETTER PREDICTS ACADEMIC SUCCESS IN DIFFICULT COURSES
Eric N. Smith1, Carissa Romero1, David Paunesku1
1Stanford University
Using a large, diverse sample of high school students (n=1584 from 13 schools), we tested whether beliefs about intelligence were a better predictor of academic outcomes in challenging subjects. Consistent with predictions, a growth mindset was especially beneficial to students’ grades in difficult courses (those with low average grades).

G181
DETERRENG ACADEMIC DISHONESTY: DOES PERSONALITY COUNT?
Beverly McLeod1, Randy Genereux2
1Mount Royal University
University students rated the effectiveness of 40 cheating deterrents. Factor analysis identified four different types of deterrents. Serious consequences of getting caught were rated as the most effective deterrents. Significant correlations were found between the rated effectiveness of three types of deterrents and different sets of individual difference variables.

G182
WHEN “NO” ISN’T ENOUGH: CONTEXTUAL AND PERSONAL FACTORS INFLUENCING PERCEPTIONS OF SEXUAL ASSAULT
Andrea Denise Haugen1, Phia Salter1
1Texas A&M University
This study examined several factors influencing perceptions of sexual assault (SA), specifically participants’ prior SA experience, various contextual factors within SA encounters, and individual differences. Variables found to affect ascriptions of rape include level of victim resistance, victim self-jeopardy, participant victim status, participant political orientation, and participant endorsement of gender-relevant policies.

G183
POSITIVE URGENCY AND APPROACH MOTIVATION: A TRAIT INTERACTION PREDICTING FOOD CRAVING
Kayla D. Skinner1, McKenna Scharlau1, Melissa J. Zielinski1, Jennifer C. Veilleux2
1University of Arkansas
SUMMARY: We examined the relationship between positive urgency and behavioral approach to predict trait food craving. For those with high positive urgency, increased behavioral approach led to greater preoccupations with food, but for those with low positive urgency, increased behavioral approach predicted a decreased tendency to experience food-related thoughts.

G184
INTOLERANCE OF UNCERTAINTY PREDICTS EARLY NEUROPHYSIOLOGICAL INDICATORS OF UNCERTAINTY APPRAISAL.
Robert J. Goodman1, Jordan Quaglia1, Kirk Warren Brown1
1Virginia Commonwealth University
Intolerance of Uncertainty (IUS) was found to moderate the feedback-related negativity (FRN), an event-related potential implicated in feedback appraisal, in response to uncertain feedback. The results provide evidence linking IUS with a neurological indicator of early negative appraisals of uncertainty, and shed light on the neural processes involved in IUS.

G185
A CRITICAL BARRIER TO HAPPINESS? MATERIAL BUYERS DO NOT ENJOY THE EMOTIONAL BENEFITS OF EXPERIENTIAL PURCHASES
Ann Harter1, Jia Wei Zhang2, Ryan T. Howell1, Peter A. Caprariello2
1San Francisco State University, 2University of California, Berkeley, 3Stony Brook University
Experiences provide greater happiness than material items. We examined whether experiential buyers benefitted more than material buyers from experiential purchases versus material items; results were robust and as predicted. Experiential buyers reported greater sense of true self from experiential purchases than material buyers, suggesting different motivations for their experiential purchases.

G186
SOCIAL ANXIETY IS ASSOCIATED WITH A READINESS TO PERCEIVE ANGER ON OUTGROUP, BUT NOT INGROUP, FACES
Alla Prokhovich1, Amy Abajian1, Steven Young1
1Fairleigh Dickinson University
Social anxiety is associated with a hyper-sensitivity to facial expressions of anger. In the current work, we tested whether the ingroup or outgroup membership of expressive faces interacted with individual differences in social anxiety to predict anger recognition. Social anxiety positively predicted outgroup, but not ingroup, anger recognition.

G187
THE MODERATING EFFECT OF BODY MASS INDEX (BMI) ON AFFECTIVE FORECASTING ERRORS IN EXERCISE
Deanna C. Denman1, Andrea R. Graham1, Valerie L. Loehr1, Austin S. Baldwin1
1Southern Methodist University
People tend to underestimate exercise enjoyment and body mass index (BMI) may influence this underestimation. Individuals of different BMI reported their expectation and experience of enjoyment and unpleasantness of an exercise bout. Findings suggest that BMI influences the negative rather than the positive aspects of affective forecasting errors in exercise.

G188
PREDICTIVE UTILITY OF CONSERVATIVE BELIEFS IN ENDORSEMENTS OF MULTICULTURAL AND COLORBLIND IDEOLOGY
Keith Lynn Zabel1, Kevin Lee Zabel2
1Wayne State University, 2University of Tennessee
We examined how conservative beliefs predicted endorsements of multicultural and colorblind ideology. Results from two simultaneous entry regressions suggest social dominance orientation is the strongest predictor of both types of ideology, followed by right-wing authoritarianism. Protestant work ethic marginally (positively) predicted endorsement of multicultural ideology.

G189
SELF-CONSTRUAL MODERATES THE RELATIONSHIPS BETWEEN TESTOSTERONE, DOMINANCE, ANGER, AND AGGRESSION
Keith M. Welker1, Justin M. Carr2
1Wayne State University, 2Nipissing University
Two studies reveal that self-construal moderates testosterone’s relationship with antisocial dominance. Study 1 found that baseline testosterone was linked to indicators of antisocial dominance in men with independent self-construals. Study 2 showed that testosterone reactivity mediated the effects of competitive outcomes on aggressive behavior only in men with independent self-construals.
**G191**

**TESTOSTERONE AND CORTISOL INTERACT TO PREDICT EXTERNALIZING BEHAVIORS IN ADOLESCENTS WITH MALADAPTIVE PERSONALITY TRAITS**

Robert Josephs1

1University of Texas, Austin

The present study extends research on the dual-hormone hypothesis by testing the interaction between testosterone, cortisol, and personality disorder (PD) traits in predicting externalizing problems. Higher testosterone predicted externalizing outcomes, but only when cortisol was low, and only among youth with high levels of PD traits.

**G192**

**BELIEFS ABOUT THE MALLEABILITY OF EMPATHY PREDICT EFFORTFUL RESPONSES WHEN EMPATHY IS CHALLENGING**

Katrina Schumann1, Jamil Zak1, Carol S. Dweck1

1Stanford University

We tested whether people’s beliefs about the malleability of empathy affect whether they expend effort to be empathic when empathy is challenging. In 5 studies, participants with an incremental, as opposed to entity, theory of empathy exhibited more empathic effort when facing diverse empathic challenges (e.g., conflict, intergroup interactions, helping).

**G193**

**AN INCREMENTAL THEORY OF INTELLIGENCE ENHANCES INTELLECTUAL HUMILITY**

Tenelle Joan Porter1, Karina Schumann1, Carol S. Dweck1

1Stanford University

We tested whether an incremental (versus entity) theory of intelligence enhances intellectual humility. Studies 1 and 2 demonstrated that an incremental theory of intelligence was associated with greater intellectual humility and openness during an intellectual disagreement. Study 3 provided causal evidence that an incremental theory of intelligence enhances intellectual humility.

**G194**

**ENTITY VERSUS INCREMENTAL THEORIES PREDICT OLDER ADULTS’ MEMORY PERFORMANCE**

Jason E. Plaks1, Alison L. Chasteen1

1University of Toronto

We present evidence that older adults’ implicit theories (entity versus incremental) predict memory performance. In Studies 1 and 2, implicit theories were measured as an individual difference variable. Higher incremental endorsement predicted higher recall of random words. Study 3 revealed similar results when the entity and incremental theories were primed.

**G195**

**ACCURACY IN FIRST IMPRESSIONS: PERKS AND PERILS OF SIMPLY OBSERVING**

Katherine H. Rogers1, Jeremy C. Biesanz1

1University of British Columbia

First impressions occur in a variety of contexts, but how that impacts impressions is not fully understood. Utilizing the social accuracy model (SAM; Biesanz, 2010) and varying the situation (e.g., static Facebook, observing, interacting) we find context impacts the accuracy and positivity of first impressions in unexpected ways.

**G196**

**THE UPS AND DOWNS OF PERSONALITY: HOW SITUATIONS INFLUENCE FLUCTUATIONS IN PERSONALITY STATES**

Robert Wilson2, Simine Vazire1

1Washington University in St. Louis

Broad descriptions of personality predict important outcomes but we fluctuate quite a bit around these averages in our daily lives. Data from two experience sampling studies were analyzed using multilevel time-series modeling to explore person-situation interactions. Results indicated a dynamic interplay of situational influences on daily fluctuations in personality.

**G197**

**ACADEMIC ENTITLEMENT AND ATTITUDES TOWARDS INSTRUCTORS ACROSS THREE INTRODUCTORY COURSES**

Sarai Blincoe1

1Longwood University

Student academic entitlement (AE), a context-specific entitlement, negatively impacts student evaluations of instructors. Students with higher AE report less respect for and liking of an instructor, decreased willingness to take another course with an instructor or recommend the instructor to others, and more negative ratings of instructor competence and caring.

**Nonverbal Behavior**

**G199**

**THE NOSE KNOWS: ON THE RELATIONSHIP BETWEEN EMBODIMENT AND SOCIAL JUDGMENT**

Rachel Chase1, Faye Eadeh1, Stephanie Peak1, N. Pontus Leander2

1Washington University in St. Louis, 2University of Groningen

Does rubbing your nose cause people to think of you as less honest? In this study, confederates either rubbed their nose or check in a communication task, with participants in the nose rubbing condition rating confederates as less honest. The current research provides insight into the multifaceted nature of embodiment.

**G200**

**PRIDE DECREASES NONCONSCIOUS MIMICRY**

Leah Dickens1, David DeSteno2

1Northeastern University

We examined pride’s effect on nonconscious mimicry. In accord with expectations, results showed that participants mimicked confederates significantly less when in a proud rather than neutral or general positive state. These findings suggest the need to parse more closely the ways in which discrete positive emotions may shape nonconscious mimicry.

**G201**

**GENDER DIFFERENCES IN RAPID EMOTIONAL RESPONSES TO NORMAL-WEIGHT AND OVERWEIGHT EMOTIONAL FACES**

Larissa C. D’Abreu1, Heidi S. Blocker1, Daniel N. McIntosh1

1University of Denver

Participants (N=59) viewed images of overweight and normal-weight male and female faces expressing anger, fear, and happiness. EMG recorded zygomaticus major and corrugator supercili activity. Male participants displayed more negative affect to overweight individuals in general, but females displayed more negative affect to normal-weight women than to overweight women.

**G202**

**COMPUTER AVATARS, GESTURES, AND PERSONAL CHARISMA**

Katherine A. Duggan1, Howard S. Friedman1, Miriam W. Schustack1

1University of California, Riverside, 2California State University, San Marcos

To experimentally test hypotheses about gestures and charisma, we developed an educational software program. The avatar makes
**G203**
**MEASURE THE INTIMACY EQUILIBRIUM MODEL USING THREE-DIMENSIONAL MOTION CAPTURE**

Hiroko Kamide\(^1\), Koji Kawabe\(^2\), Satoshi Shigemi\(^2\), Tatsuo Arai\(^2\)
\(^1\)Osaka Univ., Japan, \(^2\)Honda R&D Co., Ltd.

We aim to quantitatively measure the nonverbal behaviors which reflect intimacy using a three-dimensional motion capture. Results with 96 Japanese showed their relationships affected total-body behaviors and the distance affected behaviors of the head and the lower parts. We discussed other parameters which are significant for the Intimacy Equilibrium Model.

**G204**
**AUTOMATED METHOD FOR EXTRACTING NONVERBAL BEHAVIOR IN DYADIC CONVERSATION: USING A THIN SLICE TECHNIQUE.**

Ken Fujiwara\(^1\), Ikuo Daibo\(^2\)
\(^1\)Graduate School of Management, Kyoto University, \(^2\)School of Motivation and Behavioral Sciences, Tokyo Future University

This study examined the validity and possible utility of a new procedure for the extraction of nonverbal behavior from dyadic conversation. Results replicated not only Fujiwara and Daibo’s findings (JNB, in press), but showed nonverbal behavior extracted from thin slices was correlated with the full interaction.

**G205**
**AUTOMATED ANALYSIS OF GUILT AND DECEPTION FROM FACIAL AFFECT IN A CONCEALED INFORMATION TEST**

Judee K. Burgoon\(^1\), Steven Pentland\(^1\), Nathan Twyman\(^1\), Aaron Elkins\(^2\)
\(^1\)University of Arizona, \(^2\)Imperial College London

Novel application of the Concealed Information Test, noncontact measures of affective states and automated software analysis of facial action units accurately predicts interviewee guilt in a mock crime with rates up to 96%. Statistical analyses and neural nets revealed noticeable distinctions between the facial intensities of guilty and innocent subjects.

**G206**
**TASK ENGAGEMENT AND NONVERBAL MIMICRY**

Steven Graham\(^1\), Amanda Folkers\(^2\)
\(^1\)New College of Florida, \(^2\)Nova Southeastern University

This study assessed the role of task engagement on the likelihood of engaging in nonconscious mimicry. Participants completed a proofreading task that was either interesting or not as a confederate engaged in a series of scripted behaviors. As predicted, participants were less likely to mimic when the task was interesting.

**G207**
**EXPLAINING MIMICRY’S STATUS AS AN AFFILIATION SIGNAL**

Liam C. Kavanagh\(^1\)
\(^1\)University of California, San Diego

Mimicry signals commitment to an interaction style wherein the mimic shares many levels of bodily activation with her model. This explains why it is “rational” to interpret mimicry as an affiliation signal. Intentional stances towards the model can invoke this processing style, which helps to explain strategic uses of mimicry.

**G208**
**IS MATCHING CONTAGIOUS? THE INFLUENCE OF A THIRD PERSON ON BEHAVIORAL MIMICRY AND LIKING**

Heidi S. Blocker\(^1\), Hailey D. Mulder\(^1\), Daniel N. McIntosh\(^2\)
\(^1\)University of Denver

Are behavioral mimicry and liking influenced by a third person’s matching behavior? While watching an interview, participants matched an applicant least when the interviewer mimicked the applicant. Participants liked the applicant least when the interviewer did not mimic. Mimicry appears contagious and people use one person’s behavior to judge another.
THE RELATIONSHIP BETWEEN DEATH THOUGHT ACCESSIBILITY AND AGEISM
Charles B. Walters¹, Shelia M. Kennison²
¹Metropolitan State University of Denver, ²Oklahoma State University

Terror Management Theory (TMT) suggests that ageism is the result of death anxiety (Martens, Greenberg, Schimel, & Landau, 2004). We tested the hypothesis that death thought accessibility DTA would predict ageism in young adults. Evidence supporting the hypothesis was observed in a study with 445 participants. Gender differences were observed.

CREATIVITY: TO SQUEEZE THIS BALL OR THAT BALL
Toni Georgiana¹, Marilyn E. Sussman², JongHun Kim¹
¹Coastal Carolina University; ²Massachusetts School of Professional Psychology

“Squeeze your head” is a common Korean expression referring to Formulating new ideas. Two studies were conducted to test whether squeezing a certain type of ball facilitates creativity. The tests included a divergent thinking task and a convergent thinking task. The implications of embodiment on creativity were discussed.

BUY ONE GET ONE FREE (TO SHARE): PREFERENCE FOR BONUS PACKS OVER PRICE DISCOUNTS ON EXPERIENTIAL PRODUCTS
Sarah Lim¹, Oona Cha¹, Incheol Choi¹
¹Seoul National University; ²Chung Ang University

This research examines whether preference for bonus packs (vs. price discounts) differs for material and experiential products. We show that relative preference for bonus packs is greater for experiential products compared to material products. This preference pattern is moderated by the sociality of bonus packs and sense of inclusion.

PARENTS LEVEL UP: ASSOCIATIONS BETWEEN PARENTAL INVOLVEMENT IN MEDIA HABITS AND EMPATHY
Sebastian Michael Niles¹, Alayna Bamett¹, Sara Prot¹, Christopher Groves¹, Jorge Blanco¹
¹Iowa State University

Relations between parental involvement in media use, empathy and prosocial behavior were examined in a sample of 745 adolescents from the U.S. and Croatia. Findings indicate that parental involvement styles differentially predict prosocial behavior and empathy and suggest the possibility of intercultural differences in parental involvement effects.

MORE THAN HAPPINESS: THE EUDAIMONIC BENEFITS OF EXPERIENTIAL PRODUCTS AND EXPERIENTIAL PURCHASES
Darwin A. Guevara¹, Ryan T. Howell²
¹University of Michigan; ²San Francisco State University

The goal of this study was to compare experiential products and experiential. We found that experiential products provided more happiness, economic value, and autonomy compared to experiential purchases. Additionally, we found that experiential purchases provided more relatedness satisfaction and benefits for others.

THE SEXUAL INTERESTS AND PERCEPTIONS OF GAY/LESBIAN AND BISEXUAL MEN AND WOMEN TOWARDS HETEROSEXUAL, BISEXUAL, AND GAY/LESBIAN MEN AND WOMEN
Tara M. Young¹, Angela G. Piriot²
¹University of Wisconsin Eau Claire

Heterosexual, bisexual, and gay/lesbian men and women rated their sexual interest toward and perceived sexual interest from heterosexual, bisexual, and gay/lesbian male and female targets. Results demonstrate sexual interests are driven largely by target sex rather than sexual orientation, thus enabling a deeper understanding of the mating dynamics of non-heterosexuals.

BRIEF MINDFULNESS MEDITATION REDUCES EMPHASIS ON NEGATIVE THOUGHTS IN RESPONSE TO NEGATIVE IMAGES.
Laura G. Kiken¹, Natalie J. Shook²
¹University of North Carolina at Chapel Hill; ²West Virginia University

This research examined the effect of brief mindfulness meditation on the valence of thoughts listed while viewing positive and negative IAPS images. Compared to an unfocused attention control condition, mindfulness meditation reduced the proportion of negative thoughts and increased the proportion of neutral thoughts specifically in response to negative images.

SELF-DISCLOSURE IN CYBERSPACE: THE RISK OF USING HEURISTICS AND THE PRUDENCE OF USING CONTROLLED PROCESSING
Sandra Carpenter¹, Feng Zhu¹
¹The University of Alabama, Huntsville

People often disclose personal information in cyber-contexts without considering the possible consequences. Our research focuses on (a) how psychological influence can increase identity exposure in digital environments and (b) how warnings can serve as countermeasures to such tactics. We describe four experiments that launched effective psychological attacks and mitigations.

DOES POSTING FACEBOOK STATUS UPDATES INCREASE OR DECREASE LONELINESS? AN ONLINE SOCIAL NETWORKING EXPERIMENT
Fenne große Deters¹, Matthias R. Mehl², Michael Eid³
¹Freie Universität Berlin; ²University of Arizona

In an online experiment, the psychological effects of status updating on Facebook were assessed. Participants added a “Research Profile” as a friend allowing for objective documentation of protocol compliance, and friends’ responses. The experimentally-induced increase in status updating activity resulted in reduced loneliness independently of direct social feedback by friends.

AN OPEN VOCABULARY APPROACH TO PERSONALITY
Margaret L. Kern¹, Johannes C. Eichstaedt¹, Gregory Park¹, Hansen Andrew Schwartz¹, Lyle H. Ungar¹, David J. Stillwell², Michal Kosinski³, Martin E. P. Seligman¹
¹University of Pennsylvania; ²University of Cambridge

Combining the Big Five personality model, big data from social media (millions of posts from nearly 70,000 Facebook users), and natural language processing techniques from computational linguistics, we demonstrate a differential language approach that identifies and visually summarizes words, phrases, and topics that distinguish people based on individual characteristics.

THE EFFECTS OF SOCIAL MEDIA SHARING ON PHYSICAL ACTIVITY ADHERENCE
Melanie Brucks¹, Peter R. Giacobe², Matthias R. Mehl³
¹University of Arizona; ²West Virginia University

Participants documented their exercise by “checking in” to Facebook either (a) publicly (i.e. sharing their exercise activity with their friends) or (b) privately via a customized check-in only visible to the investigators. The public check-in group tended to exercise and identify with exercise more compared to the control group.
### Poster Session G – Person Perception/Impression Formation

#### G227
I'M JUST NOT THAT INTO YOU: ATTACHMENT AVOIDANCE, SEXUAL REJECTION, AND SEXUAL EXPERIENCE IN ROMANTIC RELATIONSHIPS
Sarah C. E. Stanton¹, Jennifer C. Pink², Lome Campbell¹

1University of Western Ontario, 2Simon Fraser University

Four studies provide insights into the relatively dissatisfying sex lives of avoidant individuals. Avoidant individuals more often reject sex for relationship (i.e., to send their partner a message) vs. non-relationship reasons (i.e., fatigue) and report less enjoyment during sex. Their partners sense their detachment and enjoy sex less as well.

#### G228
TRUST AMONG STRANGERS: THE COGNITIVE-BEHAVIORAL DISCONNECT
Joanna E. Anderson¹, David A. Dunning¹, Detlef Fetchenhauer², Thomas M. Schlosser²

¹Cornell University, ²University of Cologne

Four studies using a behavioral economic paradigm found that participants’ trust behavior followed from an injunctive social norm rather than their expectations about another person’s trustworthiness. Evidence suggests that people feel that they must respect others’ moral character by treating them as trustworthy even if they believe otherwise.

#### G229
EXPRESSION OF EMOTION IN RELATIONAL CONTEXT: THE LINK BETWEEN COMMUNAL STRENGTH AND WILLINGNESS TO EXPRESS EMOTION
Katherine Von Culin¹, Margaret S. Clark²

¹Yale University

To whom are we willing to express emotions? Participants reported being more willing to express emotion to those they saw as strong communal partners (partners who took responsibility for their welfare). In addition, third party observers used communal strength information to predict partner’s expression of emotion and vice versa.

#### G230
ONCE BITTEN, TWICE SHY: HELP-SEEKERS’ RELUCTANCE TO TRUST THOSE WHO HAVE REFUSED TO HELP IN THE FUTURE
Daniel A. Newmark¹, Francis J. Flynn¹, Vanessa K. Bohns²

¹Stanford University, ²University of Waterloo

Four studies examined the effect of past refusals on help-seekers’ willingness to trust potential helpers to provide future assistance. Across all studies, individuals whose initial requests were rejected were reluctant to trust those who rejected them once to help them in the future. This lack of trust proved unwarrented.

#### G231
GIVING MISERY COMPANY: SHARING PERSONAL NEGATIVE INFORMATION AS ACTS OF SOCIAL ALTRUISM
Troy Hiduke Campbell¹, Dan Ariely¹

¹Duke University

We find people willing to provide target others with the gift of social comparison by sharing negative experiences from their lives, despite considering such behavior as emotionally costly to themselves. We identify factors that influence the likelihood of this socially altruistic sharing (negativity and unchangeability of target others’ situations, relationship closeness).

#### G232
HIGH EXPECTATIONS: PEOPLE ANTICIPATE FAVORABLE EVALUATIONS WHEN GETTING A DEAL
Kaitlin Woolley¹, Jane Biren¹, Ann McGill¹

¹University of Chicago Booth School of Business

Individuals purchasing a product on sale expected to be seen more positively than those purchasing at a low or high price. People buying a deal were also more likely to tell others about the purchase. These effects were mediated by higher expected intelligence evaluations when buying on sale.

#### G233
DELEGATION OR SELFISHNESS?: EVALUATING SELF-SERVING BEHAVIORS IN MEN AND WOMEN
Daria A. Bakina¹, Leonard S. Newman²

¹SUNY Oswego, ²Syracuse University

This study investigated whether self-serving behaviors were perceived differently based on gender. Participants (N=108) were told they would be completing tasks assigned to them by the previous participant and evaluating that participant on relevant items (e.g., likeability, competence). Self-serving behaviors significantly predicted differences on evaluations of targets, regardless of gender.

#### G234
CAUSES, REASONS, AND INTENT: INTEGRATING ATTRIBUTION AND SOCIAL INFERENCE
Liz Redford¹

¹University of Florida

Performance, locus, and controllability interacted significantly to predict three dependent variables: perceptions of another person’s intent, the person’s levels of Need for Achievement, and their Conscientiousness. These results illuminate the conditions under which explanations of behavior tend to be relevant to inferences of intent and traits.

#### G235
DOES PERCEIVED GENDER AFFECT RECOGNITION OF AMBIGUOUS-GENDER FACES?
Shinji Kitagami¹, Satoshi F. Nakashima², Sakiko Ami³

¹Nagoya University, ²NIT Communication Science Laboratories; CREST, JST

We investigated whether social cognitive factors contribute to own-gender bias in face recognition. We made identical ambiguous-gender morphed faces look as if they were either male or female faces. The interaction between participants’ gender and context cues was significant. Social cognitive factors may contribute to own-gender bias in face recognition.

#### G236
A CURSE OF KNOWLEDGE OR FAMILIARITY? DISENTANGLING THE CONTRIBUTIONS OF CONTENT INHIBITION AND MERE FAMILIARITY IN THE CURSE OF KNOWLEDGE BIAS
Patricia Brossseau-Liard¹, Susan Birch²

¹Concordia University, ²University of British Columbia

We examined mechanisms underlying the ‘curse of knowledge’ perspective-taking bias. Participants estimated peers’ knowledge of answers to known questions, unknown questions, and familiar questions with unknown answers. Estimates were larger for known than familiar and for familiar than unknown items. Hence, this phenomenon results both from inhibition and familiarity misattribution.
G237
WHERE’S THE POWER IN POWER? FRAMES OF RESOURCE CONTROL INFLUENCE POWER’S EFFECT ON BEHAVIOR AND COGNITION
Tonya M. Shoda1, Jonathan W. Kunstman1, Victoria Saba1, Kelsey Williamson1
1Miami University
With three experiments, the current work tested the distinct effects of punishment and reward-framed power on cognition and behavior. Punishment-framed power was hypothesized to lead to greater social distance with reward-framed power. Compared to equivalent reward-framed power, punishment-framed power increased objectification and social distance and impaired cooperation and empathy.

G238
THE ATTRACTIVENESS OF MALE CONFORMITY
Alex T. Beall1, Jessica L. Tracy1
1University of British Columbia
Although conformity is thought to be an adaptive strategy for increasing fitness, men selectively non-conform when seeking to attract women (Griskevicius et al., 2006). Results from two studies suggest that women find male conformity more attractive than nonconformity, suggesting a discrepancy between male behavior and female preferences.

G239
ANTIFAT ATTITUDES AND BODY IMAGE BIASES IN EVALUATING JOB APPLICANTS
Deborah A. Danzis1
1High Point University
Relationships between antifat attitudes, body consciousness variables, and job applicant ratings were explored to examine possible weight-related biases. Results showed that while antifat attitudes did not predict weight-related bias, control beliefs and fear of becoming fat did, suggesting that self-perceptions might affect evaluations of others.

G240
COMPENSATORY JUDGMENTS IN PERSON PERCEPTION AND SYSTEM JUSTIFICATION
Naoya Yada1, Tomoko Ikegami1
1Osaka City University
The present study examines whether compensatory judgments based on competence and warmth in person perception serve system justification. Our results show that non-compensatory judgments help justify the status quo but only among those who do not believe in the predictive power of academic ability for future economic success.

G241
WHEN HOT IS NOT SO HOT: THE INFLUENCE OF PERSONAL VALUES ON THE HALO EFFECT
Andrey Elster1, Lilach Sagiv1
1The Hebrew University of Jerusalem
We examined the influence of benevolence values on susceptibility to perceptual bias. The effect of personal “warmth” vs. “coldness” (the Halo Effect) on the impression regarding target’s social traits was stronger for individuals who emphasize benevolence values. The moderating effect of benevolence was found only regarding socially-related outcomes of impression.

G242
LOSING THE FUTURE: WHY YOUNGER VICTIMS EVOKE MORE DISTRESS
Thomas P. Dirth1, Nyla R. Branscombe1
1University of Kansas
The distress felt concerning the death of a stranger depends largely on the age of the victim; we sought to determine the mediator of this relationship. Evidence supporting the idea that potential contribution lost due to the victim’s death explains why younger victims evoke the greatest distress among observers.

G243
INTELLIGENCE JUDGMENTS ARE MISLEADING AT FIRST BUT IMPROVE OVER TIME
Stacy Y. Sim1, Jill A. Brown2, Frank J. Bernieri1
1Oregon State University; 2University of Toledo
Small groups of unacquainted participants (total N = 155) judged each other’s intelligence after a getting-acquainted conversation with little accuracy. However, intelligent judgments became significantly more accurate after ten weeks. Throughout this time, participants became well-acquainted with each other by working together, travelling together, playing games, and having meals together.

G244
EMPATHIC ACCURACY IN DAILY INTERACTIONS BETWEEN ROMANTIC PARTNERS: THE EFFECT OF QUARRELsome BEHAVIOR AND ATTACHMENT ORIENTATION
Gentiana Sadiqaj1, D. S. Moskowitz2, David C. Zuroff1
1McGill University
We examined whether partner’s quarrelsome behavior impacted person’s perception of partner’s negative affect. Attachment’s effects were explored. Partners in 93 couples reported on negative affect, quarrelsome behavior, and perceptions of partner’s negative affect during 20 days. Partner’s quarrelsome behavior enhanced person’s empathic accuracy and attachment moderated this effect.

G245
NICE TO MEET YOU, HOW CAN I HURT YOU? IMPACT OF SADISM ON FIRST IMPRESSIONS
Marina Le1, Katherine H. Rogers1, Erin Buckels2, Jeremy Biesanz2
1University of British Columbia; 2University of Manitoba
Sadism exists among everyday people. How does sadism affect first impressions of personality? Perceivers higher in sadism viewed others less normatively – reflecting a lower understanding of the average individual’s personality. The effect was independent of well-being. Targets higher in sadism were less liked and sadists picked up on this distaste.

G246
DOES A WOMAN’S HAIR COLOR AND LENGTH AFFECT PERCEPTIONS AND ATTENTIONAL FOCUS?
Susanna S. Petaisto1, David C. Matz2, Hillary B. Manning1
1Augsburg College
We tested the hypothesis that variants in hair color and length influence how males perceive and attend to females. The results of an eye-tracking study indicate that both hair color and length can influence perceptions and that darker hair tends to draw attention toward facial features.

G247
SELF-VERSUS OTHER DESCRIPTIONS AND JUDGMENTS OF PERSONALITY: A JUDGE BY TOPIC INTERACTION
Stefanie M. Tigges1, C. Randall Colvin1
1Northeastern University
A two-phase study examined the effect of description topic on judges’ perceptions of personality. Targets were perceived as more agentic when describing the self, and more communal when describing a friend. Although judge-target agreement was higher for self-descriptions, a judge by topic interaction was found to be significant.

G248
UNREALISTIC OPTIMISM AND VIOLENT CRIME: HOW BELIEFS AND ATTITUDES INFLUENCE THE OPTIMISM BIAS
Emily Stark1, Daniel Sachau1
1Minnesota State University, Mankato
In the current study, we examine unrealistic optimism in the context of violent crime. Participants completed a survey assessing their beliefs about crime and gun control attitudes, and those who viewed crime as increasing were also more optimistic about their chances of avoiding violent crime.
G249 INTEGRATING THE STEREOTYPE CONTENT MODEL (WARMTH AND COMPETENCE) AND THE OSGOOD SEMANTIC DIFFERENTIAL (EVALUATION, POTENCY, AND ACTIVITY)
Nicolas Kervyn¹, Susan T. Fiske², Vincent Yzerbyt³
¹University of Louvain, ²Princeton University
We integrate two prominent models of social perception dimensionality. In three studies we demonstrate how the well-established Semantic Differential dimensions, evaluation and potency, relate to the Stereotype Content Model dimensions, warmth and competence. Specifically, we found that Semantic Differential dimensions run diagonally across Stereotype Content Model quadrants.

G250 RED, ROMANCE, AND RIVALRY: WOMEN GUARD THEIR MATES FROM OTHER WOMEN IN RED
Adam Paza³, Pavol Prokop³, Andrew Elliot¹
¹University of Rochester, ²Trnava University
We tested the hypothesis that female participants interpret red clothing on another woman as a sexual receptivity cue, motivating them to distance the woman from the participant’s romantic partner. 2 experiments provide evidence that the color red affects women’s perceptions of other women along with behavioral intentions of mate guarding.

G251 THE TRUTH ABOUT LYING AND WITNESS CREDIBILITY
Bethany Lasseter¹, Elizabeth R. Tenney², Sara D. Hodges³, Barbara A. Spellman¹
¹University of Oregon, ²University of California, Berkeley, ³University of Virginia
Two studies show that witnesses who lie for self-serving reasons about personal information are viewed as providing more credible courtroom testimony than witnesses who provide incorrect personal information because they are mixed up. However, liars were only viewed as more credible when providing eyewitness testimony, not when providing character assessments.

G252 THE EFFECTS OF ANXIETY ON SUBTYING
Mami Muto¹, Naoki Kugihara²
¹Osaka University
The effects of anxiety arising from inscrutable targets on subtyping them were investigated. Subtyping is the one strategy of exclusion. The study explored the effect of anxiety on the subtyping of inscrutable targets and the effect of anxiety on the tendency of participants to subdivide the inscrutable targets, but old participants didn’t.

G253 MATCHING ROLE MODELS WITH IMPLICIT ABILITY THEORY
Rusty B. McIntyre¹, Keith Welker², Eric Fuller²
¹Eastern Michigan University, ²Wayne State University
The study cross-validated role model success trajectories with fixed/malleable reasons for role model abilities to examine how implicit theories of abilities would affect role model perception and identification. Three-way interactions occurred such that role models who incrementally succeeded with upward trajectory were more likely to be recognized.

G254 ATTRACTIVENESS JUDGMENTS BASED ON PHOTOGRAPHS PREDICT ATTRACTIVENESS JUDGMENTS FOLLOWING LIVE INTERACTIONS
Gil Gunaydin¹, Vivian Zayas³, Emre Selcuk²
¹Bilkent University, ²Cornell University, ³Middle East Technical University
Research on attractiveness has typically asked participants to rate the attractiveness of individuals based solely on their photographs. But, do such judgments predict perceptions of attractiveness following actual interactions? We provide the first evidence that attractiveness judgments based on photographs predict (over one month later) attractiveness judgments following live interactions.

G255 UNPACKING MONEY PRIMING: THE ROLE OF SOCIAL PERCEPTION
Jennifer Weng¹, Yi-Cheng Lin¹, Chin-Lan Huang¹, Jen-Ho Chang³
¹National Taiwan University, ²National Taiwan University of Science and Technology
In the current study, money-priming led to perception of other as less competent, but showed no effect on warm dimension. Implications of the dissociation of money-priming effect on competent dimension but not warm dimension are discussed based on social perception theory.

G256 EFFECTS OF TEMPORAL DISTANCE ON SPONTANEOUS GOAL AND TRAIT INFERENCE
Yuri Taniguchi¹, Tomoko Ikegami¹
¹Osaka City University
We explored how psychological temporal distance influences spontaneous inferences in person perception. Our experimental results indicated that participants were more likely to form spontaneous goal inferences about proximal actors, but spontaneous trait inferences about distant actors. These findings suggest that psychological temporal distance determines the content of spontaneous inferences.

G257 I KNOW YOU DIDN’T HAVE TO: GRATITUDE DEPENDS ON FREE WILL BELIEFS
Michael J. MacKenzie¹, Kathleen D. Vohs², Roy F. Baumeister¹
¹Florida State University, ²University of Minnesota
Four studies found that a weaker belief in free will leads to feeling less grateful, including trait gratitude and gratitude for autobiographical, vignette, and experimental confederate favors. Gratitude depends on perceiving that the benefactor acted freely and might have chosen not to help.

G258 EFFECTS OF MASCULINITY THREAT ON VISUAL OBJECTIFICATION AND SEXUAL AGGRESSION
Friederike Eyssel¹, Fabio Fasoli², Lena Wever³
¹Center of Excellence in Cognitive Interaction Technology (CITEC), University of Bielefeld, ²University of Padova, ³University of Bielefeld
Male participants were (or were not) put under masculinity threat, viewed pictures of sexualized and nonsexualized women in the eyetracker, and then reported selectively aggressive behavioral intentions. Under threat, men’s viewing patterns indicated “visual objectification” and they reported higher likelihood to sexually aggress than men in the control group.

G259 PERCEIVING A MIND AT THE SLOT: ANTHROPOMORPHIZATION OF SLOT MACHINES INCREASES GAMBLING BEHAVIOR
Paolo Riva¹, Simona Sacchi¹, Marco Brambilla¹
¹University of Milano-Bicocca
Three studies tested whether anthropomorphizing slot machines increases gambling. We found that gamblers attributed more human traits to slot machines than did non-regular players. Furthermore, participants spun the reels more times when exposed to an anthropomorphized game, and this effect was due to the emotional experience induced by anthropomorphized devices.
G260 STRAIGHT UNTIL PROVEN GAY: MOTIVATED BIAS IN SEXUAL ORIENTATION CATEGORIZATION
Steven M. Almara1, David J. Lick1, Clarissa I. Cortland1, Jenessa R. Shapiro1, Kent L. Johnson1
1University of California, Los Angeles
Perceivers demonstrate a marked bias toward straight categorizations in sexual orientation perception. Two studies suggest this bias reflects a motivated process. In the laboratory, placing participants under cognitive load reduced bias toward straight categorizations. In the field, higher levels of alcohol intoxication were associated with less bias toward straight categorizations.

G261 IMAGE OR REAL? IMPLICIT AND EXPlicit ATTITUDES ARE SENSITIVE TO DIFFERENT SOURCES OF INFORMATION
Naoaki Kawakami1, Emi Miura1
1University of Tsukuba
In a subliminal mere exposure experiment, participants were repeatedly exposed to a subliminal rabbit figure as a duck. Results showed that participants implicitly preferred the rabbit, but explicitly preferred the duck, suggesting that implicit and explicit attitudes are sensitive to different sources of information.

G262 GENDER-EMOTION STEREOTYPES AND APPROACH BEHAVIOR
Elena Canadas1, Marianne Schmid Mast1
1Université de Neuchâtel
We examined the impact of gender-emotion stereotypes on person perception. Specifically, how discrimination of ambiguous targets affects future interactions. Results showed a greater female' predisposition to approach targets compare to male. Expressive men (regardless of the specific emotion expressed) might trigger relationship-orientation in women who then approach the expressive men.

G263 TWO KINDS OF LOOKING GUILTY: CRIMINAL APPEARANCE AND A LACK OF REMORSE AFFECT Guilt AND PUNISHMENT RATINGS DIFFERENTLY
Friederike Funk1, Mirella Walker2, Alexander Todorov2
1Princeton University, 2University of Basel
Using Walker and Vetter’s (2009) methodology to systematically manipulate faces, we studied the effects of remorseless and criminal appearance on legal judgments. Both the perception of criminality and of remorse were linked to guilt ratings, but only perceiving lack of remorse predicted punishment ratings.

G264 ANTHROPOMORPHIZATION OF NATURE AFFECTS WILLINGNESS TO HELP VICTIMS OF NATURAL DISASTERS
Simona Sacchi1, Paolo Riva1, Marco Brambilla1
1University of Milano-Bicocca
Three studies tested whether anthropomorphizing nature reduces willingness to help victims of natural disasters. Study 1 and Study 2 consistently showed that when nature is anthropomorphized participants were less willing to help the target. Study 3 revealed that the effect of anthropomorphism on help behavior is mediated by the attribution of responsibility to the victims.

G265 PERSON PERCEPTION IN STRATEGIC SOCIAL INTERACTION
Vasundhara Sridharan1, Oliver Sheldon2, Yuichi Shoda1
1University of Washington, 2Rutgers University
We identified a boundary condition for fundamental attribution error (FAE). In strategic social interactions, where understanding the strategy behind others’ behavior was beneficial, participants did not cognitively load. Instead, their dispositional attributions were sensitive to situations in which targets’ behaviors were observed.

G266 CHILD PHYSICAL ABUSE RISK MODERATES SPONTANEOUSLY INFERRRED
Randy J. McCarthy1, Julie L. Crouch1, John J. Skowronski1, Joel S. Milner1, Regina Hiraoka1, Ericka Rutledge1, Jade Jenkins1
1Northern Illinois University
We examined whether parents at high-risk for child physical abuse (CPA) differed from low-risk parents in their tendency to spontaneously infer positive and negative traits from children’s behaviors. Whereas low-CPA risk parents made a distinction between negative traits that were vaguely implied and strongly implied, high-CPA risk parents did not.

G267 SHARING SPECIFIC AUTOBIOGRAPHICAL MEMORIES CREATES FEELINGS OF CLOSENESS
Holly Elizabeth Cole1, Nicole Wentling1, Denise Beike1
1University of Arkansas
This study examined the social function of sharing autobiographical memories and self relevant information. 135 dyads comprised of either friends or strangers were assigned to share general self knowledge, specific autobiographical memories, or to talk about a neutral subject. As predicted, only strangers who shared specific autobiographical memories felt closer.

G268 EASE OF RETRIEVAL DOES NOT EXPLAIN THE RELATIONSHIP BETWEEN IDENTIFICATION WITH ALL HUMANITY AND HUMAN RIGHTS CHOICES.
Christopher Cook1, Aaron Wichman1, Sam McFarland1, Jenny Hippier1
1Western Kentucky University
Identification with all humanity (IWAH) measures the extent to which people see all of humanity as their ingroup. We tested whether guided IWAH recall, in an ease of retrieval paradigm, would influence IWAH. Although recall predicted IWAH, it did not mediate IWAH effects on a human rights measure.

G269 THE ROLE OF TRUST IN THE MERE EXPOSURE EFFECT IN A CLASSROOM SETTING
Lindsey C. Meter1, Bridget P. Lynch2, Haylee K. DeLuca2, R. Matthew Montoya1
1University of Dayton, 2University of Georgia, 3Kent State University
This study examined trust in the mere exposure effect by repeatedly exposing students to confederates in a classroom setting. Participants completed measures assessing their perceptions of the confederates. Results showed increased exposure led to increased attraction, similarity, familiarity, and trust; however, the zero-exposure condition was evaluated most favorably.

G270 HYPOCRISY: FOLK CONCEPT AND PSYCHOLOGICAL CONSTRUCT
Brian A. M. Clark1, Sean M. Laurent1
1University of Oregon
Five studies investigated key issues regarding hypocrisy attribution to provide empirical and theoretical insight into this folk concept and psychological construct. Our results suggest that a theoretically useful folk definition exists, and that hypocrisy is a very flexible construct that serves a useful social purpose.

G271 THE STRUCTURE OF PERSONALITY JUDGMENT ACCURACY
Judith Allen Hall1, Denise Fraundorfer2, Marianne Schmid Mast1, Mollie A. Ruben1, Krista M. Hill2
1Northeastern University, 2University of Neuchatel
The structure of accuracy in judging personality has not been much explored. In four studies, correlations among different methods for measuring accuracy of judging personality were calculated. Profile correlations were moderately related to trait-level accuracies, while the trait-level accuracies were inconsistently related to each other.
G272  
THE EFFECTS OF VISIBLE TATTOOS ON PERCEPTIONS OF CRIMINALITY AND RISK TAKING  
Braydon Keith Howard1, Lora Jacobi1  
1Stephen F. Austin State University  
Participants read a police report and provided the suspect’s picture. Level of tattooing was manipulated across three pictures. Tattoo condition did not affect perceived guilt, certainty level, or risk-taking behaviors. Perceived guilt was significantly correlated with risk-taking behaviors. When dichotomized as tattoos or no tattoos, differences in perceived guilt emerged.

G273  
THE IMPACT OF DOMINANCE PERCEPTION ON LEARNING OF SOCIAL HIERARCHIES  
Caitlyn McCooleman1, Samuele Zilioli1, Mark Blair1  
1Simon Fraser University  
Many social hierarchies are implicit and derived from simple information extracted from face perception. Eighty participants were taught a social hierarchy that was either congruent or incongruent with individuals’ facial dominance. We found that implicit dominance perception influenced early learning performance, with participants in the incongruent condition being less accurate.

G274  
ALTERCENTRISM? SPONTANEOUS PERSPECTIVE TAKING BIASES ONE’S OWN SPATIAL JUDGMENTS  
Xuan Zhao1, Bertram F. Maier1  
1Brown University  
Do people spontaneously take another agent’s spatial perspective when they make judgments about objects from their own perspective (“on my left/right?”). In reaction-time studies, participants’ own-perspective judgments were slower and more erroneous when another agent’s perspective was different from their own, especially when the agent performed a goal-directed action.

G275  
“WHY” FOR THE SELF, “HOW” FOR THE OTHERS: CONSTRUAL LEVEL AND EMPATHY REVISITED.  
Gen ITO1, Shokei TENMA1, Yohtaro TAKANO1  
1The University of Tokyo, 2KADOITAWA Co., Ltd.  
Any action can be construed abstractly (“Why?”) or concretely (“How?”). Which construal level fosters empathy to others? When we imagine-self (Batson et al., 1997), abstract costral should foster empathy, but when we imagine-other, concrete construal should foster empathy. We confirmed this hypothesis through two experiments and showed the possible mediation mechanism.

G276  
DISPROPORTIONATE REACTIONS TO TRIVIAL INTERPERSONAL EVENTS: LOSING IT OVER LEGOS  
Kate J. Diebels1, Courtney Jones1, Andrew Hali1, Emily Steemers1, Mark Lear1  
1Duke University  
Participants worked on a Lego-building task with a confederate who either did or did not violate basic rules of social exchange. Although the rule violations had absolutely no tangible consequences, participants were angered by the confederate’s behavior, and their reactions were mediated by ratings of social exchange rule violations.

G277  
STEREOTYPES FORM VIA CUMULATIVE CULTURAL TRANSMISSION  
Jacqui Hutchison1, Douglas Martin1, Gillian Slessor1, Kenny Smith1, Sheila J. Cunningham1, James Uqquhart1  
1University of Aberdeen, 2University of Edinburgh, 3University of Abertay  
We examined whether stereotypes form unintentionally as information is passed from person-to-person down a chain. An initially random association of personality traits and social targets became increasingly structured and learnable as it was passed down a chain of seven participants. By the end of the chain stereotypes had formed.

G278  
THE AUTOMATIC DETECTION OF UNATTENDED SOCIAL CATEGORY INFORMATION FROM UNFAMILIAR FACES  
Douglas Martin1, Rachel Swainson1, Gillian Slessor1, Jacqui Hutchison1, Diana Marosi1  
1University of Aberdeen  
We examined whether performance on an attended social categorization task (e.g., sex classification) was impacted by switches in unattended social categories (e.g., race/age). When the attended task required people to categorize faces by sex, race or age there was their performance was impacted by switches in the unattended categories.

G280  
DOES SOCIAL EVALUATION CHANGE AT ADOLESCENCE? A DEVELOPMENTAL PERSPECTIVE ON ATTRACTIVENESS BIASES AND THE INFLUENCE OF MOTIVES LINKED TO ROMANCE AND RIVALRY  
Maria Vita Charlotte Agthe1, Matthias Spoerle2, Dieter Frey2, Sabine Walper1, Jon K. Maner2  
1University of Munich (LMU), 2University of Applied Management (UAM), 3Florida State University  
Research indicates that interpersonal evaluations are influenced by motives of romance and rivalry. Accordingly, we investigated the influence of evaluator’s developmental stage on attractiveness biases. In fact, the evaluative pattern of positive reactions towards attractive opposite-sex persons and rather negative reactions towards attractive same-sex persons was moderated by developmental stage.

G281  
IAT-EFFECTS FOR FOREIGN ACCENTS - AVERSE REACTIONS ON INCOMPETENCE, AFFECT, TRUST  
Janin Roessel1, Christiane Schoel1, Dagmar Stahlberg1  
1University of Mannheim  
Prejudice and discrimination against foreign-accented speakers is pervasive; however, our understanding of the underlying mechanisms is still scarce. In a set of (IAT) experiments, we demonstrate the role of negative affect, mistrust, and incompetence in the perception of accented speakers and propose a parsimonious model of the accent-perception process.

G282  
TRADING OFF WARMTH AND COMPETENCE TO COPE WITH STATUS DIVIDES  
Jillian K. Swencionis1, Susan T. Fiske1  
1Princeton University  
We hypothesized goals to appear competent versus warm would emerge from upward and downward social comparisons. Participants comparing upward emphasized higher-status identities, described themselves with more competence versus warmth traits, and more academic than service accomplishments, versus those comparing downward. Warmth-competence tradeoffs may be used to cope with status divides.

G283  
THE BIG MAN HAS A BIG MOUTH: FACIAL FEATURES PREDICTING THE SUCCESS OF LEADERS  
Daniel E. Re1, Nicholas O. Rule1  
1University of Toronto  
Judgments of personality drawn from faces of business leaders predict company profits. We used faces of business CEOs to examine specific features that link judgments of leadership to actual company success. We found that mouth width positively predicted profits, suggesting the mouth is a reliable feature to leadership quality.
Don’t Hate Me because I’m (Artificially) Beautiful: Female Cosmetic Use Increases Sinister Attributions Among Women

Danielle J. DePiro, Sarah E. Hill

We examined the effects of female cosmetic use on women’s sinister attributions. Women evaluated female targets wearing makeup more negatively than female targets not wearing makeup (Experiment 1). This effect was more pronounced for attractive targets (Experiment 2), and the effects were reversed among men evaluating female targets (Experiment 3).

The Influence of Social Status Levels and Dimensions on Person Perception

Ivo Gyurovski, Nia Sotto, Jasmin Cloutier

Two studies examined how social status levels and dimensions influence person perception. Using MDS, three dimensions were found to explain similarity ratings among targets. Explicit evaluative and competence/dominance judgments further revealed the common and distinct impact of social status levels and dimensions on person perception.

Cross-Cultural Differences in Trusting New Relationships & Implications for Risk Regulation Theory

Tatiana Basáñez, Miguel Basáñez, Michael Warren, Chris Lamb, Jessica M. Dennis, Dolores Albarracín, William D. Crano

Assumptions regarding the universality of risk regulation processes were tested using surveys. Sociopolitically harsh countries vs. benevolent were compared on variables related to trust in “abstract” vs. “concrete” others. Harsh environments reported more trust in concrete others and less avoidant reactions to rejection when meeting new people.

Relationship Goals Moderate the Effects of Atypical Facial and Bodily Movement on First Impressions of Individuals with Parkinson’s Disease

Amanda Hemmesch

This study examined the moderating effect of observers’ relationship goals on their first impressions of individuals with Parkinson’s disease (PD) with atypical facial or bodily nonverbal expressivity. Facial masking was more detrimental when observers considered emotional relationship goals, whereas abnormal bodily movement was more detrimental for instrumental relationship goals (p<.01).

BLENDS AREN’T ALWAYS BEAUTIFUL: COGNITIVE FLUENCY “TRAINING” REVERSES THE BEAUTY-IN-AVERAGES EFFECT.

Evan Walker Carr, Jamil Halberstadt, Diane Pecker, René Zeelenberg, Piotr Winkielman

With a novel paradigm designed to manipulate fluency for a subset of faces, we have demonstrated that (1) cognitive “training” can reverse the widely replicated beauty-in-averages effect, and (2) that this reversal is substantially dependent on the familiarity and ease of processing associated with the target.
**G294**
THE SITUATIONAL BIG EIGHT “DIAMONDS”: TAXONOMIZING MAJOR DIMENSIONS OF SITUATION CHARACTERISTICS
John F. Rauthmann1, David Gallardo-Pujol2, Esther Guillaume1, Elysa Todd2, Christopher Nave2, Ryne Sherman1, Matthias Ziegler1, Bell Jones6, David Funder4
1Humboldt-Universität zu Berlin (Germany), 2University of Barcelona (Spain), 3University of California, Riverside (USA), 4Rutgers University, Camden (USA), 5Florida Atlantic University (USA)

We examined how people describe situations using the Riverside Situational Q-Sort. In three studies, we demonstrated that there are eight major and important dimensions of situation characteristics: the Situational Big Eight with the acronym “DIAMONDS” (Duty, Intellect, Adversity, Mating, Positivity, Negativity, Deception, and Sociality).

**G295**
NONLINEAR INTERACTION OF PERSON AND SITUATION
Gabriela Blum1, Manfred Schmitt1
1Universität Koblenz-Landau (Germany)

With our Nonlinear Interaction of Person and Situation (NIPS) Model we want to explain and predict joint effects of personality factors and situational aspects on behavior. It is expected to be suitable for several traits and to be able to explain synergic and compensatory interaction in the same construct.

**Prosocial Behavior**

**G296**
INFLUENCE OF UNIVERSITY ENVIRONMENT ON GLOBAL CITIZENSHIP
Marion Elizabeth Blake1, Stephen Reysen2, Lindsey Pierce1, Shonda Gibson1, Iva Katzarova-Miller3
1Texas A&M University - Kingsville, 2Texas A&M University - Commerce, 3Tuskegee University

We examined influence of students’ perception that their university valued global citizenship on antecedents, identification, and outcomes of global citizenship. Perception of university encouraging global citizenship was positively significantly correlated with antecedents, identification, and outcomes of global citizenship and predicted antecedents, which predicted global citizenship, which predicted prosocial outcomes.

**G297**
I AM WHO I WAS: THE STUDY OF PREVIOUS PLACE ATTACHMENT ON FUTURE HELPING BEHAVIORS USING BOWLBY’S ATTACHMENT THEORY
Manyu Li1, Irene Hanson Friese2
1University of Pittsburgh

The study aims to understand people’s intentions to volunteer in a new place by testing a model based on Bowlby’s attachment theory in a place attachment framework. Results showed that attachment to one place gave someone the confidence to involve in a new location. This involvement encouraged further helping behaviors.

**G298**
STUDENTS TEACHING WELLNESS ‘FROM THE SHOULDERS OF GIANTS’ – ASSESSMENT OF A SOCIAL AND HEALTH PSYCHOLOGY ACTION TEACHING PROJECT
Kristel Gallagher4
1Keystone College

In this action teaching project, students gave back to the community by running a wellness education fair at a senior center. Students learned about prosocial behavior and applied principles of persuasion and attitude change to their projects. Seniors rated the presentations as engaging, while learning information they plan to use.

**G299**
GOOD MONKEY SEE, GOOD MONKEY DO: CHILDREN’S IMITATIVE PROSOCIAL BEHAVIOR
Wind Goodfriend1, Kelsey Crowder2
1Buena Vista University, 2Iowa State University

We replicated Bandura’s classic Bobo Doll (1961) paradigm, with prosocial behavior instead of aggression. Girls were more likely to imitate behaviors in general, compared to boys, but an interaction showed that girls were more likely to imitate in reward conditions, while boys were more likely to imitate in punishment conditions.

**G300**
SENSE OF CONTRIBUTION: KEY CONCEPT FOR RECIPROCITY AND WELL-BEING.
Takeshi Hashimoto1
1Shizuoka University

A scale of the sense of contribution, as a measure of subjective evaluation that how degree one contributes to others’ happiness and well-being, was developed. The sense of contribution is correlated positively with altruistic behavior, life satisfaction, and self-esteem. Results indicated reliability and validity of the sense of contribution scale.

**G301**
SUBJECTIVE VS. OBJECTIVE SOCIAL CLASS: DIVERGENT EFFECTS ON EMPATHY AND PROSOCIAL BEHAVIOR
Athena H. Hensel1, Scott T. Allison2
1Virginia Commonwealth University, 2University of Richmond

We tested whether subjective (primed) and objective (resource-based) social class differentially influence empathy and willingness to help a fellow student. Subjective, but not objective social class correlated with subjects’ willingness to donate to the victim, and those primed with low class donated more than high class-primed subjects.

**G302**
FROM TREEHUGGERS TO LITTERBUGS: BELIEF IN PURE GOOD AND BELIEF IN PURE EVIL PREDICT THE ETHICALITY OF CONSUMER BEHAVIOR
Russell J. Webster1, Donald A. Saucier2
1North Central College, 2Kansas State University

Belief in pure evil (BPE) and belief in pure good (BPG) related to one’s general moral ideology/philosophy and perceptions of ethical consumer behavior. People higher in BPG reported supporting morally idealistic attitudes and consumerism, while people higher in BPE exhibited a complex moral philosophy and more greatly conditioned questionable/illicit consumerism.

**G303**
DISCLOSERS FEEL UNDERSTOOD BY SIMILAR EXPERIENCES INDEPENDENT OF SUPPORTIVE RESPONSES
Joshua Daniel Wondra1
1University of Michigan

Do people assume that others who have had similar experiences understand them better? In this experiment, participants disclosed stressful experiences to a bogus partner. Participants felt more understood by partners with similar experiences despite the fact that the supportive response was identical across conditions.

**G304**
INTUITIVE COOPERATION AND THE SOCIAL HEURISTICS: HYPOTHESIS: EVIDENCE FROM 15 TIME CONSTRAINT STUDIES
David Rand1, Alex Peysakhovich2, Gordon Kraft-Todd3, George Newman4, Owen Wuzbacher5, Martin Nowak6, Joshua Greene7
1Yale University, 2Harvard University

We analyze 15 studies (6,910 decisions) where time constraints are applied to economic cooperation games. We find that time pressure significantly increases cooperation. We also demonstrate that experience with behavioral experiments moderates this effect: in
**G305**

**WORK FOR GOOD, FEEL GOOD: JOB’S PERCEIVED PROSOCIAL IMPACT IS ONE OF THE STRONGEST PREDICTORS OF HAPPINESS AT WORK**

Fan Zhang, Ilmo van der Löwe, Man Kate Xu, Aleksandri Kogan

1 University of Cambridge

In a sample of 6,821 employees, we found that a job’s perceived prosocial impact was the strongest predictor of happiness at work out of a set of 10 theoretically relevant predictors. Job’s perceived positive impact further predicted people’s overall happiness, and happiness at work partially accounted for this relationship.

**G306**

**COGNITIVE STYLE, EMPATHY AND RESPONSIVENESS TO NEED**

Namrata Goyal, Mathew Wico, Marcel Kinsbourne, Emanuele Castano

1 The New School for Social Research

We examined the relationship between cognitive style, empathy and responsiveness to need. European Americans evaluated responses to helping situations that assessed empathy and responsiveness. Findings suggest a relationship between other-focused dimensions of empathy (perspective taking, empathic concern and fantasy) and a right hemisphere cognitive style in predicting responsiveness to need.

**G307**

**POWER, PROSOCIALITY, AND DECEPTION: HOW POWER AND PERSONALITY INFLUENCE LYING FOR THE BENEFIT AND DETRIMENT OF OTHERS**

Matthew J. Lupoli, Christopher Oveis

1 University of California, San Diego Rady School of Management

We investigate how power and prosociality influence selfish and prosocial deception. Prosocial lying increased as trait prosociality increased amongst participants primed with high-power, but not those who received low-power or neutral primes, and selfish lying decreased as prosociality increased amongst participants not primed with high- or low-power.

**G308**

**MORAL OUTRAGE BY IMPARTIAL OBSERVERS: THIRD-PARTY PUNISHMENT IS MOTIVATED BY ANGER NOT ENvy OR AFFECTIVE FORECASTING ERRORS**

Jillian Jordan, Katherine McAuliffe, David Rand

1 Yale University

Third-party punishment in experiments is argued to reflect moralistic anger, but could also reflect (i) self-focused envy (if selfish actors earn more than third parties) or (ii) affective forecasting errors (in “strategy method” experiments). Here, we address these confounds and suggest that punishment reflects genuine anger towards norm violators.

**G309**

**GEOPHraphical Differences in Subjective Well-Being Predict Extraordinary Altruism**

Kristin Brethel-Haurwitz, Abigail Marsh

1 Georgetown University

Well-being promotes prosocial behaviors. There is geographical variation in well-being and altruistic kidney donation, but it is unknown if well-being predicts donation. We found subjective well-being predicts altruism and mediates the relationship between increases in objective well-being and altruism. Thus, altruism may be promoted by societal well-being.

**G310**

**Narrative Characteristics and Empathy Predict Prosocial Behavior**

Robert Rosencrans, Viviane Seyranian

1 Louisiana State University, 1 University of Southern California

Despite extensive research on narrative persuasion (Green & Brock, 2000), the characteristics of narratives that predict behavioral change are poorly understood. The current research shows that dramatic language, ingroup/outgroup language, and empathy are powerful predictors of donations to victims of natural disasters.

**G311**

**Matching Construals to the Psychological Distance of Actions and Impacts: Implications for Framing Climate Change to Promote Pro-Environmental Decisions**

Rachel L. McDonald, Ben R. Newell

1 University of New South Wales

We examined the efficacy of reducing psychological distance of climate change. A match between the construal of the issue (concrete) and the psychological distance of the behavior (near) made conservatives more willing to support action on climate change. Conversely, for liberals, a mismatch between construal and psychological distance promoted willingness.

**G312**

**The Impact of Direct and Indirect Cues of Monitoring on Pro-social Behavior in Preschool Children**

Takayuki Fuji, Haruto Takagishi, Hiroyuki Okada

1 Department of Brain Sciences, Tamagawa University, 2 Tamagawa University Brain Science Institute

Preschoolers played the dictator game in each three condition; monitoring condition and a painting of eyes or flowers was displayed in the computer. The proportion of fair or hyper-fair allocation in monitoring condition was significantly higher than that of two other conditions and no difference between eyes and flower condition.

**G313**

**Tear Jerker or “ICK” Factor? The Amplification Effect of Disgust in Charitable Giving**

Rebecca J. Wright, Nathaniel J. S. Ashby, Stephan Dickert

1 University of Essex, 2 Vienna University of Economics and Business

Fundraising campaigns for charities are usually highly emotive. In two studies we examine the role of sadness and disgust in donation decisions. Together, the studies suggest greater negative arousal leads to increased feelings of sympathy, impact of a donation, and increases the propensity to donate and the amount donated.

**G314**

**Gratitude Messages are Considered Effective by Both Senders and Receivers**

Satoko Yuo

1 Miyagi Gakuin Women’s University

This study examined how senders and receivers of gratitude messages perceive the effectiveness of such messages in deterring inconsiderate behavior. Results showed that both senders and receivers perceived them to be more effective than prohibitive, punitive, and moral messages. Senders reported their effectiveness slightly higher than receivers did.

**G315**

**Emergency Helping Altered: Romantic Mindset Makes Men and Women’s Tendency Opposite**

Tingting Liu, Caixing, Xi Zhang

1 Renmin University of China

The present study (Nmen = 90, Nwomen= 105) found that, in emergent situations, inducing mating motivation increased helping intentions among men and decreased helping tendency among women. The current study takes a step further by introducing mating motivation into prosocial behaviors, offers a new understanding of the mechanism behind emergency helping.
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<td>Department of Brain Sciences, Tamagawa University, Tamagawa University Brain Sciences Institute, Graduate School of Arts and Sciences, The University of Tokyo</td>
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The present research tested whether the effects of prosocial spending are attenuated when spending money on others for self-centered reasons rather than for recipient-centered reasons. This hypothesis was confirmed in two studies. The results are discussed in terms of developing models of consumers operating in a broader relational context.
G328
ALTRUISM VS BENEVOLENCE: THE CASE OF SAVING ENERGY AT WORK
Caroline Leygue1, Eamonn Ferguson2, Alexa Spence1
1University of Nottingham
We propose that saving energy at work, an altruistic behavior, can be predicted by benevolence (benefits to oneself and to others). Results from 300 employees reveal benevolent motivations (e.g., feeling good about oneself) complete altruism (towards the organisation and the planet) and predict behavioral intentions and reactions to campaign messages.

G329
RELATIONAL VALUE AND RESPONSIBILITY MODERATE COMPENSATORY BEHAVIORS TOWARD OTHERS
Lindsey Marie Root Luna1, Daryl Van Tongeren2, Charlotte VanOyen-Witvliet1, Sydney Timmer1, Lauren Wade1, Sabrina Hakim1, Joshua Stafford1
1Hope College
In an experiment examining offenders’ reactions to transgressions, participants were randomly assigned to low or high relational value groups. Subsequently, half were led to believe they were personally responsible for an offense (excluding a group member) whereas half were not. Results indicate that responsibility and relational value impact compensatory behavior.

G330
THE HAPPINESS EXPERIENCED WHEN HELPING OTHERS VARIES ACCORDING TO THE HELPER’S COMPASSION LEVEL, INGROUP/OUTGROUP STATUS OF THE TARGET, AND FORM OF HELPING
Warren Tiemey2, Eliza Bivolaru1, Stephen Gallagher2
1University of Limerick, 2INSEAD
We hypothesized and experimentally tested the idea that the happiness experienced when spending time/money on others depends on helpers’ own compassion levels, as well as the ingroup/outgroup status of the person helped. Highest happiness was derived when highly compassionate people spent time with an ingroup or money on an outgroup.

G331
ATTACHMENT STYLE AND EXPERIENCES IN SUPPORTIVE INTERACTIONS
Jessica Goren1, Christopher Burke1
1Lehigh University
The present work examines how attachment style influences perceptions of and reactions to situations that might be interpreted as supportive. Results indicate that attachment shapes assessments of the helpfulness and supportiveness of others’ actions, expectations that support will reduce stress, and anticipated satisfaction with self, other, and the interaction itself.

G332
MEDIAL PREFRONTAL CORTEX DEACTIVATION RELATES TO SOCIAL-COGNITIVE PROCESSES IN MORAL ELEVATION
Blanca Mercedes Lewis1, Walter Thomas Piper2, Laura R. Saslow2, Sarina Rodrigues Saturn1
1Oregon State University, 2University of California, San Francisco
Elevation is a prosocial emotional state elicited by witnessing displays of altruism or moral beauty. Medial prefrontal cortex (mPFC) decreased during elevation and this correlated with feelings and cognitions characteristic of elevation. The decrease during elevation was greater in the dorsal mPFC than in the ventral mPFC, consistent with neural underpinnings of social-cognitive processes.

G333
COMPASSION IS (IMPLICITLY) SELFLESS: INDUCED COMPASSION FOR OTHERS LEADS TO REDUCED SELF-ACTIVATION FOLLOWING SELF-ESTEEM THREAT
Shane S. DeLury1, Michael J. Poulin1
1SUNY at Buffalo
Following a self-esteem threat (vs. neutral control), participants (N = 144) were induced to feel compassion for others (vs. multiple controls). Non-compassion participants exhibited heightened implicit self-activation following threat, but self-activation was not increased for compassion participants, consistent with the threat-buffering function of the caregiving system (Preston, 2013).

G334
AFFECTIONATE COMMUNICATION PREDICTS PROSOCIALITY AFTER MORAL ELEVATION INDUCTION
Courtney Lyn Darr1, Walter T. Piper1, Laura R. Saslow2, Sarina R. Saturn1
1School of Psychological Sciences, Oregon State University, Corvallis, Oregon, 2Osher Center for Integrative Medicine, University of California, San Francisco
The study investigated how trait affection relates to prosociality after moral elevation, an emotional state elicited by displays of altruism. Given affection predicted helping behavior and received affection related to compassion and desire to help others. Trait affection also correlated to trait measures of positive emotions and prosociality.

G335
SOCIAL ENERGY, GENEROSITY, AND JOY
Alexander Robert Garinther1, Donnah Canavan1
1Boston College
According to Canavan (2002), people who share enthusiasm over a specific activity experience “social energy.” This study predicted and found that participants who were randomly assigned to high social energy groups eventually made more generous monetary allocations (than controls), and later reported feeling more joy and satisfaction with their decisions.

G336
YOU CAN PICK YOUR FRIENDS, BUT YOU CAN’T PICK YOUR FAMILY: WHEN INCLUSIVE FITNESS PREDICTS HELPING BEHAVIOR
Timothy Hachey1, W. Q. Elaine Perunovic1
1University of New Brunswick
Forty-four participants priority ranked four fictional female cousins needing help in an everyday or life-or-death scenario. Regardless of scenario, participants helped earlier those they were close to and obligated to. Cousins higher in reproductive potential were helped earlier in the life-or-death scenario, but later in the everyday scenario.

G337
“I’LL FEEL YOUR PAIN...BUT NOT TOO MUCH”: VOLUNTARY EXPOSURE TO SUFFERING IS POSITIVELY ASSOCIATED WITH UNCONTROLLED DISTRESS-RELATED EMOTIONS
Phillip D. Getty2, Michael J. Gill1
1Lehigh University
Voluntary expose to the suffering of others is positively associated with distress-related emotions when the need to control those emotions is low. However, we also present paradoxical evidence suggesting that folks who report positive regard towards humanity also report the need to control their emotions when exposed to others suffering.
G338
EMPATHY- AND ETHICS-FOCUSED MOTIVATIONS FOR ALTRUISTIC CHOICE
Cendri Hutcherson1, Antonio Rangel2
1California Institute of Technology

Does generosity derive from caring about others’ welfare or from wanting to “do the right thing”? We present a computer mouse-tracking analysis of Dictator Game choices under different instructional conditions (respond naturally, consider ethical implications, and empathize with partner). Levels of generosity and temporal profiles of choice differed dramatically.

G339
GRATITUDE ATTITUDE: THE MODERATION OF RELIGIOUS COPING ON GRATITUDE BY PERSONAL MEANING
Richard R. Rodriguez1, Jennifer L. Bryan1, Qian Lu1
1University of Houston, Houston, TX 77220

Gratitude is related to prosocial behavior and well-being. As hypothesized, meaning in life was found to moderate the relationship between religious coping and gratitude. This may be due to religion’s promoting gratitude and those rating higher meaning in life may feel as if they have more to be grateful for.

G340
FURTHER FAILURES TO DEMONSTRATE VIOLENT VIDEO GAME EFFECTS: EXTENDING TEAR AND NIELSEN (2013)
Morgan J. Tear1, Mark Nielsen1
1The University of Queensland

Recent experiments failed to replicate violent video game effects, but report a number of limitations. We address the limitations by using multiple measures of prosocial behavior, testing multiple exemplars of video game categories, and increasing power. We fail to demonstrate a negative effect of violent video games on prosocial behaviour.

G341
WHY IT IS BETTER TO TAKE THAN TO RECEIVE - ANTICIPATED USE DRIVES CONTRIBUTIONS AND SERVES AS A SOLUTION TO THE PUBLIC GOOD DILEMMA
Michael Hahn1, Brent Simpson1
1Stanford University, 2University of South Carolina

We show that actors who anticipate the active consumption of a public good will contribute significantly more to its provision (the shadow of consumption) than those who anticipate automatic distribution or passive consumption. Our results suggest that the standard public goods design of passive consumption systematically overestimates the amount of free-riding.

G342
POSITIVE EMOTION AND EMPATHY PREDICT UTILITARIAN CHOICE IN A MORAL DILEMMA
Hanah Chapman1, William Cunningham2
1Brooklyn College, City University of New York, 2University of Toronto

Across four studies, we examined the role of positive emotion in utilitarian choice. Contrary to the view that utilitarians are heartless psychopaths, we show that positive emotion and higher trait empathy predict utilitarianism in a moral dilemma. Implications for dual-process models of moral judgment will be discussed.

G343
JUDGING THE CONTROLLABILITY OF DESTINY: HUMAN AGENCY APPRAISALS DIFFERENTIALLY AFFECT HELPING FOR ASSISTANCE EFFORTS AND VICTIMS
Stephanie M. Carpenter1, Brian D. Vickers1, J. Frank Yates1
1University of Michigan

This research investigated how agency appraisals motivate altruism. A human agency mindset increased donations to helpers (e.g., social workers) relative to victims (e.g., homeless people), whereas a situational agency mindset led to equal donations. Human agency appraisals influenced donations by increasing the perceived stability of targets’ outcomes.

G344
DON’T TROUBLE YOURSELF: HELP REFUSAL CAN BE AN ALTRUISTIC ACT
Daniel J. Porter1, Stephanie D. Preston1
1University of Michigan

Previous studies of help rejection have focused solely on selfish motivations for refusing aid, ignoring the potential for prosociality in this domain. The current studies demonstrate the existence of “altruistic rejection” and show that perspective taking and feeling distressed proximately motivate its expression.

G345
STEREOTYPES AS A SOURCE OF EMPATHIC ACCURACY
Karyn L. Lewis1, Sara D. Hodges1
1University of Oregon

Empathic understanding is typically thought of as a product of close attention to another person; however, we found that perceivers who made more stereotypic inferences were more empathically accurate. This suggests that empathic accuracy may be more determined by how typical targets’ experiences are rather than how sensitive perceivers are.

G346
SOCIAL MINDFULNESS: SKILL AND WILL TO NAVIGATE THE SOCIAL WORLD
Niels Van Doesum1, Paul Van Lange1
1VU University Amsterdam

We introduce and conceptualized social mindfulness in terms of other-regarding choices involving both skill (e.g., theory of mind, perspective taking) and will (e.g., empathic concern, prosocial orientation) to act mindfully toward another person’s control over outcomes. Seven studies showed how social mindfulness may help people navigate the social world.

Special Session
G347
FLOW: AN IMPROVED MANIPULATION AND MORE DOWNSTREAM EFFECTS
Amey Kulkarni1, Leonard L. Martin2
1University of Georgia

We developed a strengthened experimental manipulation of flow. We found higher levels of flow and lower blaming of an innocent victim among participants than our initial studies. We now have a flexible, reliable manipulation of flow that can be used to deconstruct the experience and to assess its downstream effects.
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