NEW IN SOCIAL PSYCHOLOGY

New Edition—A Major Revision!

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Edited by Arthur G. Miller, PhD

"Addressing issues of pressing importance across the social sciences and society as a whole, the first edition proved to be enormously influential, and I thought it would be hard to improve on. The second edition has proved me wrong.... Even if you have the first edition on your shelves, you must buy, read, and talk about this landmark contribution to the field.”

—Alexander Haslam, PhD

April 4, 2016, 6⅛” x 9¼” Paperback, 544 Pages
ISBN 978-1-4625-2539-3, $60.00, $40.00

New

ATTACHMENT THEORY AND RESEARCH

New Directions and Emerging Themes
Edited by Jeffry A. Simpson, PhD
W. Steven Rhoades, PhD

"Simpson and Rhoades have gathered a stellar cast of contributors to produce a cutting-edge volume....This book is a wonderful interdisciplinary feast for anyone wanting to learn about current directions in attachment theory and how it is being integrated and applied across social psychology and clinical psychology, neuroscience, health psychology, and human sexuality.”

—Garth Fletcher, PhD

2015, 6⅛” x 9¼” Hardcover, 452 Pages
ISBN 978-1-4625-1217-1, $65.00, $52.00

NEW IN PAPERBACK

HANDBOOK OF EMOTION REGULATION, SECOND EDITION
Edited by James J. Gross, PhD

“The first edition of this handbook defined a major field of study, and the second edition is even better. Gross—the worldwide leader in the study of emotion regulation—has done a masterful job of pulling together the best and newest work in this area....Recommended for everyone from students to expert researchers.”

—Roy F. Baumeister, PhD

2015, 7” x 10” Paperback (© 2014), 669 Pages
ISBN 978-1-4625-2073-2, $60.00, $40.00

NEW AND BESTSELLING RESEARCH METHODS

Bestseller

INTRODUCTION TO MEDIATION, MODERATION, AND CONDITIONAL PROCESS ANALYSIS
A Regression-Based Approach
Andrew F. Hayes, PhD

“An extremely useful resource....This book’s largest contribution to the field is its replacement of the confusing terminology of mediated moderation and moderated mediation with the clearer and broader term conditional process model.”

—Matthew Fritz, PhD

2013, 7” x 10” Hardcover, 501 Pages
ISBN 978-1-60918-230-4, $66.00, $52.00

Visit www.guilford.com/research for more books from our Research Methods program.

FREE

SPSP Students: Visit our booth for a 40% discount & free shipping! Offer valid at conference only. Some restrictions apply.
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WELCOME TO THE

SOCIETY FOR PERSONALITY
AND SOCIAL PSYCHOLOGY’S
ANNUAL CONVENTION

JANUARY 28-30, 2016

On behalf of the citizens of San Diego, I would like to extend my heartfelt welcome to all attending the Society for Personality and Social Psychology’s Annual Convention.

The Society for Personality and Social Psychology’s Annual Convention will be the premier international event for more than 3,500 social and personality psychologists. This event will provide an atmosphere for members of varying organizations to share current research and experience professional growth.

With upcoming discussions delving into challenges in the psychology field, attendees at the Society for Personality and Social Psychology’s Annual Convention are certain to be busy with significant issues that affect our society. It is my hope that you will find the time to experience our great city and visit some of our special attractions, such as Balboa Park, San Diego Bay, the Gaslamp Quarter, and the San Diego Zoo.

Best wishes on your continued success, and thank you for coming to our city.

Best personal regards,

Kevin L. Faulconer
Mayor
Welcome to San Diego!

We are excited to welcome you back to the bright southern California sunshine. Since we were last in San Diego in 2012, a lot has happened in the world, in the field, and in SPSP. I hope you are as excited as we are to see the new things SPSP has in store for you at the convention this year.

A crowd favorite, 29 preconferences again kick off the programming in San Diego this year. Thursday night marks the official beginning of the convention with the 2015 Awards Ceremony and Wendy Wood’s Presidential Symposium, followed by the Welcome Reception just across the hall. On Friday, hear the recipients of the Campbell Award, the Block Award, and the SPSP Distinguished Scholar Award deliver their addresses. We encourage you to attend the Diversity Reception on Friday night, as well. Saturday will feature more exciting programming, including an Invited Symposium on evolutionary science.

Back again are the Friday and Saturday data blitz sessions; they provide bite-sized illustrations of research conducted by several up-and-coming student researchers. New this year, we’re giving established researchers their own time to shine in 5 minute intervals in their very own data blitz on Saturday, as well. Posters will surround the exhibitors in the hall where meals and breaks will be served.

An increased number of professional development sessions are being offered this year and will cover an array of topics aimed to improve the field of Personality and Social Psychology and your success within it. Check out these sessions offered both over meal times as well as during regular session timeslots. There’s something for everyone. As always, the Graduate Student Committee has several informative and fun activities on tap.

If you find yourselves engaged in a discussion at the end of a session and you want to keep it going, come to the information desk and schedule a Pop-Up Programming session. These of-the-moment conversations will be promoted and pushed out on the mobile app for all to see. Be sure to check the SPSP mobile app for a full listing of opportunities specifically designed for students, as well.

Need a break from the convention center action? Head across the street from the convention center to the Gaslamp Quarter, the city’s premier dining, shopping, and entertainment area. From top-flight steakhouses and diverse ethnic fare, to bars and nightlife for everyone’s tastes, over 100 restaurants - intermingled with dance and drink - are all situated within blocks of each other.

Follow us (@SPSPNews) and join in the conversation on Twitter and Facebook using our official convention hashtag, #SPSP2016.

We look forward to an engaging and exciting convention!

Keith Payne (Convention Committee Chair)

Tessa West (Convention Committee)
LEADERSHIP

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ROBERT B. CIALDINI AWARD
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Douglas Kenrick
David Sherman

CAROL AND ED DIENER AWARD IN PERSONALITY
Jen Lilgendahl, Chair
Jeremy Biesanz
Kennon Sheldon

CAROL AND ED DIENER AWARD IN SOCIAL
Elliot Smith, Chair
Diane Mackie
Lisa Barrett

DISTINGUISHED SCHOLAR AWARD
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MEDIA/BOOK AWARDS
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Jay van Bavel
Elizabeth Dunn
Matt Lieberman

METHODOLOGICAL INNOVATION AWARD
Pat Shrout, Chair
Deborah Kashy
Stephen West

NALINI AMBADY AWARD FOR MENTORING EXCELLENCE
Stacey Sinclair, Chair
David Sherman
Phoebe Ellsworth

WEGNER THEORETICAL INNOVATION PRIZE
Kurt Gray, Co-chair
Jon Maner, Co-Chair
Carsten De Dreu
Dan Mcdamns
Fiery Cushman

2016 AWARD PANELS
ALCOHOL POLICY
A number of social activities have been planned where alcoholic beverages will be offered. SPSP and the San Diego Convention Center encourage the responsible consumption of alcohol. Alcohol will not be served to anyone under the age of 21. Please be prepared to show photo identification. All bars will be cash bars. If you chose drink tickets with your registration, drink tickets can be used at any bar at any social function during the convention. Alcoholic beverages are allowed only in specific areas and must not be taken out of those immediate areas.

AUDIOVISUAL SERVICES
ROOM 11A
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 symposium begins to allow time for setup.

Room 11A will also serve as a speaker ready room. Feel free to stop by this room in advance of your presentation to test your computer connectivity to projectors, do a dry run through of your slides, or get additional tech support from onsite AV technicians.

BAGGAGE CHECK
Baggage check will not be available at the Convention Center. You should plan to check/store your baggage at your hotel.

BUSINESS CENTER
The San Diego Convention Center has a FedEx Office Print & Ship Center onsite. The store is located on the ground level of the building in front of Exhibit Hall D. This location can handle most all business printing and copying needs. The phone number is 619-525-5450.

INTERNET
Complimentary wireless internet will be available in all meetings spaces, public spaces, and the cafeteria portion of Sails pavilion.

   Network: SPSP Wifi
   Password: SPSP2016

LOST AND FOUND
Lost and Found is located in Room 11B.

MOBILE APP
SPSP has a mobile app available on iOS and Android operating platforms for the 2016 Annual Convention. The easy-to-use app allows you to view the program, connect with other attendees and build your own convention schedule. Visit your app store within your device and search for “SPSP” to find us. Be sure to join the conversation on social media by following us on Twitter @SPSPNews and by using the official convention hashtag, #SPSP2016.

NAME BADGES
The San Diego Convention Center is open to the public. For security purposes, attendees, speakers and exhibitors are required to wear their name badges to all sessions and events within the center.

Entrance to sessions and events is restricted to registered attendees only. Entrance to the Exhibit Hall will be limited to badge holders only. If you misplace your name badge, please visit the registration desk in the Sails Pavilion Lobby for a replacement.

PHOTOGRAPHY & VIDEO RECORDING
SPSP asks that you do not photograph, audio or video record speakers, presentations or posters without the permission of the authors/speakers.

POSTER CHECK
Poster check will be available inside the Sails Pavilion starting 15 minutes before each Poster Session. Any poster not collected by 8 pm Saturday will be destroyed/recycled.

PRINTED PROGRAM
If you elected to receive a printed program during your registration process, you can pick up your copy at the Registration Desk in the Sails Pavilion. Electronic PDF copies of the program can also be found online at spspmeeting.org. If you did not elect to receive a printed program but would like one, please check at the Registration Desk on Saturday after 2:00 pm for any available copies.

SPECIAL NEEDS
Attendees with special needs should visit the SPSP Management Office for any assistance. For specific information regarding ADA compliance and the San Diego Convention Center’s accessibility, please contact the center directly at 619-525-5000.
GENERAL INFORMATION

OFFICE CONTACT INFORMATION

SPSP MANAGEMENT OFFICE
Upper Floor, Room 11B
Thursday 9:00 am – 8:00 pm
Friday 9:00 am – 8:00 pm
Saturday 9:00 am – 8:00 pm

AUDIO VISUAL OFFICE
Thursday, Room 11B
Friday/Saturday, Room 11A
Thursday 8:00 am – 8:00 pm
Friday 8:00 am – 8:00 pm
Saturday 8:00 am – 5:00 pm

FIRST AID/PRIVATE NURSING
Thursday, Room 11B
Friday/Saturday, Room 16A
Thursday 7:00 am – 8:00 pm
Friday 7:00 am – 8:00 pm
Saturday 7:00 am – 8:00 pm

REGISTRATION & INFORMATION
Upper Floor, Sails Pavilion Lobby
(619) 525-6200
Thursday 7:00 am – 8:00 pm
Friday 8:00 am – 6:30 pm
Saturday 8:00 am – 5:30 pm

PRESS OFFICE
Mezzanie Floor, Room 19
Friday 8:00 am – 6:00 pm
Saturday 8:00 am – 6:00 pm

EXHIBIT HALL
The Sails Pavilion will serve as the exhibit hall for the Convention. It will be open with limited hours:

Thursday, January 28 6:30 pm – 8:30 pm
(Opening Reception)

Friday, January 29
8:00 am – 2:00 pm
6:15 pm – 8:00 pm
(with Social Hour)

Saturday, January 30
8:00 am – 2:00 pm
6:15 pm – 8:00 pm
(with Social Hour)

Please note: Exhibits will be closed from 2:00 – 6:00 pm daily. During this time the Sails Pavilion will remain open for attendees to access coffee breaks and wifi.

FOOD SERVICE
Complimentary food and beverages will be available in the Sails Pavilion during the following times to all registered attendees. Food service is available to all attendees unless marked with an asterisk, requiring pre-registration.

THURSDAY
7:30-9 am
Continental Breakfast*

9:30-11 am
Morning Coffee Break*

12:00-1:45 pm
Boxed Lunch*

2-3:30 pm
Afternoon Coffee Break*

6:30-8 pm
Opening Reception
(Light hors d’oeuvres, Cash Bar)

FRIDAY
8-8:30 am
Continental Breakfast

11-11:15 am
Morning Coffee Break

12:30-1:30 pm
Boxed Lunch*

3:15-3:30 pm
Afternoon Coffee Break

6:15-8 pm
Poster Session
(Cash Bar)

SATURDAY
8-8:30 am
Continental Breakfast

11-11:15 am
Morning Coffee Break

12:30-1:30 pm
Boxed Lunch*

3:15-3:30 pm
Afternoon Coffee Break

6:15-8 pm
Closing Reception
(Light hors d’oeuvres, Cash Bar)

*Requires pre-registration/selection
This program honors luminary figures in social and personality psychology. Walter Mischel will be honored as the recipient of the first SPSP Legacy recognition in 2016. A leading voice in psychological science since the beginning of his long career, his work on personality and situations as causes of human behavior has been sometimes controversial, and always innovative. His sustained scholarship in this area has led to new ways to understand the person and the situation, and new ways to think about stability and change. Equally transformative has been Walter’s work on the psychology of self-control. This work helped put the mysterious notion of “willpower” on firm empirical ground. The theme of the Legacy program is to trace the impact of the senior scholar’s seminal contribution (or body of work) to contemporary work through a series of events as follows:

1) Legacy Symposium: This pairs the honored figure with two active researchers whose work builds upon the legacy’s work. This year’s symposium features Yuichi Shoda and Angela Duckworth alongside Walter Mischel. The symposium will be chaired by Keith Payne and held at 11:15 am on Saturday in Room 2.

2) Legacy Lunch: Directly following the symposium, the Legacy will host a lunch for his or her academic legacies (e.g., students, students’ students, etc.), major contributors to the research area, as appropriate, and other guests as selected by the honoree (by invite only).

3) Legacy Posters: Posters accepted for the SPSP convention that can trace back to the legacy (through a self-nomination process) should pick up a Legacy Badge in the Poster Hall. Displaying this badge on the poster will signify all the work the legacy continues to touch.
In order to provide all participants with the opportunity to benefit from SPSP events and activities, SPSP is committed to providing a friendly, safe, supportive and harassment-free environment for all convention attendees and participants, regardless of gender, age, sexual orientation, gender identity, gender expression, disability, physical appearance, body size, race, ethnicity, religion or other group identity.

This code of conduct outlines SPSP’s expectations for all convention attendees and participants, including all members, speakers, vendors, media representatives, commentators, exhibitors, sponsors and volunteers. Cooperation is expected from everyone and organizers will actively enforce this code throughout this event. Violations are taken seriously.

**Expected Behavior**
SPSP expects convention participants to communicate professionally and constructively, whether in person or virtually, handling dissent or disagreement with courtesy, dignity and an open mind, being respectful when providing feedback, and being open to alternate points of view. Likewise, when sharing information about the organization or any attendees or participants via public communication channels, SPSP expects participants to share responsibly and clearly distinguish individual opinion from fact.

Alcohol is available at evening social networking events during the convention and may be consumed only by those of legal age. Alcohol at SPSP events will only be distributed by commercial hosts following local and state statutes, which may include limiting consumption.

**Unacceptable Behavior**
SPSP does not tolerate harassment of convention attendees or participants in any form. Harassment includes offensive verbal or written comments, and negative behavior, either in real or virtual space, including those which are related to or are based upon gender, age, sexual orientation, gender identity, gender expression, disability, physical appearance, body size, race, ethnicity, religion or other group identity. Harassment also includes deliberate intimidation, stalking, following, harassing photography or recording, sustained disruption of talks or other events, and unwelcome physical contact or sexual attention.

Alcohol may not be brought into SPSP-sponsored events nor may alcohol be consumed by those not of legal age. Because excessive alcohol leads to impaired decision-making, SPSP strongly discourages excessive drinking at any point during the convention.

**Consequences of Unacceptable Behavior**
If an attendee or participant, in either real or virtual space, engages in inappropriate, harassing, abusive or destructive behavior or language, the convention organizers and SPSP Leadership will determine and carry out the appropriate course of action, including warning the offender, expulsion from the convention with no refund and/or banning the offender from future SPSP events and activities.

All participants are expected to observe these rules and behaviors in all convention venues, including online venues and convention social events. Convention participants seek to learn, network and enjoy themselves in the process, free from any type of harassment. Please participate responsibly and with respect for the rights of others.

**What to do**
If you are being harassed, notice that someone else is being harassed, or have any other concerns about an individual’s conduct, please contact Executive Director Chad Rummel at crummel@spsp.org or (202) 524-6541. Your concerns will be held as confidential as you would like them to be and you may remain anonymous. If you would like to discuss your concerns during the convention, ask for Chad at the convention registration desk (Sails Foyer) or management office (Room 11b).
New & Upcoming Titles

Social Psychology: Core Concepts and Emerging Trends
Daniel W. Barrett, Western Connecticut State University
Paperback: $90.00 • January 2016, 544 pages

Personality Psychology: A Student-Centered Approach
SECOND EDITION
Jim McMartin, California State University, Northridge
ISBN: 978-1-4833-8525-9
Paperback: $55.00 • February 2016

Social Cognition: From Brains to Culture
SECOND EDITION
Susan T. Fiske, Princeton University
Shelley E. Taylor, University of California, Los Angeles
ISBN: 978-1-4462-5814-9
Paperback: $67.00 • March 2013, 592 pages

Research Methods for the Behavioral Sciences
SECOND EDITION
Gregory J. Privitera, St. Bonaventure University
ISBN: 978-1-5063-2657-3
Hardcover: $97.00 • January 2016, 688 pages

An Invitation to Social Construction
THIRD EDITION
Kenneth J. Gergen, Swarthmore College
ISBN: 978-1-4462-9648-6
Paperback: $50.00 • May 2015, 272 pages

The Mating Game: A Primer on Love, Sex, and Marriage
THIRD EDITION
Pamela C. Regan, California State University, Los Angeles
ISBN: 978-1-4833-7921-0
Paperback: $68.00 • February 2016, 448 pages

Group Dynamics for Teams
FIFTH EDITION
Daniel Levi, California Polytechnic State University, San Luis Obispo
ISBN: 978-1-4833-7834-3
Paperback: $83.00 • January 2016, 464 pages

An EasyGuide to APA Style
THIRD EDITION
Beth M. Schwartz, Heidelberg University
Eric Landrum, Boise State University
Regan A.R. Gurung, University of Wisconsin, Green Bay
ISBN: 978-1-4833-8323-1
Spiral: $37.00 • February 2016, 304 pages

Visit the SAGE booth to receive more information.
High-Profile Journals

**Personality and Social Psychology Review**
Monica Biernat, Editor
http://pspr.sagepub.com
Published on behalf of SPSP
Ranked #1 in Social Psychology*

**Social Psychological and Personality Science**
Simine Vazire, Editor
http://spps.sagepub.com
Published in association with Association for Research in Personality, European Association of Experimental Social Psychology, Society of Experimental and Social Psychology, and Society for Personality and Social Psychology
Ranked #10 in Social Psychology*

**Group Processes and Intergroup Relations**
Dominic Abrams and Michael A. Hogg, Editors
http://gpir.sagepub.com
Published on behalf of SPSP
Ranked #29 in Social Psychology*

**Journal of Social and Personal Relationships**
Geoff MacDonald, Editor
http://spr.sagepub.com
Published in association with International Association for Relationship Research
Ranked #42 in Social Psychology*

**Personality and Social Psychology Bulletin**
Duane T. Wegener, Editor
http://pspb.sagepub.com
Ranked #7 in Social Psychology*

**Journal of Cross-Cultural Psychology**
Deborah L. Best, Editor
http://jcc.sagepub.com
Published for the International Association for Cross-Cultural Psychology
Ranked #20 in Social Psychology*

**Social Psychology Quarterly**
Richard T. Serp and Jan E. Stets, Editors
http://spq.sagepub.com
Published in association with American Sociological Association
Ranked #33 in Social Psychology*

**Journal of Language and Social Psychology**
Howard Giles, Editor
http://jlsp.sagepub.com
Ranked #44 in Social Psychology*

*Source: 2014 Journal Citation Reports® (Thomson Reuters, 2015)
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<td>Sails Pavilion</td>
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<tr>
<td>8:30 PM - 10:30 PM</td>
<td>Graduate Student Social Night</td>
<td>Tin Roof</td>
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<td><strong>FRIDAY, JANUARY 29, 2016</strong></td>
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<tr>
<td>6:30 AM - 7:30 AM</td>
<td>SPSP 5K Fun Run &amp; Walk</td>
<td>TBD</td>
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<tr>
<td>8:00 AM - 6:30 PM</td>
<td>Badge Pick-up/Onsite Registration</td>
<td>Convention Center</td>
</tr>
<tr>
<td>8:00 AM - 8:30 AM</td>
<td>Continental Breakfast</td>
<td>Sails Pavilion</td>
</tr>
<tr>
<td>8:15 AM - 9:30 AM</td>
<td>Session B - Programming</td>
<td>Various Rooms</td>
</tr>
<tr>
<td>9:45 AM - 11:00 AM</td>
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<tr>
<td>11:00 AM - 11:15 AM</td>
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<tr>
<td>11:15 AM - 12:30 PM</td>
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<td>12:30 PM - 1:30 PM</td>
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<tr>
<td>12:30 PM - 2:00 PM</td>
<td>Session E - Posters</td>
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<tr>
<td>12:45 PM - 1:45 PM</td>
<td>Session E - Programming</td>
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<tr>
<td>2:00 PM - 3:15 PM</td>
<td>Session F - Programming</td>
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<tr>
<td>2:00 PM - 6:00 PM</td>
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<tr>
<td>3:15 PM - 3:30 PM</td>
<td>Coffee Break</td>
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<tr>
<td>3:30 PM - 4:45 PM</td>
<td>Session G - Programming</td>
<td>Various Rooms</td>
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<tr>
<td>5:00 PM - 6:15 PM</td>
<td>Block, Campbell, and Distinguished Scholar Addresses</td>
<td>Room 6B</td>
</tr>
<tr>
<td>6:00 PM - 8:00 PM</td>
<td>Exhibits Open</td>
<td>Sails Pavilion</td>
</tr>
<tr>
<td>6:30 PM - 8:00 PM</td>
<td>Session H - Posters</td>
<td>Sails Pavilion</td>
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<tr>
<td>6:30 PM - 8:00 PM</td>
<td>Social Hour</td>
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<tr>
<td>6:30 PM - 8:00 PM</td>
<td>Diversity and Climate Committee Reception</td>
<td>Room 14A</td>
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<tr>
<td><strong>SATURDAY, JANUARY 30, 2016</strong></td>
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<tr>
<td>8:00 AM - 5:30 PM</td>
<td>Badge Pick-up/Onsite Registration</td>
<td>Convention Center</td>
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<td>Continental Breakfast</td>
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<tr>
<td>8:00 AM - 9:30 AM</td>
<td>Session I - Posters</td>
<td>Sails Pavilion</td>
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<tr>
<td>8:15 AM - 9:30 AM</td>
<td>Session I - Programming</td>
<td>Sails Pavilion</td>
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<td>8:00 AM - 2:00 PM</td>
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<tr>
<td>9:45 AM - 11:00 AM</td>
<td>Session J - Programming</td>
<td>Various Rooms</td>
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<tr>
<td>11:00 AM - 11:15 AM</td>
<td>Coffee Break</td>
<td>Sails Pavilion</td>
</tr>
<tr>
<td>11:15 AM - 12:30 PM</td>
<td>Session K - Programming</td>
<td>Various Rooms</td>
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<tr>
<td>12:30 PM - 1:30 PM</td>
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<td>Sails Pavilion</td>
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<tr>
<td>12:30 PM - 2:00 PM</td>
<td>Session L - Posters</td>
<td>Sails Pavilion</td>
</tr>
<tr>
<td>12:45 PM - 1:45 PM</td>
<td>Session L - Programming</td>
<td>Sails Pavilion</td>
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<tr>
<td>2:00 PM - 3:15 PM</td>
<td>Session M - Programming</td>
<td>Various Rooms</td>
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<tr>
<td>2:00 PM - 6:00 PM</td>
<td>Exhibits Closed</td>
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<tr>
<td>3:15 PM - 3:30 PM</td>
<td>Coffee Break</td>
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<tr>
<td>3:30 PM - 4:45 PM</td>
<td>Session N - Programming</td>
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<tr>
<td>5:00 PM - 6:15 PM</td>
<td>Session O - Programming</td>
<td>Various Rooms</td>
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<tr>
<td>6:00 PM - 7:45 PM</td>
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<tr>
<td>6:15 PM - 7:45 PM</td>
<td>Session P - Posters</td>
<td>Sails Pavilion</td>
</tr>
<tr>
<td>6:15 PM - 7:45 PM</td>
<td>Closing Reception</td>
<td>Sails Pavilion</td>
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</table>
TurkPrime is an online research platform that integrates with MTurk and supports tasks that are common to the social and behavioral sciences. TurkPrime provides researchers with a comprehensive set of flexible tools that are delivered through a simple user interface.

**RESEARCH OPTIMIZATION**

- Participant inclusion/exclusion based on participation in previous studies
- Longitudinal studies
- Make changes to a study while it is running
- Monitor dropout and engagement rates
- Worker Groups for balanced sampling and longitudinal follow-up
- Enhanced sampling options
- Established and Growing Community of Researchers

**PERFORMANCE OPTIMIZATION**

- Simple user interface provides complete control over your studies
- Increased speed of data collection
- Real-time, quality assured study (HIT) completion validation and payment
- Qualtrics integration
- Enhanced communication with participants
- Targeted emails to one, few, many or all participant(s)
- Identify and interact with participants based on specific criteria
- Targeted bonuses
- Customer support

**RESEARCHERS ARE SAYING...**

"TurkPrime is probably the best tool you can find for MTurk academic data collection"

"Best thing to have been created for launching multiple surveys."

"TurkPrime is a fantastic resource -- it has made my research process so much easier!"

"Super convenient, user-friendly, provides lots of good tips, and is perfectly synchronized both with Qualtrics and Amazon."

**GROWING RESEARCH COMMUNITY**

- Thousands of researchers
- Hundreds of labs
- Lab collaboration and productivity tools

Contact us at www.turkprime.com
<table>
<thead>
<tr>
<th>Session B</th>
<th>Session C</th>
<th>Session D</th>
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</thead>
<tbody>
<tr>
<td>Room 6A</td>
<td>8:15 - 9:30 AM</td>
<td>C11 - The forces that divide us: the roles of social dominance, hatred and (meta)dehumanization in real intergroup conflict</td>
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<tr>
<td>Room 6B</td>
<td>C12 - So You Want To Publish (not Perish)? Ask the Editors</td>
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<tr>
<td>Room 6D</td>
<td>C5 - What’s in a Name? The Powerful Effects of Labels for Others and the Self</td>
<td>D4 - The Content of Our Stereotypes: What, Why, and Consequences</td>
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<tr>
<td>Room 6E</td>
<td>C1 - Can subtle environmental cues actually change people’s responses and behavior? Four large-scale overviews of priming effects</td>
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<td>Room 2</td>
<td>D8 - Rethinking stress: Capitalizing on mindset and reappraisal tactics to improve responses to stress and anxiety</td>
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<tr>
<td>Room 8</td>
<td>C2 - Methodological and theoretical advances in research on psychological situations</td>
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<tr>
<td>Room 3</td>
<td>C7 - What does it mean to have a satisfying life? New insights on the meaning of life-satisfaction and its psychosocial and health-related consequences</td>
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<td>Room 4</td>
<td>C10 - How people think they’re better than others and why it matters: consequences for social relationships, emotions, the courtroom, and online romance.</td>
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<td>Room 9</td>
<td>D5 - Impression (Mis)Management: The Unforeseen Social Consequences of a Positive Self</td>
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<tr>
<td>Room 10</td>
<td>C8 - Hypothesis Driven Computational Social Science</td>
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<tr>
<td>Room 10</td>
<td>D10 - Student Data Blitz 1</td>
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<tr>
<td>Room 7B</td>
<td>C4 - Scaling Up and Expanding Lay Theory Research: New Perspectives and Applications in Academic Settings</td>
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<tr>
<td>Room 7B</td>
<td>D9 - The Psychological Consequences of Scarcity</td>
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<tr>
<td>Room 1B</td>
<td>C3 - Beyond the Sniff: Implications of the Oxytocin System for Inter and Intra-Individual Processes</td>
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<tr>
<td>Room 1B</td>
<td>D1 - The Times They Have a Changed: Cultural Change and Reactions to Generational Differences.</td>
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<td>Room 14A</td>
<td>C9 - From Neurons to Nations: A Multi-Disciplinary Analysis of Group-Based Cooperation</td>
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<td>Room 16B</td>
<td>PRE-REGISTRATION REQUIRED</td>
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<tr>
<td>Room 1A</td>
<td>Deep Dive Workshop (9 am - 12:30 pm)</td>
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<tr>
<td>Room 1A</td>
<td>“I’ve got the power”: How anyone can do a power analysis on any kind of study using simulation</td>
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<td>Room 16B</td>
<td>PROFESSIONAL DEVELOPMENT</td>
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<tr>
<td>Room 1A</td>
<td>B6 - Scholarship and Productivity at Liberal Arts Teaching Intensive Institutions</td>
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<td>Room 1B</td>
<td>B7 - Convention Kickoff Breakfast, Sponsored by the Diersity and Climate Committee</td>
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<tr>
<td>Session</td>
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<tr>
<td>F1</td>
<td>Advances in Repeated Measures Mediation Analysis</td>
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<tr>
<td>G4</td>
<td>Do People Get Depleted? Replicability, Cultural Generalizability, and Individual Differences</td>
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<tr>
<td>G7</td>
<td>Studying social behavior and misbehavior: New methods for naturalistic observation</td>
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<tr>
<td>G8</td>
<td>Using Media Narratives to Reduce Prejudice &amp; Improve Intergroup Relations</td>
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<tr>
<td>G5</td>
<td>Dominance and Prestige: The two sides of social hierarchy</td>
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<tr>
<td>G3</td>
<td>Big data studies in regional variation of well-being, culture and behavior</td>
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<tr>
<td>G9</td>
<td>Ideology 2.0: Reflecting and Progressing Through Meta-Analysis, Meta-Models, and Nuance</td>
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<tr>
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<tr>
<td>E1</td>
<td>Multi-Method Approaches to Data Collection</td>
</tr>
<tr>
<td>E3</td>
<td>Q&amp;Pay: Live Small Grants Competition</td>
</tr>
<tr>
<td>E2</td>
<td>Oh the Places You’ll Go: Perspectives from Psychologists in Public Health and Medical Settings</td>
</tr>
<tr>
<td>E3</td>
<td>&amp;Pay: Live Small Grants Competition</td>
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<tr>
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<th>Symposium</th>
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<tr>
<td>F9</td>
<td>Big Data: Vast Opportunities for Psychological Insight from Mining Enormous Datasets</td>
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<tr>
<td>F7</td>
<td>The World through Status-Colored Glasses</td>
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<tr>
<td>F8</td>
<td>Values Affirmation Interventions: Mechanisms and New Applications</td>
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<tr>
<td>F4</td>
<td>Ovulatory Shifts in Women’s Mating Psychology: New Methods, Evidence, and Best Practices</td>
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<tr>
<td>F5</td>
<td>Phenotypic Racial Stereotypicality, Identity, and Trust: New Connections</td>
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<tr>
<td>F6</td>
<td>Diet and Exercise in a Social World</td>
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<tr>
<td>F2</td>
<td>Relationships and Health Across the Lifespan</td>
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<tr>
<td>F3</td>
<td>What is Wrong with the Rigidity of the Right Model?</td>
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<tr>
<td>G9</td>
<td>Ideology 2.0: Reflecting and Progressing Through Meta-Analysis, Meta-Models, and Nuance</td>
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<tr>
<td>G10</td>
<td>Planning to Respond Habitually?</td>
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<tr>
<td>A</td>
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<td>B</td>
<td>Campbell Award, Distinguished Scholar Award</td>
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<tr>
<td>A</td>
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<td>B</td>
<td>Campbell Award, Distinguished Scholar Award</td>
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<tr>
<td>FRIDAY LUNCH</td>
<td>Session F</td>
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<tr>
<td>2:00 - 3:15 PM</td>
<td>F1 - Advances in Repeated Measures Mediation Analysis</td>
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<tr>
<td>3:30 - 4:45 PM</td>
<td>G4 - Do People Get Depleted? Replicability, Cultural Generalizability, and Individual Differences</td>
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<tr>
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<td>F3</td>
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<tbody>
<tr>
<td>E3</td>
<td>Q&amp;Pay: Live Small Grants Competition</td>
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<tr>
<td>E2</td>
<td>Oh the Places You’ll Go: Perspectives from Psychologists in Public Health and Medical Settings</td>
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<td>E3</td>
<td>Q&amp;Pay: Live Small Grants Competition</td>
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<tbody>
<tr>
<td>E1</td>
<td>Multi-Method Approaches to Data Collection</td>
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## SATURDAY PROGRAMMING

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<thead>
<tr>
<th>Session I</th>
<th>Session J</th>
<th>Session K</th>
<th>SATURDAY LUNCH</th>
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<tbody>
<tr>
<td><strong>ROOM</strong></td>
<td><strong>8:15 - 9:30 AM</strong></td>
<td><strong>9:45 - 11:00 AM</strong></td>
<td><strong>11:15 AM - 12:30 PM</strong></td>
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<tr>
<td>6A</td>
<td>PROFESSIONAL DEVELOPMENT</td>
<td>J11 - Journal Editors’ Forum on Statistics and Reporting Controversies</td>
<td>K6 - Emotions and Appraisals in Social Decision-Making</td>
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<tr>
<td>6D</td>
<td>PROFESSIONAL DEVELOPMENT</td>
<td>J8 - Affective Decision Processes in Health and Medicine</td>
<td>K9 - Failing to Fit In: New Approaches to Students’ Lack of Belonging in College</td>
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<tr>
<td>6E</td>
<td>PROFESSIONAL DEVELOPMENT</td>
<td>13 - Interdisciplinary Collaborations: Advice from Experts on How to Make It Work in Your Career</td>
<td>J4 - Individual differences moderate the impact of dynamic processes in couples: Evidence from longitudinal studies</td>
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<tr>
<td>2</td>
<td>PROFESSIONAL DEVELOPMENT</td>
<td>14 - Generating Recommendations to Align Academic Incentives with Scientific Best Practices</td>
<td>J3 - The Evolution and Maintenance of Human Professional Development</td>
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<tr>
<td></td>
<td>LEGACY SYMPOSIUM</td>
<td>K10 - Waiting on Title</td>
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<td>8</td>
<td>J10 - Teacher/Scholar Data Blitz</td>
<td>K8 - Can we have it all? The secret to health, happiness, and success over the lifespan</td>
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<td>3</td>
<td>J9 - Using Limits in Self-Enhancement to Better Understand Self-Enhancement</td>
<td>K2 - Interpersonal processes in the emergence of status hierarchies</td>
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<tr>
<td>4</td>
<td>J7 - Nonverbal Behavior as a Conduit to Influence: The Benefits of Conveying Positive Qualities Through Nonverbal Channels</td>
<td>K3 - New directions in intergroup contact: Behavioral and neuroscientific investigations of attention, categorization, evaluation, and learning</td>
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<tr>
<td>9</td>
<td>J5 - Balancing the scales: When does outcome speak louder than intent in moral evaluations?</td>
<td>K5 - The neurobiology and psychology of social justice</td>
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<tr>
<td>10</td>
<td>J2 - Multiple Perspectives on the Psychology of Fairness: New Neural, Computational, Developmental and Cross-Cultural Findings</td>
<td>K11 - Student Data Blitz 2</td>
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<td>7B</td>
<td>J1 - Children’s understandings of social and material resources are both similar to and quite different from adults: Surprising evidence from 1200 toddlers to teens</td>
<td>K1 - It’s about time: Exploring the juncture of time and intrinsic motivation</td>
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<tr>
<td>1B</td>
<td>PROFESSIONAL DEVELOPMENT</td>
<td>I5 - Maintaining an Active Research Program at a Small Predominantly Undergraduate Institution (PUI)</td>
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<td>16B</td>
<td>PROFESSIONAL DEVELOPMENT</td>
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<td>INVITED SESSION</td>
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<td></td>
<td>M10 - Taking Research Outside the Ivory Tower: What They Mean for Social-Personality Psychology</td>
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<td>M9 - Big Questions in Evolutionary Science and Galactic Perspectives</td>
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<td>M8 - Understanding the Power of Moral Perception: The Consequences of Self-Knowledge and Accurate Perceptions of Discrimination</td>
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<td>M7 - Integrating Social Networks Approaches into Health Disparities: New Directions in Understanding Social Cognitive Mechanisms</td>
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<td>N6 - The Other Third of Our Lives: A Self-Regulatory Perspective on Sleep and Social Behavior</td>
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<td>N5 - Finding the Right Balance between Friend and Foe: New Perspectives on Solving the Cooperation-Competition Paradox</td>
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<td>N4 - Psychological Mechanisms for Managing the Risk of Infectious Disease</td>
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<td>N3 - Psychological Perspectives on Criminal (In)justice</td>
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<td>N2 - Novel Perspectives on Social Hierarchies and Social Situations</td>
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<td>N1 - Computational Mental Health</td>
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<td>M10 - Taking Research Outside the Ivory Tower: What They Mean for Social-Personality Psychology</td>
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<td>M9 - Big Questions in Evolutionary Science and Galactic Perspectives</td>
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<td>M8 - Understanding the Power of Moral Perception: The Consequences of Self-Knowledge and Accurate Perceptions of Discrimination</td>
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<td>M7 - Integrating Social Networks Approaches into Health Disparities: New Directions in Understanding Social Cognitive Mechanisms</td>
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<td>N6 - The Other Third of Our Lives: A Self-Regulatory Perspective on Sleep and Social Behavior</td>
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<td>N5 - Finding the Right Balance between Friend and Foe: New Perspectives on Solving the Cooperation-Competition Paradox</td>
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<td>N4 - Psychological Mechanisms for Managing the Risk of Infectious Disease</td>
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<td>N3 - Psychological Perspectives on Criminal (In)justice</td>
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<td>N2 - Novel Perspectives on Social Hierarchies and Social Situations</td>
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<td>N1 - Computational Mental Health</td>
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**SCHEDULES & HIGHLIGHTS**

**SATURDAY PROGRAM**

**FRIDAY POSTERS**

**THURSDAY POSTERS**

**AWARDEES**

**EXHIBITORS**

**CONVENTION INFO**

SPSP 2016 ANNUAL CONVENTION
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<tr>
<th>Session M</th>
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<td>2:00 - 3:15 PM</td>
<td>3:30 - 4:45 PM</td>
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<td>M6- Endorsing Black Lives Matter: The roles of intra-personal, inter-group, and structural processes</td>
<td>N6- The Function of Distinct Emotions in Everyday Social Situations</td>
<td>08- Is it best to be accurate or biased? Real world consequences of self-knowledge and accurate interpersonal perceptions</td>
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<td>INVITED SESSION</td>
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<td>M9- Big Questions in Evolutionary Science and What They Mean for Social-Personality Psychology</td>
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<td>PROFESSIONAL DEVELOPMENT</td>
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<td>M10- Taking Research Outside the Ivory Tower: Outreach Advice from Influential Thinkers in Psychology, Policy, and the Media</td>
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<td>M2- Extreme Emotion: Exploring the Upper Limits of Human Positivity and Prosociality</td>
<td>N7- When institutions are barriers: How Institutional bias and contextual cues shape success among stigmatized groups</td>
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<td>M7- Integrating Social Networks Approaches into Intergroup Relations Research</td>
<td>N5- Finding the Right Balance between Friend and Foe: New Perspectives on Solving the Cooperation-Competition Paradox</td>
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<td>M3- Idiographic Approaches to Personality at the levels of Traits, Goals, and Narratives</td>
<td>N2- Novel perspectives on social hierarchies</td>
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<td>M1- Person Perception in the Lab and the Courtroom</td>
<td>N3- Psychological Perspectives on Criminal (In) justice</td>
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<td>M4- How trustworthy is human oxytocin research? Three recent efforts to assess replicability and robustness</td>
<td>N4- Psychological Mechanisms for Managing the Risk of Infectious Disease</td>
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POLICY, SOCIAL PSYCHOLOGY & YOU

“Are policy jobs are out there for me?” to, “How can we improve the world by developing science-based policy?” We will all be asking such questions, given President Obama’s September 2015 Executive Order to use behavioral science insights to better serve the American people.

THURSDAY | 5-7 PM | ROOM 6AB

2016 SPSP PRESIDENTIAL PLENARY
Chaired by Wendy Wood,
University of Southern California
2016 SPSP President

COLLABORATING WITH GOVERNMENT: ONE EXAMPLE AND MANY PROPOSALS
I will present an experiment with the city of Boston, Massachusetts, where increasing operational transparency—showing the work being done for citizens—improved perceptions of government. I will then review my co-editorship of an issue of Perspectives on Psychological Science: Memos to the President from a “Council of Psychological Advisors.”
Michael I. Norton, Professor, Harvard Business School

BRIDGING THE DIVIDE BETWEEN SOCIAL SCIENCE AND POLICY
Policymakers are increasingly receptive to insights from social science, yet these scientists rarely have direct impact on policy with their research. In my talk I’ll derive lessons from the success of neoclassical economists and enterprising behavioral scientists in influencing policy, and motivate a more effective approach to behavioral policy research.
Craig Fox, Professor, University of California Los Angeles

IMPROVING PUBLIC POLICY: HOW PSYCHOLOGISTS CAN HELP
Giving advice to policy makers is a job for which economists have held a monopoly. This needs to change, and thanks to the rapid spreading of behavioral insight teams in the UK, US and around the world, there is growing demand for input from behavioral scientists. No group is better prepared to offer helpful advice than social psychologists. Stop complaining about government: do something about it!
Richard Thaler, Professor, University of Chicago
BIG QUESTIONS IN EVOLUTIONARY SCIENCE AND WHAT THEY MEAN FOR SOCIAL-PERSONALITY PSYCHOLOGY

In recent years, a number of evolutionary scientists have sought to incorporate cultural evolutionary processes into models of genetic evolution. Here, major proponents of genetic, cultural, and gene-culture co-evolutionary approaches will explain the central ideas behind these varied models, and will discuss implications of these contrasting views for social-personality psychology.

SATURDAY, 2:00-3:15 PM
ROOM 6B

Joseph Henrich, Professor
Harvard Univ.

Leda Cosmides, Professor
Univ. of California, Santa Barbara

Jonathan Haidt, Thomas Cooley Prof. of Ethical Leadership, New York University

BIG DATA: VAST OPPORTUNITIES FOR PSYCHOLOGICAL INSIGHT FROM MINING ENORMOUS DATASETS

The big data revolution is upon us. Enormous samples, even entire populations, are being studied through cheap and varied means, presenting a powerful new lens to understand human behavior. In this invited session, leading scholars in economics, computer science, and psychology provide a glimpse into what big data can reveal.

FRIDAY, 2:00-3:15 PM, ROOM 6B

Emily Oster
Brown Univ.

Michal Kosinski
Stanford Univ.

Johannes Eichstaedt
Univ. of Pennsylvania

Sendhil Mullainathanan
Harvard Univ.
FRIDAY, 8:15 - 9:30 AM
SO YOU WANT TO PUBLISH (NOT PERISH)? ASK THE EDITORS
Room: 6B
Chair: Carol Sansone, University of Utah
Speakers: Duane Wegener, Monica Biernat, Simine Vazire
Current and incoming editors of PSPB, PSPR, and SPPS will answer common questions about how to select the right journal for submitting a paper, questions about the review process, and the features that make a paper more or less likely to be accepted. Audience questions will also be welcome.

CONVENTION KICK-OFF & WELCOME BREAKFAST SPONSORED BY DIVERSITY/CLIMATE COMMITTEE
Room: 1A
Chair: Bryant Marks, Morehouse University
This session is aimed at members of historically underrepresented groups in SPSP and first-time conference attendees. Meet each other in a relaxed environment and discuss suggestions for getting the most out of the conference. Brief presentation/panel discussion and networking opportunities.

SCHOLARSHIP AND PRODUCTIVITY AT LIBERAL ARTS AND TEACHING INTENSIVE INSTITUTIONS
Room: 16B
Chair: Kristin Dukes, Simmons College
Speakers: Steven Fein, Shana Levin, Julie Woodzicka
This round table discussion focuses on challenges to scholarship and productivity faced by faculty at teaching intensive institutions. Topics to be covered include transitioning from research intensive institutions to teaching intensive institutions at different career stages, conducting high-quality research with undergraduates, selecting appropriate professional mentors, and best practices for collaboration.

WORK-LIFE BALANCE
Room: 3
Chair: Sara Andrews, UC Riverside
Speakers: Tim Loving, Cynthia Pickett, Julia Boehm, Carrie Bredow
This special session will feature four established scientists—Tim Loving, Julia Boehm, Cynthia Pickett, and Carrie Bredow—speaking about their experiences with balancing successful academic careers with other personal and professional goals. Following a brief presentation by each of the mentors, the session will open for audience Q&A.

FINDING YOUR RESEARCH PATH IN THE SOCIAL/PERSONALITY FIELD
Room: 6E
Chair: Katy Krieger, Oregon State University
Speakers: Jon Grahe, Sapna Cheryan, Jennifer Beer, Leaf Van Boven
Before applying to graduate school, undergraduates are faced with the problem of narrowing down their research interests. This interactive session will provide undergraduates an opportunity to learn from established researchers how to choose their research area in social/personality psychology.

BRIDGE INTO THE FUTURE: ADDRESSING THE GAP BETWEEN INDUSTRY AND ACADeMIA
Room: 6D
Chair: Joshua A. Tabak, Facebook Inc. & Cornell University
Speakers: Joshua A. Tabak, Anett, Gyurak, Vivian Zayas, Kristen Berman
Social and personality psychologists can practice basic and applied science outside academia, but such opportunities are not well known. This panel will describe some of the many ways social and personality psychologists can extend their research programs beyond academia and into industry. There will be an extended Q&A.

TRANSLATING OPEN SCIENCE INTO DAILY PRACTICE
Room: 2
Chair: Katherine S. Corker, Kenyon College
Speakers: David M. Condon, Erica Baranski, Jordan Axt, Katherine S. Corker
Much has been said about the value of making scientific practices more open, but less has been said about *how* to do so. There are many possible routes to openness, but for researchers who don’t know where to start, this session provides concrete tools (code, templates, and techniques) to begin.

THE MANY FLAVORS OF TEACHING-FOCUSED ACADEMIC JOBS: A PANEL ON JOB EXPECTATIONS AND EXPERIENCES FROM THE PERSPECTIVE OF RECENTLY APPOINTED FACULTY
Room: 8
Chair: Maya Aloni, Western Connecticut State University
Speakers: Angela Legg, Shannon Lupien, Ariana Young, Jordan Troisi
Is a teaching-focused job right for you? Come find out! Teaching-focused positions vary greatly in their teaching, research, and service expectations. Panel members will discuss a variety of experiences across different academic settings that highly emphasize teaching in order to facilitate a broader understanding of available career options.

FRIDAY, 12:45 PM - 1:45 PM
"OH, THE PLACES YOU'LL GO!": PERSPECTIVES FROM PSYCHOLOGISTS IN PUBLIC HEALTH AND MEDICAL SETTINGS
Room: 6E
Chair: Valerie Earnshaw, Harvard Medical School
Speakers: Sarit Golub, John Pachankis
This session is tailored for early-career psychologists conducting health-related research and considering working in psychology departments versus public health or medical schools. Speakers, who work in a variety of settings and represent a range of career stages, will discuss their career trajectories, offer advice, and answer questions from the audience.

MULTI-METHOD APPROACHES TO DATA COLLECTION
Room: 6A
Chair: Sara Andrews, UC Riverside
Speakers: James W. Pennebaker, Megan Robbins, Erika Carlson, Shelly Gable
The purpose of this session is to introduce new data collection methods (e.g., LIWC, EAR, experience sampling, informant reports) and describe how these methods can be incorporated into research. Presentations by James Pennebaker, Shelly Gable, Megan Robbins, and Erika Carlson will be followed by a Q&A session with the speakers.

SATURDAY, 8:15 AM - 9:30 AM
MAINTAINING AN ACTIVE RESEARCH PROGRAM AT A SMALL PREDOMINANTLY UNDERGRADUATE INSTITUTION (PUI)
Room: 16B
Chair: Jeannetta Williams, St. Edwards University
Speakers: Jeannetta Williams, Delia Kothman Paskos
Small, teaching-focused institutions pose unique challenges and opportunities for faculty to build and sustain robust research programs. Session facilitators will share their strategies, such as incorporating experiential learning into...
curricula, sequencing internal research resources, and recruiting research assistants. Participants will also discuss best practices and potential collaborations.

INTERDISCIPLINARY COLLABORATIONS: ADVICE FROM EXPERTS ON HOW TO MAKE IT WORK IN YOUR CAREER
Room: 6E
Chair: Nilanjana Dasgupta, Univ. of Massachusetts Amherst
Speakers: Wendy Berry Mendes, Gregory Walton, Richard Slatcher, Amanda Carrico

Four social psychologists discuss how they learned to conduct research that crosses disciplinary boundaries; form interdisciplinary collaborations; and attract grant funding for interdisciplinary projects. Research foci covered include intervention science; stress and physical health; racial health disparities; close relationships and health; and environmental attitudes and behaviors.

SOCIAL PSYCHOLOGISTS IN THE WILD: CAREER OPPORTUNITIES IN INDUSTRY
Room: 6B
Chair: Andrew Galperin, Oracle Corporation
Speakers: Colleen Carpinella, Natalia Flores, Christina Larson, Mariana Preciado

Social psychologists are highly valued and valued in a variety of non-academic occupational fields for our ability to plan, carry out, and communicate research. In this session, we aim to increase awareness of occupational opportunities where social psychologists can make a difference and put our skills to good use.

GENERATING RECOMMENDATIONS TO ALIGN ACADEMIC INCENTIVES WITH SCIENTIFIC BEST PRACTICES
Room: 2
Chair: Jimmy Calanchini, University of California Davis
Speakers: Wendy Wood, Mark Leary, Diane Mackie, Nicolas Brown, Wiebke Bleidorn

Recent changes in best scientific practices, such as the need for increased sample sizes, may affect careers in academia. This town hall encourages members at all career stages to discuss and propose recommendations for change to realign the incentive structure of our field with the new scientific best practices.

ADVOCATING FOR SCIENCE AND SCIENCE-INFORMED POLICY: WHAT EVERY PSYCHOLOGIST (SHOULD KNOW/CAN DO)
Room: 6D
Chair: June Tangney, George Mason University
Speakers: June Tangney, Wendy Naus, Heather O’Beirne Kelly

This session will offer context on the current state of play of social and personality psychology will answer questions submitted beforehand by SPSP members about their opinions on statistics and reporting issues.

SUNDAY, 12:45 PM - 1:45 PM
THE SCIENCE OF SOLUTIONS: HOW TO SAVE THE WORLD WITH YOUR RESEARCH
Room: 1B
Chair: Sarah Lyons-Padilla, Stanford University
Speakers: Jennifer Eberhardt, Hazel Markus, Geoffrey Cohen, Alana Conner

Congratulations on unlocking the mysteries of the human mind! Now what? In this panel and workshop session sponsored by Stanford SPARQ, attendees will learn not only how to get more psychological science into the real world, but also how to get more real world into psychological science.

CONDUCTING MEANINGFUL UNDERGRADUATE RESEARCH: PITFALLS AND SOLUTIONS
Room: 6D
Chair: Bettina Spencer, Saint Mary’s College, Notre Dame
Speakers: Carrie Langner, Monica Schneider

We will facilitate a discussion on the challenges and solutions for conducting undergraduate research. Topics include integrating student and faculty interests, pacing research, maintaining a lab, and the variety of overall research experiences in which undergraduate students can participate. The panel consists of faculty and students from various institution types.

SHOW ME THE MONEY AND HOW TO GET IT: FUNDING AGENCIES AND GRANTEES OFFER INSIGHTS INTO HOW TO FUND YOUR WORK
Room: 6B
Chair: C. Nathan DeWall, University of Kentucky
Speakers: Nicholas Gibson, William Klein, Kerry Marsh

Social and personality psychologists flood the world with new knowledge. But creating knowledge costs money. Where does that money come from—and how can you get some of it? Attend this session and you’ll hear how from leaders and grantees at organizations that fund the most social and personality psychology.

SATURDAY, 2:00 PM - 3:15 PM
TAKING RESEARCH OUTSIDE THE IVORY TOWER: OUTREACH ADVICE FROM INFLUENTIAL THINKERS IN PSYCHOLOGY, POLICY, AND THE MEDIA
Room: 6D
Chair: Kathleen Vohs, University of Minnesota
Speakers: Nick Epley, Dan Gilbert, Todd Rogers, Jamil Zaki

It can be puzzling, irksome, and demotivating to realize that little of the field’s best work gets known to those outside our field. Four big thinkers — Nick Epley, Dan Gilbert, Todd Rogers, Jamil Zaki — share advice for scholars wishing to make bigger, broader, different kinds of difference.

SATURDAY, 9:45 AM - 11:00 AM
JOURNAL EDITORS’ FORUM ON STATISTICS AND REPORTING CONTROVERSIES
Room: 6A
Chair: Roger Giner-Sorolla, University of Kent
Speakers: Roger Giner-Sorolla, Richard E. Lucas, Simine Vazire, Duane T. Wegener

Statistics and research reporting standards are changing in our field. In this innovative audience-driven format, four chief editors of highly visible journals in social and personality psychology will answer questions submitted beforehand by SPSP members about their opinions on statistics and
PROFESSIONAL DEVELOPMENT SESSIONS

FINDING YOUR RESEARCH PATH IN THE SOCIAL/PERSONALITY FIELD
Friday, 8:15 AM – 9:30 AM, Room 6E
Before applying to graduate school, undergraduates are faced with the problem of narrowing down their research interests. This interactive session will provide undergraduates an opportunity to learn from established researchers how to choose their research area in social/personality psychology.

THE MANY FLAVORS OF TEACHING-FOCUSED ACADEMIC JOBS: A PANEL ON JOB EXPECTATIONS AND EXPERIENCES FROM THE PERSPECTIVE OF RECENTLY APPOINTED FACULTY
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Is a teaching-focused job right for you? Come find out! Teaching-focused positions vary greatly in their teaching, research, and service expectations. Panel members will discuss a variety of experiences across different academic settings that highly emphasize teaching in order to facilitate a broader understanding of available career options.

SOCIAL PSYCHOLOGISTS IN THE WILD: CAREER OPPORTUNITIES IN INDUSTRY
Saturday, 8:15 AM – 9:30 AM, Room 6B
Social psychologists are highly valuable and valued in a variety of non-academic occupational fields for our ability to plan, carry out, and communicate research. In this session, we aim to increase awareness of occupational opportunities where social psychologists can make a difference and put our skills to good use.

STUDENT MENTORING LUNCHEONS

GSC MENTORING LUNCHEONS
Friday and Saturday, 1:00 PM – 2:00 PM, Room 6C
Pre-registration for this event is necessary.

GASP MENTORING LUNCH
Friday, 1:00 PM – 2:00 PM, 6F
Pre-registration for this event is necessary.

NETWORKING EVENTS

GSC SPEED DATA-ING
Friday, 6:30 PM – 7:15 PM, Room 15
Based on the standard speed-dating paradigm often used in relationship work, this event will afford you an opportunity to meet and chat with several small groups of your peers over the course of 45 minutes (and still make it to the poster session afterwards).

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.” To maximize your potential collaboration opportunities, we will first match attendees by research area; but not to worry, throughout the course of the event you will have the chance to chat with researchers from all different areas of social and personality psychology. Refreshments will be provided. Pre-registration is required, as space is limited.

STUDENT SOCIAL NIGHT AT TIN ROOF
Thursday, 8:30 PM
Whether you’ve spent a full day in preconferences or you’ve just arrived to San Diego, join hundreds of your student peers at the Annual Student Social Night. This year Tin Roof is hosting the party at 401 G Street with a live band, food and a cash bar. The entire venue is reserved for only SPSP students. Come grab some food and snag your free drink ticket, as the first 500 students through the door get their first drink on us!
This event is partially sponsored by Sona Systems and Millisecond Software.

THE STUDENT LOUNGE (sponsored by Facebook)
Friday, 7:30 AM – 7:30 PM, Room 5B
Saturday, 7:30 AM – 7:30 PM, Room 5B
Swing by, relax, and meet some of your peers in an informal setting before heading to that next event. This is also an ideal place to meet with your mentor or mentee from the GSC Mentor Match-Up program, or for any quick meetings (for example, with a potential collaborator or supervisor) that you may need to squeeze into your schedule.

OTHER INFORMATION

POSTER CHECK (sponsored by Facebook)
Friday, 8:00 AM – 8:00 PM, Sails Pavilion
Saturday, 8:00 AM – 8:00 PM, Sails Pavilion
Simply drop off your poster there before and after your poster session time and we’ll hold onto it for you, for free! Poster check is open all day Friday and Saturday. Please note, you cannot leave your posters in poster check overnight; all posters must be retrieved by 8:00 PM each day.

STUDENT POSTER AWARDS AND WALL OF FAME
Thursday, 7:00 PM – 8:30 PM, Sails Pavilion
Posters Session A on Thursday evening will be the scene of intense excitement as the finalists in the Student Poster Award Competition strive to impress secret judges with their innovative 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 winning posters all convention long on the Wall of Fame in Sails Pavilion. Stop by to admire the award-winning research and to pick up tips for enhancing your own poster for next year’s convention.

OUTSTANDING RESEARCH AWARD
Friday, 12:45 PM – 1:45 PM, Room 6A
The Outstanding Research Award highlights student research conducted by graduate student members of SPSP. Winners will be announced during the professional development session “Multi-Method Approaches to Data Collection.”
# POSTER SCHEDULE

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<td>Person Perception/Impression Formation</td>
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<td>Personality Development</td>
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<td>Personality Processes/Traits</td>
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<td>Physical Health</td>
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<td>Politics</td>
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<td>Prosocial Behavior</td>
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<tr>
<td>Psychophysiology/Genetics</td>
<td>X</td>
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<tr>
<td>Religion/Spirituality</td>
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<tr>
<td>Self/Identity</td>
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<td>Self-Esteem</td>
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<tr>
<td>Social Development</td>
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<td>Social Justice</td>
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<td>Stereotyping/Prejudice</td>
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## POSTER SESSIONS

Poster sessions are held in the Sails Pavilion of the Convention Center. The presenting author should be present during the assigned time.

Presenters should arrive 15 minutes before they are assigned in order to set up their posters. Any posters not removed by the end of the poster session will be discarded. Do not leave personal items in the poster room.

## POSTER CHECK

Poster check, sponsored by Facebook, will be available in the Sails Pavilion. Posters not collected by the end of convention will be recycled.
Social Psychology

*Fourth Edition*

THOMAS GILOVICH  
DACHER KELTNER  
SERENA CHEN  
RICHARD NISBETT

New “Not So Fast” feature develops critical thinking by encouraging students to uncover common misperceptions.

The Personality Puzzle

*Seventh Edition*

DAVID C. FUNDER

A long-time market leader, The Personality Puzzle continues to captivate students through David Funder’s masterful writing.

Psychological Science

*Fifth Edition*

MICHAEL S. GAZZANIGA  
TODD F. HEATHERTON  
DIANE F. HALPERN

New “Psychological Reasoning: What to Believe?” theme discusses major biases in psychological reasoning and explores them through everyday situations.

Psychology in Your Life

*Second Edition*

SARAH GRISON  
TODD F. HEATHERTON  
MICHAEL S. GAZZANIGA

Makes science accessible to students at all levels by showing how psychology is relevant to their everyday lives.

Research Methods in Psychology

*Second Edition*

BETH MORLING

A text that will make your students care about research methods as much as you do.

Cultural Psychology

*Third Edition*

STEVEN J. HEINE

The most contemporary and relevant introduction to the field. The new edition shows students how cultural psychology is relevant to their lives, their society, and the larger world around them.

Cognition

*Sixth Edition*

DANIEL REISBERG

Up-to-date, authoritative, and clearly written. Updated ZAPS 2.0 online labs provide a highly interactive way for students to learn cognitive psychology.

Intimate Relationships

*Second Edition*

THOMAS BRADBURY  
BENJAMIN KARNEY

A clear, balanced, and contemporary look at how relationships work, from leading researchers in the field.

Cognitive Neuroscience

*Fourth Edition*

MICHAEL S. GAZZANIGA  
RICHARD B. IVRY  
GEORGE R. MANGUN

The most authoritative text is now the most accessible.

Developmental Psychology

FRANK KEIL

Shows students how to think like psychologists about child development.
The Awards Ceremony honoring the 2015 SPSP and FPSP Award recipients will be paired with the Opening Session and Presidential Symposium. Following the ceremony and the symposium, we will celebrate the winners at the opening reception across the hall in the Sails Pavilion. This reception will feature light hors d’oeuvres and a cash bar to welcome all attendees to San Diego as well as honor the winners and their achievements and provide you with an opportunity to meet them and their distinguished guests. Drink tickets (if chosen during convention registration) can be redeemed at this event. Stop by and congratulate all of the 2015 winners as we kick off the opening of the 2016 SPSP Convention!

Posters during Poster Session A will be on display, as will all finalists in the graduate and undergraduate poster awards contest.

**THURSDAY, 5 - 8 PM (CEREMONY AND SYMPOSIUM 5-7 PM, RECEPTION 7-8 PM)**
Ceremony & Symposium: Room 6
Reception: Sails Pavilion

**CONVENTION KICK-OFF BREAKFAST, SPONSORED BY THE DIVERSITY AND CLIMATE COMMITTEE**
For members of groups historically underrepresented in SPSP and first-time conference attendees to meet each other in a relaxed environment and discuss suggestions for getting the most out of the conference. Brief presentations/panel and networking opportunity.

• Attendees must bring their breakfast from the Exhibit Hall to this session. Breakfast will not be provided in the session room.
**FRIDAY, 8:15 AM - 9:30 AM**
Room 1A

**NON-ACADEMIC EMPLOYEE SOCIAL HOUR**
Those employed in non-academic settings are invited to join us for a discussion on improving connections with government and industry organizations and connect with those employed outside of academia in the first annual Non-Academic Employee Social Hour. There will be light hors d’oeuvres and drinks available as you connect with others. RSVP is not required.
**FRIDAY, 5 - 6:30 PM**
Room 16B

**DIVERSITY AND CLIMATE COMMITTEE RECEPTION**
Join the Diversity and Climate Committee for a reception to honor the Diversity Fund Graduate Travel winners. This reception brings together graduate and undergraduate students from underrepresented groups and senior social and personality psychologists whom they admire and whose work has influenced their own intellectual development. If you identify as a member of an underrepresented group within the SPSP Convention, or your work focuses on research concerning these groups, join the DCC for drinks and light refreshments! The reception is open to all interested in attending.
**FRIDAY, 6:30 – 8 PM**
Room 14A

**CLOSING RECEPTION**
The final poster session of the day on Saturday from 6:30 pm – 8:00 pm will feature hors d’oeuvres and a cash bar to allow attendees to meet, network and mingle as we wrap up another exciting convention. The final set of posters will be on display during the reception. Attendees may use their drink tickets (if chosen during convention registration) at this event.
**SATURDAY, 6:15 - 7:45 PM**
Sails Pavilion
SPSP is honored to announce our 2015 Award Recipients! These honorees will be recognized at the Opening Session. Please join us in congratulating these winners during the ceremony and afterwards at the Opening Reception.

Thursday, January 29, at 5:00 PM, before the Presidential Symposium
Convention Center, Room 6
Sponsored by SPSP, FPSP and SAGE Publications

The Jack Block Award for Personality Psychology Research
David Watson is the Andrew J. McKenna Family Professor of Psychology at the University of Notre Dame. His work investigates the structure and measurement of personality, emotion, and psychopathology, as well as the links between them. He was the founding President of the Association for Research in Personality and served as the Editor-in-Chief of the Journal of Abnormal Psychology.

The Donald T. Campbell Award for Social Psychology Research
Dr. Major is a Distinguished Professor in the Department of Psychological and Brain Sciences at UC Santa Barbara. She studies how people perceive and cope with stigma, prejudice, discrimination and stressful life events. She has authored more than 150 articles and book chapters and one book, and chaired the APA Task Force on Mental Health and Abortion.

Jennifer Crocker, a Harvard PhD and Ohio Eminent Scholar in Social Psychology at Ohio State University, studies the self, relationships, and stigma. Winner of several awards for her research, including SPSP’s Campbell Award, she has been President of four professional associations including SPSP. She also does century bike rides to support cancer research.

The Ambody Award for Mentoring Excellence
Mark Zanna, a Yale PhD and Distinguished Professor Emeritus at the University of Waterloo, studies the psychology of attitudes. Winner of several career awards for distinguished scientific contribution, including SPSP’s Campbell Award, he initiated the development of SPSP’s annual convention. 32 (of 34) students have taken academic positions (so far 7 have chaired their departments).

The Career Contribution Award
Harry T. Reis is Professor of Psychology at the University of Rochester. He received a B.S. from CCNY (1970) and a Ph.D. from New York University (1975). During his career, he has held visiting positions at the University of Denver, Maastricht University, the University of California, Santa Barbara, and the Netherlands Institute for Advanced Studies.

Yaacov Trope is a Professor of Psychology at New York University. He received his Ph.D. from the University of Michigan in 1974 and is a member of the American Association for Arts and Sciences. He co-edited several books and published numerous papers on social cognition, motivation, and self-regulation.

The Robert B. Cialdini Award
David Yeager is an assistant professor of developmental psychology at the University of Texas at Austin. He is a former middle school teacher. His research focuses on adolescent development and behavior change, including topics such as: motivation, aggression, coping, mental and physical health, trust, and healthy eating.

The Carol and Ed Diener Award in Personality Psychology
William Fleeson, Professor of Psychology at Wake Forest University. B.A. in philosophy from Wisconsin, Ph.D. in psychology from Michigan, and postdoctoral training in development from Germany. Interests include moral exceptionality, the nature of personality, borderline personality disorder, consistency, and self-regulation. He takes a personality, social, developmental, and philosophical approach.
The Carol and Ed Diener Award in Social Psychology
Michele J. Gelfand is Professor of Psychology and Distinguished University Scholar Teacher at the University of Maryland, College Park. She received her Ph.D. in Social/Organizational Psychology from the University of Illinois under the guidance of Harry Triandis. Gelfand's work explores cultural influences on conflict and negotiation, workplace diversity, and theory and methods in cross-cultural psychology.

The Methodological Innovation Award
Robert Rosenthal was born in Giessen, Germany in 1933, and moved with his refugee family to Los Angeles in 1949 with intermediate longer-term stops in Southern Rhodesia (1939-1940) and New York City (1940-1949). He attended UCLA as an undergraduate (AB, 1953), and as a graduate student in clinical psychology (Ph.D., 1956). He taught at the University of North Dakota (1957-1962), at Harvard University (1962-1999), and, since 1999, at the University of California, Riverside.

The Distinguished Scholar Award
Philip R. Shaver, Distinguished Professor of Psychology Emeritus at UC Davis, has also served on the faculties of Columbia, NYU, University of Denver, and SUNY/Buffalo. He has published over 300 scholarly books, articles, and book chapters and has received professional awards from SPSP, SESP, and the International Association for Relationship Research.

The SPSP Award for Distinguished Service to the Society
Susie Schroeder is the wife of a longtime SPSP member and friend to SPSP for decades. She has been a registered CPA since 1983 with accounting career experience in public, non-profit, teaching and corporate accounting and service on non-profit boards. She became SPSP’s first CFO in 2012 and assisted the board in understanding the need and means for transitioning the Society into a professionally run organization.

The Media Book Prize for the Promotion of Social and Personality Science
Nicholas Epley is the John Templeton Keller Professor of Behavior Science at the University of Chicago Booth School of Business. He studies social cognition—how thinking people think about other thinking people—to understand why smart people so routinely misunderstand each other.

The SPSP Award for Service to the Field on behalf of Personality and Social Psychology
Laura A. King received her BA in English Literature and Psychology at Kenyon College and her PhD in Personality from the University of California, Davis. She taught at Southern Methodist University prior to moving to the University of Missouri, where she is a Curators’ Professor of Psychological Sciences.

The Media Award for Excellence in Science Journalism
Ezra Klein is founder and editor-in-chief of Vox.com, as well as a policy analyst for MSNBC. Previously, he was columnist and editor at the Washington Post, and a contributor to Bloomberg.
The Student Publication Awards

Samantha Heintzelman received her Ph.D. in social and personality psychology from the University of Missouri in 2015 and is now a post-doctoral research fellow at the University of Virginia. Her research focuses primarily on subjective well-being, especially examining the experience of meaning in life.

Alyssa Fu received a Ph.D in social psychology from Stanford University in 2015, and a BS in psychology and a BA in linguistics from the University of Arizona. Her research examines how culture shapes self and motivation by others. She is currently a Program Director at Insight Data Science.

Jiyin Cao is an Assistant Professor in the Department of Management at Stony Brook University. She received her Ph.D. from the Kellogg School of Management at Northwestern University. Her research integrates social psychology and sociology and sits at the intersection of decision-making, social network, socio-ecology and culture.

Bo Winegard is a graduate student under Dr. Roy F. Baumeister at Florida State University. He studies human behavior from an evolutionary perspective. Currently, he is interested in signaling, social status, and individual differences.

SAGE Young Scholar Awards

Wiebke Bleidorn is an Assistant Professor of Psychology at the University of California, Davis. She received a PhD in Psychology at Bielefeld University, Germany in 2010 and was an Assistant Professor of Psychology at Tilburg University, the Netherlands. Dr. Bleidorn’s research examines the conditions, mechanisms, and consequences of personality change.

Jon Freeman is Assistant Professor of Psychology at NYU. He received his Ph.D. from Tufts and was previously on the faculty at Dartmouth. He studies split-second social perception using brain- and behavior-based techniques, examining the interplay of visual perception and social cognition in how we categorize others and infer personality traits and emotion.

Cheryl Wakslak is an assistant professor of management and organization at the University of Southern California. She earned her PhD in social psychology from NYU in 2008. Her research explores the way people use different styles of thinking to help them connect with those closer to them and those farther away.

Adam Waytz is a psychologist at Northwestern University’s Kellogg School of Management who studies how people think about minds. He looks at when we attribute or deny mental states to other entities, and the moral and ethical implications of these processes.

Ulrich Orth is an Associate Professor of Psychology at the University of Bern. He completed his PhD at the University of Trier, was a postdoc at University of Bern and UC Davis, and was an assistant professor at University of Basel. His research focuses on self-esteem development across the lifespan, the link between low self-esteem and depression, and the consequences of self-esteem for important life domains such as relationships, work, and health. In 2013, he received the William Stern Award for Personality Psychology from the German Psychological Society.

The Sage Young Scholar Awards are sponsored by Sage Publications.
**The Daniel M. Wegner Theoretical Innovation Prize**

Brock Bastian received his PhD from The University of Melbourne in 2007, was a research fellow at the University of Queensland until 2013, and then joined the University of New South Wales. In 2015 he returned to The University of Melbourne. His research focuses on pain, happiness, and morality.

Jolanda Jetten is Professor of Social Psychology at the University of Queensland and an ARC Future Fellow (PhD University of Amsterdam). Her research is concerned with social identity, group processes and intergroup relations.

Matthew Hornsey is a Professor of Social Psychology at the University of Queensland. His research interests are in the areas of group processes and intergroup relations, with particular interests in (a) how people respond to trust-sensitive messages such as criticisms, recommendations for change, and gestures of remorse; and (b) the dynamic and sometimes tense relationship between individual and collective selves. He is currently an associate editor at Personality and Social Psychology Bulletin.

Siri Leknes is a cognitive neuroscientist studying one of the great mysteries of the mind: how does the brain give rise to subjective experience, feelings of good and bad?

Michael Inzlicht is a Professor of Psychology at the University of Toronto. Michael conducts research that sits at the boundaries of social psychology, cognitive science, and neuroscience. Although he has published papers on multiple topics, his most recent interests have been on the topic of self-control, where he seeks to understand its underlying nature, including its emotive foundations. Michael is a first-generation college student.

Brandon Schmeichel is Professor of Psychology at Texas A&M University. He studies motivation, emotion, and self-control. He is former Associate Editor of Journal of Experimental Social Psychology and a Fellow of the Association for Psychological Science. He lives with three other people and a cat in scenic College Station, Texas.

Neil Macrae currently holds the Anderson Chair in Psychology at the University of Aberdeen, Scotland. He is interested in social cognition has and has received several awards, including the APA Early Career Award and BPS Spearman Medal. He is a fellow of the British Academy and Royal Society of Edinburgh.
ANALIA ALBUJA is second year graduate student at Rutgers University. Analia’s work explores how dual identities are lived and perceived in a society that often prefers static and discrete social categories. For example, Analia’s current projects examine aspects of biological lay theories and exposure to visual racial ambiguity.

OLIVIA ATHERTON completed her undergraduate degree at the University of Illinois Urbana-Champaign in 2013. She is currently a third-year graduate student at the University of California, Davis, working with Dr. Richard Robins. Broadly, her research interests encompass three domains: 1) personality development from adolescence through adulthood, as well as the co-development of personality and psychopathology, 2) person-environment interactions and other mechanisms of personality change, and 3) the impact of personality traits and psychopathology on life outcomes such as substance use, health, academic and occupational achievement, and interpersonal well-being. She utilizes multi-method data (self- and informant-reports, physiological measures, psychiatric interviews, observation-coded interactions), as well as a number of longitudinal modeling techniques in her research. In her spare time she enjoys painting and photography, hiking, gardening and cooking.

ANGELA CAREY is originally from Kansas (Rock Chalk!), she is a fourth year Ph.D. student working with Dr. Matthias Mehl at the University of Arizona. Her research interests center around social interactions and social support influences on coping in the context of a major life-upheaval (i.e., divorce). Using the Electronically Activated Recorder (EAR) in her work enables her to investigate not only how people actually utilize their daily social lives to cope with stressors; it also allows her to study how natural language use reflects psychological states and traits, and its relation to health and wellbeing.

KATELYNN CARTER-ROGERS was born in and raised in Halifax, Nova Scotia, Canada, and completed her Undergraduate, and Master’s degree at Saint Mary’s University. Kateylyn is currently attending Maastricht University in the Netherlands, as a Doctoral Candidate for the Erasmus Mundus program of Legal Psychology. Kateylyn’s research interests include facial perceptions, and first impression in a legal context, eyewitness identification, decision making, and social attitudes. In her spare time, Kateylyn likes to play Tackle Football with the Halifax Xplosion Women’s Tackle Football team.

CRYSTAL CLARKE is a fourth year doctoral student in the Social Psychology Department of New York University. She is from Brooklyn, NY and received her B.A. from Amherst College. Her research interests include intergroup relations, prejudice, egalitarianism and police-minority relations.

STEPHANIE CROSS is a member of the Comanche Nation and is currently in her second year in the Psychology doctoral program at the University of Oklahoma. She has a Master’s in Native American Studies from the University of Oklahoma. Her Bachelor’s degree in Psychology was obtained from Our Lady of the Lake University in San Antonio, Texas where she was also a McNair Scholar. Her current research interests include stereotypes and prejudice, objectification, and dehumanization, specifically with regards to Native Americans and women.

GREGORY DAVIS is a doctoral student in African American Studies with a concentration in Psychology. He works with Professor Jim Sidanius in the Sidanius Lab, which studies intergroup relations and power. Gregory completed his bachelors in psychology in 2010 at Morehouse College, and completed his joint JD/MA in Law and Afro-American Studies at UCLA in 2014. He is a former John H. Hopps Research Scholar and a current Point Foundation Scholar. Gregory studies the practice and rhetoric of admissions, particularly in a culture of diversity and inclusion. Using theory and practices from person perception, intergroup contact, and organizational behavior, Gregory analyzes how admissions officers and committees make decisions about students from different groups, and how institutions act within the legal and political landscape to build a class year after year.

STEPHANIE DE OLIVEIRA CHEN received an undergraduate degree at the Ohio State University and is now a Ph.D. candidate at the University of Michigan. Stephanie is studying thinking and emotion across Latin American, North American and East Asian cultures. She is also interested in how and when cognitive diversity improves group and individual judgment.

VERONICA DERRICK’s research explores inter-/intra-group relationships within academic and health settings. One line of research examines the impact of STEM environments on female students’ relationships and sense of belonging. A second line of research explores how targeting health information to stigmatized groups impacts their attitudes towards the information and information providers.

CAMERON DOYLE is a first year graduate student at the University of North Carolina at Chapel Hill. She is interested in the influence of language on emotion perception. Specifically, she studies how language contributes to the ability to acquire emotion concept knowledge, and how emotion concept knowledge shapes emotion perception.
and best practices for creating truly inclusive spaces. She is also interested in the relationships between minority groups, how they are perceived by others, and how these perceptions intersect to influence experience and perception.

JOHANNA FOLK is a fourth year student in the Clinical Psychology Ph.D. program at George Mason University. Her primary research interests include the development and evaluation of interventions for jail inmates, community connectedness, emotion regulation, and the impact of parental incarceration on children and families.

S. MASON GARRISON is a Quantitative Methods graduate student at Vanderbilt University, working with Professor Joseph L. Rodgers. She studies the relationship between personality and intelligence on important lifetime outcomes, such as mortality and divorce, using kinship-based quasi-experimental designs. Mason primarily works with the National Longitudinal Surveys of Youth and the Kelly/Connolly Longitudinal Study on Personality and Aging, which she co-directs with Drs. Joshua J. Jackson and James J. Connolly. Recently, she returned from a six month visit to Professor Jeremy Biesanz’s lab at the University of British Columbia. Mason is supported by a National Science Foundation Graduate Research Fellowship.

ALEXANDRA GARR-SCHULTZ is a second-year graduate student in the social psychology program at Northwestern University, where she works with Dr. Wendi Gardner and Dr. Jennifer Richeson. Her work focuses on the ways in which people understand and regulate, and the impact of parental incarceration on children and families.

ARIAANNE (ARI) EASON is a 4th year PhD student in the Department of Psychology at the University of Washington. She obtained her B.S. in Psychology with distinction from Yale University in 2012. Her research interests lie at the intersection of social and developmental psychology. She tests populations of infants, children, and adults in order to shed light on the processes by which intergroup dynamics and status biases are constructed and reproduced. Among other honors, she has been supported by the National Science Foundation Graduate Research Fellowship and the Ford Foundation Predoctoral Fellowship.

JIM EVERETT is a PhD student at the University of Oxford, and a 2015/2016 Fulbright Research Fellow based at Harvard University. Jim researches human morality and in-group favoritism, investigating the social, evolutionary and cognitive mechanisms driving our (parochial) moral behavior in social groups.

SA-KIERA HUDSON has developed an interest in studying power hierarchies and intergroup relations over the last five years. Sa-kiera has a BA in Biology/Psychology from Williams College in 2011. While there, Sa-kiera examined the commonalities between those who have low power in organizational hierarchies and members of traditionally marginalized groups as well as completing a senior thesis under the guidance of Dr. Jennifer Crosby. After graduating from college Sa-kiera spent two years as a lab manager for Dr. Jenessa Shapiro in the social psychology department at UCLA honing research skills. Sa-kiera is currently pursuing a PhD in social psychology under the guidance of Drs. James Sidanius and Mahzarin Banaji. Currently Sa-kiera has three separate but related lines of research that all ask the same basic questions: What are the psychological and biological roots of power and dominance hierarchy systems and how do these systems intersect to influence experience and perception?

BRYANT HUI is a third-year Ph.D. student in Psychology at the University of Cambridge under the supervision of Dr. Alex Spectre (aka Alex Kogan). He received his bachelor’s degree of Social Sciences at the University of Hong Kong with a major in Psychology. Before matriculating at Cambridge, he worked as a research assistant for more than four years. Under the supervision of Dr. Sylvia Chen, he completed his M.Phil. Degree in Social Sciences at the Hong Kong Polytechnic University, where he developed a passion for research on cross-cultural psychology. Bryant’s current research interests revolve around prosociality and well-being, basic psychological needs, globalization, acculturation, and intergroup relations. Apart from using conventional research methods, He is also in the process of exploring these research areas by means of big data analysis. Finishing his Ph.D. soon, he will be keen to take up a post-doctoral position for conducting social and cross-cultural psychology research.

LYNN O’DONNELL is a past recipient of a Fulbright Research Award and currently a PhD student in social psychology at Harvard University. She received her bachelor’s degree in Psychology from Williams College, where she graduated with honors and completed a senior thesis under the supervision of Dr. Alex Spectre. She is currently a postdoctoral fellow at Harvard University in the social psychology department under the guidance of Dr. Jennifer Crosby. After graduating from college Lynn returned to Williams College to teach as an adjunct professor. She has recently completed a postdoctoral fellowship at Harvard University, working under the supervision of Drs. James Sidanius and Mahzarin Banaji. Currently Lynn has three separate but related lines of research that all ask the same basic questions: What are the psychological and biological roots of power and dominance hierarchy systems and how do these systems intersect to influence experience and perception?

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LYNN O’DONNELL is a past recipient of a Fulbright Research Award and currently a PhD student in social psychology at Harvard University. She received her bachelor’s degree in Psychology from Williams College, where she graduated with honors and completed a senior thesis under the supervision of Dr. Alex Spectre. She is currently a postdoctoral fellow at Harvard University in the social psychology department under the guidance of Dr. Jennifer Crosby. After graduating from college Lynn returned to Williams College to teach as an adjunct professor. She has recently completed a postdoctoral fellowship at Harvard University, working under the supervision of Drs. James Sidanius and Mahzarin Banaji. Currently Lynn has three separate but related lines of research that all ask the same basic questions: What are the psychological and biological roots of power and dominance hierarchy systems and how do these systems intersect to influence experience and perception?
(NSF-GRFP). She received her B.A. in Psychology and Spanish from Spelman College in 2012.

DUSHYANTHI (TONI) KENTHIRARAJAH received her Ph.D. in social psychology from Stanford University in September 2015, as well as her M.A. in Psychology from Stanford University in 2013. She received her B.A. with Honors in Psychology from the University of Waterloo in 2010. At Stanford University with her adviser Gregory M. Walton, Toni examined subtle cues that affect social perception and judgment in intergroup contexts, such as the effects of first names on judgments about who should be granted U.S. Citizenship, hired for a job or what the appropriate prison sentence is in a criminal case. She continues to study biases in criminal sentencing, examining how a criminal record is used differently in the sentencing of Black and White defendants. Toni recently started as a postdoctoral associate at Duke University. Working with Aaron Kay, David Sherman, and Greg Walton, she designs interventions to help veterans transition into employment and educational settings.

JINHYUNG KIM is a fourth year graduate student at Texas A&M University, working with Dr. Joshua Hicks and Dr. Rebecca Schlegel. He primarily studies well-being and happiness from two perspectives of well-being: eudaimonia and hedonia. Specifically, he examines concepts of meaning in life, authenticity, and true self-knowledge for eudaimonia and pleasure, subjective well-being, and life satisfaction for hedonia and explore how these are concurrently or distinctively associated with various psychological functioning (e.g., decision satisfaction) and important life outcomes (e.g., parenthood, consumer choices). He also investigates how eudaimonia and hedonia are dynamically interrelated to each other in a relation to temporal distance and individual characteristics.

FRANKI KUNG was born and grew up in Hong Kong. He is currently enrolled in the social and industrial/organizational psychology PhD special program at the University of Waterloo. His primary research interests concern conflicts at different levels. In collaboration with his supervisor, Dr. Abigail Scholer, he examines how differences in the ways people organize their goals and perceive goal conflicts affect intrapersonal well-being such as life satisfaction, and interpersonal conflict resolution. On the intergroup level, he studies how to transform cultural collision into synergy in difficult communication situations such as intercultural negotiation. Outside of school, Franki loves to travel and learn about different cultures through music, food, and friendships. This is also why he cannot say no to conferences.

JENNIFER LACOSSE is a 4th year PhD Candidate studying Social Psychology at Florida State University with Dr. Ashby Plant. Her research investigates the ways that minority and major group members’ perceptions of one another and/or their environment can influence intergroup relations and personal outcomes (e.g., efficacy, belonging, social contagion concerns). She is also interested in indirect forms of intergroup contact just as Facebook and imagined contact with famous outgroup members.

BEN C. P. LAM is a graduate student studying social psychology at Iowa State University. He was born and raised in Hong Kong and was influenced by both Chinese and Western cultures. He is interested in studying culture and is currently examining cultural influences on romantic relationship experiences.

SARAH LAMER is working with Dr. Max Weisbuch at the University of Denver. Her primary interest is in examining how subtle sociocultural-cues influence perceivers, especially with regard to group-based inequities in power. She aims to address inequities in ways that contributes to scientific knowledge and have clear, broad social benefits.

TALYA LAZERUS is a Ph.D. student in the Social and Decision Sciences Department at Carnegie Mellon University. She received her B.S. in Psychology from Texas A&M University. Her research explores the interplay of emotion, consciousness, and decision-making, with a special emphasis on the role of emotional engagement.

DAVID LEE is a PhD candidate in Social Psychology at the University of Michigan. His research examines the psychological conditions under which people thrive from their social interactions, including face-to-face social interactions, online social network interactions, and situations in which people merely think about interacting with others.

RYAN LEI is a 4th year PhD student at Northwestern University working with Drs. Galen Bodenhausen and Jennifer Richeson. He received his B.A. from the University of North Carolina at Chapel Hill. Ryan’s research uses an intersectional framework to look at the influence of perceiving multiple social categories from the earliest stages of category activation and representation to downstream processes such as stereotyping, prejudice, and discriminatory behaviors. He is also interested in the role of contextual factors such as on people’s evaluations of different kinds of leaders.

MENGYAO LI is a fourth year doctoral student in the Psychology of Peace and Violence Program at the University of Massachusetts Amherst. Her research interests include intergroup/international conflicts, reconciliation, justice, and human rights. Her current research focuses on changes in attitudes toward justice (e.g., criminal tribunals) over time among different ethnic groups in the Balkans.
SAI LI is a PhD student of social psychology at the University of Cambridge. Sai is prepared to study questions from the realm of prosociality.

SARAH LIU is a PhD Clinical Psychology graduate student at Concordia University in Montreal, Canada. She is from Vancouver, BC and is relatively new to the East Coast. Her research interests are centered on how personality variables may predict health outcomes in adulthood. Specifically, her research program investigates self-esteem and self-compassion as potential personality factors that may buffer against psychological and physical health problems over the lifespan and particularly in old age. She is also interested in the biological consequences of stress. As such, she uses biological markers and stress paradigms to examine the potential benefits of self-esteem and self-compassion. Clinically, she has been working with the adult population, treating depression and anxiety. She would like to continue this work and gain experience working with populations that experience co-morbid symptoms.

CHIEH LU is a fourth year PhD candidate at Nanyang Technological University in Singapore. She received her BS from National Taiwan University in 2009 and EdM from Harvard Graduate School of Education in 2010. Her research interests primarily lie in the field of culture, self, and social class psychology.

GUANNAN LU is a multicultural polyglot who loves exploring the world of counterintuitive truths. What makes a bio memorable?

HEATHER MARANGES is a doctoral student at Florida State University. Her research explores the social and biological processes associated with self-control.

SATIA MAROTTA is a fourth year doctoral candidate in the Psychology department at Tufts University. Under the mentorship of Dr. Sam Sommers, Satia’s research focuses on how social psychology can inform law and public policy, especially with regard to issues of diversity, equality, and due process.

KATHERINE MCMAHON (“Kibby”) is a second-year graduate student in the clinical psychology doctoral program at Duke University. Her research focuses on how we can use technology (e.g. smartphones, virtual reality) to develop new ways to assess how we recognize and regulate emotions in social interaction.

YARA MEKAWI is a fourth-year graduate student at the University of Illinois. Yara’s research focuses on racial discrimination, spanning across social and clinical psychology. Yara is interested in the cognitive, social and emotional factors that maintain discriminatory behavior and the role racial discrimination plays in the mental health of racial/ethnic minorities.

HARRISON OAKES studies (a) the influences of power and emotion processes on wisdom, (b) social identity threat and prejudice, and (c) the innuendo effect.

IRMAK OLCAYSOY Okten is a 3rd year PhD student at Lehigh University, working with Dr. Gordon Moskowitz. Irmak is interested in the effects of biases on the processes of person perception, impression formation and memory during interpersonal interactions as well as the role of perceivers’ goals in these processes.

ELISE OZIER is a first year doctoral student at Indiana University, advised by Dr. Mary Murphy. Elise received a BA in psychology from Indiana University Northwest. Elise’s interested in studying stereotyping and prejudice, particularly in academic and professional contexts. Elise’s current research explores how exposure to instances of bias shapes subsequent learning and the transfer of knowledge.

CHRISTOPHER PETSKO is a second-year student in social psychology at Northwestern University, where he works primarily with Galen Bodenhausen. Chris is interested in understanding how stereotypes alter the way we perceive others, and he is especially interested in whether stereotypes about gay men alter the way we perceive their race.

STACY PRINISKI is a third-year doctoral student at the University of Wisconsin-Madison, working with Judith Harackiewicz. She investigates interventions to improve motivation and achievement in higher education, particularly among underrepresented minority and first-generation college students. Her current research focuses on value interventions to promote diversity in STEM fields.
LINDSAY ROBERTS is a fourth year Ph.D. student at the University of Toledo working under Dr. Jason Rose. Broadly, her research interests examine the intersection of social psychology and health. Currently she is investigating mechanisms/moderators of expectation effects and exploring the relationship between health risk perceptions and graphical displays.

HADIYA RODERIQUE is a 4th year PhD student in the Organizational Behavior group at the Rotman School of Management. A former lawyer, Hadiya is primarily interested in studying gender and racial inequity in professions and leadership from the lenses of experimental social psychology and network analysis. Hadiya is particularly interested in the impact of parenthood on self perceptions and external perceptions, as well as the effect of race, gender, class and any resulting imputed personal characteristics on mentorship and ascension through the ranks.

ACHALA RODRIGO is a PhD student in the Department of Psychological Clinical Science at the University of Toronto Scarborough. His research aims to identify the neural correlates of interpersonal success. Currently, his research examines the link between inhibitory control and interpersonal traits in healthy individuals and individuals with mental illness.

JULIAN RUCKER is a 2nd year doctoral student in Social Psychology at Northwestern Univ., working with Professors Jennifer Richeson and Mesmin Destin. He received his B.A. in Psychology from the Univ. of Texas at Austin. Currently, he is interested in investigating the factors that shape perceptions of, and motivations to address, intergroup inequality across a variety of domains. He is also interested in exploring the role of perceived of social status in influencing willingness to engage in collective action.

ANDREA RUYBAL is a PhD student of Social and Health Psychology at Claremont Graduate University interested in applied research on depression and persuasion.

MANNY SALINAS is a first year graduate student Iowa working towards his Master's in Social Psychology at the University of Northern, where he also received his B.A. in Psychology. Manny moved to Iowa three years ago to pursue his education. He is from a small town 30 minutes south of San Antonio called Poteet, Texas. His research interests include social exclusion and ostracism, health, personality, self-esteem, self-regulation, prejudice and discrimination against stigmatized groups, and social influence. He loves playing and watching sports. His favorites are basketball, skateboarding, snowboarding rugby, soccer, and football. He also enjoys cooking, traveling, and swimming.

ELIZABETH SETO is currently a fourth year doctoral student at Texas A&M University working under the guidance of Dr. Joshua Hicks. She received her BA in psychology at Baylor University in 2012. The goal of her research is to uncover the psychological mechanisms to help one achieve an optimal life. To this end, she examines how people conceptualize finding meaning and purpose in their lives, factors that influence our sense of authenticity, and different pathways to true self-knowledge.

HOLLY SHABLACK is a 2nd year PhD student in social psychology at the Univ. of North Carolina, Chapel Hill working with Dr. Kristin Lindquist. Her research focuses on the role of language on emotion experiences. With a B.S. in Brain Behavior & Cognitive Science and minor in Linguistics from the Univ. of Michigan and past involvement in emotion regulation research, she combines her interests in exploring the development of emotion concepts and the influences of early life events and multilingualism on emotional experiences.

ACHALA RODRIGO is a PhD student in Social and Health Psychology at Claremont Graduate University interested in applied research on depression and persuasion.

NATASHA THALLA is a third year PhD student in the Psychology Department at Lehigh University. She is generally interested in intra-group processes, specifically examining the causes and consequences of intra-group trust. Her previous lines of research examined how ritual objects can come to be positively evaluated and the consequences of such ritual objects can signal group trust and cooperation. Additionally, she examines the conditions under which people are deceived by ingroup signals, as well when people make use of those signals to achieve particular ends.

CHRISTOPHER TO is currently a 2nd year PhD student in the Management department at NYU. Christopher completed his BS in Analytics/Information Systems and BA in Psychology from Rutgers University. His research studies include A) the psychology of interpersonal competition, B) rivalry, C) the dynamics of team hierarchies/structure, and D) cross-cultural psychology.

PHUONG VO is a 4th year graduate student at Wayne State University working with Dr. Tim Bogg. Phuong is interested in examining health-related goal achievement, and particularly, in understanding the mechanisms of how people not only initiate/adopt health-promoting behaviors, but also maintain these behaviors in the long-term, despite encountering obstacles and changing circumstances. Phuong is currently conducting a longitudinal personality-informed intervention study to promote exercise initiation and maintenance.

CARLA ZIMMERMAN is a 4th year graduate student in the Social Psych department at Texas A&M. Her research interests fall in the intersection between social ostracism and stigmatization research. She is interested in social ostracism as a result of stereotyping and discrimination, with a focus on the influence of gender and gender-based stereotypes on experiences of ostracism.
SPECIAL EVENTS

CONVENTION KICK-OFF AND WELCOME BREAKFAST, SPONSORED BY THE DIVERSITY AND CLIMATE COMMITTEE
Friday, January 29, 8:15 AM – 9:30 AM, Room 1A

For members of groups historically underrepresented in SPSP and first-time convention attendees to meet each other in a relaxed environment and discuss suggestions for getting the most out of the convention. Brief presentation/panel discussion and networking opportunities.

GASP MENTORING LUNCH
Friday, January 29, 1:00 PM – 2:00 PM, 6F

The GLBT Alliance in Social and Personality Psychology teams up with the SPSP Diversity and Climate Committee again this year for their annual mentoring lunch. This event features volunteer faculty mentors hosting small group discussions of research and professional issues, including GLBT issues in the academic job market, positioning GLBT research for publication, obtaining funding for research on sexual-minority populations, and other diversity and professional development topics. Pre-registration for this event is necessary.

DIVERSITY SYMPOSIUM

The Diversity and Climate Committee sponsors a symposium each year at the SPSP Annual Convention that is closely related to issues of diversity. This year's Diversity Symposium is Diversity in Close Relationship Processes.

ENDORsing BLACK LIvES MATTer: The ROles OF INTRA-PERSoNAL, INTER-GROUP AND STRUCTURAL PROCESSES
Saturday, 2:00 PM – 3:15 PM, Room 6A
Chair: Jordan Leitner, University of California, Berkeley

Police killings of unarmed Black men have catalyzed a social movement known as Black Lives Matter. However, the factors that have determined whether and how people participate in this movement have remained unclear. This symposium will examine why people vary in their support of the Black Lives Matter movement.

DIVERSITY POSTERS

Posters whose authors have selected the keyword or topic area of diversity to identify their work will be displayed during Session E on Friday, from 12:30 - 2:00 PM in the Sails Pavilion.

DIVERSITY FUND TRAVEL AWARDS

SPSP is committed to increasing diversity within the field of personality and social psychology. As part of this initiative, each year the Diversity and Climate Committee selects exemplary students from the many undergraduate and graduate applicants to receive the Diversity Fund Undergraduate Registration Award and the Diversity Fund Graduate Travel Award. Students are eligible if they identify as a member of an underrepresented group in social/personality psychology. Each year the travel award winners include both international and domestic students. For the 2015 awards cycle SPSP was able to provide travel assistance to 112 students - 54 winners of the Diversity Fund Graduate Travel Award and 58 winners of the Diversity Fund Undergraduate Registration Award. Diversity Fund Graduate winners are listed beginning on page 32, and Undergraduate winners beginning on page 51. Join us to honor the winners at the Diversity and Climate Committee Reception on Friday evening.
RAVIN ALAEI is a PhD student supervised by Professor Nicholas Rule at the University of Toronto. Ravin researches how people form accurate first impressions.

STEPHANIE ANGLIN is a doctoral candidate in social psychology at Rutgers University-New Brunswick. Her research addresses four broad questions: Why are people so motivated to defend their beliefs? How do beliefs bias the way people obtain, interpret, and evaluate information? What are the obstacles to overcoming scientific reasoning biases? And how can this knowledge be applied to develop methods of reducing confirmation bias in science? To address these questions, she is studying basic questions underlying the motivation to defend beliefs, examining how and why people develop and strive to protect strong held beliefs. In a second line of research, she is exploring the psychology of science among laypeople and scientists, investigating when and how beliefs bias laypeople’s evaluation of evidence, when and how motives and values compromise scientists’ work, and methods of enhancing the validity, utility, and impact of science.

ASHWINI ASHOKKUMAR is a graduate student in Psychology at Ashoka University, India. After receiving a B.Tech in Computer Science, she worked with Microsoft as a Software Developer specialising in data processing. Ashwini then got selected for the Young India Fellowship, a post-graduate liberal arts program at Ashoka University. As a part of this, she studied Hindu-Muslim relations in shared religious spaces of three riot-ridden Indian cities, to understand the effect of religious co-existence on inter-religious conflicts. She also conducted experimental research on self-enhancement in collectivistic cultures. As a graduate student, she currently studies amplification effect of emotions experienced in groups. Her research interests broadly include inter-group conflicts, group processes, emotions, violence, morality and identity. She is also an aspiring writer of poetry and fiction.

CHANTELLE BAGULEY was awarded a Bachelor of Science (Psychology) (Hons I) and Bachelor of Laws (Hon IIA) from The University of Queensland, and a Graduate Diploma of Legal Practice from The College of Law. She is currently undertaking a PhD in Psychology at The University of Queensland. Combining her legal and psychology knowledge, Chantelle’s PhD investigates how simplifying jury instructions affects both jurors’ application of those instructions to decide their verdict, and jurors’ approach to deliberations. Specifically, her research investigates whether simplifying jury instructions enhances jurors’ application of the instructions, but inadvertently leads jurors to discuss the evidence in a less extensive and more biased manner.

APRIL BAILEY received her BA from Colgate University in 2014 and is now a second-year doctoral student at Yale University with Dr. Jack Dovidio and Dr. Marianne LaFrance. Broadly, she investigates the cognitive and neurological processes underlying perceivers’ extraction of gender information and its subsequent integration with context and other cues.

ADAM BAIMEJ is a PhD Student at the University of British Columbia in Vancouver, Canada.

JENNIFER BAUMGARTNER is a third year Ph.D. student at Wright State University, working under the supervision of Dr. Tamera Schneider. She earned a Master of Science degree in Human Factors and Industrial Organizational Psychology. Her research interests include examining moderators and mechanisms of stress resilience, with a focus on psychophysiological assessment. She also seeks to understand mechanisms whereby mindfulness-based practices produce beneficial outcomes.

ADAM BEAUPRE is pursuing a Ph.D in Personality and Individual Differences psychology at University of Minnesota. His research focuses on topics relevant to Asian American and transnationally adopted populations, with an emphasis on questions related to intergroup relations, birth family and culture, and the interplay between personality traits and identity.

RYAN BEST is a second year PhD student in Psychology and Cognitive Science at Indiana University. I am interested in cognitive modeling of social perception and categorization, in the relationship between group behavior and individual cognition, and in methodology and statistics. Ryan’s primary advisor is Rob Goldstone.
KAREN BITTNER is a graduate student in the doctoral program in social psychology at Iowa State University. Karen developed a passion for studying issues related to LGBATQ+ populations. LGBATQ+ populations have unique experiences that are not fully understood by the scientific community or the general public. She believes it is especially important to learn more about LGBATQ+ populations given the current sweeping social changes, like recent legislation in favor of LGBATQ+ civil rights and the increased coverage of LGBATQ+ individuals in the media. It’s an exciting time to be a social psychologist!

R. THORA BJORNSDOTTIR is a PhD student at the University of Toronto, working with Prof. Nick Rule. She received her BA in psychology and German from Cornell University and her MA in psychology from the University of Toronto. Her research interests lie within person perception and social cognition, with a focus on how perceivers’ and targets’ group memberships affect first impressions and person memory.

KHANDIS BLAKE combines insights from neuroendocrinology, evolutionary psychology, and feminist theory to psychological research aimed at reducing sexual violence. Her primary research examines how situational cues to a woman’s agency and sexual availability correlate with estradiol and progesterone and affect her likelihood of being targeted for sexual aggression.

ERICA BOOTHBY is a PhD student at Yale University working with John Bargh and Margaret Clark. She is interested in a variety of questions about social life and the social biases to which we are susceptible. Her research especially focuses on how people’s experiences change as a result of being shared with others, as well as a number of self/other biases that occur in everyday social life.

EMILY BOREN received her B.A. in Psychology and Criminal Justice from UNC Wilmington and received her M.A. in General Psychology from UNC Wilmington. Emily is currently a second-year, clinical psychology doctoral student working with Drs. June Tangney and Jeff Stuewig. Broadly, her research interests include the development and evaluation of pre-release interventions with jail inmates, positive psychology biases that occur in everyday social life, and the treatment of psychopathy.

NICOLE BRANDON is a 5th year Experimental Psychology doctoral candidate at the University of Arkansas. Her current research focuses on how people share self-relevant information with others and variables that impact intimacy. These variables include specificity of information, role of computer-mediated communication, and privacy/trust/

control concerns when sharing online.

SKYLAR BRANNON is a graduate student working with Dr. Bertram Gawronski at UT Austin. Her current research interests include cognitive consistency, morality, impression formation, prejudice and stereotyping, and group processes. Her current projects revolve around how people perceive inconsistency and how subjective beliefs are supported and updated.

JESSIE BRIGGS is currently a third-year doctoral student. In Jessie’s research, she investigates temporal asymmetry as it pertains to differences in levels of construal between the past and future. She also has an interest in the extent of unconscious high-order processing, which she tests by examining unconscious arithmetic calculation.

SHANNON CALLAHAN is a doctoral candidate in the social psychology program at the University of California, Davis, where she is part of the attitudes and social cognition research area. She received a MS in experimental psychology from Seton Hall University and a BS in Peace Psychology from Juniata College. Much of her research is on the psychological function of group identity symbols such as monuments, flags, and logos. She is currently completing her dissertation on how symbols can lead groups to seem more cohesive, competent, and “real,” and the implications this can have for intergroup and intragroup behavior.

ELIZABETH CANNING is a 6th year doctoral student in social psychology at the University of Wisconsin-Madison. Her research interests include student motivation, persuasion strategies, and social-psychological interventions in education. Her current research examines the best ways to communicate value for school-related topics in order to promote interest and achievement.

JACK CAO is a third-year graduate student in social psychology at Harvard University where he is advised by Mahzarin Banaji. His research focuses on how people update their beliefs upon learning new information. Before learning anything individualizing about another person, people apply priors, which in the social domain are known as stereotypes. While these priors can and do influence initial beliefs about a person, these priors should give way to recently learned individualizing facts. Jack examines how beliefs -- both explicit and implicit -- are updated in light of individualizing facts. Before starting graduate school, Jack completed his undergraduate degree in psychology at Cornell University and was a high school science teacher with Teach For America in New Orleans, LA.
**BEATRICE CAPESTANY** is a social psychology PhD student at Duke University. She is interested in how people form justice perceptions. Beatrice graduated from Vassar College in 2009.

**KEVIN CARSON** earned a master’s in Psychological Sciences from UT Dallas in 2014. He is currently a second year doctoral student in the psychological sciences program. He is interested in researching how individual differences impact close relationships, including how these differences contribute to the formation and maintenance of romantic relationships.

**STEPHANIE CAZEAU** obtained her Bachelor’s degree in Psychology with a Minor in Biology at St Thomas University in Miami Gardens. Upon graduating, she moved to Jacksonville, Florida to pursue her Master’s degree in Experimental Psychology at the University of North Florida (UNF) where she worked under the supervision of Dr. Ashley Allen. Her current research interests include emotional and physical well-being, self-compassion, self-presentation, coping strategies, effective program development for survivors of sexual violence and sexual assault.

**CHANG CHEN** is currently a doctoral candidate in Clinical Psychology at the University of British Columbia, Vancouver, Canada. She completed her undergraduate degree in psychology and human biology at University of Toronto. Chang’s research interests span across social, personality, clinical, and developmental psychology. Broadly speaking, her interests include the role of personality and self-presentation styles in social relationships, and the influences of family and cultural environment on personality development in children and adolescents, as well as research and clinical treatment of personality disorders. Chang is interested in pursuing a career in academia while continuing with her clinical work and training.

**SO YOUNG CHOE** is a personality developmental psychologist who researches the relationship between parental psychological control and aggression.

**COLTON CHRISTIAN** is a doctoral student at the University of Oregon (Department of Psychology). He is interested in the role of culture and hormones in interpersonal perception and decision-making. Specifically, he is interested in a) how people compare themselves to others, b) how people understand the thoughts and feelings of others, and c) how hormones and culture factor into both of these processes.

**JOHN CONWAY** earned his bachelor’s degree from Loyola University Chicago and is currently a doctoral candidate at the University of Florida. His research focuses on how intersecting a target’s identity characteristics can moderate attitude formation as well as how a person’s gender identity can weigh into perceptions of their behavior. John is also a researcher with the Project Implicit research group (http://implicit.harvard.edu).

**TAMMY CORE** is a PhD student at Texas Tech University. She has a B.A. in Psychology from UNCG and a M.A. in Experimental Psychology from WFU.

**DEV CRASTA** is a fifth year Ph.D. student studying at the University of Rochester. He is an NSF Graduate Research Fellow. His research aims to improve family and relationship health in traditionally underserved populations. At a basic research level, Dev combines research into situational factors (e.g., neighborhood context) that impact relationship processes (e.g., responsiveness) that are stable across contexts. At a more applied level, Dev has worked to develop accessible online tools to improve relationship skills and quality.

**LISA DALATI** is a second year graduate student in the Clinical Psychology Master’s program at California State University, Northridge (CSUN). She is a senior research member of the Adolescent and Adult Adjustment Research Laboratory under the mentorship of Dr. Scott Plunkett. Lisa was recently accepted into the Teacher Intern Program and is currently the instructor for an introductory psychology course at CSUN. Lisa’s research interests focus...
on adolescents’ experiences of ethnic discrimination and aggression. Specifically, her current project is examining whether perceived parental rejection, parental acceptance, and family cohesion serve as moderators between ethnic discrimination and aggression.

**CHRISTILENE DU PLESSIS** is a PhD Candidate in Marketing at the Rotterdam School of Management, Erasmus University. Her broad interests lie in attitudes, social influence, power and persuasion. A first body of work aims to uncover how cognitive processes – attention and inhibition – influence evaluations and behavior. She investigates these processes in the context of multitasking and social media. A second body of work focuses on understanding the influence of power and status on cognition and behavior.

**ELDAR EFTEKHARI** is interested in how mindfulness and self-distancing can affect one’s perception of threat and thereby affect subsequent anxiety and approach motivation. He is also interested in how different understandings of the self, as a psychological and metaphysical entity, can affect one’s perception of threat and any subsequent responses.

**JULIE EYINK** is a PhD student in social psychology at Indiana University. Her research looks at how people deal with threatening information about the self. Specifically, she examines when and why individuals engage in counterproductive defensive processes, such as self-handicapping, and the interpersonal costs of employing such strategies.

**KATHERINE FINNIGAN** is a graduate student at the University of California, Davis. Her research explores the relationship between changes in personality and mood, wellbeing, and life outcomes. Using a multi-method approach, she studies both daily fluctuations and more gradual change in personality, and the extent to which the self is aware of how and when these changes take place.

**ALEXANDRA FLEISCHMANN** received her B.Sc. and M.Sc. in Psychology from Heidelberg University. She is now a first year doctoral student at the Social Cognition Center Cologne, University of Cologne, supervised by Thomas Mussweiler and Joris Lammers. Her research interests include morality and social comparisons, political psychology, and gender.

**JONATHAN GALLEGO** is a third year graduate student at Penn State University. His work focuses on gender issues, specifically those that involve acts of discrimination.

**ANUP GAMPA**’s work centers on political ideology, power, and critical psychology. Social psychology, given its focus on the power of the situation, has the potential to be a helpful tool in understanding and dismantling systematic oppression. Anup’s work explores and applies these potentials through quantitative and qualitative research.

**MATT GOLDBERG** is a third year doctoral student studying defensive biases and close relationships at The Graduate Center, City University of New York. He is currently exploring how relational and epistemic motives bias judgments of scientific, medical, and political information. Most recent findings show that close others with different beliefs increase openness to belief-discrepant information. Upcoming projects will investigate what predicts whether people will share political information with close others, approach or avoid political information, and participate in protest.

**NICHOLAS GREBE** is a PhD student at the University of New Mexico. His main research interest is the evolutionary biology and psychology of human mating.

**JOSHUA GRUBBS** is a doctoral candidate in clinical psychology at Case Western Reserve University. His research focuses on issues of self and identity, with a particular focus on how aspects of self-concept such as narcissism, entitlement, religiously-based identity, and moral judgments impact well-being.

**DARWIN GUEVARA** is a third year social psychology graduate student at the University of Michigan. He currently works with Ethan Kross in the Emotion and Self-Control Laboratory and Shinobu Kitayama in the Culture and Cognition Laboratory. With Ethan Kross, he is examining how placebos can be ethically used in self-control and emotion regulation contexts. A second line of research involves examining the factors that promote and impede the development of habitual regulatory processes. With Shinobu Kitayama, he is examining the reciprocal relationship between personality and health.
**PELIN GUL** is a 2nd year PhD student in Social Psychology at the University of Kent, England. Pelin’s general research interests involve questions related to gender and culture in social psychology. For Pelin’s PhD, she is researching the gendered dimension of culture of honor, specifically how gender-based honor norms manifest in people’s everyday choices, judgments and behaviors, and how concerns with gendered honor are implicated in conformity to gender stereotypes. She conducts cross-cultural studies comparing the Turkish honor culture and British culture (a baseline for comparison). Besides her research, she teaches statistics and methodology courses at the undergraduate level. Prior to her PhD, she obtained a Bachelor’s degrees in Psychology and Computer Science from York University, Canada, and a Master’s degree in Social and Organizational Psychology from Leiden University, the Netherlands.

**CHRISTOPHER HOLDEN** is a doctoral student at Oakland University. His work focuses on the influence of self-esteem and self-esteem contingencies on close relationships.

**REBECCA HOFSTEIN GRADY** is a PhD student at UC Irvine, studying under Peter Ditto and Elizabeth Loftus. She is interested in the ways that bias can affect our reasoning and memory to influence how we make and justify decisions. In particular, she studies how these biases apply to real-world situations, such as political conflicts and legal decision-making.

**PELIN GUL**

**SARAH HUFF** is a PhD candidate in psychology at the University of Michigan. Her research focuses on identity integration, interpersonal conflict and tolerance, and cultural adaptation. She also uses neuroimaging (fMRI) to investigate how culture and genetic variations influence thinking about the self, emotion regulation, and decision making.

**GUY ITZCHAKOV** is a graduate student at the Hebrew University of Jerusalem at the department of Organizational Behavior. Guy’s adviser is Professor Avraham N. Kluger. Guy’s research focus on how listening-for-understanding, which is characterized by empathy, acceptance, and non-judgmental approach, can elicit attitude change within speakers’. Specifically, his research indicates that listening-for-understanding influences speakers’ attitude ambivalence (both objective and subjective), extremity and clarity via a decrease in social anxiety and increase in (reflective) self-awareness. Guy Holds a B.A in Psychology and Economics, and M.A in Public Policy. Both with Magna Cum Laude.

**MATTHEW JORDAN** is a PhD student in the Psychology Department at Yale University. His research is centered around how we form judgment and make decisions. Specifically, he is interested in how basic cognitive processes support and interact with the formation and updating of intuitions, judgments about fairness, and how we decide when to cooperate with and punish others.

**HAESUNG JUNG** is a third year graduate student in social and personality psychology at the University of Texas at Austin. She received her BA and MA in psychology from Yonsei University. Her research focuses on exploring individual and situational factors that lead people to exhibit prosocial behavior. Most currently, she has been investigating the relationship between individual’s sense of power and different contribution styles, and the effect of expectancy violation on...
prosocial modeling.

MATTHEW KAN is currently completing his PhD at Queen’s University. His research interests are within the domain of attitude and persuasion, specifically in attitude structure and the causes and consequences of attitude strength. Outside of research, Matthew enjoys a good game of pick-up basketball.

JURI KATO, a Ph.D. course student of Hitotsubashi University, received a master’s degree in Social Sciences from Hitotsubashi University, Tokyo Japan, in 2011. Juri’s research interest includes being moved (“kandoh”), awe, the function of positive emotion, and the psychological consequences of money.

YUTA KAWAMURA is a second year graduate student at the University of Kyoto. Yuta is interested in altruistic behavior. Specifically, examining how reputational concern affect on altruistic behavior.

JONATHAN KEENEY is a fourth-year PhD student in the department of Organizational Behavior at Kenan-Flagler Business School at the University of North Carolina. His research explores the interplay of moral cognition and real-world decision making in the workplace. The goal of his work is to identify simple interventions to make organizational life more ethical and pleasant, and less dangerous and discriminatory.

KATIE KENNEDY graduated with a B.S. in Psychology from the University of Wisconsin-Madison in 2012. She is currently a 4th-year Developmental Psychology Ph.D. student at the University of California-Davis (Advisor: Dr. Kristin Lagattuta). Her research focus is developmental social cognition; more specifically, theory of mind, social categorization, and decision making.

DASOM KIM is a graduate student at Chungbuk National University, South Korea, working with Dr. Sang Hee Park. Dasom is interested in various social phenomena that happen around us, which is why Dasom is fascinated with social psychology. Dasom’s main area of interests are Psychology of Gender, Political Psychology, Stereotyping and Prejudice, and Person/Group Perception. Dasom’s current research projects focus on the consequences of sexual objectification on moral judgments, and on the role of disgust in reducing prejudice. Dasom would like to find clues to resolving social conflicts and to help develop psychologically informed social policies. Dasom hopes to meet many researchers at SPSP and to exchange exciting ideas!

YEONJEONG KIM is a fourth-year doctoral student in Organizational Behavior Theory at Carnegie Mellon University. Her research investigates how situations and personality interact to shape individuals’ behaviors and their social environments. She also studies conflict and cooperation in teams and groups, as well as moral character and unethical behaviors.

JASMINE KOECH graduated with a BA in Psychology and Latin American Studies from West Virginia University in 2014. Jasmine is currently, a second year graduate student in the College of William and Mary’s psychology master’s program. Her main line of research in Professor Cheryl Dickter’s Social Cognition lab focuses on intergroup contact, factors that contribute to prejudice reduction, and Latino/a identity.

JOANNA KORMAN is a PhD candidate in psychology at Brown University, where she studies social inference and behavior explanation in adults on the autism spectrum and typically developing (TD) adults. She holds an MPhil in History and Philosophy of Science from the University of Cambridge, UK, and a BA in psychology and cognitive science from Williams College. Current projects examine the mechanisms underlying (1) social-cognitive deficits in adults on the autism spectrum, and (2) how TD adults know when they need to infer another person’s mental state.

JAIMIE ARONA KREMS is a graduate student at Arizona State University (with Steven Neuberg and Douglas Kenrick). Her research focuses on female sociality—with particular attention to exploring women’s intrasexual cooperation and competition. She previously worked with Robin Dunbar at Oxford University and Robert Kurzban at The University of Pennsylvania.

KATHRYN KROEPER is a 2nd-year PhD student in Psychology and Latin American Studies from Hitotsubashi University, received a master’s degree in Social Sciences from Hitotsubashi University, Tokyo Japan, in 2011. Juri’s research interest includes being moved (“kandoh”), awe, the function of positive emotion, and the psychological consequences of money.

JABOA LAKE is a second year doctoral student in Applied Social Psychology at Portland State University. Her research interests include intra-minority intergroup relations, phenotypic stereotypicality, race and gender prejudice, and collective action motives and support. She loves reading, being outside, embroidering, and working with social justice community organizations.
PETER LEAVITT is a social psychology PhD student at the University of Arizona. Peter studies how cultural factors like social class impact educational experiences.

JUNG WON LEE is a third-year doctoral student in Organizational Behavior at the University College London, School of Management, working with Dr. Martin Kilduff. Her research broadly focuses on psychological mechanisms account for the formation of social networks and their impact on psychological and behavioral outcomes at both individual- and collective-level. Jung holds a M.A in Cognitive Studies from Columbia University and a B.A in Psychology from University of Wisconsin-Madison.

ANGIE LEROY is a 3rd year doctoral student in the Social Psychology Program at the University of Houston in Houston, TX. Utilizing Social Psychological theory to explain health-related processes and outcomes, Angie’s research investigates health-related factors extending from the cellular level, to individual differences, intergroup dynamics, and environmental impacts.

URI LIFSHIN was born in 1983 in Tel Aviv, Israel. Uri finished his B.A in psychology in 2010 at the Interdisciplinary Center Herzliya, and his M.A in psychology at the University of Arizona. Currently he is a graduate student at the University of Arizona, studying for his Ph.D in social psychology under the guidance of Professor Jeff Greenberg.

ANNETTE MANKUS is a third-year Clinical Science graduate student at Washington University in St. Louis, where she participates in and is funded by the Interface of Psychology, Neuroscience, and Genetics Training program (NIGMS T32GM081739). Her research focuses how individual differences in emotion experience and regulation contribute to resilience and psychopathology.

FRANCESCA MANZI is a fourth year Ph.D. student at New York University. Her main research interests include gender stereotypes and the effects of gender-based expectations on the evaluations of women and men, particularly in the context of gender-incongruent settings.

JULIE MARTIN is a fourth year social psychology student at Duke University. She studies how people respond to social rejection emotionally, cognitively and behaviorally. Using the sorority recruitment process, she examined the long-term impact of meaningful rejection experiences on emotional health, and will be presenting that work at SPSP 2016.

ELENA MARTINESCU is a Ph.D Candidate at University of Groningen, The Netherlands. Her research focuses on investigating how gossip is spread and received in the workplace, and what are its consequences for individuals, groups and the organization.

WILLIAM MCAULIFFE is a second-year Ph.D student studying evolutionary psychology at University of Miami under the supervision of Michael McCullough.

KELLY MCDONALD is a doctoral student in the social psychology program at Wilfrid Laurier University, working under the supervision of Dr. Pamela Sadler. Broadly, her research explores how people’s anxiety levels during interpersonal interactions impacts the extent to which their verbal and nonverbal behaviors become entrained or synchronized with an interaction partner.

STEFANIE MIKETTA is a PhD student at Saarland University, Germany. Her primary research investigates perseverance of negative effects caused by experimental psychological manipulations. Specifically, she examines whether a debriefing procedure after ego threat manipulations is sufficient to reestablish pre-study conditions in participants. Additionally, she conducts research on 1) mental representations of fictional characters and 2) goal activation after ego depletion.

SARAH MOLOUKI is a third year PhD student at the University of Chicago, working with Dan Bartels and Eugene Caruso. Her current research investigates how different temporal perspectives (e.g., thinking about a positive or negative past or future) affect the self-concept and self-relevant behaviors. Prior to coming to Chicago, Sarah earned a BA from Princeton University and an MA from UCLA.
AMANDA MONTOYA is a graduate student at the Ohio State University working with Dr. Andrew Hayes. Her research focuses on statistical methods related to mediation and moderation, with particular focus on bootstrapping methods and repeated measures designs. She aims to write usable tools to make complicated analyses easier for researchers in every area of psychology. Her background is primarily in social psychology, particularly social identity threat, goal congruity theory, and other group related processes. She continues to work on research related to women's underrepresentation in STEM. She received her BS in psychology from the University of Washington, with a minor in mathematics. Her thesis advisors were Drs. Sapna Cheryan and Allison Master. She was previously the lab manager for the Stereotypes, Identity, and Belonging Lab supervised by Dr. Sapna Cheryan.

LILY MORSE is a fifth year doctoral candidate in Organizational Behavior and Theory at Carnegie Mellon University, working with Dr. Taya Cohen. She is interested in studying ethics and interpersonal relations, with a focus on understanding how relationships with other people influence one’s moral decision making and behavior.

JAKE MOSKOWITZ is a second-year graduate student and NSF Graduate Research Fellow working with Paul Piff and Peter Ditto at the University of California, Irvine. His research interests span the areas of prosociality, the psychological effects of economic inequality, and religious psychology. He is currently exploring how liberals' and conservatives’ divergent models of fairness (i.e., egalitarianism vs. meritocracy) may explain their differing views over economic inequality in the United States, and whether these differences can be attenuated in the laboratory.

ARIEL MOSLEY’s research focuses on processes of stereotyping, prejudice, and discrimination as they relate to stigma internalization and threats to existential motivations. Particularly, she is interested in issues of social power, group identity, and psychological consequences of subtle forms of discrimination. Ariel graduated from California State University Sacramento with a BA in Psychology and a minor in Philosophy. She is currently pursuing a Ph.D. in Social Psychology at the University of Kansas under the mentorship of Dr. Mark Landau. Her work in this lab examines why some women internalize and endorse sexist messages and engage in their own groups’ subordination. A second line of her research looks at how motivations for epistemic structure, self-presentation, and self-consistency lead to the dehumanization of out-groups. Ultimately, she hopes to understand how systems of inequality are perceived, reduced, and maintained.

KYLE MOXLEY is a graduate candidate at Wayne State University studying psychometrics with a concentration in social psychology. Kyle’s research interest are mainly in the areas of classical measurement theory, robust, and distribution free statistics. Kyle is also interested in social exclusion and close relationships.

KELLEN MRKVA is a 4th year PhD student in the Social Psychology program at the University of Colorado, working with Leaf Van Boven. Kellen studies judgment and decision making, often focusing on moral decisions and the roles that attention and emotion play during decision making.

HANNAH NAM is a doctoral student in social psychology at NYU. Her work examines the psychological and neurobiological mechanisms of social change.

KATELIN NEUFELD is a second year PhD student studying social psychology at the University of Manitoba. The goal of her research program is to apply social psychology theories to the study of social change. In one line of research, she is working to form evidence-based interventions for social issues and social in/action. Most of this research has been in the context of garnering public support for the addressing the lack of clean running water in Indigenous communities in Canada. Her dissertation aims to measure and imbue political solidarity. Katelin is co-advised by Drs. Katherine Starzyk (University of Manitoba) and Danielle Gaucher (University of Winnipeg).

TERESA P. NGUYEN earned her undergraduate degree in psychology from Stanford University and is currently a third-year PhD student in Clinical Psychology at the University of California, Los Angeles. With support from a National Science Foundation Graduate Research Fellowship, she conducts research on how stress and economic disadvantage influence dyadic processes. Under the mentorship of Drs. Thomas Bradbury and Benjamin Karney, her current research projects employ longitudinal data from low-income and ethnically diverse couples; she is currently examining the role of neighborhood disadvantage on marital outcomes. In addition to her research pursuits, Teresa is a couples’ therapist in training at UCLA.
JONAS NITSCHKE is currently pursuing a PhD in Psychology at McGill University. His research focuses on understanding how stress differentially impacts social functioning such as empathic abilities and interpersonal behaviours in men and women.

NOÉMIE NOCITI Dubois is a PhD student at UQAM. Noémie did her B.Sc. psychology degree at Université de Montréal. She’s currently working as a freelancer for CBC/Radio-Canada.

HANNAH NOHLEN is a doctoral candidate at the University of Amsterdam, the Netherlands. She uses a multi-method approach (including self-report, behavioral measures, facial EMG, and fMRI) to study how people integrate and respond to conflicting, positive and negative information (ambivalence) in choice situations. In recent projects she investigates the influence of contextual information on decision-making processes, especially how context biases ambivalent evaluations toward one choice option over the other.

NICK O’DELL is currently, a third year in the Decision Psychology program at The Ohio State University studying decision-making ability beliefs.

BRIAN O’SHEA is a PhD student at the University of Warwick (UK). He has an International Psychology degree from the National University of Ireland, Galway and an MSc in Social and Cultural Psychology from the London School of Economics. His research focuses on implicit measures, physiological measurement and parasite stress.

KULANI PANAPITIYA DIAS is interested in the formation of collective memories and interventions that combat prejudiced, motivated retrieval of information against outgroups.

STEPHANIE PEAK has researched social psychological phenomena in many different capacities over the past 10 years. During her undergraduate training at the University of Missouri, she gained valuable research experience by working in multiple labs. After graduation, worked as a research project manager at the University of Chicago. Currently, she is a fifth year graduate student at Washington University in Saint Louis where she conducts research in the Attitude and Decision Making Lab. Her work generally focuses on topics related to threat, mood, religion, and political ideology.

DESIREE PHUA joined the Singapore Institute for Clinical Sciences (A*STAR) as a research coordinate upon graduation with a Bachelor of Arts in Psychology in 2009. This was where Desiree had exposure to the multidisciplinary work of cognitive psychology, genetics and neuroscience. In 2011, Desiree started my PhD training in NTU under Ying-yi Hong and Michael Meaney from McGill University. Broadly, Desiree is interested in how the individual differences in how one is affected by the social environment. Desiree approaches her highly integrative research with experimental social psychology and molecular biology methods. Using the classic experimental social psychology methods, she looks at how individuals adapt to changes in their social environment. In the wet lab, she seek to better understand the gene-environment interactions by looking at the molecular genetic as well as the epigenetic mechanisms that regulate gene expression and how these affect one’s reactivity and response to the socio-cultural ecology.

RIMA-MARIA RAHAL is a Research Fellow at the Max Planck Institute for Research on Collective Goods in Bonn, Germany, and PhD candidate in psychology at the University of Amsterdam, the Netherlands. She studied in Heidelberg, Frankfurt, Amsterdam, and interned in Melbourne. Her research focuses on the underlying mechanisms of social decision making. Aiming to track such processes through physiological measurements, she works on uncovering information search patterns in intergroup social dilemmas depending on interindividual differences and situational influences.

TANIA REYNOLDS studies social psychology at Florida State University under Roy Baumeister. She is interested in women’s social relationships and their psychological and biological correlates. She studies how the degree of mating competition in women’s environments affects their desires for thinness and how women’s progesterone levels affect their romantic relationships.

MATTHEW RICCIO received his BA in Psychology from NYU in 2012. He then worked for three years as a Lab Manager and Research Coordinator at Professor Niall Bolger’s research lab at Columbia University, before joining NYU’s Social Psychology program in the Fall of 2015. Matt is primarily interested in the social cognitive and perceptual processes that predict and promote effective health relevant self-regulation and goal pursuit. He is also interested in the ways that motivational states and social support processes can encourage individuals to act despite
challenges to self-regulatory success. At NYU, Matt works primarily with Professors Emily Balcetis and Pat Shrut. His research has been published in Motivation and Emotion as well as Social and Personality Psychology Compass, among others, and has received representative media coverage in Yahoo! Health, Cosmopolitan, Huffington Post, Daily Mail, and a TEDxNew York talk.

**MICHAEL RIZZO** is a doctoral candidate working with Dr. Melanie Killen at the University of Maryland. Michael's research focuses on children's social and moral development, particularly on how conceptions of fairness develop. He investigates how social factors (intergroup contact, relationships, stereotypes) and social-cognitive factors (Theory-of-Mind) influence conceptions of fairness throughout development.

**SARA SAGUI** is a third-year Ph.D. student studying Health Psychology at the University of North Carolina at Charlotte. She is broadly interested in the ways individuals manage and alter their emotions to cope with stressful situations. Employing diverse methodology, Sara’s research seeks to understand the contextual nature of emotion regulation and the ways in which positive emotional coping processes can promote better physiological and behavioral health outcomes.

**JOHN SCIARAPPO** graduated from Queens College, CUNY with a BA in Psychology and went on to complete his MA in General Psychology at NYU working with Heather Barry Kappes and Gabriele Oettingen. In 2013, he began his PhD in Social Psychology at NYU working with Gabriele Oettingen and Peter Gollwitzer investigating mental attainment, the idea that imagining the pursuit and attainment of goals could have effects on affect, cognition, and motivation similar to actual goal-attainment. Alongside this line of research, he works with Tessa West and Jim Uleman investigating the effects of power and hierarchy on motivation, person perception, and pro-social behavior.

**DAVID SERFASS** is a PhD Candidate at Florida Atlantic University. He studies under the joint mentorship of Ryne A. Sherman and Andrzej Nowak. Published work examines situation perception, multivariate analysis, and simulations of social processes. His dissertation research examines the psychological experiences shared on Social Media using automated text analysis.

**OVUL SEZER** is a doctoral student in Organizational Behavior at Harvard Business School. In her main stream of research, she focuses on how the ways that people present themselves influence interpersonal interactions and behavioral outcomes. She studies how people manage their impressions and reputations, and how sincerity and authenticity affect social perception. Ovul graduated cum laude from Harvard University with a Bachelor of Arts in Applied Mathematics and a minor in Mind, Brain & Behavior.

**JACQUELYN SHADER** is a first year graduate student in the Clinical Psychology doctoral program at the Biola University. She received her B.A. in Psychology and Social Behavior from the University of California, Irvine. While at UCI, she was the lab manager for Dr. Pressman’s STEP Lab, where she continues to conduct research on positive emotion, facial expressions, and health. She is currently exploring the influence of facial expressions on religious/spiritual struggle, coping and humility during a painful experience.

**OLIVER SNG** is currently a doctoral student in social psychology at Arizona State University, working with Dr. Steven Neuberg. Oliver draws upon a range of theoretical frameworks, including affordance management, life history theory, and behavioral ecology, in pursuing fundamental questions in the areas of social perception and cultural psychological variation. Why do we hold the social stereotypes that we do? Why are societies so psychologically different from one another? These are questions that lie at the heart of huge bodies of literature. Through integrating the various perspectives he uses, he hopes to propose novel insights to old questions. In his current work, he focuses on the intersection between understanding how ecological factors (e.g., population density) actually influence behavior, and how people think ecologies influence the behavior of others (e.g., race stereotypes).

**ROSEANNA SOMMERS** is pursuing a joint degree (JD/PhD) in law and psychology at Yale University. Her research uses insights from psychology to critique theories of human cognition and behavior embedded in legal doctrines. Roseanna previously served as a research fellow in the Department of Bioethics at the National Institutes of Health.

**JENNIFER SOUTH PALOMARES** is a PhD student at the University of York. She completed her BSc and MSc in Psychology at the University of Southampton and her Masters in Clinical and Health Psychology at the Complutense University of Madrid, Spain. Her research examines romantic partner preferences using highly variable face stimuli.

**DAVID SPARKMAN** is a third-year graduate student working with Dr. Scott Eidelman at the University of Arkansas. David is particularly interested in ways to mitigate intergroup bias and capitalize on the benefits of racial, ethnic, and cultural diversity. In his research, David examines several psychological consequences of intergroup contact and diversity experiences, including cognitive, motivational, and ideological outcomes.
KATRINA SPEED is a graduate student at Mississippi State University and is interested in how military mental health attitudes influence treatment seeking.

ALLISON SWEENEY is a PhD candidate at Stony Brook University, working with Dr. Antonio Freitas. Broadly speaking, I am interested in understanding when and why people succeed in adopting healthier behaviors, such as engaging in regular exercise. In some of my work, I have examined the effectiveness of specific strategies for improving health-related decision-making, such as changes in mental construal and self-affirmation. In my dissertation work, through a combination of lab and diary studies, I am investigating whether: 1) people are more likely to follow through on decisions to exercise if they think about their health in a more concrete than abstract manner, and 2) whether concrete vs. abstract thinking impacts how quickly deliberative decisions can become automatized choices and judgments. This line of work is representative of my passion for research that examines behavior change and motivation through the lens of process-based explanations.

WOJCIECH SWIATKOWSKI is a PhD candidate in Social Psychology Department at the University of Lausanne in Switzerland. He studied psychology at the University of Strasbourg and graduated from Grenoble-Alpes University in France. His main research interest aims at understanding the impact of societal and cultural influences on motivational processes and their effects on behavioral outcome. He collaborates on projects related with social perception, including perception of elderly people and scholastic judgments. He is also highly interested in epistemology of science, quantitative research methods and statistical inference.

CHUN TAO is a second-year doctoral student in Counseling Psychology at Arizona State University. Chun completed her bachelor’s degree in psychology at Fudan university, Shanghai, China and her master’s degree in psychology at Arizona State university. Chun’s research interests broadly lie in understanding how individuals’ coping and emotion regulation strategies are associated with their well-being across the life-span. Her current work examines the moderational effects of dyadic coping on the relations between stress and emotion-related outcomes among same-sex couples on a daily basis. Chun is interested in expanding upon this work to specifically examine how interracial or inter-cultural couples cope with internal (e.g., conflict due to value differences) and external stress and their emotional and relationship outcomes.

YUTO TERASHIMA is a graduate student at Nagoya University. He received his Master’s degree in psychology from Nagoya University in 2015. His research is focused on the effects of cultural orientation on psychological threat and compensation. Currently, he is especially interested in uncertainty threat.

KELSEY THEM is a 5th year graduate student in the Social Psychology program at the University of Iowa. She received her B.A. in Psychology from Creighton University in 2011. Her research examines the influence that stereotypes have on how people perceive themselves and others. She is especially interested in how stereotypes about multiple groups that a person belongs to can combine and interact.

STEFANIE TIGNOR is a fifth year PhD student studying personality psychology at Northeastern University in Boston. Broadly, Stefanie’s research centers around the intersection of personality and emotional experience. Most recently, she has become particularly interested in methodological issues associated with the assessment of guilt- and shame-proneness, as well as how each of these traits promotes (or hinders) prosocial behavior. Stefanie enjoys employing diverse assessment techniques in her research, from experience sampling to smartphone-tracked location to video game behavior. She also spent her last summer conducting personality research at Google headquarters in Mountain View California. Stefanie can be reached at: tignor.s@husky.neu.edu.

ALEXANDER TRAN is a third-year PhD student at the University of Waterloo in Ontario, Canada. He is working under Dr. Ian McGregor, investigating the neural bases of approach and avoidance motivation. In particular, his research interests are in the construal level theory and how abstract or concrete mindsets influence motivation for self-control and performance.

KATE TURETSKY is a PhD student at Columbia University. She studies social inequality and threat using theory-driven interventions and social network analysis.

NICK UNGSON is a graduate student at Lehigh University. Broadly, his interests include group processes, moral psychology, and stuffed crust pizza.
JENNIFER VALENTI is a Ph.D. student in the social psychology program at the University at Buffalo, the State University of New York. Her research interests focus on social connection and fulfillment of belongingness needs. Specifically, her work focuses on the consequences of symbolic social connections, examines new symbolic social bonds that facilitate social connection, and explores mechanisms behind connection through symbolic bonds. Additionally, she is interested in the broader theory of the need to belong and the satiation of this need.

JOLIEN VAN BREEN is PhD candidate at the University of Groningen, in the Netherlands. Together with prof. Russell Spears and dr. Toon Kuppens, she studies victims’ responses to implicit stereotyping and discrimination. She will present a poster illustrating how exposure to implicit (counter)stereotypes may elicit negative behaviour towards the out-group.

CURT VON GUNTEN spent several years studying Philosophy of Mind (B.A. University of Akron, M.A. University of Connecticut) and teaching Philosophy (University of Akron) before pursuing a Ph.D. in Social Psychology at the University of Missouri under the mentorship of Dr. Bruce Bartholow. His current research interests include self-control, mental fatigue, motivation, and analytic thinking style. He is currently employing ERP methods to examine the intrinsic costs associated with cognitive control and whether these costs are modulated by intrinsic motivation.

ECHO XUE WANG is a Ph.D student from the Department of Psychology, The University of Hong Kong. Her research interests cover factors regarding to social hierarchy, such as social class, power, social equality and social mobility. Recently, she mainly focuses on how the belief of social mobility will moderate the effects of social class, and what is the relationship between social equality and sexual objectification. Her ultimate goal is to let people know how they are and will be influenced by social hierarchy, and how to avoid its negative impacts. She hopes her efforts can make my country and the world a little bit more just.

ANTHONY WASHBURN is a social psychology doctoral student at the University of Illinois at Chicago, working with Dr. Linda Skitka. His research examines the psychological and moral underpinnings of the liberal-conservative divide in American politics. He is particularly interested in understanding how ideologically motivated reasoning influences people’s judgments and decisions.

AARON WEIDMAN is a PhD student at the University of British Columbia. His work focuses largely on the function and measurement of emotions; for example, in one set of studies he used a longitudinal approach to examine how authentic pride functions to promote achievement, across both academic and athletic contexts. In a separate line of work, Aaron has identified several problematic trends in the way in which social-personality psychologists measure distinct emotions, and is constructing scales to assess a wide range of distinct emotions that are frequently studied in the literature (e.g., amusement, gratitude, humility, tenderness). Aaron’s work has been published in leading social-personality outlets, such as Journal of Personality, Journal of Research in Personality, and Personal Relationships, and he is supported by a Killam Doctoral Scholarship from UBC. Aaron holds a BA in psychology from Washington University in St. Louis.

ASHA WEISMAN is a third-year graduate student at UC Santa Barbara. Her research interests include ingroup and outgroup directed emotions and behavior.

JULIAN WILLS combines neuroimaging and “big data” methods to investigate prosocial behavior, moral cognition, and political ideology. His primary research seeks to identify neural systems that guide cooperation. Julian holds a BA in Psychology from University of Virginia. He is currently a 3rd year graduate student at New York University.

ROBERT WILSON examines how our personalities vary across social roles and situations using a multi-method approach (self & informant reports, ESM, EAR, Facebook).

KAIDI WU is a doctoral student in social psychology at the University of Michigan, where she received her B.A. in psychology and B.Mus.A. in piano performance. She works with Shinobu Kitayama, Edward Chang, and David Dunning. Her research focuses on cultural shaping of the self and intercultural perceptions. From a globalized point of view, she explores people’s relative perception of normative differences among cultures, the beliefs that “West is the Best” and, alternatively, “East is the Best”. Instead of conceptualizing each culture as subscribing to a reductionist “either/or” self-concept (e.g., Westerners are individualistic, Easterners are collectivistic), she wishes to tap into content domains that are commonly appreciated amongst cultures, yet may, at the same time, vary in its instantiation within each culture.
QI XU is a second-year doctoral student in New York University’s Social Psychology Program where she works primarily with Patrick Shout. Her research focuses on exploring how people mentally represent their intimate relationships and how this affects perception, thoughts, behavior and other consequential outcomes.

DANIEL YUDKIN is a fifth year doctoral candidate in social psychology at NYU. He graduated from Williams College and was a Fellow at Harvard University. His research focuses on moral judgment and decision-making, social comparison, and group behavior. He is a frequent contributor to Scientific American and a jazz pianist.

KATHERINE ZEE is a second year graduate student at Columbia University. Her research generally explores the intersection of social support and motivation. Current projects include studying motivational moderators of the social support process and examining the physiological consequences of receiving support.

NOAM ZERUBAVEL is currently pursuing his PhD in Psychology at Columbia University. Working with his primary advisor, Dr. Kevin Ochsner, Noam’s research investigates how our social behavior and self-perceptions are shaped by psychological processes (e.g., egocentric biases), neural mechanisms (e.g., reward system sensitivity to self-relevant information), and social-structural factors (e.g., popularity within real-world social networks). His interdisciplinary approach combines a variety of methods—including round-robin experimental designs, neuroimaging techniques, and social network analysis—to pursue questions such as how our brains track group members’ status, why certain members of face-to-face social networks are more accurate (or systematically biased) in predicting how they are perceived by others, and how narcissists’ neural reward systems might intrinsically reinforce their self-focused thoughts and behavior (in particular, looking at pictures of themselves).

YUXI ZHU is a PhD student since 2013 at Social Psychology Department, Radboud University, The Netherlands. He graduated as a Bachelor in Oceanography in 2010 at Ocean University of China. Then he decided to pursue his interest to be a psychologist. He obtained his Master degree in Cognitive Psychology in 2013 at Southwest University of China. Since 2010, Yuxi Zhu has started to work on creativity. His master thesis is about the influence of creativity. Since 2013, working with Simone Ritter and Ap Dijksterhuis, his PhD project is focusing on understanding and enhancing creative idea selection, given that people desire creativity but ironically they are bad at selecting creative ideas.

LINDA ZOU is a third-year PhD student at the University of Washington, working with Dr. Sapna Cheryan in her Stereotypes, Identity, and Belonging Lab. She completed her BA in Psychology from the College of William & Mary in 2012. Her research currently focuses on how race relations in the United States are shaped by the positional arrangements between racial groups.

PETER ZUNICK is a PhD candidate in social psychology at The Ohio State University working primarily with Russ Fazio. His research examines how people’s beliefs about themselves can interfere with their goals, and how simple writing interventions can alter these maladaptive trajectories. Specifically, he looks at how abstractly framing a past success can help people with negative self-views draw positive conclusions about their abilities. In other lines of work, he examines what factors bias people’s mental representations of their own faces, how certain attitudes or preferences help people define who they are, and how fundamental valence weighting processes in attitude formation and generalization relate to self-control.

XIAN ZHAO is a third year social psychology Ph.D. student at the University of Kansas. Xian primarily works with Monica Biernat. Xian’s recent research interests cluster around intergroup relations and acculturations. Specifically, drawing on the self-categorization theory and invisibility literature, Xian has explored how the use of Anglo names among members of ethnic minorities affects discrimination, cognitive processing, well-being, and marketing. Xian’s other research includes understanding how positive stereotypes can automatically trigger negative stereotypes; how relational mobility or culture in general influences interpersonal relationships; stereotype threat effect and math anxiety.
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<td>Sharmin Alam</td>
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<td>Yuan Zhou</td>
<td>University of British Columbia</td>
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LINDSEY BECK studies how people initiate, develop, and maintain close relationships. For example, she examines why some people—but not others—choose to avoid situations that would help them form relationships, how partners ask for and offer support as they develop relationships, and how couples respond to stressful situations in newly-formed relationships.

APRIL BUCK is a first year Assistant Professor of Human Development at Eckerd College. Her research focuses on the development and maintenance of romantic relationships over time, including the effects of stress spillover on relationship functioning, individual and dyadic stress resilience, and the role of leisure time for relationship maintenance.

BRITTANY CHRISTIAN is a first year professor at Concordia University Chicago. Brittany received her PhD from the University of Aberdeen before working as a post-doctoral researcher at University of Chicago Booth School of Business. Among many research interests, Brittany studies social cognition and space-time mapping.

COREY COOK teaches at University of Washington Tacoma. He received his Ph.D. from University of Florida and his BS from Arizona State University. His research focuses largely on the effects of threat perception on social cognition and behavior, especially as they relate to the processes of stereotyping and prejudice.

ERIN COOLEY is a first year Assistant Professor of Psychology at Colgate University. Her research examines the cognitive, affective, and physiological mechanisms behind intergroup conflict and discrimination.

KATHERINE CORKER is an assistant professor at Kenyon College. Her research focuses on motivational differences between individuals, as well as processes that explain how motivational variables are associated with consequential life outcomes. She teaches lots of research methods and is presenting at the convention about everyday open science practices.

JARRET CRAWFORD is an Associate Professor of Psychology at The College of New Jersey. He received his PhD in Social Psychology in 2008 from Rutgers University. His research interests include political and moral beliefs, intergroup attitudes, biases in sociopolitical judgments, and best scientific practices in social psychology.

GILI FREEDMAN is a visiting assistant professor at Roanoke College. Her research focuses on interpersonal processes with a special focus on the dyadic nature of social rejection. She currently teaches social psychology, personality psychology, and psychology in the media.

JESSICA GOOD is the L. Richardson King Assistant Professor of Psychology and Core Faculty in Gender and Sexuality Studies at Davidson College, in Davidson, NC. Her research interests include perceptions of women subjected to benevolent sexism, motivation to confront discrimination, and the impact of multicultural and colorblind diversity philosophies.

INDIA JOHNSON is an assistant professor at Elon University, whose research interests lies at the intersection of stereotyping, prejudice and attitude change. Her recent work examines evaluative discrepancies in depression attitudes and how such discrepancies motivate discrepancy-relevant information seeking and information processing.

PETER JONASON is a Senior Lecturer at Western Sydney University. He regularly teaches undergraduate research methods and statistics along with mentoring various undergraduate research and honors students. In order to bring knowledge to life, he integrates pop-culture and humor into his lectures and often gets some of his undergraduates published.

YOUNG-MI KWON is an instructor at Sungkyunkwan University in South Korea. She received her Ph.D at Washington State University in 2015 after her five-year stay in the States. Now she is teaching students at her old school and trying to inspire them. She recently got married.

GARY LEWANDOWSKI Jr. is Chair/Professor at Monmouth University, Director of the Relationship Science Lab, co-creator of www.ScienceOfRelationships.com, and co-author of the new textbook Discovering the Scientist Within: Research Methods in Psychology. His research on romantic relationships, including a TEDx talk, has been featured in numerous media outlets.

CHRISTINE MA-KELLAMS is a 2nd year professor at the University of La Verne. She completed her Ph.D in Social Psychology from UC Santa Barbara in 2011 and her postdoctoral fellowship at Harvard University. Her research interests center on cross-cultural differences, emotion, and decision-making.
**TEACHER SCHOLAR AWARDS**

**XINHUA MAO** is an assistant professor of social psychology at Kobe Gakuin University in Japan. He received his PhD from Osaka University in 2008. His research focuses on the cultural social skills. This award is based on a joint research with Dr. Masanori Kimura, an assistant professor of Kobe College.

**CATHERINE NORRIS** is an assistant professor at Swarthmore College, located just outside of Philadelphia PA. Her research area is social neuroscience, and she uses neural, psychophysiological, and behavioral measures to study processes involved in emotion, meditation and attention, and social imitation.

**YUJI OGIHARA** received his PhD from Kyoto University in 2015, and he teaches cultural psychology at Kyoto Seika University now. He is interested in how cultural changes affect human psychology and behavior. Specifically, he is examining how cultural changes toward greater individualism in Japan influence interpersonal relationships and subjective well-being.

**RYAN O’LOUGHLIN** is a fourth-year professor at Nazareth College in Rochester, NY. His research focuses on personality and health. With collaborator James Fryer, Ryan investigates the role of mindfulness in health and is developing a measure of health goals. He teaches Personality, Health Psychology, Abnormal Psychology, and Statistics and Methods.

**PETRA PELLETIER** is a Ph.D. Candidate in Social Psychology at the Paris Descartes University, Sorbonne Paris Cité in France. Her research interests include investigating the impact of large-scale societal threats, the terrorism specifically, on socio-emotional processes. She is currently a Teaching Assistant in Social Psychology and Methodology courses.

**ZACH ROTHSCILD** is a second year assistant professor of psychology at Bowdoin College. He received his Ph.D. in social psychology from the University of Kansas. His research focuses on understanding how psychological defenses employed to maintain a moral identity and meaningful worldview can fuel interpersonal and intergroup conflict.

**JOSHUA ROTTMAN** is an Assistant Professor of Psychology at Franklin & Marshall College. His research combines developmental, social, and cognitive psychology to investigate processes of moralization in childhood, the role of disgust in moral judgment, and the factors that lead entities and objects to be deemed worthy of moral concern.

**CATHERINE SANDERSON** is the Manwell Family Professor of Life Sciences (Psychology) at Amherst College. Her research examines how personality and social variables influence health-related behaviors such as safer sex and disordered eating, the development of persuasive messages and interventions to prevent unhealthy behavior, and the predictors of relationship satisfaction.

**GABRIELLE SMITH** is a first year assistant professor at Tougaloo College. A Texas native, Smith is a graduate of Spelman College (B.A.) and the University of Alabama (PhD). Her research is primarily centered social identities for marginalized identities, particularly as it relates to gender and race.

**CHRISTOPHER SOTO** is an associate professor of psychology at Colby College. His research examines how personality traits are structured, how and why personality changes across the life span, and how personality relates with subjective well-being, political attitudes, and other life outcomes.

**JOHN TAWA** is a 3rd year faculty member in the psychology department at Salve Regina University. His research focuses on inter-minority relations, specifically relations between Blacks and Asians. John uses the virtual world, Second Life, to examine factors predicting patterns of movement between minority group members as they interact.

**QUIN YOW** is an Assistant Professor at the Singapore University of Technology and Design. She graduated with a Ph.D in Developmental Psychology from Stanford University. She is interested in how factors surrounding the use of two languages affect motivation, cognitive functioning and understanding of the social world across the lifespan.
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<td>THE EFFECT OF PLAYING A MATURE-RATED VIDEO GAME ON ATTITUDES TOWARD DEVIANT BEHAVIOR IS MODERATED BY SELF-ININVOLVEMENT</td>
<td>Anna Prescott¹, Jay Hull¹</td>
<td>Dartmouth College</td>
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<td>THE DIFFERENTIAL IMPACT OF ANGRY RUMINATION AND SCHIZOTYPAL PERSONALITY DISORDER ON VIOLENT AND NON-VIOLENT CRIME</td>
<td>Heather McLennon¹, William Pedersen¹, Robert Schug¹</td>
<td>California State Univ., Long Beach</td>
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<td>THE IMPACT OF DIFFERENTIATION OF SELF AND Trait DISPLACED AGGRESSION ON AGGRESSIVE BEHAVIOR</td>
<td>Hector Aguilar¹, William Pedersen¹</td>
<td>California State Univ., Long Beach</td>
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<td>PREDICTING INTIMATE PARTNER VIOLENCE VS. DISPLACED AGGRESSION IN ROMANTIC RELATIONSHIPS: THE ROLE OF ATTACHMENT ANXIETY AND SELF-CONTROL</td>
<td>Jessica Grom¹, Brenden Tervo-Clemmens², Erica Slotter¹</td>
<td>Villanova Univ., Univ. of Pittsburgh</td>
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<td>THE IMPACT OF COLLECTIVE RUMINATION ON AGGRESSION</td>
<td>Jennifer Ellison¹</td>
<td>California State Univ., Long Beach</td>
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<td>BULLYING ON THE SCHOOL BUS: DELETERIOUS EFFECTS ON PUBLIC SCHOOL BUS DRIVERS</td>
<td>Alan Goodboy¹, Matthew Martin¹, Elizabeth Brown¹</td>
<td>West Virginia Univ.</td>
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<td>CAN’T YOU TAKE A JOKE?: TOWARD A SOCIAL PSYCHOLOGY OF PRANKING</td>
<td>Rebecca Leitch¹, Christopher Burris¹</td>
<td>St. Jerome’s Univ.</td>
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<td>COMBATING THE STING OF EXCLUSION WITH THE PLEASURE OF REVENGE: A NEW LOOK AT HOW EMOTION SHAPES AGGRESSIVE RESPONSES TO REJECTION</td>
<td>David Chester¹, C. Nathan DeWall¹</td>
<td>Univ. of Kentucky</td>
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<td>LEFT OUT VERSUS ATTACKED: PERCEPTUAL AND AFFECTIVE DIFFERENCES BETWEEN EXCLUSION AND AGGRESSION</td>
<td>Frederico De Paoli¹, Gayathri Pandey¹, Vivian Zayas¹</td>
<td>Cornell Univ.</td>
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<td>GOSSIP IS THE WEAPON OF THE WEAK</td>
<td>Elena Martinescu¹, Onne Janssen¹, Bernard Nijstad¹</td>
<td>Univ. of Groningen</td>
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<tr>
<td>EVERYDAY SADISM PREDICTS VIOLENT VIDEO GAME PREFERENCES</td>
<td>Tobias Greitemeyer¹</td>
<td>Univ. of Innsbruck</td>
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<td>“EYE FOR AN EYE” : BELIEFS IN PURE GOOD AND PURE EVIL AS PREDICTORS OF MERCY, VENGEANCE AND RECOMMENDATIONS FOR PUNISHMENT</td>
<td>Colleen Geller¹, Madelyn Ray¹, Amanda Martens¹, Russell Webster¹, Donald Saucier¹</td>
<td>Kansas State Univ.</td>
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<td>GUNS PROHIBITED IMAGES PRIME AGGRESSIVE COGNITIONS</td>
<td>Arlin Benjamin Jr.¹, Meagan Crosby¹, Brad Bushman²</td>
<td>Univ. of Arkansas-Fort Smith, Ohio State Univ.</td>
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<td>WHEN JAIL INMATES ARE MINDFUL: IMPLICATIONS FOR CRIMINAL THINKING AND RECIDIVISM</td>
<td>Ashley Dobbins¹, June Tangney¹, Jeffrey Stuewig¹</td>
<td>George Mason Univ.</td>
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<td>A DOUBLE EDGED COGNITIVE SWORD: THE EFFECT OF SOCIAL STATUS ON PROCESSING BOTH HOSTILE AND BENIGN SOCIAL CUES</td>
<td>Sierra Farley¹, Carnetta Green², Chioma Uduko², James Davis²</td>
<td>DePaul Univ., Chicago State Univ.</td>
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AGGRESSION/ANTI-SOCIAL BEHAVIOR

VALIDATING THE HOT SAUCE PARADIGM AS AN AGGRESSION MEASURE
Dorothee Dietrich1
1Hamline Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

IT TOOK TWO MOVIES TO KILL BILL: REVENGE BEHAVIOR ACROSS MULTIPLE OPPORTUNITIES
Kristen Hull1, Curtis Phillips1
1Univ. of North Florida

AGGRESSION/ANTI-SOCIAL BEHAVIOR

EMPATHIC CONCERN MODERATES THE ASSOCIATION BETWEEN NEUROTICISM AND ALCOHOL-RELATED AGGRESSION
Olivia Subramani1, Ruschelle Leone1, Dominic Parrott Ph.D.1
1Georgia State Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

IMPULSIVITY AND AGGRESSION
Jordan Tharp1, Sheri Johnson1
1Univ. of California, Berkeley

AGGRESSION/ANTI-SOCIAL BEHAVIOR

“I HATE THIS HEAT”: A TEST OF THE HEAT-AGGRESSION HYPOTHESIS USING 10 MILLION FACEBOOK STATUS UPDATES
Sean Rife1, David Stillwell2, Michal Kosinski3
1Murray State Univ., 2The Psychometrics Centre, Univ. of Cambridge, 3Stanford Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

THE EFFECTS OF CHARACTERISTIC OF AUTISM SPECTRUM, AGGRESSIVENESS AND ALEXITHYMIA ON AGGRESSIVE BEHAVIOR
Nozomi Yamawaki1, Shoko Kono1
1Nagoya Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

PSYCHOPATHS TELL THE TRUTH?: EXAMINING PREDICTORS OF AGREEMENT BETWEEN OFFICIAL RECORDS AND SELF-REPORTED ARRESTS OF FORMER JAIL INMATES
Jordan Daylor1, Dan Blalock1, Tess Davis2, William Klauber1, Emily Boren1, Jeff Stuewig1, June Tangney1
1George Mason Univ., 2Virginia Commonwealth Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

CAN FAMILY VARIABLES MODERATE THE RELATIONSHIP BETWEEN ETHNIC DISCRIMINATION AND AGGRESSION OF LATINO EMERGING ADULTS?
Lisa Dalati1, Jose Estrada1, Scott Plunkett1
1California State Univ., Northridge

AGGRESSION/ANTI-SOCIAL BEHAVIOR

PROTECTIVE FACTORS RELATED TO CHILDREN’S EARLY EXPERIENCES WITH CYBER, RELATIONAL AND PHYSICAL VICTIMIZATION
Brett Holfeld1, Bonnie Leadbeater1
1Univ. of Victoria

AGGRESSION/ANTI-SOCIAL BEHAVIOR

DON’T LET IT BUG YOU: EXAMINING THE ROLE OF SELF-AFFIRMATION IN THE DISTRESS CAUSED BY KILLING
Jamin Blatter1, Jeff Schimel1, Kerry Howell1, Michael Sharp1
1Univ. of Alberta

AGGRESSION/ANTI-SOCIAL BEHAVIOR

FROM REJECTION TO AGGRESSION: SOCIAL STIGMA PREDICTS AGGRESSION FOLLOWING SOCIAL REJECTION
Geoffrey Wetherell1, PJ Henry2
1DePaul Univ., 2New York Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

THE ROLE OF MENTALIZATION IN THE RELATION BETWEEN BORDERLINE PERSONALITY DISORDER AND TEEN DATING VIOLENCE
Jessica Davis1
1Univ. of Houston

AGGRESSION/ANTI-SOCIAL BEHAVIOR

WHAT WOULD OFFENDERS REQUIRE IN ORDER TO RESOLVE THEIR NEGATIVE EMOTIONS?
Shoko KONO1
1Nagoya Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

DOES PUNITIVENESS OR CONCERN FOR TRUTH MORE STRONGLY MOTIVATE TORTURE?
Denae Stallings1, Ian Hansen1, Bennett Callaghan2
1York College, 2Yale Univ.

AGGRESSION/ANTI-SOCIAL BEHAVIOR

HOW LIBERAL VS. CONSERVATIVE FRAMING AFFECTS IDEOLOGICAL PREDICTION OF TORTURE ATTITUDES
Mariame Soukoule1, Ian Hansen1, Savbtrie Budhu2
1York College, 2Manhattan College

AGGRESSION/ANTI-SOCIAL BEHAVIOR

TWO ORTHOGONAL PREDICTORS OF SUPPORT FOR TORTURE
Abraham Dickey III1, Ian Hansen1, Gabriela Cedillo2
1York College, 2Icahn School of Medicine at Mount Sinai
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<td>Priming Moral Transcendence Attenuates Support for Torture Independent of Ideology</td>
<td>Bennett Callaghan¹, Ian Hansen² ¹Yale Univ., ²York College</td>
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<td>A</td>
<td>Do Parenting Behaviors Predict Adolescents' Aggression?</td>
<td>Charlotte Moser¹, Russell Jackson², Zhihan Su¹ ¹Iowa State Univ., ²Brigham Young Univ.</td>
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<td>A</td>
<td>How Do Students Respond When Their Expectation Are Manipulated?</td>
<td>Rebecca Carter¹, Kayla McKissick¹, Ho Phi Huynh¹ ¹Armstrong State University</td>
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<td>A</td>
<td>Reasoned Action Approach (RAA) to Understanding Health Behaviors</td>
<td>Mark Conner¹ ¹Univ. of Leeds</td>
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<td>A</td>
<td>Framing Effects in Sport Commentary: Can One Word Make the Difference?</td>
<td>Jason Kowalczyk¹, Mark Sheptock¹, Kacey Kim¹, Nadav Goldschmied¹, Yair Galily² ¹UC San Diego, ²Interdisciplinary Center</td>
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<td>A</td>
<td>Social Support and Coping in Female Sexual Assault Victims: A Longitudinal Analysis</td>
<td>Sarah Ullman¹ ¹Univ. of Illinois at Chicago</td>
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<td>A</td>
<td>Does Empathetic Observation Increase Individuals' Awareness of Their Vulnerability to Scams?</td>
<td>Yasuhiro Daiku¹, Ako Agata¹, Naoki Kugihara¹ ¹Osaka Univ.</td>
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<td>A</td>
<td>Can Comfort Food Soothe the Rejected Soul?: Effects of Comfort Food for Social and Physical Distress</td>
<td>Heather Scherschel¹, Traci Mann¹, Marti Gonzalez¹ ¹Univ. of Minnesota</td>
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**APPLIED SOCIAL PSYCHOLOGY**

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<td>Using Messages to Encourage Meat-Consumption Reduction</td>
<td>Chelsea Schnabelrauch Arndt¹, Laura Brannon¹ ¹Kansas State Univ.</td>
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<td>A</td>
<td>The Spread of Behavior: When Do Proenvironmental Behaviors Spread to Other People and Other Behaviors?</td>
<td>Alexander Maki¹, Alexander Rothman², Mark Snyder² ¹Vanderbilt Univ., ²Univ. of Minnesota</td>
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<td>A</td>
<td>The Psychology of Debt: Avoiding the Unavoidable</td>
<td>Ben Harkin¹ ¹Univ. of Sheffield</td>
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<td>A</td>
<td>Intuitive Control and Positive Competitive State Anxiety: New Assessments for the Prediction of Clutch Performance in Sport</td>
<td>Alfredo Leon¹, Mark Otten¹, Deanna Prez², Sehvan Sherikan¹, Stefanee Van Horn³, Rocky Zamora¹ ¹California State Univ., Northridge, ²Boston Univ., ³West Virginia Univ.</td>
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<td>A</td>
<td>The World is Changing and So Am I: The Impact of Belief in a Changing World on Entrepreneurial Intentions After an Entrepreneurial Failure</td>
<td>Ning Chen¹ ¹Clarion Univ. of Pennsylvania</td>
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<td>A</td>
<td>Ageism in Advertising: Resource Scarcity and Advertising Budget Allocation</td>
<td>Cameron McClure¹, Aaron Wallen¹ ¹Columbia Univ.</td>
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<td>A</td>
<td>The Effects of Expectations About Partner's Expertise and Intention on the Division of Labor in Memorization Tasks</td>
<td>Koichi Nishimura¹, Takashi Oka¹ ¹Nihon Univ.</td>
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For posterboard assignments within the session, visit the online program or mobile app.
THURSDAY POSTERS A

APPLIED SOCIAL PSYCHOLOGY

CHILDREN AND PARENTS’ ACCULTURATION DISCREPANCIES: LONGITUDINAL RELATIONSHIPS WITH THE WELLBEING OF IMMIGRANT CHILDREN
Cecilia Cordeu1, Rupert Brown1
1Univ. of Sussex

BAD BUT UNBLAMEABLE? THE EFFECT OF STIGMA CONTROLLABILITY ON JUDGMENTS OF RULE BREAKERS
Ioanna Kapantai1, Giovanni Travaglino1, Dr Dominic Abrams1
1Univ. of Kent

DIGITAL INFORMATION, SUPERFICIAL EDUCATION: RECORDED LECTURES REDUCE DEPTH-OF-PROCESSING AND UNDERMINE CONCEPTUAL KNOWLEDGE
Shane Schwikert1, Adrian Ward2
1Univ. of Colorado Boulder, 2Univ. of Texas at Austin

WE BELIEVE, THEREFORE WE ACT?: SOCIAL CLASS MODERATES THE LINK BETWEEN CLIMATE CHANGE BELIEFS AND ENVIRONMENTAL ACTION
Kimin Eom1, Hee Jung Kim1, David Sherman1
1Univ. of California, Santa Barbara

APPLYING THE INVESTMENT MODEL TO COLLEGE STUDENTS: DOES IT APPLY EQUALLY TO TRANSFER AND NON-TRANSFER STUDENTS?
Nancy Frye1, Michele Dornisch1
1Long Island Univ.

SNACKING BEHAVIOR IN STUDENTS: THE MODERATING EFFECT OF CONSTRUAL LEVEL IN ACTION-INACTION ACTIVITY PRIMING
Dolores Muñoz1, Pilar Carrera1, Amparo Caballero1, Iciar Fernández2
1Universidad Autónoma de Madrid, 2Universidad Nacional de Educación a Distancia

MODERATED MEDIATION OF NORMATIVE INTERVENTION EFFECTS ON ADOLESCENT RISKY SEXUAL BEHAVIOR: ATTITUDES, SOCIAL DESIRABILITY AND PARENT NORMS ARE IMPORTANT!
Amber Anthenien1, David MacPhee2
1Univ. of Houston, 2Colorado State Univ.

APPLIED SOCIAL PSYCHOLOGY

THE IMPACT OF VIDEO AND FACE-TO-FACE COMMUNICATION ON SELF-DISCLOSURE AND INTERPERSONAL INTIMACY
Lingjie Mei1, Yifei Huang2
1East China Normal Univ., 2Peking Univ.

PARENTHOOD AS MORAL IMPERATIVE: PENALIZATION OF WOMEN AND MEN WHO ARE CHILDFREE BY CHOICE
Leslie Ashburn-Nardo1
1Indiana Univ.-Purdue Univ. Indianapolis

GENDER, PARENTHOOD AND RACE IMPACT WORKPLACE HELP AND HARM
Kala Melchioti1, Robyn Mallett1, River Simpson1
1Loyola Univ. Chicago

FROM MATERNAL WALL TO PARENTAL WALL
Hadiya Roderique1, Jennifer Berdahl2
1Univ. of Toronto, 2Univ. of British Columbia

WHO WANTS TO SHARE MEDICAL DECISIONS?: MODERATION EFFECT OF REGULATORY MODE
Ilona Fridman1, Svetlana Komissarouk2, E. Tory Higgins2
1Columbia Business School, 2Columbia Univ.

INFORMATION EXCHANGE IN A MULTIPLE GOAL CONTEXT: THE ROLE OF REGULATORY MODES
Melvyn Hamstra1, Edward Orehek2, L. Maxim Laurijssen3, P. Marijn Poortvliet4
1Maastricht Univ., 2Univ. of Pittsburgh, 3Univ. of Groningen, 4Wageningen Univ.

AMBIVALENCE AND THE ATTITUDE SIMILARITY EFFECT ON ATTRACTION
Kathleen Patton1, Duane Wegener1, Vanessa Sawicki2
1The Ohio State Univ., 2The Ohio State Univ. - Marion

THREAT, NOT NEGATIVITY, DRIVES ATTENTION: AN INITIAL TEST OF THE DUAL IMPLICIT PROCESSES (DIP) MODEL
David March1, Lowell Gaertner1, Michael Olson1
1Univ. of Tennessee
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Qiwu Zhu¹, Conor O’Dea¹, Donald Saucier¹
¹Kansas State Univ.

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August Capiola¹, Tamera Schneider¹
¹Wright State Univ.

ATTITUDES/PERSUASION
"THOSE ON TOP, STAY ON TOP": THE RELATIONSHIP BETWEEN COLLEGE STUDENT’S POLITICAL AFFILIATION AND ATTITUDES
Hyeyeon Hwang¹, Amy Quearry¹
¹Univ. of Central Missouri

ATTITUDES/PERSUASION
METACOGNITION MATTERS: ATTITUDE IMPORTANCE MODERATES SIMILARITY EFFECTS ON ATTRACTION
Vanessa Sawicki², Duane Wegener¹
¹The Ohio State Univ.

ATTITUDES/PERSUASION
CHANGING CATEGORY-LEVEL BELIEFS AND ATTITUDES: THE IMPACT OF INTERMEDIATE CATEGORY-LEVEL REPRESENTATION AT BELIEF FORMATION AND PERSUASION
Matthew Kan¹, Catherine Calnan¹, Leandre Fabrigar¹, Christina Nestor¹, J. Paik¹
¹Queen’s Univ.

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TESTING ABSTRACTION LEVEL IN DESIRED AND ACTUAL ATTITUDES
Pilar Carrera¹, Amparo Caballero¹, Dolores Muñoz¹, Itziar Fernández², Cristina Jiménez¹, Kenneth DeMarree³
¹Universidad Autónoma de Madrid, Spain, ²Universidad Nacional de Educación a Distancia, ³Univ. at Buffalo

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¹Stockholm Univ., ²Lund Univ.

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Keven Joyal-Desmarais¹, Mark Snyder¹
¹Univ. of Minnesota

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¹Claremont Graduate Univ.

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Piyachat Chatpaitoon¹, Dr.Kerry Kleyman¹
¹Metropolitan State Univ.

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Kelly Kane¹
¹Iowa State Univ.

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THE MULTIPLE ROLES OF VOCAL PITCH IN ATTITUDE CHANGE
Joshua Guyer¹, Leandre Fabrigar¹, Matthew Kan¹
¹Queen’s Univ.

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JongHan Kim¹, Terry Pettijohn II¹, Kerry Smith¹, Abby Boytos¹
¹Coastal Carolina Univ.

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Amy Quearry¹, Hyeyeon Hwang¹
¹Univ. of Central Missouri

GENDER
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Deborah Wu¹, Wendi Gardner¹
¹Northwestern Univ.
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¹Univ. of Michigan

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Hiroki Takehashi¹, Junko Toyosawa²
¹Tokyo Future Univ., ²Osaka Kyoiku Univ.

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Oliver Fisher¹, Daphna Oyserman¹
¹Univ. of Southern California

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MEASURING INDIVIDUAL DIFFERENCES IN PERCEIVED MOVEMENT OF TIME
Eric Horowitz¹, Daphna Oyserman¹
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Soohyun Lee¹, Hoon-Seok Choi¹
¹Sungkyunkwan Univ.

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Christina Armenta¹, Kristin Layous², Katie Nelson³, Joseph Chancellor⁴, Sonja Lyubomirsky¹
¹UC Riverside, ²Cal State East Bay, ³Sewanee, ⁴Univ. of Cambridge

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Lili Khechuashvili¹
¹Tbilisi State Univ.

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Katie Van Loo¹, Robert Rydell¹
¹Indiana Univ.

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Kuzane Kuwahara¹, Tasuku Igarashi¹
¹Nagoya Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

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¹Miami Univ.
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1Hendrix College

PERSON PERCEPTION/IMPRESSION FORMATION

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1Knox College

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1Northwestern Univ.

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1Univ. of Texas at Austin, 2Univ. of California, Davis

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1Tufts Univ.

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1Univ. of Mary Washington

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THE EFFECT OF RACE ON PERCEPTIONS OF FAT TALK AMONG COLLEGE WOMEN
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1Purdue Univ., 2Appalachian State Univ.

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OBERVERS DISLIKE EXPLICIT SELF-SUPERIORITY CLAIMS FROM IN-GROUP BUT NOT FROM OUT-GROUP MEMBERS
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1KU Leuven

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UNLOCKING ANXIETY EXPRESSIONS IN AUTISM SPECTRUM DISORDERS: A HUMAN AND COMPUTERIZED OBSERVATIONAL APPROACH TO THE ASSESSMENT OF ANXIETY AND PREDICTION OF BIOLOGICAL STRESS RESPONSES
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1King’s College London

PERSON PERCEPTION/IMPRESSION FORMATION

TRAITS, WHAT ARE THEY GOOD FOR?: FUNCTIONS AND AFFORDANCES OF PERCEIVING BIG FIVE PERSONALITY ATTRIBUTES
Cory Costello1, Sanjay Srivastava1
1Univ. of Oregon

PERSON PERCEPTION/IMPRESSION FORMATION

SPONTANEOUS TRAIT AND GOAL INFERENCES: THE ROLE OF BEHAVIOR CONSISTENCY AND PERCEIVER’S MOTIVATION
Irmak Olcaysoy Okten1, Gordon Moskowitz1
1Lehigh Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

EFFECTS OF SELF-MONITORING ON PERCEIVED AUTHENTICITY IN DYADS
Jessica Stetler1, Lauren Hernandez1, Willie Hale1, Meghan Crabtree1, David Pillow1
1Univ. of Texas at San Antonio

PERSON PERCEPTION/IMPRESSION FORMATION

COMPETENCE CAN EXPLAIN THE SURPRISING CREDIBILITY BOOST OF STRATEGIC LIARS
Bethany Lassetter1, Elizabeth Tenney2, Sara Hodges3
1Univ. of Iowa, 2Univ. of Utah, 3Univ. of Oregon
PERSON PERCEPTION/IMPRESSION FORMATION

EXPECTANCY VIOLATION THEORY AND GENDER BIASES IN THE PERCEPTION OF PARENTAL ALIENATION
Jennifer Harman1, Zeynep Biringen1, Ellen Ratajcek1, Pearl Outland1, Allyson Kraus1
1Colorado State Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

IMPROVING SCIENCE COMMUNICATION: THE EFFECTS OF IMPRESSION FORMATION ON PERCEPTIONS OF SCIENTIFIC RESEARCH
Ana Gheorghiu1, William Matthews2, Mitchell Callan1
1Univ. of Essex, 2Univ. of Cambridge

PERSON PERCEPTION/IMPRESSION FORMATION

SPONTANEOUS TRAIT INFERENCES IN COMMUNION AND AGENCY DOMAINS
Michal Klosowski1, Wieslaw Baryla1, Bogdan Wojciszke1
1Univ. of Social Sciences & Humanities

PERSON PERCEPTION/IMPRESSION FORMATION

CONTINUOUS JUDGMENTS OF PERSONALITY: HOW AND WHEN WE MAKE JUDGMENTS OF EXTRAVERSION
Andrew Beer1
1Univ. of South Carolina Upstate

PERSON PERCEPTION/IMPRESSION FORMATION

A TEST OF ACCURACY IN JUDGING PERSONALITY FROM TEXT EXCERPTS
Judith Hall1, Jin Goh1, Marianne Schmid Mast2
1Northeastern Univ., 2Univ. of Lausanne

PERSON PERCEPTION/IMPRESSION FORMATION

THE INFLUENCE OF CATEGORICAL AND INDIVIDUATED PROCESSING ON THE ABILITY TO DISTINGUISH BETWEEN TRUE AND FALSE SMILES IN AN INTERGROUP CONTEXT
Regis Caprara1, Kerry Kawakami1, Justin Friesen2, Curtis Phills3, Amanda Williams4
1York Univ., 2Univ. of Winnipeg, 3Univ. of North Florida, 4Sheffield Hallam Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

YOU COMPLETE ME; I HOPE: HOW SELF-DISCREPANCIES GUIDE IMPRESSIONS OF POTENTIAL-MATES
J. Adam Randell1, Jeff Seger1, Robert Mather2, Daniel Smith1
1Cameron Univ., 2Univ. of Central Oklahoma

PERSON PERCEPTION/IMPRESSION FORMATION

SMILE!: HOW FACIAL EXPRESSIONS INFLUENCE PERCEIVED TRAITS
Jason Trent1, Nicole Wilson1
1Hood College

PERSON PERCEPTION/IMPRESSION FORMATION

“NO OFFENSE, BUT...”: EXAMINING THE IMPACT OF TEMPORAL ORDER ON THE EFFECTIVENESS OF DISCLAIMERS
Gregory Preuss1
1North Carolina Wesleyan College

PERSON PERCEPTION/IMPRESSION FORMATION

YOU SAID I’D LOVE IT, BUT I DIDN’T...: FAILED RECOMMENDATIONS AND THEIR CONSEQUENCES FOR INTERPERSONAL RELATIONSHIPS
Kathleen Tomlin1, Leah Payne1
1Univ. of Colorado - Colorado Springs

PERSON PERCEPTION/IMPRESSION FORMATION

HEAVY MATTERS: THE RELATIONSHIP BETWEEN JUST NOTICEABLE DIFFERENCES IN PERCEPTIONS OF FACIAL ADIPOSITY AND FACIAL ATTRACTIVENESS
Daniel Re1, Nicholas Rule1
1Univ. of Toronto

PERSON PERCEPTION/IMPRESSION FORMATION

RACIAL AND GENDER AMBIGUOUS PERSON PERCEPTIONS MAY FUNCTION TO RESTORE THE BASIC NEED FOR CONTROL
Alexandra Margevich1, Luis Rivera1
1Rutgers Univ.

PERSON PERCEPTION/IMPRESSION FORMATION

DISADVANTAGES OF THE CORNER OFFICE: POWER, ATTRIBUTIONAL AMBIGUITY AND PERSON PERCEPTION
Christina Fitzpatrick1, Jonathan Kunstman1, Pam Smith2
1Miami Univ., 2Univ. of California San Diego

PERSON PERCEPTION/IMPRESSION FORMATION

CONCERNS ABOUT REPUTATION AND ITS RELATIONSHIP WITH PERSONALITY AND GOALS
Dylan Owsiany1, Ashley Bell Jones2, Nicolas Brown1, Ryne Sherman1
1Florida Atlantic Univ., 2Florida Atlantic Univarsity

PERSON PERCEPTION/IMPRESSION FORMATION

HOW DO WE THINK TURNING POINTS FOR OTHERS ARE FATED? THE ROLE OF COUNTERFACTUAL THOUGHT AND PERSPECTIVE TAKING IN MEANING-MAKING
Andrew Jordan1, Leslie Zorwick1
1Hendrix College

SPSP 2016 ANNUAL CONVENTION 65
### PERSONALITY PROCESSES/TRAITS

**DO YOU SEE WHAT I SEE?: HOW DARK TRIAD PERSONALITY AFFECTS PERCEPTIONS OF DARK TRIAD CHARACTERS IN FILM AND TELEVISION**  
Carrie Smith¹, Timothy Davis¹, Grace Snyder¹  
¹Univ. of Mississippi

**EXPLORING DEFINITIONS AND FEATURES OF STRONG SITUATIONS**  
Patrick Morse¹, David Funder¹  
¹Univ. of California, Riverside

**SELF-FOCUSED ATTENTION AND INTERPERSONAL CONSISTENCY OF SELF-COGNITION**  
Miho Nakajima¹, Yoshihiko Tanno¹  
¹The Univ. of Tokyo

**BENEFICIAL OR HARMFUL?: SOCIAL COMPARISON Tendencies AMONG GRANDIOSE AND VULNERABLE NARCISSISTS**  
Ashley Brown¹, Stephanie Freis¹, Robert Arkin¹  
¹The Ohio State Univ.

**SANDBAGGING AND THE SELF: LOWERING EXPECTATIONS AS AN EGO-PRESERVING STRATEGY**  
Henry Ansah¹, Joel Flores¹, Thomas Mullins¹, Michael Barnett¹  
¹Univ. of North Texas

**PERSONALITY TRAITS ASSOCIATED WITH PHILANTHROPIC GIVING**  
James Grandpre¹, Steven Rouse¹, Drew Hacker¹  
¹Pepperdine Univ.

**PERFECTIONISM AND MINDFULNESS: EFFECTIVENESS OF A BIBLIOTHERAPY INTERVENTION**  
Tessa Wimberley¹  
¹Univ. of Florida

**I MAY GET BURNED, BUT YOU’LL GET BURNED WORSE!: SPITEFULNESS PREDICTS INCREASED AGGRESSION IN A MODIFIED HOT SAUCE AGGRESSION PARADIGM**  
Ashton Southard¹, Virgil Zeigler-Hill¹  
¹Oakland Univ.

**PSYCHOLOGICAL ENTITLEMENT, SOCIOECONOMIC STATUS AND EQUITY: WHEN YOU DESERVE BETTER TREATMENT THAN THE VERY BEST**  
Randall Gordon¹  
¹Univ. of Minnesota, Duluth

**PERSONALITY AND SOCIAL SUPPORT AS PREDICTORS OF HEALTH SYMPTOMS AMONG GAY MEN AND LESBIAN WOMEN**  
Autumn Nanassy¹, Jenna Harvey¹, Michelle Dixon¹, Charlotte Markey¹, Christopher Nave¹, Kristin August¹  
¹Rutgers Univ. - Camden

**INDIVIDUAL DIFFERENCES IN BITTER TASTE PREFERENCES ARE ASSOCIATED WITH ANTISOCIAL PERSONALITY TRAITS**  
Christina Sagioglou¹, Tobias Greitemeyer¹  
¹Univ. of Innsbruck

**PERSONALITY AND WORK STRESS: THE ROLE OF FIVE-FACTOR MODEL TRAITS AND CYNICISM IN PERCEPTIONS OF WORK CHARACTERISTICS**  
Maria Törnroos¹, Mirka Hintsanen², Taina Hintsa¹, Liisa Keltikangas-Järvinen¹  
¹Univ. of Helsinki, ²Univ. of Oulu

**DIFFERENT DEGREES OF HEAD INJURY AND PERSONALITY DISORDERS**  
Jeremy Feiger¹, Heather Mcleron¹, Gianni Geraci¹, Esther Kim¹, Leidy Partida¹, Jennifer Ostergren¹, Robert Schug¹  
¹California State Univ., Long Beach

**OPPOSING ROLES OF GUILT- AND SHAME-PRONENESS IN TRAIT SELF-FORGIVENESS: A MOTIVATIONAL ANALYSIS**  
Thomas Carpenter¹, Stefanie Tignor², Jo-Ann Tsang¹  
¹Baylor Univ., ²Northeastern Univ.

**PERSONALITY TRAITS PREDICT OBSERVED PARENT-ADOLESCENT INTERACTIONS: AN OBSERVATIONAL STUDY USING MEXICAN ORIGIN FAMILIES**  
D. Angus Clark¹, M. Brent Donnellan², Rand Conger³, Richard Robins³  
¹Michigan State Univ., ²Texas A & M Univ., ³Univ. of California, Davis
**THURSDAY POSTERS A**

### PERSONALITY PROCESSES/Traits

#### THE DIFFERENCE BETWEEN A WHITE OR BLUE CHRISTMAS: THE ROLE OF VARYING TYPES OF PERFECTIONISM
Brenda Harvey¹, Richard Koestner¹, Nora Hope¹, Anne Holding¹
¹McGill Univ.

#### MINDFULNESS AND STRESS APPRAISALS MEDIATE THE EFFECT OF NEUROTICISM ON PHYSICAL HEALTH
Ryan O’Loughlin¹, James Fryer²
¹Nazareth College, ²State Univ. of New York at Potsdam

#### BUT FIRST, LET ME TAKE A SELFIE: PERSONALITY AND SOCIAL NETWORKING BEHAVIOR
Alexis Hingle¹, Jennifer Joy-Gaba¹, Charles Calderwood¹
¹Virginia Commonwealth Univ.

#### WANTING MORE THAN LIKING DRUGS IN DRUG ADDICTION IS ASSOCIATED WITH INCREASED SENSATION-SEEKING
Anita Kalaj¹, Scott Moeller¹, Rita Goldstein¹
¹Icahn School of Medicine at Mount Sinai

#### SHAPING PERSEVERANCE: EVIDENCE OF SHARED ENVIRONMENTAL EFFECTS ON GRIT AND A TASK-BASED MEASURE OF PERSISTENCE
Joyce Zhu¹, S. Mason Garrison¹, Joseph Rodgers¹, David Zald¹
¹Vanderbilt Univ.

#### HUMILITY AS INTELLECTUAL VIRTUE: DEVELOPMENT AND VALIDATION OF AN INTELLECTUAL HUMILITY SCALE
Megan Haggard¹, Joseph Leman¹, Benjamin Meagher², Wade Rowatt¹
¹Baylor Univ., ²Franklin & Marshall College

#### WHAT DOES HONESTY LOOK LIKE? A PERSONALITY PROFILE OF HONEST PEOPLE USING THE BIG FIVE FACETS
Kimberly Hardy¹, Patrick Beach², Stephen Crowley¹, Jared Talley¹, Sharlynn Thompson¹
¹Boise State Univ., ²Coastal Carolina Univ.

#### SELF-AWARENESS AND PERCEIVED LEADER EFFECTIVENESS
Jordon Swain¹, Victoria Brescoll¹
¹Yale Univ.

#### HEALTHY NEUROTICISM OR UNHEALTHY CONSCIENTIOUSNESS?: PERSONALITY PROCESSES AND LIFELONG MORTALITY RISK
Katherine Duggan¹, Howard Friedman¹
¹Univ. of California, Riverside

#### USING MULTIDIMENSIONAL ITEM RESPONSE MODELS AND DIFFERENTIAL ITEM FUNCTIONING TO EVALUATE THE AUTHENTIC AND HUBRISTIC TRAIT PRIDE SCALE
Pega Davoudzadeh¹, Katherine Sorensen¹, Joanne Chung², Kevin Grimm³, Richard Robins¹
¹Univ. of California, Davis, ²Tilburg Univ., ³Arizona State Univ.

#### ‘LEANING IN’ DURING GROUP MEETINGS: DO WOMEN PREFER LOW-POWER SEATS?
Natalia Van Doren¹, Jia Wei Zhang¹, Oliver John¹
¹UC Berkeley

#### EXPLORING THE RELATIONSHIP BETWEEN SOCIOSEXUAL ORIENTATION AND THE SITUATIONAL EIGHT DIAMONDS IN EVERYDAY SITUATIONS
Noadia Doirin¹, Nicolas Brown¹, Ryne Sherman¹
¹Florida Atlantic Univ.

#### BLUE GENES?: UNDERSTANDING AND MITIGATING NEGATIVE CONSEQUENCES OF PERSONALIZED INFORMATION ABOUT GENETIC RISK FOR DEPRESSION
Matthew Lebowitz¹, Woo-kyoung Ahn¹
¹Yale Univ.

#### MY GENES MADE ME DRUNK: THE EFFECTS OF EXPOSURE TO A TEST OF ONE’S GENETIC SUSCEPTIBILITY TO ALCOHOLISM
Ilan Dar-Nimrod¹
¹Univ. of Sydney

#### FEAR, ANGER AND DNA: THE ROLE OF EMOTION IN THE RELATIONSHIP BETWEEN GENETIC INFORMATION PROVISION AND HEALTH BEHAVIOR INCLINATIONS
Susan Persky¹, Rebecca Ferrer², William Klein²
¹National Human Genome Research Institute, ²National Cancer Institute
**THURSDAY POSTERS A**

**PSYCHOPHYSIOLOGY/GENETICS**

**CAN UNHEALTHY BEHAVIORS AMPLIFY GENETIC DISEASE RISK?: THE MOTIVATIONAL IMPLICATIONS OF BELIEFS ABOUT GENE-BEHAVIOR INTERACTIONS IN HIGH-RISK FAMILIES**
Lisa Aspinwall¹, Tammy Stump¹, Wendy Kohlmann², Sancy Leachman³
¹Univ. of Utah, ²Huntsman Cancer Institute, ³Oregon Health and Science Univ.

**PSYCHOPHYSIOLOGY/GENETICS**

**CHILDHOOD MALTREATMENT AND A NEUROPEPTIDE Y POLYMORPHISM: THE MEDIATING ROLE OF COGNITIVE FLEXIBILITY ON DEPRESSIVE SYMPTOMS**
Marc Bedard¹, Robbie Woods¹, Alicia Morton¹, Jamie Wiley¹, Hymie Anisman⁷
¹Carleton Univ.

**COORDINATION OF THE CORTISOL AND TESTOSTERONE RESPONSES: A DUAL AXIS APPROACH TO UNDERSTANDING THE RESPONSE TO SOCIAL STATUS THREATS**
Maria Lechtreck¹, Wesley Browning¹, Jennifer Tackett², Bulent Turan¹
¹Univ. of Alabama at Birmingham, ²Univ. of Houston

**CHILDHOOD MALTREATMENT AND THE BDNF VAL66MET POLYMORPHISM: RELATIONS TO SOCIAL PERCEPTIONS AND DEPRESSION**
Robbie Woods¹, Marc Bedard¹, Aaron Lorenz¹, Kim Matheson¹, Hymie Anisman¹
¹Carleton Univ.

**EXAMINING CROSS-CLASS INTERACTIONS USING THE BIOPSYCHOSOCIAL MODEL OF CHALLENGE AND THREAT**
Stephen Anderson¹, Ryan Pickering¹, Shannon McCoy²
¹Allegheny College, ²Univ. of Maine

**RELATIONSHIP BETWEEN LEVELS OF RUMINATION AND PHYSIOLOGICAL AND PSYCHOLOGICAL STRESS RESPONSE**
Zaijia Liu¹, Ellie Jin², Robert Josephs²
¹Univ. of California, ²The Univ. of Texas at Austin

**SELF/IDENTITY**

**SELF AND SOCIAL IDENTITY CHARACTERISTICS ASSOCIATED WITH SEXUAL MINORITIES’ IDENTITY MISCLASSIFICATION**
Kevin McLemore¹
¹Univ. of California, Davis

**SELF/IDENTITY**

**DO IMPLICIT AVOIDANCE OF IWM MODULATE THE SELF-PRIME EFFECT ON ATTACHMENT LEXICON PROCESSING?**
HISASHI Uebuchi¹, Taiki Matsumura¹, May Takahashi¹, Yuri Kawamura¹, Marie Uebuchi²
¹Tokyo Gakugei Univ., ²Kyoritsu Women's Junior College
THE TEMPORAL SIZE OF THE SELF INCREASES WITH AGE
Christina Starmans¹, David Rand¹, Paul Bloom¹
¹Yale Univ.

DOES DEVELOPMENTAL PERIOD INTERACT WITH MULTICULTURAL IDENTITY INTEGRATION IN THE PREDICTION OF WELLBEING?
Melisa Arias-Valenzuela¹, Catherine Amiot¹
¹Université du Québec à Montréal

A WONDERFUL READ: READING LITERATURE PREDICTS ENHANCED TRUE SELF-KNOWLEDGE AND WELLBEING
Jinhyung Kim¹, Joshua Hicks¹, Rebecca Schlegel¹, Amy Arndt¹
¹Texas A&M Univ.

BASKING IN REFLECTED TRAGEDY
Naomi Grant¹, Joy Hodgson¹, Kelsie Moore¹
¹Mount Royal Univ.

DOES SELF EQUAL VALUE? AN FMRI STUDY ON THE NEURAL DISTINCTION OF SELF- AND VALUE-RELATED PROCESSING IN VMPFC
Christin Scholz¹, Nicole Cooper¹, Emily Falk¹
¹Univ. of Pennsylvania

APPROPRIATING IDENTITY: SATISFYING DIFFERENTIATION AND BELONGINGNESS NEEDS BY ADOPTING OUTGROUP SYMBOLS
Mark Kural¹, Erica Li¹, Alison Ledgerwood¹
¹Univ. of California, Davis

SELF-SEXUALIZATION OF YOUNG WOMEN: A CROSS-CULTURAL STUDY
Wind Goodfriend¹, Stephanie Anders¹
¹Buena Vista Univ.

USING SELF- AND GROUP-AFFIRMATIONS TO DIFFERENTIATE THE INDIVIDUAL AND SOCIAL SELVES WITHIN THE SELF-SYSTEM
Adrian J. Villicana¹, Donna Garcia²
¹Univ. of Kansas, ²California State Univ. San Bernardino

THE EFFECT OF EXPRESSIVE WRITING ABOUT PAST EVENT FOR HEALTH, MOOD, WORKING MEMORY AND DISCREPANCY BETWEEN REAL-SELF AND POSSIBLE SELVES
Yuna Ishiyama¹, Naoto Suzuki¹
¹Doshisha Univ.

ARE YOU WARM OR ARE YOU COLD?: SELF-PRESENTATION AS A FUNCTION OF CLOSENESSES AND PERCEPTIONS OF INTERACTION PARTNER
Camilla Overup¹
¹Fairleigh Dickinson Univ.

GAINING KNOWLEDGE INCREASES CLAIMS OF INVENTED KNOWLEDGE
Stav Atir¹, Emily Rosenzweig², David Dunning³
¹Cornell Univ., ²Univ. of North Carolina at Pembroke
³Univ. of Michigan

SELF-COMPASSION AS A UNIQUE CONSTRUCT: IS SELF-COMPASSION GREATER THAN ITS PARTS?
Jennifer Barton¹, Ashley Allen²
¹Univ. of North Florida, ²Univ. of North Carolina at Pembroke

SELF-PERCEIVED AUTHENTICITY IS CONTAMINATED BY THE VALENCE OF BEHAVIOR
Katrina Jongman-Sereno¹, Mark Leary¹
¹Duke Univ.

SORORITY RECRUITMENT AND THE SELF-CONCEPT: INCLUDING SORORITIES INTO THE SELF HAS POSITIVE EFFECTS ON HAPPINESS AND SELF-CONCEPT CLARITY
Stephanie Richman¹, Louis Friello Jr.¹, Kayleigh Gill², Lydia Moss¹
¹Westminster College

EMBODIED COGNITION AND POWER: THE EFFECTS OF EMBODIED HIGH HEELS AND POWER PRIMES
Travis Crone¹
¹Univ. of Houston-Downtown

MEANINGFUL VARIATIONS ON THE BETTER-THAN-AVERAGE EFFECT IN INDIA
Ashwini Ashokkumar¹, Kai Qin Chan¹
¹Ashoka Univ.
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| **SELF-IDENTITY**                                                    | **SELF-COMPASSION: AN EXISTENTIAL EXPLORATION**  
Roberto De La Rosa\textsuperscript{1}, Dev Ashish\textsuperscript{1}, Alfred Kasznia\textsuperscript{1}  
\textsuperscript{1}The Univ. of Arizona | **SELF-REGULATION**  
A BRIEF MINDFULNESS TRAINING PREVENTS NEGATIVE AFFECT AND FOOD CRAVING  
Mike Kees\textsuperscript{1}, Esther Papi\textsuperscript{1}, Henk Aarts\textsuperscript{1}, Michael Hafner\textsuperscript{2}  
\textsuperscript{1}Utrecht Univ., \textsuperscript{2}Berlin Univ. of the Arts |
| **SELF-IDENTITY**                                                    | **SELF-TRANSFORMATION AS A PSYCHOLOGICAL PARENTHOOD MOTIVE: WHEN MORTALITY SALIENCE INCREASES THE DESIRE FOR ADOPTED OFFSPRING**  
Annedore Hoppe\textsuperscript{1}, Immo Fritsche\textsuperscript{1}, Nicolas Korany\textsuperscript{2}  
\textsuperscript{1}Univ. of Leipzig, \textsuperscript{2}Univ. of Jena | **SELF-REGULATION**  
VALENCE WEIGHTING TENDENCIES AND SELF-CONTROL  
Peter Zunic\textsuperscript{1}, Aaron Hatchett\textsuperscript{1}, Russell Fazio\textsuperscript{1}  
\textsuperscript{1}The Ohio State Univ. |
| **SELF-IDENTITY**                                                    | **SOCIAL IDENTITY, NETWORK PERCEPTIONS AND BELONGING**  
Kyonne-Joy Isaac\textsuperscript{1}, Adam Pearson\textsuperscript{2}, Stacey Sinclair\textsuperscript{1}  
\textsuperscript{1}Princeton Univ., \textsuperscript{2}Pomona College | **SELF-REGULATION**  
TOO TIRED FOR A REWARD: INTENSE DEPLETION INHIBITS REWARD SENSITIVITY  
Mauro Giacomantonio\textsuperscript{1}, Jennifer Jordan\textsuperscript{2}, Bob Fennis\textsuperscript{2}  
\textsuperscript{1}Univ. of Rome “Sapienza”; \textsuperscript{2}Univ. of Groningen |
| **SELF-IDENTITY**                                                    | **SELF-COMPASSION AND WELLBEING IN OLDER ADULTHOOD**  
Sarah Liu\textsuperscript{1}, Carsten Wrosch\textsuperscript{1}  
\textsuperscript{1}Concordia Univ. | **SELF-REGULATION**  
STRATEGICALLY HIDING HIGH SELF-CONTROL TO AVOID HURTING OTHERS  
Peggy Liu\textsuperscript{1}, Stephanie Lin\textsuperscript{2}  
\textsuperscript{1}Duke Univ., \textsuperscript{2}Stanford Univ. |
| **SELF-IDENTITY**                                                    | **ONE OR THE OTHER: SELF-PRESENTATION, IDENTITY AND INCLUSION OF WOMEN IN STEM**  
Alexandra Garr-Schultz\textsuperscript{1}, Wendi Gardner\textsuperscript{1}  
\textsuperscript{1}Northwestern Univ. | **SELF-REGULATION**  
MAKING PREDICTIONS ABOUT FUTURE SELF-CONTROL: THE ROLE OF CONCRETE AND ABSTRACT MINDSETS ON PREDICTIONS  
Julie Delose\textsuperscript{1}, Michelle vanDellen\textsuperscript{1}  
\textsuperscript{1}Univ. of Georgia |
| **SELF-IDENTITY**                                                    | **INSTAGRAM, SNAPCHAT, AND TWITTER ADDICTION: THE EFFECT OF HIGHER USAGE ON RELATIONSHIP AND ACADEMIC SATISFACTION**  
Pamela El Gergi\textsuperscript{1}  
\textsuperscript{1}Nevada State College | **SELF-REGULATION**  
YOU'RE NOT YOURSELF WHEN YOU'RE DEPLETED: EGO DEPLETION AND GLUCOSE IN FOOD CRAVINGS  
Sarah Lee\textsuperscript{1}, Jana Hackathorn\textsuperscript{1}  
\textsuperscript{1}Murray State Univ. |
| **SELF-REGULATION**                                                  | **WHAT DO I MATTER: LOCUS OF CONTROL AND HEALTH-RELATED BEHAVIORS IN COLLEGE STUDENTS**  
Cheryl Welch\textsuperscript{1}, Jaime Kurtz\textsuperscript{1}  
\textsuperscript{1}James Madison Univ. | **SELF-REGULATION**  
"WANT-TO" DESIRES AND "HAVE-TO" DESIRES IN EVERYDAY LIFE: INVESTIGATING FREQUENCY, INTENSITY AND CONSEQUENCES  
Yuka Ozaki\textsuperscript{1}, Takayuki Goto\textsuperscript{2}, Takumi Kuraya\textsuperscript{1}, Michihiro Kaneko\textsuperscript{1}, Mayuka Minato\textsuperscript{1}, Gaku Kutsuzawa\textsuperscript{1}  
\textsuperscript{1}Toyo Univ., \textsuperscript{2}Kyoto Univ. |
| **SELF-REGULATION**                                                  | **SELF-REGULATION AND WORKING MEMORY CAPACITY: HOW WORKING MEMORY CAPACITY MODERATES THE EFFECTS OF EGO DEPLETION**  
Ayano Yoshida\textsuperscript{1}  
\textsuperscript{1}Tohoku Fukushi Univ. | **SELF-REGULATION**  
The Influence of People’s Beliefs on the Effective Self-Control Against Everyday Temptations  
Su Hean Park\textsuperscript{1}, James Shah\textsuperscript{1}  
\textsuperscript{1}Duke Univ. |
DO RESIDENTIAL MOBILITY AND MOTIVES FOR ACTIVITIES AFFECT REGULATORY FOCUS?: AN INDIVIDUAL- AND REGIONAL-LEVEL PERSPECTIVES  
Ryosuke Asano¹  
¹Hamamatsu Univ. School of Medicine

SELF-REGULATION AND IMPLICIT THEORIES OF WRITING ABILITY AND WILLPOWER: THE IMPORTANCE OF THE AMOUNT OF REVISION NEEDED  
Brian Smith¹, Sal Meyers²  
¹Graceland Univ., ²Simpson College

RESOURCE-DEPLETION: OUTCOME OF FAILED ENERGY MANAGEMENT OR ADAPTIVE EMOTION?  
Curtis Von Gunten¹, Bruce Bartholow¹  
¹Univ. of Missouri

DEPLETION AND BAS INTERACTIVELY PREDICT MOUSE TRAJECTORIES IN RESPONDING TO TEMPTATION OBJECTS  
Lile Jia¹, Shaun Zhixian Ang¹, Xuwen Huang¹, Shermaine Yun Jie Chionh¹  
¹National Univ. of Singapore

STATES OF SELF-CONTROL: REGIONAL DIFFERENCES IN TWO DIMENSIONS OF SELF-REGULATION  
Matthew Findley¹, Ryan Brown²  
¹Austin College, ²The Univ. of Oklahoma

POST-TRANSGRESSIONS: VICTIMS’ RESPONSES AFFECT TRANSGRESSORS’ SELF-CONTROL  
Joshua Guilfoyle¹, Elizabeth van Monsjou¹, Ward Struthers¹, Eghbali Nikan²¹  
¹York Univ.

BIOLOGICAL UNDERPINNINGS OF SELF-CONTROL: GLUCOSE AND ADENOSINE  
Heather Maranges¹, Roy Baumeister¹  
¹Florida State Univ.

MINDFULNESS, SELF-REGULATORY CAPACITY AND REGULATION OF HEALTH BEHAVIORS  
Whitney Heppner¹, Elizabeth McCravy²  
¹Georgia College, ²Western Kentucky Univ.
SESSION A: 7 - 8:30 PM

THURSDAY POSTERS A

SELF-REGULATION

SELF-REGULATORY DEPLETION ENHANCES SOCIAL REWARD FOR extraverts
Andrea Worsham-Courtney1, Todd Heatherton1, William Kelley1
1Dartmouth College

SELF-REGULATION

PREFRONTAL MEDIATORS OF DELAY ABILITY AND BODY MASS INDEX
Jennifer Silvers1, B. J. Casey2, Kevin Ochsner1, Walter Mischel1
1Columbia Univ., 2Weill Cornell Medical College

SELF-REGULATION

BEYOND MISCHEL’S MARSHMALLOWS: HOW HABITS UNDERMINE SELF-REGULATORY SUCCESS
Jennifer Labrecque1, Wendy Wood1
1Univ. of Southern California

SOCIAL DEVELOPMENT

EXPERIENCE WITH AND RESPONSES TO CYBERBULLYING: A COMPARISON OF RESPONSES FROM ADOLESCENTS AND THEIR PARENTS
Tucker Jones1, Mark Barnett1, Taylor Wadian1, Tammy Sonnentag2, Emily Ewert1, Courtney Langley3
1Kansas State Univ., 2Xavier Univ., 3Univ. of Kansas

SOCIAL DEVELOPMENT

WHEN (OR WHEN NOT) TO ADOPT HER VIEW? ADULTS AND CHILDREN CONSIDER OTHERS’ EPISTEMIC STATES TO SELECTIVELY TAKE THEIR VISUAL PERSPECTIVES
Xuan Zhao1, Bertram Maile1, Hyowon Gweon2
1Brown Univ., 2Stanford Univ.

SOCIAL DEVELOPMENT

adoLESCENTS USE OF SOCIAL MEDIA AND VIDEO GAMES: A COMPARISON OF RESPONSES FROM ADOLESCENTS AND THEIR PARENTS
Taylor Wadian1, Mark Barnett1, Tucker Jones1, Tammy Sonnentag2, Lauren Pino1, Mary Hellmer1, Courtney Langley3
1Kansas State Univ., 2Xavier Univ., 3Univ. of Kansas

SOCIAL DEVELOPMENT

FACTORS ASSOCIATED WITH LATE ADOLESCENTS’ CARING, JUST AND BRAVE SITUATION-SPECIFIC TENDENCIES TO STAND UP FOR THEIR BELIEFS AND VALUES
Tammy Sonnentag1, Sarah Bailey1, Matthew Gretz1, Taylor Wadian2
1Xavier Univ., 2Kansas State Univ.

SOCIAL DEVELOPMENT

PEER REJECTION OR RACIAL BIAS?: HOW BLACK AND WHITE CHILDREN EVALUATE INTERRACIAL AND SAME-RACE PEER INTERACTIONS
Shelby Cooley1, Melanie Killen1
1Univ. of Maryland

SOCIAL DEVELOPMENT

COMPARISON OF CONFLICT MANAGEMENT STYLES OF ADOLESCENTS IN CHINA, JAPAN, SOUTH KOREA, AND U.S.
Noriko Hamaie1, Tatsuo Ujiiie1, Jiro Takai1, Yukari Okamoto2, Yoshishiro Shima3, Hiroki Maruyama4, Patrick Pieng2
1Nagoya Univ., 2Univ. of California, Santa Barbara, 3Kagoshima Univ., 4Aichi Shukutoku Univ.

SOCIAL DEVELOPMENT

SOCIAL IDENTITY COMPLEXITY IN ETHNIC MINORITY YOUTH: IMPLICATIONS FOR ADOLESCENT HEALTH
Ariana Bell1, Casey Knifsend2, Jaana Juvonen1
1Univ. of California, Los Angeles, 2California State Univ., Sacramento

SOCIAL DEVELOPMENT

INFANTS’ SOCIAL EVALUATIONS OF TRUSTWORTHY AND UNTRUSTWORTHY FACES
Ashley Lyons1, Alexander Todorov2, Erik Cheries1
1Univ. of Massachusetts Amherst, 2Princeton Univ.

SOCIAL DEVELOPMENT

CHILDREN’S REPRESENTATION OF GENDER-DOMINANCE RELATIONSHIPS
Sa-kiera Hudson1, Mahzarin Banaji1
1Harvard Univ.

SOCIAL DEVELOPMENT

DOING THE RIGHT THING DESPITE SOCIAL PRESSURE: ROLE OF MORAL IDENTITY AND COURAGE
Matthew Gretz1, Sarah Bailey1, Tammy Sonnentag1
1Xavier Univ.

SOCIAL DEVELOPMENT

GRATITUDE’S UNIQUE EMOTIONAL FUNCTION IN DEVELOPMENT: A LONGITUDINAL STUDY OF ADOLESCENTS
Marlene Cortes1, Jason Sender1, Sunehra Ali1, Giacomo Bono1
1California State Univ. Dominguez Hills

SPECIAL SESSION

THE MODERATING ROLE OF CONSTRUAL LEVEL ON EMBODIED COGNITION
Caterina Suințner1, Mauro Giaconantonio2, Alessia Alessandri1
1Univ. of Padova, 2Univ. of Rome

FOR POSTERBOARD ASSIGNMENTS WITHIN THE SESSION, VISIT THE ONLINE PROGRAM OR MOBILE APP.
SPECIAL SESSION

I UNDERSTAND YOU ARE ANGRY NOW AND SAD LATER: EFFECTS OF PSYCHOLOGICAL DISTANCE ON EMOTIONAL IMITATION AND CONTAGION
Janet Wessler1, Jochim Hansen1
1Univ. of Salzburg

PLEASE ADVISE: THE IMPACT OF ADVICE-GIVING ROLES ON PSYCHOLOGICAL CONSTRUING AND REASONING OVER SOCIAL ISSUES
Alex Huynh1, Igor Grossmann1
1Univ. of Waterloo

TELLTALE SIGNS: DETAIL-ORIENTED BEHAVIORS SIGNAL LOW LEVELS OF LEADERSHIP FIT
Roshni Raveendran1, Cheryl Wasklak1
1Univ. of Southern California

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Caroline Tipler1, Janet Ruscher1
1Tulane Univ.

RACIAL STEREOTYPING OF STUDENTS AND SCHOOLS
Caitlyn Yantis1, Courtney Bonam1
1Univ. of Illinois at Chicago

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Christy Zhou Koval1, Grainne Fitzsimons1
1Duke Univ.

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Helena Rabasco1, Corinne Moss-Racusin1
1Skidmore College

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Stefanie Simon1, Laurie O’Brien1, Meagan Magaldi1, James Fitzpatrick1
1Tulane Univ.

BACKLASH AGAINST MALE ELEMENTARY EDUCATORS
Elizabeth Johnson1, Corinne Moss-Racusin1
1Skidmore College

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Katherine Finnigan1, Katherine Corker2
1Univ. of California, Davis, 2Kenyon College

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Steven Sherrin1, Eliot Smith1
1Indiana Univ.

HIV-RELATED STIGMA, LONELINESS AND SLEEP QUALITY IN MEN AND WOMEN LIVING WITH HIV
Erin Fekete1, Stacey Williams2, Matthew Skinta3
1Univ. of Indianapolis, 2East Tennessee State Univ., 3Palo Alto Univ.

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Lindsey Cary1, Alison Chasteen1
1Univ. of Toronto

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Kristin Broussard1, Helen Harton2
1Saint Louis Univ., 2Univ. of Northern Iowa

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Kent Lee1, Kristen Lindquist1, B. Payne1
1Univ. of North Carolina at Chapel Hill

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Evelyn Carter1, Mary Murphy2
1Purdue Univ., 2Indiana Univ.
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<td>Parker Dreas¹, Stacey Williams¹</td>
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<td>David Johnson¹, Joseph Cesario¹</td>
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<td>Daniel Storage¹, Andrei Cimpian¹, Sarah-Jane Leslie²</td>
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<td>Jean McMahon¹, Kimberly Kahn¹</td>
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<td>¹Univ. of Delaware</td>
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## Thrusday Posters A

### Stereotyping/Prejudice

**“Benefiting from Stigmatized Identities?” — Discrimination on the Basis of Interactions Regarding Sexual Orientation, Gender and Ethnicity in Hiring Decisions**
Claudia Niedlich\(^1\), Melanie Steffens\(^1\), Marcel Cattarius\(^2\), Caroline Michel\(^3\)
\(^1\)Univ. of Koblenz-Landau, Campus Landau, \(^2\)Univ. of Konstanz, \(^3\)Univ. of Koblenz-Landau, Campus Koblenz

**Boosting Identification, Belonging, Persistence and Performance Through Stereotype Self-Regulation Training Among Women in Engineering**
Laura Ruth Parker\(^1\), Margo Monteith\(^1\), S. Weldon\(^1\), Beth Holloway\(^1\)
\(^1\)Purdue Univ.

**Gender-Stereotyping of Sexual Minorities at the Interpersonal Level**
Jin Xun Goh\(^1\), Mollie Ruben\(^2\), Judith Hall\(^1\)
\(^1\)Northeastern Univ., \(^2\)VA Boston Healthcare System

**Stereotype Validation and Intellectual Performance: Positive Implications for Future Achievement**
Kelsey Thiem\(^1\), Jason Clark\(^1\)
\(^1\)Univ. of Iowa

**Sharing the Pie: Zero-Sum Beliefs Moderate SES and Prejudice**
Chelsea Atkins\(^1\), Ruth Warner\(^1\)
\(^1\)Saint Louis Univ.

**I Like, Therefore I Am: Increasing Associations Between the Self and Blacks with Evaluative Training**
Danielle Krusemark\(^1\), Curtis Edward Phills\(^1\)
\(^1\)Univ. Of North Florida

**Is That a Man or a Woman: Physical Androgyny, Stereotypes and Loss of Meaning**
Matthew Olah\(^1\), Curtis Edward Phills\(^1\), Elizabeth Brown\(^1\)
\(^1\)Univ. of North Florida

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**Perceptions of Hyperfeminine Women**
Lynn Martell\(^1\), Trevor Waagen\(^1\), Hannah Borhart\(^1\), Heather Terrell\(^1\)
\(^1\)Univ. of North Dakota
PROFESSIONAL DEVELOPMENT
CONVENTION KICK-OFF & WELCOME BREAKFAST SPONSORED BY DIVERSITY/CLIMATE COMMITTEE
Room: 17A
Chair: Bryant Marks, Morehouse University
This session is aimed at members of historically underrepresented groups in SPSP and first-time conference attendees. Meet each other in a relaxed environment and discuss suggestions for getting the most out of the conference. Brief presentation/panel discussion and networking opportunities.

PROFESSIONAL DEVELOPMENT
SCHOLARSHIP AND PRODUCTIVITY AT LIBERAL ARTS AND TEACHING INTENSIVE INSTITUTIONS
Room: 16B
Chair: Kristin Dukes, Simmons College
This round table discussion focuses on challenges to scholarship and productivity faced by faculty at teaching intensive institutions. Topics to be covered include transitioning from research intensive institutions to teaching intensive institutions at different career stages, conducting high-quality research with undergraduates, selecting appropriate professional mentors, and best practices for collaboration.

PROFESSIONAL DEVELOPMENT
WORK-LIFE BALANCE
Room: 3
Chair: Sara Andrews, UC Riverside
This special session will feature four established scientists—Tim Loving, Julia Boehm, Cynthia Pickett, and Carrie Bredow—speaking about their experiences with balancing successful academic careers with other personal and professional goals. Following a brief presentation by each of the mentors, the session will open for audience Q&A.

PROFESSIONAL DEVELOPMENT
FINDING YOUR RESEARCH PATH IN THE SOCIAL/PERSPECTIVITY FIELD
Room: 6E
Chair: Katy Krieger, Oregon State University
Before applying to graduate school, undergraduates are faced with the problem of narrowing down their research interests. This interactive session will provide undergraduates an opportunity to learn from established researchers how to choose their research area in social/personality psychology.

PROFESSIONAL DEVELOPMENT
BRIDGE INTO THE FUTURE: ADDRESSING THE GAP BETWEEN INDUSTRY AND ACADEMIA
Room: 6D
Chair: Joshua A. Tabak, Facebook Inc. & Cornell University
Social and personality psychologists can practice basic and applied science outside academia, but such opportunities are not well known. This panel will describe some of the many ways social and personality psychologists can extend their research programs beyond Academia and into industry. There will be an extended Q&A.

PROFESSIONAL DEVELOPMENT
TRANSLATING OPEN SCIENCE INTO DAILY PRACTICE
Room: 2
Chair: Katherine S. Corker, Kenyon College
Much has been said about the value of making scientific practices more open, but less has been said about *how* to do so. There are many possible routes to openness, but for researchers who don’t know where to start, this session provides concrete tools (code, templates, and techniques) to begin.

PROFESSIONAL DEVELOPMENT
THE MANY FLAVORS OF TEACHING-FOCUSED ACADEMIC JOBS: A PANEL ON JOB EXPECTATIONS AND EXPERIENCES FROM THE PERSPECTIVE OF RECENTLY APPOINTED FACULTY
Room: 8
Chair: Maya Aloni, Western Connecticut State University
Is a teaching-focused job right for you? Come find out! Teaching-focused positions vary greatly in their teaching, research, and service expectations. Panel members will discuss a variety of experiences across different academic settings that highly emphasize teaching in order to facilitate a broader understanding of available career options.
Univ. of Texas - Austin, 2Univ. of Oregon, 3The Univ. of British Columbia revealed a small but reliable behavioral priming effect, which constructions, and images or other sensory primes. Findings ultimately their behavior. A meta-analysis (N ~ 30,000) produced smaller effect sizes than other samples. Last, we participating in a ritual—had a much stronger effect than primes succeed or fail. Albarracín’s meta-analysis investigates 600 behavioral effects of primes.

ABSTRACTS

PRIMING RELIGION CHANGES BELIEVERS’ BEHAVIORS: A META-ANALYSIS OF 93 STUDIES
We tested whether the mere idea of religion could causally change people’s responses and behaviors. Using traditional effect-size analyses and p-curve analyses and testing 93 studies involving 11,653 participants, we found that religious primes exert robust effects across a variety of outcomes. Our analyses allowed us to confidently answer some of the important theoretical and methodological questions posed in the psychology of religion. We find that priming religion reliably increased prosocial behavior, a heretofore contentious idea. Contextual primes—such as being in a church or behaviorally participating in a ritual—had a much stronger effect than explicit, implicit, or subliminal primes. Mechanical Turk samples produced smaller effect sizes than other samples. Last, we observed no affect of religious priming on non-religious participants—suggesting that priming depends on the cognitive activation of culturally transmitted religious beliefs.

Aiyana Willard1, Azim Shariff2, Teresa Anderson2, Ara Norenzayan3
1Univ. of Texas - Austin, 2Univ. of Oregon, 3The Univ. of British Columbia

SUBTLE EVENTS: A META-ANALYSIS OF THE BEHAVIORAL UPSHOT OF PRIMING USING LINGUISTIC AND SENSORIAL CUES
A world of subtle linguistic and sensorial hints can affect people’s goals, mindsets and motor representations and ultimately their behavior. A meta-analysis (N ~ 30,000) examined the effects of words, complex linguistic constructions, and images or other sensory primes. Findings revealed a small but reliable behavioral priming effect, which was robust across methodological procedures. Theory-testing analyses indicated that more (vs. less) valued concepts (i.e., those linked to important outcomes or values) were associated with stronger priming effects, but only when the priming method was symbolic (words and other linguistic primes) rather than experiential (e.g., images). We found a small inclusion/publication bias that had minimum impact on the size and significance of the effect. Future work should continue to unify the theory and boundary conditions of behavioral priming as part of attention to replicability. We hope that our meta-analysis will contribute to advance this mission.

Dolores Albarracín1, Justin Hepler2, Jordan Clark3, Ann Jones3, Evan Weingarten4, Qijia Chen4
1Univ. of Illinois, 2Facebook, 3Univ. of Nevada, 4Univ. of Pennsylvania

THE VERY IDEA OF MONEY
What happens when the thought of money crosses people’s minds? This talk provides an integrative overview of over 170 experiments from more than 18 countries on that question. Findings show that activating the idea of money heightens goal pursuit and reduces interpersonal bonding; indeed, people become less likable after handling money, but they work harder and more independently. Motivations shift away from communion and toward agency, often marked by improvements in task performance. Many findings suggest a decline in moral awareness, but marketplace ethics (e.g., fairness, reciprocity) can be increased. Reminders of money do not reliably produce direct emotional reactions; they reduce many other emotional reactions, and they increase feelings of strength and confidence. Money promotes an atomistic, individual-centered view of society. Although humans naturally seek social connection, money permits an alternative path to need satisfaction.

Roy Baumeister1, Kathleen Vohs2
1Florida State Univ., 2Univ. of Minnesota

UNDERSTANDING THE CORE, MODERATED NATURE OF PRIMING: A THEORETICAL MODEL AND SUPPORTING DATA
A great deal of research has examined the influence of external primes on judgment, behavior and motivation. Despite producing a rather sizable body of findings, this work has recently come under attack. In this talk, I will argue that much of this criticism stems from a lack of recognition of the inherently moderated nature of priming. In doing so, I will present the Situated Inference Model, a novel theoretical perspective on these effects. Arising out of decades of research documenting priming moderators, the model naturally accounts for such moderation through a simple and intuitive set of cognitive processes. In addition to helping better understand priming effects and their absence, the model has also allowed us to design a highly replicable (but moderated) behavioral priming paradigm. I will present the first set of studies resulting from this powerful within-subjects procedure (total sample size = 880).

Chris Loersch1
1Univ. of Colorado
METHODOLOGICAL AND THEORETICAL ADVANCES IN RESEARCH ON PSYCHOLOGICAL SITUATIONS (C2)

Room: 8
Chair: Nicolas Brown, Florida Atlantic University
Co-Chair: Harry Reis, University of Rochester

This symposium presents the latest theoretical and methodological advances in research on psychological situations. We introduce a new taxonomy of situations and consider how relationships affect their interpretation. Next, we explore a multi-method approach to persons, situations and construal. Lastly, lifeloggers are introduced as a novel method for studying situations.

ABSTRACTS

A SNAPSHOT OF THE LIVED DAY: USING WEARABLE CAMERAS TO STUDY PSYCHOLOGICAL SITUATIONS

What are the situations that people experience throughout the course of their day? Prior research has primarily relied upon retrospective reports and experience-sampling to assess daily situations. However, neither method permits researchers to actually see the situations experienced by the individual. This talk introduces lifelogging devices – small wearable cameras – as a novel method for capturing individuals’ everyday situations. Participants (N = 143) wore a Narrative Clip lifelogger for one day which automatically captured a picture every 30 seconds. In a follow-up visit, participants segmented their photos into meaningful situations (total N = 2605), and provided ratings on a number of psychological dimensions (e.g., behavior, goals). We highlight the methodological advantages and challenges associated with lifelogging devices in situational research. Furthermore, we discuss how lifelogging devices can be used to understand how situations change using feature extraction and neural networks.

Nicolas Brown1, Ryne Sherman1
1Florida Atlantic Univ.

RELATIONSHIP CONTEXTS INFLUENCE ALMOST EVERYTHING

Social psychology has long prided itself for studying situations, but until recently ignored what may be the most potent situational factor: who one is with, and the nature of one’s relationship with them. I will begin by discussing the theoretical rationale for this approach, followed by a series of examples from the social-psychological literature, demonstrating that findings about so-called “universal principles” change, depending on relationship moderator variables. Finally, I will report results from two experiments in which participants made judgments (using the DIAMONDS taxonomy) about common situations. These studies both show that participants interpretations of these situations varied, in some cases dramatically so, depending on the relationships of the individuals involved in those situations. The theoretical premise of the talk is that the nature of “situations” depends critically on the relationships of the people involved.

Harry Reis1, Yan Ruan1
1Univ. of Rochester

PSYCHOLOGICAL CHARACTERISTICS OF SITUATIONS

Defining, taxonomizing and measuring situations are traditionally thorny issues in personality/social psychology. This talk promotes a variable-oriented view by characterizing situations with psychological characteristics (i.e., perceived attributes). A taxonomy is proposed that integrates previous taxonomies and provides a common language: the Situational Eight DIAMONDS (Duty, Intellect, Adversity, Mating, pOsitivity, Negativity, Deception, Sociality). The utility of focusing on characteristics, specifically the DIAMONDS dimensions, is demonstrated in empirical studies of (a) situation selection and construal, (b) personality-situation fit and (c) how personality and situations predict real-life behavior. This talk aims to further an integrative “psychology of situations” with cumulative knowledge-building.

John Rauthmann1
1Humboldt-Univ. of Berlin

SITUATION CONSTRUAL AND BEHAVIOR

It is well established that personality and the situation have meaningful associations with behavior and life outcomes. However, few studies have examined how one's interpretation of a situation (construal) is influenced by these factors, and how construal affects one's behavior. The current study examines the relationships among person, situation, construal and behavior using data collected from three separate lab visits. Each lab visit consisted of a social interaction involving three unacquainted participants: an unstructured chat, a cooperative task and a competitive task. Personality was rated by two peers, the situation by each participant’s two interaction partners, construal as self-reported by each participant and behavior by independent raters viewing video recordings. Results show that all four variables are significantly related, and that in some cases construal has predictive validity for behavior even when accounting for person and situation variables.

Kyle Sauerberger1, David Funder1
1Univ. of California, Riverside

BEYOND THE SNIFF: IMPLICATIONS OF THE OXYTOCIN SYSTEM FOR INTER AND INTRA-INDIVIDUAL PROCESSES (C3)

Room: 7B
Chair: Patty Van Cappellen, University of North Carolina, Chapel Hill

Going beyond studies administering exogenous oxytocin, this symposium showcases research on the implications of multiple components of the OT system (i.e. levels of endogenous OT, polymorphisms in genes related to oxytocin signaling, and the interaction between genotype and exogenous OT) for our capacity to connect with others at various levels.

ABSTRACTS

THE BIOLOGY OF SPIRITUALITY: EFFECTS OF OXYTOCIN ADMINISTRATION AND GENOTYPE.

The oxytocin (OT) system is critically involved in social bonding at the interpersonal level. Here, we investigate its relation to spirituality, a belief in a meaningful life imbued with a sense of connection to a Higher Power and the world, which is relevant
to millions in our society. Male adults (N = 83) were randomized to either exogenous OT or placebo. A saliva sample was collected for genotyping of polymorphisms in CD38 (rs6449182 and rs3796863) and OXTR (rs53576), both related to OT signaling. Results showed that exogenous OT increased self-reported spirituality on two separate measures and that this effect remained significant a week later. Furthermore, these effects were moderated by OT-related genotypes. Exogenous OT also increased the enjoyment of meditation measured at the implicit and explicit level. These results reveal a causal effect of OT on spirituality and a moderation of intranasal OT’s effects by genotype.

Patty Van Cappellen¹, Baldwin Way², Suzannah Isgett¹, Barbara Fredrickson¹
¹Univ. of North Carolina at Chapel Hill, ²The Ohio State Univ.

LEARNING TO LOVE: CUMULATIVE VARIABILITY IN OXTR AND CD38 MODERATES THE POSITIVE EMOTION YIELD OF LOVING-KINDNESS TRAINING

Positive socioemotional experiences are integral to health and likely supported by biological systems. Oxytocin, a neuropeptide implicated in social processes, is hypothesized to be one potential mechanism. We tested whether several SNPs in two genes related to oxytocin signaling, OXTR and CD38, moderated positive emotion growth with training in loving-kindness meditation over six weeks. Mid-life adults (N=122) were randomized to either loving-kindness or mindfulness training and reported their emotions daily. Participants’ cumulative oxytocin vantage scores reflected the number of non-risk alleles across SNPs. Results revealed that individuals with higher oxytocin vantage scores experienced gains in positive emotions with loving-kindness training, but not with mindfulness training. By contrast, individuals with lower oxytocin vantage scores showed no boosts in positive emotions with either training. These are among the first findings to show how genetic differences in oxytocin processing may influence an individual’s capacity to experience positive emotions in response to socially-focused training.

Barbara Fredrickson¹, Suzannah Isgett¹, Sara Algoe¹
¹Univ. of North Carolina, Chapel Hill

GROUPS, RITUALS, BIASES AND ENDOGENOUS OXYTOCIN

Oxytocin (OT) is implicated in many social processes. We tested if rituals would increase endogenous OT and explain ingroup biases. In Experiment 1 (N = 382), we compared endogenous oxytocin release while randomly- (R) and previously-formed (P) groups performed ecologically-valid rituals, and we related this to prosocial behaviors toward in- and out-groups. We found that group rituals did not consistently cause an increase in OT, though Rs had a 177% larger increase in peripheral OT from baseline than did Ps. P groups had a larger in-group bias in monetary tasks assessing trust and altruism than did R groups. The change in OT did not predict in-group biases. Experiment 2 (N = 160), a field study of rituals using six different groups, found that a significant majority of participants in these rituals (58%) had an increase in OT.

Elizabeth Terris¹, Jeff Schloss², Paul Zak¹
¹Claremont Graduate Univ., ²Westmont College

MATERNAL OXYTOCIN PREDICTS RELATIONSHIP SURVIVAL DURING THE TRANSITION TO PARENTHOOD

The neurohormone oxytocin is involved in attachment bonding and maternal behavior in human and non-human animals. In humans, maternal oxytocin is positively associated with synchrony to infant cues, touch, gaze, vocalizations, positive affect and interaction sequences. In addition to augmenting the parent-child relationship, we asked whether oxytocin might also buffer the parent-parent relationship during the postpartum transition period. We tested this in a longitudinal study of child-bearing women (N=188). Endogenous oxytocin was measured during the 1st and 3rd trimester and at 7-9 weeks postpartum; relationship status was assessed at the outset and 2.5 years postpartum. Statistical analyses revealed that lower maternal oxytocin (pre-and post-natal) was associated with greater risk for relationship dissolution by the time child was a toddler (p<.05). Critically, lower maternal oxytocin was not associated with being single per se. Whether endogenous oxytocin is a “trait marker” (better parent/partner) or “state marker” (receipt of social support) is discussed.

Jennifer Bartz¹, Simcha Samuel¹, Ian Gold¹, C. Carter², Phyllis Zelkowitz¹
¹McGill Univ., ²The Kinsey Institute

SCALING UP AND EXPANDING LAY THEORY RESEARCH: NEW PERSPECTIVES AND APPLICATIONS IN ACADEMIC SETTINGS (C4)

Room: 10
Chair: Alexander Browman, Northwestern University
Co-Chair: Michelle Rheinschmidt-Same, Northwestern University

This symposium explores the influences of various established and novel lay theories, beliefs regarding the nature of personal qualities, on academic outcomes. Speakers will discuss how interventions targeting intelligence beliefs can be applied at large scale and present novel classes of lay theories that influence the outcomes of at-risk students.

ABSTRACTS

INCREMENTAL THEORIES OF SOCIAL STATUS ENHANCE ACADEMIC CONFIDENCE, MOTIVATION AND PERFORMANCE AMONG LOW-SOCIOECONOMIC STATUS COLLEGE STUDENTS

Persistent academic achievement gaps exist between college students from high and low-socioeconomic status (SES) backgrounds. As higher education represents a primary means to status mobility, we propose that low-SES students’ academic outcomes may depend on their lay beliefs regarding the nature of social status. If low-SES students believe that social status is unchangeable, educational attainment should feel unlikely for them to achieve, and their academic confidence, motivation and performance should suffer. By contrast, if low-SES students believe that social status can change, their confidence and motivation for succeeding academically should be high, leading to superior academic outcomes. Across five studies, we find that low-SES college students who believe, both chronically and following experimental manipulation, that status is malleable,
LAY THEORIES ABOUT WILLPOWER PREDICT SELF-REGULATION AND GRADES IN EVERYDAY LIFE

Laboratory research shows that when people believe that willpower is an abundant (versus highly limited) resource, they exhibit better self-control after demanding tasks. However, less is known about the role of these beliefs in real-world contexts that demand high levels of self-regulation over a longer term, such as university courses. To examine this, we conducted a longitudinal study, assessing students’ theories about willpower and tracking their self-regulation and academic performance. Among students facing high self-regulatory demands, either momentary (e.g., upcoming tests and class presentations) or long-term (heavy course load), a nonlimited theory predicted better self-regulation (e.g., less procrastination). In addition, those with a nonlimited theory also earned higher grades, an effect mediated by their increased self-regulatory efforts. These findings suggest that in real-world academic contexts, which often put high demands on self-regulation, students’ lay theories regarding willpower contribute critically to their self-regulatory efforts and ultimately to their academic outcomes.

Veronika Job¹, Gregory Walton², Katharina Bernecker¹, Carol Dweck²
¹Univ. of Zurich, ²Stanford Univ.

SOCIAL CLASS AND ACADEMIC ACHIEVEMENT IN COLLEGE: THE INTERPLAY OF REJECTION SENSITIVITY AND ENTITY BELIEFS

Undergraduates, especially those from lower-income backgrounds, may worry about mistreatment stemming from their social class backgrounds. We hypothesized that concerns about class-based discrimination (i.e., class-based rejection sensitivity or RS-class) would be particularly damaging to college achievement among entity theorists, who perceive their personal characteristics as fixed. We reasoned that a perceived capacity for personal growth, characteristic of incremental theorists, would make degree attainment and social mobility seem more feasible. Evidence from five studies supports this hypothesis. High levels of dispositional-held entity beliefs and RS-class predicted lower self-reported grades in socioeconomically-diverse samples (Studies 1a and 1b) and lower downstream official grades among lower-class Latino students (Study 2). In Study 3, experimentally-induced entity (versus incremental) beliefs predicted test performance as a function of RS-class. Finally, Study 4 revealed that entity theorists with RS-class concerns believe less in upward mobility and report self-blame and hopelessness following academic setbacks. Possible interventions will be discussed.

Michelle Rheinschmidt-Same¹, Rodolfo Mendoza-Denton²
¹Northwestern Univ., ²Univ. of California, Berkeley

WHAT’S IN A NAME?: THE POWERFUL EFFECTS OF LABELS FOR OTHERS AND THE SELF (C5)

Room: 6D
Chair: Sarah Townsend, University of Southern California
Co-Chair: Erika Hall, Emory University

How can we measure the power of words used to label others and ourselves? Research presented demonstrates that the consequences of group-based slurs depend on status and whether members self-label, and that seemingly small changes in the specific labels used can dramatically affect perceptions of both others and the self.

ABSTRACTS

A ROSE BY ANY OTHER NAME?: “BLACKS” ARE MORE NEGATIVELY EVALUATED THAN “AFRICAN AMERICANS”

The current research explores the consequences of the “Black” vs. “African-American” racial labels on Whites’ evaluations of racial minorities. We argue that the racial label Black evokes a mental representation of a person with lower socioeconomic status than the label African-American, and that Whites will react more negatively toward Blacks (vs. African-Americans). Study 1 shows that the stereotype content for Blacks (vs. African-Americans) is lower in status, positivity, competence and warmth. In Study 2, Whites view a target as lower status when he is identified as Black vs. African-American. Study 3 demonstrates that the use of the label Black vs. African-American in a U.S. newspaper crime report is associated with a negative emotional tone in that respective article. Study 4 shows that Whites view a criminal suspect more negatively...
when he is identified as Black vs. African-American. The results establish how racial labels can have material consequences for a group.

Erika Hall¹, Katherine Phillips², Sarah Townsend³
¹Emory Univ., ²Columbia Univ., ³Univ. of Southern California

TARGET GROUP STATUS INFLUENCES THE PERCEPTION OF THE OFFENSIVENESS OF GROUP-BASED SLURS

Two studies investigate the effects of target group status on perceptions of the offensiveness of group-based slurs. Using real-world groups as targets, Study 1 showed that the most offensive words that participants could generate for a group were the most offensive for low-status groups. For example, participants on average perceived the most offensive word they could generate for African-Americans was more offensive than the most offensive word they could generate for Whites. Experimental methods in Study 2 showed that people perceive slurs against a low status group as especially offensive, a pattern that was mediated by the expectation that low-status targets would be emotionally reactive to the insult. The results suggest that cultural taboos emerge surrounding insults against low-status groups that may be due in part to how those target groups are expected to respond emotionally to those insults.

P.J. Henry¹, Sarah Butler², Mark Brandt³
¹New York Univ. - Abu Dhabi, ²The Sage Colleges, ³Tilburg Univ.

WHEN WHAT YOU DO SHAPES WHO YOU ARE

A series of recent experiments demonstrate that people are more likely to perform prosocial behavior (e.g., vote in an election, help someone in need), and less likely to perform antisocial behavior (e.g., cheating), when noun-based wording emphasizes the relevance of those behaviors to the self-concept (e.g., “…to be a voter…” vs. “…to vote…” or “Please don’t be a cheater!” vs. “Please don’t cheat”). In the current research, we document how noun wording, in conjunction with behavior, can shape people’s working self-concepts. We find that when behavior is described with noun (vs. verb) wording, this imbues that behavior with the power to reshape the self-concept.

This is the first direct documentation of the mechanism by which noun wording influences behavior and suggests the provocative possibility that this subtle and momentary manipulation of language could trigger a recursive process of positive behavior causing self-concept changes, which then cause additional positive behavior.

Christopher Bryan¹, Dominic Alvernaz²
¹Univ. of Chicago Booth School of Business, ²Univ. of California, San Diego

GROUP IDENTIFICATION AS A CAUSE, CONSEQUENCE AND MODERATOR OF SELF-LABELING WITH A STIGMATIZING LABEL

The current research explored the role of group identification in reappropriation, taking possession of a slur previously used exclusively by dominant groups to reinforce another group’s lesser status. Previous work has found that reappropriation weakens derogatory group labels, and we therefore frame self-labeling with a derogatory group term as a form of collective action. Because group identification is tightly bound up with collective action, i.e., whether an individual should act by and for the group, we proposed that it would be a cause, consequence and moderator of self-labeling with a derogatory group term. Multiple experiments confirm this relationship, and furthermore show that observers also see self-labelers as more identified with their groups. These studies establish that group identification is a critical component of the process of reappropriating stigmatizing labels by determining when self-labeling occurs and the consequences of self-labeling for stigmatized group members.

Jennifer Whitson¹, Eric Anicich², Cynthia Wang³, Adam Galinsky²
¹Univ. of California, Los Angeles, ²Columbia Univ., ³Oklahoma State Univ.

HEALTH, ACTUALLY: EXPLORING HEALTH BEHAVIORS AND HEALTH SUPPORT PROCESSES WITHIN ROMANTIC RELATIONSHIPS (C6)

Room: 2
Chair: Lindsey Alley, Oregon Health & Science University
Co-Chair. Charlotte Markey, Rutgers University

This symposium explores the important and understudied influence of dyadic support processes on health within intimate relationships. Factors surrounding health perceptions, behavioral motivations, attitudes, knowledge and communal coping efforts are discussed using cross-sectional, experimental and daily diary methodologies within a variety of relationship contexts (e.g., same-sex, chronically ill, and veteran).

ABSTRACTS

LET US SKIP CAKE: UNRESTRICTED PARTNERS’ DIETARY SUPPORT IN INTIMATE RELATIONSHIPS POSITIVELY INFLUENCES COMMUNAL ADHERENCE

Few researchers have explored interdependent influences surrounding behavioral attitudes and knowledge as they affect communal eating behaviors within intimate relationships. In couples where one partner engages in a significant dietary change, couple-level coping processes could pose strong influences on one or both partners’ adherence. For the current study, 212 couples containing one partner with Celiac Disease completed an online questionnaire to assess attitudes toward the patients’ required gluten free diet (GFD), knowledge of dietary restrictions and Celiac-specific outcomes of nonadherence, and partners’ respective adherence to the GFD during shared mealtimes. Results of an Actor-Partner Interdependence Mediation Model (APIMedM; Ledermann, Macho, & Kenny, 2011) analysis revealed that non-Celiac partners’ attitudes toward the GFD were significantly positively associated with both partners’ dietary adherence, and that knowledge partially mediated this association. Thus, communal dietary practices encouraging GFD adherence within relationships may be contingent on non-Celiac partners’ behavioral and emotional endorsement of the diet.

Lindsey Alley¹, Adolfo Cuevas², Cynthia Mohr²
¹Oregon Health & Science Univ., ²Portland State Univ.

BODY TALK IMPROVES BODY IMAGE AMONG SAME-SEX COUPLES

Research suggests the important role of romantic partners in
shaping how individuals feel about their bodies (e.g., Markey & Markey, 2013; 2014), but the processes that result in changes in body image within relationships have not been examined. To investigate how partners may potentially affect body image, 72 lesbian couples and 72 gay male couples (total N = 288) first completed body image assessments alone. Each participant then discussed their perception of their own body, ideal body and weight issues in general with their partners. Following this intervention, participants again completed an assessment of their own body image. Results indicated that after talking with their romantic partner, both men and women displayed improved body satisfaction. This change appeared to result from participants’ reconsideration of their body ideals, not their appraisal of their current bodies. Implications of these findings for improving body image in the context of relationships will be discussed.

Charlotte Markey¹, Patrick Markey², Kristin August¹, Christopher Nave¹
¹Rutgers Univ., ²Villanova Univ.

DYADIC RELATIONSHIPS BETWEEN ALCOHOL USE MOTIVATIONS AND CONSUMPTION AMONG ROMANTIC PARTNERS

We examined dyadic influences of drinking motives on alcohol use among post-9/11 military veterans and spouses. This study is the first to investigate interdependence among couples’ drinking motives and drinking behaviors. Ninety-five couples completed a web-based survey, which included the Drinking Motives Questionnaire (DMQ; Cooper et al., 1992) as well as drinking quantity/frequency. Mean Veteran age was 38 (SD=8), mean spouse age was 37 years old (SD=9). Veterans were mostly male (87%). Alcohol use measures were correlated between spouses, as were enhancement and social drinking motives. Actor-Partner Interdependence Model (APIM) results revealed many significant actor effects for motives predicting one’s own drinking. Partner effects were revealed only when looking at the reverse direction, whereby veteran drinking predicted increased positive motives among spouses. Potentially, one spouse’s drinking behavior influences the other to adopt a more positively-oriented approach to alcohol as a means of deriving mutual pleasure and enhancing social events.

Cynthia Mohr¹, Cameron McCabe¹, Sarah Haverly¹, Leslie Hammer¹
¹Portland State Univ.

10 THINGS I HATE ABOUT YOU: DAILY NEGATIVITY, PARTNER INFLUENCES AND SUPPORT AND DAILY EATING HABITS IN COUPLES

The health of individuals in romantic relationships is influenced by partner-related factors, yet an understanding of couple dynamics and how they affect specific health behaviors remains limited. The current study examined the effect of disparaging partner influences, partner supportiveness and daily negative emotions due to one’s partner on daily eating habits in couples. Seventy-five cohabitating couples took a daily survey, we found that low-SES individuals with high levels of life satisfaction displayed diurnal cortisol profiles similar to those of high-SES individuals. In contrast, low-SES individuals reporting low life satisfaction experienced attenuated morning cortisol concentrations and a flatter (less “healthy”) diurnal cortisol slope. These findings provide novel evidence that life satisfaction may act as a buffer against the detrimental effect of low-SES on health-related physiological processes.

Ledina Imami³, Samuele Zilioli³, Richard Slatcher¹
¹Wayne State Univ.

WHAT DOES IT MEAN TO HAVE A SATISFYING LIFE?: NEW INSIGHTS ON THE MEANING OF LIFE-SATISFACTION AND ITS PSYCHOSOCIAL AND HEALTH-RELATED CONSEQUENCES (C7)

Room: 3
Chair: Ledina Imami, Wayne State University
Co-Chair: Richard Slatcher, Wayne State University

Life satisfaction is considered a key aspect of well-being. But what does it mean to live a satisfying life? This symposium examines the wide reach of life satisfaction, the biological pathways through which it relates to better health, and its association with extraordinary outcomes that benefit the well-being of others.

ABSTRACTS

LIFE SATISFACTION MODERATES THE IMPACT OF SOCIOECONOMIC STATUS ON DIURNAL CORTISOL SLOPE

The association between low socioeconomic status (SES) and poor physical health is well known. However, virtually no studies have identified psychosocial factors that may help to offset the harmful health effects of low SES. We investigated whether life satisfaction might partially mitigate the effects of low SES on health-related biology. In a large national sample (N = 1,325) from the Midlife in the United States (MIDUS) survey, we found that low-SES individuals with high levels of life satisfaction displayed diurnal cortisol profiles similar to those of high-SES individuals. In contrast, low-SES individuals reporting low life satisfaction experienced attenuated morning cortisol concentrations and a flatter (less “healthy”) diurnal cortisol slope. These findings provide novel evidence that life satisfaction may act as a buffer against the detrimental effect of low-SES on health-related physiological processes.

Ledina Imami³, Samuele Zilioli³, Richard Slatcher¹
¹Wayne State Univ.

IS THE SATISFYING LIFE MEANINGFUL?

Life satisfaction (LS) and meaning in life (MIL) are each considered crucial aspects of psychological functioning. LS is defined as a cognitive judgment that contributes to one’s overall subjective well-being. MIL is defined as the extent to which life is experienced as purposeful, significant and coherent. There is little question that LS and MIL are nice things to have. Little research has been directed at examining the relationship between these two constructs. Do they reflect the same thing? How (and when) might they differ? In this talk, we will review what we know about the overlap of these constructs and present new research seeking to map out the place of LS and MIL in the larger net of well-being. This work seeks to establish when the satisfying life is meaningful and when the meaningful life is satisfying.

Laura King¹, Sarah Ward¹
HYPOTHESIS DRIVEN COMPUTATIONAL SOCIAL SCIENCE (C8)

Room: 9
Chair: Travis Riddle, Columbia University

A primary strength of computational methodologies comes bottom-up approaches. While data-driven inquiry is valuable, it should be emphasized that one can also conduct more traditional hypothesis-driven research using computational techniques, and that these two approaches to science are not mutually exclusive. This session will feature research consistent with this philosophy.

ABSTRACTS

CONSTRaining DATA-Driven ANALYTICS

While the use of “big-data analytics” is relatively new in psychological research, it has gained considerable attention as a valuable research tool. However, big-data analytics have their own weaknesses; they cannot match all of the strengths of controlled lab-based methodologies and are often supplemented with post-hoc explanations of the observed phenomena. Further, the majority of published work employing this type of analysis has relied on bottom up, data-driven techniques that are largely hypothesis-blind, which is not ideal for empirical research. In this talk, we will argue for the benefits of developing bottom-up analytics that are constrained by top-down theories, and discuss how these approaches can be used to counterbalance the weaknesses of each other. We will also discuss the importance of complementing observational big-data studies with rigorous behavioral experiments. Finally, we will present several lines of research from our work on morality and political psychology that has used such approaches.

Morteza Dehghani1, Joe Hoover1
1Univ. of Southern California

THE EFFECT OF LINGUISTIC UNCERTAINTY IN SELF-AFFIRMATIONS

Despite improvements, achievement gaps between Black and White students persist in American education. A written values-affirmation intervention has been shown to reduce this achievement gap. However, the primary activity that participants engage in during the intervention, writing, has received comparatively little attention. Highlighting the utility of hypothesis-driven computational research, we sought to identify a new feature thought to be important for the effectiveness of the intervention: uncertainty. We computationally identified two types of uncertainty: uncertainty on the part of the affirmer (i.e. uncertain about the affirmation itself) and uncertainty in the target of the affirmation (i.e. the behavior of the affirmation target is unpredictable). Our analyses suggest that affirmation target uncertainty has a negative effect on the effectiveness of the intervention, while affirmer uncertainty does not influence the intervention’s effectiveness. This work demonstrates how top-down experimenter hypotheses can be combined with more traditionally data-driven methods to yield new psychological insights.

Travis Riddle1, Smaranda Muresan1, Geoff Cohen2, Jonathan Cook3, Valerie Purdie-Vaughns3
1Columbia Univ., 2Stanford Univ., 3Pennsylvania State Univ.

LITTLE WORDS AND LIMITED CATEGORIES IN BIG DATA: QUANTIFYING LANGUAGE TO UNDERSTAND AND PREDICT BEHAVIOURS

The goal of psychology is to understand and to predict behaviors. In pursuit of this goal, psychologists can draw on computational approaches, using much larger data sets on a scale never before imagined. Several examples of top-down and bottom-up approaches to text analysis illustrate the types of understanding and prediction these approaches provide. For example, I develop language hypotheses using LIWC categories based on self-regulation theories to predict self-regulatory success. I compare values, personality and work styles derived from theory to bottom-up categories in large open-ended language samples. In this talk, I encourage researchers to expand their methodological toolkit to consider both top-down and bottom-up approaches. I argue that...
complex bottom-up approaches are not the only path forward for big data. Top-down approaches are needed to understand as well as to predict behaviours in large naturalistic language data.

Cindy Chung
1Intel Corporation

LARGE-SCALE ASSESSMENT OF TEMPORAL ORIENTATION USING FACEBOOK LANGUAGE
Social media, now used actively by a majority of Americans and over a billion people worldwide, presents scientists with an unprecedented resource of quantifiable behavioral data. Here, we consider people’s behavioral tendency to talk about the past, present and future as a novel measure of temporal orientation. We develop the assessment using human language on Facebook, first creating a past, present, and future message classifier, and then quantify a user’s overall temporal orientation as their proportion of messages in each class. We validate the measure by considering its accuracy (71.8% of messages correctly classified compared with 52.8% from the most frequent class baseline), and by comparing with known correlates: conscientiousness, age and gender. We then demonstrate how this measure can be used to explore further questions, finding novel associations with openness to experience, satisfaction with life, depression, IQ, and one’s number of friends.

H. Andrew Schwartz1, Gregory Park2, Lyle Ungar2, Martin Seligman2
1Stony Brook Univ., 2Univ. of Pennsylvania

FROM NEURONS TO NATIONS: A MULTIDISCIPLINARY ANALYSIS OF GROUP-BASED COOPERATION (C9)

Room: 1B
Chair: Julian Wills, New York University
Co-Chair: Jay Van Bavel, New York University

Like many species, human survival hinges on our ability to cooperate. Such a complex social behavior warrants inspection from multiple levels of analysis. Combining experimental social psychology with neuroimaging, cross-cultural and meta-analytic techniques, this symposium will converge on the core factors that guide (and obstruct) costly self-sacrifice in social dilemmas.

ABSTRACTS
HOW CONSISTENT CONTRIBUTORS INFLUENCE COOPERATION IN GROUPS: INSPIRING LIKEMINDED OTHERS AND TRIGGERING CASCADES
We investigated how consistently contributing members (CCs) affect cooperation in groups. In Studies 1-3, participants played multi-trial public goods games (PGGs) with or without a CC. The other players were computer-generated, creating controlled environments to examine how CCs affect individuals’ behavior directly (vs. indirectly via changes in others’ behavior). Across studies, CCs triggered greater cooperation specifically in people with strong prosocial values. In Study 4, participants played the same PGG with real others. Comparing groups with no vs. one CC revealed the identical effect: a CC increased cooperation among individuals with prosocial values. However, many groups also contained additional (spontaneous) CCs, and in these cases, individuals’ values ceased to predict cooperation. Instead, members of groups with two or more CCs all tended to be highly cooperative. These data suggest that CCs initially increase cooperation by inspiring similar behavior in likeminded others, which then cascades through the group via conformity-type processes.

Dominic Packer1, Michael Gill1, Stephanie Cerce1, Jay Van Bavel2
1Lehigh Univ., 2New York Univ.

COOPERATIVE INTUITIONS VS. DELIBERATE SELF-RESTRAINT: HOW BRAIN LESION PATIENTS CAN RESOLVE COMPETING MODELS OF PROSOCIAL DECISION-MAKING
Cooperation is fundamental for successful group living. Though scientists have discovered new ways of promoting cooperation, investigations on its underlying process remain sparse and controversial. Classical models highlight the role of “deliberation” for reining in selfish impulses, whereas more recent models contend that humans are “intuitively” prosocial. To test these competing hypotheses, we recruited a large sample of lesion patients with brain damage disrupting either intuitive (e.g., vmPFC, amygdala) or deliberative processing (e.g., dIPFC). Using a modified public goods game to index cooperation, we find patterns consistent with deliberative models of prosociality: (1) among healthy controls, cooperative decisions take longer than selfish ones, and (2) among patients, only dIPFC damage appears to impair cooperation. We also observed a surprising degree of temporal dynamics, suggesting an intriguing boundary condition. We conclude by proposing a broader model that, depending on contextual moderators, reconciles competing models of deliberation and intuition.

Julian Wills1, Oriel FeldmanHall1, Augustus Baker1, Elizabeth Phelps1, Jay Van Bavel
1New York Univ.

PROSOCIALITY ACROSS THE GLOBE
There is abundant evidence that people differ in their social preferences. Some people are more likely to be prosocial and mindful of others, whereas others are primarily mindful of their own interests. But do countries differ as well, and if so, does it matter? We address three questions in cross-national study involving 31 countries (N=7,241). Are there cross-cultural differences in social preferences? Would cultural variation in social preferences be associated with indicators of national prosperity? Are there universals to be found across cultures related to social preferences? Results uncovered that countries differ considerably in terms of social preferences, that countries that are more prosocial are more prosperous, indicated by a greater Gross Domestic Product, and that the link between social preferences, age and liberal ideology was observed in most countries. These findings underline the importance of a cultural perspective to social preferences.

Paul Van Lange1, Ryan Murphy2, Niels van Doesum1, Daniel Balliet1
1VU Univ. Amsterdam, 2ETH Zürich

WHAT PUBLIC GOODS EXPERIMENTS CAN (AND CAN’T) TEACH US ABOUT INTERNATIONAL COOPERATION
Public goods experiments have been modified to mimic international cooperation (e.g., climate change negotiations),
and have, for instance, tested reactions to scientific information, different levels of collective risk, tested outcomes with various rich-poor scenarios and how time discounting as well as the threat of social approval affect the group’s ability to cooperate. This talk reviews the methods as well as the major questions and findings from these experiments. It also touches on ways that social scientists could improve on existing experimental designs in the hopes of gaining further insights into international cooperation, such as by focusing on the threshold public goods experiment and common-pool-resource experiments rather than straightforward public goods. Finally, it discusses the limits of any of these tools in terms of extrapolating findings to the international cooperation context.

Jennifer Jacquet1
1New York Univ.

HOW PEOPLE THINK THEY’RE BETTER THAN OTHERS AND WHY IT MATTRES: CONSEQUENCES FOR SOCIAL RELATIONSHIPS, EMOTIONS, THE COURTROOM AND ONLINE ROMANCE (C10)

Room: 4
Chair: Desmond Ong, Stanford University
Co-Chair: Brent Hughes, Stanford University
We present a modern take on the “better than average” effect, with recent advancements on group versus individual comparisons and extensions to emotional states. We will also discuss implications for subjective biases in legal settings, and how they affect behavioral outcomes on OkCupid, a large online dating website.

ABSTRACTS

HAPPIER THAN THOU: AN EGOCENTRIC POSITIVITY BIAS IN EMOTION ATTRIBUTION
People tend to judge themselves more favorably than others, a phenomenon known as the “better-than-average” effect. These biases characterize judgments of stable traits (e.g., attractiveness, intelligence), but do people also believe they experience more favorable transient states than others? Here we extend the better-than-average effects to emotions, and demonstrate that observers attribute more positive and less negative emotions to themselves, as compared to others (Study 1). As with other forms of better-than-average effects, this bias varies parametrically with social distance, such that people extend more positive emotion judgments towards socially close, as compared to distant, targets (Study 2). Above average effects on emotion also reflect temporal distance, such that participants attribute more positive and less negative emotions to themselves and others now, as compared to in the future (Study 3). Broadly, these data suggest that people exhibit a “happier-than-average” bias that varies robustly with psychological distance.

Desmond Ong1, Noah Goodman1, Jamil Zaki1
1Stanford Univ.

WHY I’M BETTER THAN THEM, BUT NOT HIM: GIVING INDIVIDUALS, BUT NOT POPULATIONS THE BENEFIT OF THE DOUBT
Most people think they are above average, a statistically impossible result. That said, people compare themselves less favorably to a specific, unknown individual than they do to the population from which that individual was drawn. Although this individuation effect was identified twenty years ago, we are the first to explain it. First, new data (and reanalyzing published results) showed this individuation effect is strongest for moral traits, qualities deemed essential for social relationship partners to possess. Second, people say they give others the benefit of the doubt on these dimensions. However, third, because such optimism is applied only to individuals, not people in general, the individuation effect emerges. We argue (and offer preliminary evidence) that this bias is functional: given social relations are with specific individuals (not people in general), people would not be well served assuming that individuals they approach are much worse than the self on essential qualities.

Clayton Critcher1, David Dunning2
1Univ. of California, Berkeley, 2Univ. of Michigan

THE REASONABLY PRUDENT PERSON IS ME
In criminal law, assessments of negligence and self-defense require a comparison of the defendant’s behavior with what would be expected from the average, reasonable person in the community. The reasonable person standard is said to be an “objective” standard for assessing criminal responsibility. However, in a series of studies in which we present people with various moral dilemmas or actual legal cases, we show that what people actually do is to estimate what they would personally do in the situation and use this either as a basis for guessing what the reasonable person would do or simply assess responsibility using themselves rather than the reasonable person as the criterion. Thus, what is purported to be an objective standard is actually a perfectly subjective one.

Mark Aliche1
1Ohio Univ.

DESERVING OF LOVE: HOW OPTIMISTIC BIASES ABOUT OURSELVES MOTIVATE ONLINE DATING SUCCESS AND FAILURES AND HOW THESE BIASES VARY OVER AGES AND REGIONS
People tend to rate themselves as being better than average, especially when they are being considered by potential partners. We present large-scale validation for social comparative biases using data from OkCupid, one of the largest online dating websites in the U.S. We find strong evidence that self-enhancing biases in self-judgments for some traits, such as self-confidence and maturity, vary by age and geographic region. Furthermore, we find that biases for other traits, such as height and attractiveness, remain constant. Our results also suggest that susceptibility to self-enhancement bias interacts with varying levels of online dating success and behaviors as measured by message interactions between users. Our work replicates previous social comparison findings on a massive scale, examines susceptibility to bias across a diverse demographic sample, and shows the effects of biases on behavioral outcome variables.

Emily Yeh1, David Koh1, Mike Maxim1, Christian Rudder1
1OkCupid
THE FORCES THAT DIVIDE US: THE ROLES OF SOCIAL DOMINANCE, HATRED AND (META)DEHUMANIZATION IN REAL INTERGROUP CONFLICT (C11)

Room: 6A
Chair: Emile Bruneau, University of Pennsylvania
Co-Chair: Nour Kteily, Northwestern University

In this symposium, we introduce new theoretical and empirical research highlighting the importance to modern social conflicts of overt intergroup biases: social dominance, hatred, dehumanization and “meta-dehumanization.” Studies span real intergroup conflicts characterized by a broad range of hostility in the U.S., Eastern Europe and the Middle East.

ABSTRACTS

THE PSYCHOLOGY OF HATE: MORAL CONCERNS DIFFERENTIATE HATE FROM DISLIKE

Theoretical accounts of hate date back several thousand years, yet there are few experimental studies on the topic. While Allport conceptualized hate as an extreme negative evaluation, Aristotle theorized that hate had additional psychological components. The present research investigated whether the difference between hate and dislike is a matter of degree (i.e. hate is merely more negative than dislike) or a matter of kind (i.e. hate is imbued with additional psychological components). Three lab experiments provided evidence that hated attitude objects are more connected to moral beliefs and evoke more moral emotions (contempt, anger, disgust) than disliked objects, even after adjusting for differences in negativity. Corroborating these results, text from real hate group websites featured significantly more words related to morality than complaint forums. In sum, these studies suggest that hate differs from dislike not only in degree, but also in kind—hated objects are associated with additional moral content.

Jay Van Bavel1, Jennifer Ray1, Yael Granot1, William Cunningham2
1New York Univ., 2Univ. of Toronto

BLATANT DEHUMANIZATION PREDICTS EDUCATIONAL EXCLUSION AND CONFLICT ESCALATING BEHAVIORS

Dehumanization is not merely a relic of human history; contemporary depictions of outgroup members as apes, dogs or vermin persist. Although recent research has largely highlighted subtle forms of “everyday” dehumanization, we focus here on the blatant dehumanization that often characterizes groups in conflict. Across six studies on three continents, we present data highlighting the prevalence, uniqueness and predictive power of blatant dehumanization in conflictual intergroup contexts. Using neuroimaging data, we first show that “Ascent dehumanization” judgments are neurally distinct from judgments of blatant dislike and dissimilarity. Then, using behavioral data from several large international samples we show that, beyond subtle and implicit dehumanization and prejudice, blatant dehumanization predicts important behaviors that drive societal inequality and conflict: Americans’ willingness to sign anti-Muslim petitions, Hungarian teachers’ exclusion of Roma students from higher education, and Israeli’s and Palestinian’s lack of concern for outgroup civilian casualties during wartime.

Emile Bruneau1, Nour Kteily2, Rebecca Saxe3
1Univ. of Pennsylvania, 2Northwestern Univ., 3Massachusetts Institute of Technology

“THEY SEE US AS LESS THAN HUMAN”: META-DEHUMANIZATION PROMOTES INTERGROUP CONFLICT THROUGH RECIPROCAL DEHUMANIZATION

Outgroup dehumanization is a pervasive, potent and unique intergroup process that drives discrimination and conflict. However, no research has examined the consequences of being dehumanized by an outgroup (i.e. ‘meta-dehumanization’), despite the known consequentiality of meta-perceptions. Across six studies, we provide evidence for the central role of meta-dehumanization in promoting outgroup aggression through reciprocal dehumanization. Study 1 demonstrates experimentally that Americans receiving information that Arabs bluntly dehumanize (vs. humanize) Americans are more likely to dehumanize Arabs in return. Using correlational data from three real-world conflicts (including the Charlie Hebdo attacks), the remaining studies show that among Americans (meta-perceiving Arabs, Muslims and ISIS), Israelis (meta-perceiving Palestinians) and Hungarians (meta-perceiving Roma), meta-dehumanization predicts support for aggressive policies and behavior through outgroup dehumanization. We distinguish these effects from both perceptions that the ingroup is disliked (meta-prejudice) and outgroup prejudice, documenting a dehumanization-specific pathway from meta-perceptions to aggression, contributing to vicious cycles of conflict.

Nour Kteily1, Gordon Hodson2, Emile Bruneau3
1Northwestern Univ., 2Brock Univ., 3Univ. of Pennsylvania

THE NATURE OF SOCIAL DOMINANCE ORIENTATION: THEORIZING AND MEASURING PREFERENCES FOR INTERGROUP DOMINANCE AND INEQUALITY

We introduce a new conceptualization and measurement of social dominance orientation (SDO7): individual differences in the preference for group-based inequality. SDO7 embeds two theoretically-grounded subdimensions, capturing beliefs about overt group-based dominance (SDO-D) and group-based anti-egalitarianism (SDO-E). In contrast to SDO-E, which is primarily related to subtle hierarchy-enhancing ideologies and policy support, we find, across seven large samples, that SDO-D drives support for the overt domination and subjugation of low status groups (e.g., punitive law enforcement, blatant racism and torture). Importantly, we further characterize the roots of this dominance orientation, finding that SDO-D strongly relates to “Dark-Triad” personality traits (Machiavellianism, Narcissism and Psychopathy), and to a “competitive jungle” worldview. Whereas some consider such views no longer relevant today, we document a distinct and active orientation that continues to contribute to group-based oppression, shedding light on contemporary forms of intergroup hostility ranging from police abuse of minorities to “hawkish” military attitudes.

Arnold Ho1, Jim Sidanius2, Nour Kteily3, Jennifer Sheehy-Skeffington4, Felicia Pratto5, Kristen Henkel6, Rob Foels7, Andrew Stewart8
1Univ. of Michigan, 2Harvard Univ., 3Northwestern Univ., 4Brunel Univ., 5Univ. of Connecticut, 6Univ. of Saint Joseph, 7Richard Stockton College, 8Clark Univ.
THE TIMES THEY HAVE A CHANGED: CULTURAL CHANGE AND REACTIONS TO GENERATIONAL DIFFERENCES (D1)

Room: 7B
Chair: Joshua Grubbs, Case Western Reserve Univ.
Co-Chair: Julie Exline, Case Western Reserve Univ.

How does culture change over time, what trends are occurring in cultural change and how do younger generations react to these changes? Featuring a series of presentations based on nationally representative and generationally comprehensive samples, as well as cross-sectional and experimental research, the present symposium seeks to answer these questions.

ABSTRACTS

OF COURSE WE’RE NARCISSTIC: EMERGING ADULT REACTIONS TO GENERATIONAL DIFFERENCES IN TRAIT NARCISSTISM AND ENTITLEMENT

A body of recent research suggests that there are distinct generational differences in narcissism, with the present generation of emerging adults being the most narcissistic ever. Despite this evidence, very little work has examined how emerging adults react to these generational differences and how they respond to being labeled as the most narcissistic and entitled generation. Using a series of seven studies (overall N = 1,868), emerging adult reactions to this phenomenon are gauged. Results from four cross-sectional studies examine emerging adult opinions of narcissism, reactions to generational labels, and reactions to generational shifts in narcissism. Results from three experimental studies examine how emerging adults respond to being generationally labeled as narcissistic and personally labeled as narcissistic. Collectively, results point to a nuanced response to generational labels in which young adults generally agree that their generation is the most narcissistic but express negative reactions to being labeled as such.

Joshua Grubbs1, Julie Exline1, Jessica McCain2, W. Keith Campbell2
1Case Western Reserve Univ., 2Univ. of Georgia

CULTURAL INCREASES IN INDIVIDUALISM: THE WHY BEHIND GENERATIONAL DIFFERENCES

The Mutual Constitution Model posits that culture affects individuals and individuals affect culture. That suggests cultural change is the primary cause of generational differences; individuals are socialized into a changed culture. Four types of studies show that U.S. culture and individuals have become more individualistic and less collectivist. First, cultural products demonstrate rising individualism (in studies of the Google Books database of .8 million American books and lyrics from the Billboard top 10 songs). Second, self-views have become more positive (in three nationally representative datasets, 1966-2014). Third, Americans are more accepting of personal freedoms and equality (in two nationally representative datasets, 1972-2013). Fourth, more Americans are disassociating themselves from collective institutions, including religion (across five nationally representative datasets, 1966-2014). Overall, rising individualism explains nearly all generational differences.

Jean Twenge1
1San Diego State Univ.

UNPACKING THE RISE OF INDIVIDUALISM: SOCIAL STRUCTURE, INFECTIOUS DISEASES, DISASTERS, SECULARISM AND CULTURAL CHANGE IN AMERICA

Why do cultures change? Current research explores cultural change in eight cultural-level markers/correlates of individualism in the U.S., all of which increased over the course of the late 19th/20th centuries, including individualist vs. collectivist themes in books, preference for uniqueness in baby naming, frequency of single-generation relative to multigeneration households and percentage of adults living alone. Results from tests of six key hypotheses regarding cultural change in individualism-collectivism indicate that changes in socioeconomic structure, pathogen prevalence, and secularism accompanied changes in individualism averaged across all measures. The relationship with changes in individualism was less robust for urbanization. Contrary to previous theories, changes in individualism were positively (as opposed to negatively) related to the frequency of disasters and not at all related to shifts in climatic demands. Time-lagged analyses suggested that only socioeconomic structure had a robust effect on individualism; changes in socioeconomic structure preceded changes in individualism.

Igor Grossmann1, Michael Varnum2
1Univ. of Waterloo, 2Arizona State Univ.
CONSUMING LOVE: WHEN THE MATING MARKET RESEMBLES THE SUPER MARKET

Despite their seeming surface differences, we propose that the same factors that influence how people consume, enjoy and evaluate food have parallel effects on how people consume, enjoy and evaluate romantic partners. We demonstrate two ways these decision processes overlap. First, we show that experiencing an impoverished mating market modulated mating behavior. In a pattern similar to food regulation, men who experienced a plentiful mating market as a teenager regulated mating behavior; however, men who experienced an impoverished mating market as a teenager pursued a sexual partner comparably whether risk was high or low. Second, similar to food choice, we show that how an option is presented can influence perceptions of potential romantic partners. Compared to people who make deliberate choices, those assigned to a romantic partner serendipitously reported increased attraction and desire for a committed relationship. Feelings of serendipity mediated the effect of no choice on positive partner evaluations.

Kristina Durante¹, Aekyoung Kim¹, Michael Norton², Eli Finkel³
¹Rutgers Business School, ²Harvard Business School, ³Northwestern Univ.

AN IMPOVERISHED CHILDHOOD PROMOTES EATING IN THE ABSENCE OF ENERGY NEED

Life history theory predicts that low childhood socioeconomic status (SES) may calibrate development in ways that promote survivability in resource scarce environments. Guided by these insights, the current research tested the hypothesis that low childhood SES would predict eating in the absence of physiological energy need. Across three studies (N = 163), we measured (Study 1) or manipulated (Studies 2 and 3) participants’ energy need and gave them the opportunity to eat provided snacks. Participants also reported their childhood and adult SES. Results revealed that people with higher childhood SES regulated food intake based on immediate energy need; they ate more when need was high than when need was low. This relationship was not observed among those with lower childhood SES, however. These individuals consumed comparably high amounts of food whether current energy need was high or low. Childhood SES may have a lasting impact on food regulation.

Sarah Hill¹, Marjorie Prokosch¹, Danielle DelPriore², Vladas Griskevicius³
¹Texas Christian Univ., ²The Univ. of Arizona, ³Univ. of Minnesota - Twin Cities

THE ROLE OF OPTION REFRAMING IN FOOD CHOICE

Food choice is based not only on available options, but on the way options are presented. We tested two forms of option reframing to encourage healthy food choices. In the first, we altered whether options were offered all at once, or sequentially. In two studies, we tested this method in school cafeterias by serving vegetables either with the rest of the meal or alone, ahead of the meal. We also tested this method in the lab. In all cases, more of the healthy choice was consumed when presented alone, ahead of other foods. In the second form of reframing, we altered whether healthy options were labeled with the word healthy, with a symbol implying healthy or neither. In two tests of this form of reframing, the symbol for healthy was more effective than the word healthy and no label. Reframing options offers an easy technique for increasing healthy food choices.

Traci Mann¹, Heather Scherschel¹, Mary Panos¹, Samantha Cinnick¹
¹Univ. of Minnesota - Twin Cities

HOW DO INITIAL IMPRESSIONS VARY ACROSS PHOTOGRAPHS, VIDEOS AND LIVE INTERACTIONS?

Different partner-search outlets (e.g., online-dating, speed-dating) allow individuals to encounter and become acquainted with more potential partners than ever before. Yet these paradigms may not be interchangeable; they may elicit fundamentally different person-perception processes. To investigate, separate groups of judges rated the same targets after viewing a photograph, viewing a video or interacting face-to-face with each target. We calculated patterns of variance in judges’ romantic evaluations (e.g., attractiveness, friendliness, etc.), correspondence of these evaluations with targets’ self-evaluations and correspondence of evaluations across paradigms. Results indicated that the video and live interaction (but not photograph) paradigms exhibited highly similar patterns of variance. Also, judges’ evaluations in the video and live interaction (but not photograph) paradigms corresponded to each other and to targets’ self-evaluations. These findings suggest that information based on a video or live interaction elicits similar initial impressions and may be fundamentally distinct from information based on photographs.

Lucy Hunt¹, Paul Eastwick¹
¹Univ. of Texas - Austin

MORALITY IN THE WILD: INNOVATIVE METHODS FOR THE STUDY OF MORAL PSYCHOLOGY

Room: 6D
Chair: William Brady, New York University
Co-Chair: Jay Van Bavel, New York University

Morality is fundamentally social, yet moral psychological studies are rarely conducted outside of isolated lab settings. This symposium brings together new studies utilizing cutting-edge methodologies including social media, experience sampling and field studies to demonstrate how morality is studied in its natural social setting and the new questions that arise.

ABSTRACTS

IS MORALITY CONTAGIOUS?: INTERPERSONAL TRANSFER OF MORAL EMOTIONS SHAPES ENDORseMENT OF MORAL CONTENT

Although morality is an inherently social phenomenon, remarkably little research has examined how social networks influence moral judgment. Three studies utilizing large social media samples (N = 185,139) tested whether moral beliefs are automatically transmitted to others through moral emotions, a process we call moral contagion. Across three studies examining different moral content (environmentalism, gun control and gay marriage), we found that Twitter messages with both moral and emotional content spread through social networks and were endorsed to a greater extent than
messages with moral but non-emotional content, or non-moral content. We also demonstrated that this “contagion” effect only occurred within the boundary of in-group networks. These data suggest a key process through which morality may be influenced directly by our social network, and provide a new framework for understanding how our moral beliefs can change dynamically over time.

William Brady1, Julian Wills1, Jay Van Bavel1
New York Univ.

MORAL EXPERIENCES AND RESPONSES IN EVERYDAY LIFE
Moral psychology has drawn heavily on lab experiments using well-controlled, but artificial situations. To study morality in everyday life, we conducted an experience sampling study to investigate how often people experience or engage in moral or immoral acts in everyday life and to what extent these experiences relate to individual differences variables. A heterogeneous sample of more than 1,200 adults were signaled 15 times over a three-day period, and furnished a total of 13,240 responses. Moral frequencies, content, emotions and responses (e.g., desire to punish) were influenced in meaningful ways by demographic factors and trait variables such as moral identity. Moreover, investigation of temporal dynamics over the course of the day revealed evidence for a moral licensing but not a moral cleansing pattern. Together, the present data suggest that an ecological approach to morality can complement laboratory research in meaningful ways.

Wilhelm Hofmann1, Daniel Wisneski2, Mark Brandt3, Linda Skitka4
1Univ. of Cologne, Germany, 2St. Peter’s College, 3Tilburg Univ., 4Univ. of Illinois at Chicago

DOES PERPETRATING VIOLENCE INCREASE GROUP IDENTIFICATION?: SURVEY EVIDENCE FROM FORMER COMBATANTS
Despite the aversive nature of perpetrating violence, history and modern society are replete with instances of individuals engaging in violent behavior on behalf of groups. We test the idea that perpetrating violence on behalf of one’s group, a behavior that is likely to induce cognitive dissonance, increases identification with the violent group. Survey data from ex-combatants in Liberia confirm that there is a positive association between perpetrating violence and identifying with one’s violent group (Study 1). Study 2 replicates and extends this finding with survey data from ex-combatants in Northern Uganda, using a natural experiment in which some members of the violent group were quasi-randomly assigned to perpetrate violence while other members were not. Only violent behaviors that involve a sense of personal responsibility for the outcome are positively associated with group identification. Finally, perpetrating violence is not related to enduring attitudes about the use of violence to resolve conflict.

Rebecca Littman1
Princeton Univ.

THE PIPELINE PROJECT: PRE-PUBLICATION INDEPENDENT REPLICATIONS OF A SINGLE LABORATORY’S RESEARCH PIPELINE
Low rates of replicability of many published research studies is a fundamental barrier to scientific progress across disciplines. To address this issue, we advocate the use of Pre-Publication Independent Replication (PPIR). PPIR is a new, collaborative crowdsourcing approach that includes multiple qualified independent laboratories who try to replicate findings before (rather than after) they are published. In contrast to many adversarial replication efforts, PPIR involves researchers with subject-specific expertise and minimizes incentives to refute prior findings. Thus, failures to replicate with PPIR are highly diagnostic of the validity of the original results. To illustrate, PPIR, 11 research groups attempted to replicate the same 10 unpublished moral judgment studies. Five results replicated consistently, two received qualified support, and three did not replicate across laboratories. Together, the results underscore the challenge of the replicability problem and highlight the need for innovative solutions.

Christopher Bauman1, Martin Schweinsberg2, Nikhil Madan2, Eric Uhlmann2
1Univ. of California, Irvine, 2INSEAD

THE CONTENT OF OUR STEREOTYPES: WHAT, WHY AND CONSEQUENCES (D4)

Room: 6A
Chair: Anne Koenig, University of San Diego
Co-Chair: Steven Neuberg, Arizona State University

Where do stereotypes come from? What forms do they take? How do they shape behavior? Employing multiple theoretical perspectives and spanning a wide range of social categories, speakers address fundamental questions in stereotype content. By understanding the nature of stereotype content, we better understand the nature of prejudices.

ABSTRACTS
WHAT INFORMATION SHAPES STEREOTYPES?: RECONCILING THE INSIGHTS OF SOCIAL ROLE THEORY AND THE STEREOTYPE CONTENT MODEL
We manipulated social roles and intergroup relations to test social role theory, in which observations of groups’ roles determine stereotype content (Koenig & Eagly, 2014), and the stereotype content model, in which observations of intergroup relations determine content (Fiske et al., 2002). Participants read information about fictional alien (Study 1) or tribal (Study 2) groups, described by roles (business workers/child caretakers; hunters/healers), intergroup relations (high/low status or cooperative/competitive), or an orthogonal mix of information and then rated stereotypes. We tested whether role and intergroup relations influenced stereotypes even with the other information present, whether both types of information added unique knowledge to stereotypes, and which information had greater influence on stereotypes. Overall, both roles and interdependence had strong influences on stereotypes. Roles were more influential than status for communion and competence stereotypes, but status highly influenced agency. These results contribute to a broader social structural theory of stereotype content.

Anne Koenig1, Alice Eagly2
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STEREOTYPING GAY MEN AND LESBIANS AS CONTAGIOUS: IMPLICATIONS FOR ANTI-GAY
BEHAVIORS
Despite increasingly positive beliefs about gay men and lesbians, negative stereotypes, including the idea that homosexuality is contagious, linger. This stereotype does not merely reflect general negativity; its content has implications for understanding and predicting specific anti-gay behaviors. Just as combating pathogens requires specific actions (e.g., vaccination), anti-gay behaviors may be strategic attempts to combat the “pathogen” of homosexuality. And just as responding to pathogens is shaped by factors such as perceived contagiousness or community structure, so too may be responses to gays and lesbians. Four studies, surveys and experiments, reveal that sexually prejudiced individuals (1) view homosexuality as contagious, (2) are inclined towards aggressive (versus avoidant) anti-gay behavior under conditions that predict aggressive pathogen-combating responses, highly interconnected social networks, and (3) actually agg more towards gay (versus straight) individuals in such networks. Drawing from anti-gay stereotype content and epidemiological research, this work suggests novel ways of tailoring anti-discrimination interventions.

Gabrielle Filip-Crawford\textsuperscript{1}
\textsuperscript{1}Pennsylvania State Univ.

BEHAVIORAL IMPLICATIONS OF STATUS-BASED STEREOTYPE CONTENT IN INTERPERSONAL INTERACTIONS
We hypothesized status-based stereotype content drives interpersonal impression management. Four surveys and a lab experiment showed participants adopt diverging strategies when interacting with lower- versus higher-status others, respectively downplaying their own warmth or competence to disconfirm stereotypes of incompetence or coldness. Study 1 found lower-status participants downplayed warmth to appear more competent, and higher-status participants downplayed competence to appear warmer. Studies 2a and 2b showed these diverging strategies diminish but do not reverse in encounters with counter-stereotypical targets. Study 3 showed lower-status participants may be matching the target’s stereotyped traits, while higher-status participants may be disconfirming stereotypes about themselves. In Study 4, participants assigned status-based roles shifted their impression management strategies toward an assumed live interaction partner, and sent an indirect message, with high-status participants cooperating more than low-status participants in a public goods game. Mere status differences shift individuals’ interpersonal behavior in attempts to disconfirm status-based stereotype content.

Jillian Swencionis\textsuperscript{1}, Susan Fiske\textsuperscript{1}
\textsuperscript{1}Princeton Univ.

STEREOTYPING STEREOTYPES? THE INTERACTIVE, WITHIN-GROUP AND DIRECTED NATURE OF STEREOTYPE CONTENT
Stereotypes are typically conceptualized as simple: women are communal, men are agentic. Conceiving of stereotypes as tools for managing perceived opportunities and threats, we find that they are strategically complex, often in ways that qualify or reverse traditional findings. Three studies show that, first, people do not hold independent sex and age stereotypes but rather theoretically predictable interactive stereotypes (e.g., the extent to which men are stereotyped as more competitive than women depends on target age). Second, people hold predictable within-group stereotypes, beliefs about how likely group members exhibit one inclination over another (e.g., men of certain ages are stereotyped as more communal than agentic). Finally, people’s stereotypes are less so beliefs about general traits groups possess (e.g., men are competitive) than beliefs about how group members direct behaviors towards specific others (e.g., men are competitive against young men). These findings suggest a need to rethink the nature of stereotypes.

Oliver Sng\textsuperscript{1}, Keelah Williams\textsuperscript{1}, Steven Neuberg\textsuperscript{1}
\textsuperscript{1}Arizona State Univ.

IMPRESSION (MIS)MANAGEMENT: THE UNFORESEEN SOCIAL CONSEQUENCES OF A POSITIVE SELF (D5)

Room: 4
Chair. Janina Steinmetz, University of Chicago Booth
Co-Chair: Ed O’Brien, University of Chicago Booth
We identify circumstances under which positive personal outcomes (e.g., a person’s successful achievements or strong self-control) backfire interpersonally, engendering dislike, dehumanization and exploitation. However, people misperceive how they are viewed by others and thus fail to anticipate these consequences. We highlight various self-presentation strategies that inadvertently exacerbate these social costs.

ABSTRACTS

TOO EASY: WHEN AND WHY EFFORTLESSLY SUCCESSFUL OTHERS ARE DISLIKED
Successful goal-pursuit affords many obvious personal benefits. However, we explore unintended interpersonal consequences of success by identifying an important caveat: people whose success comes too easily are disliked. Specifically, participants liked a dieter whose success came “naturally” (the process felt easy and required little effort) significantly less than a successful dieter who needed to exert effort. We further found that this effect is driven by dehumanization; although effortlessly successful others seem competent, they also seem cold and disconnected from the human experience, and hence are liked less overall than effortful others. Finally, people appear blind to this effect: when trying to impress a romantic partner, participants chose to frame their successes as effortless, but partners preferred to hear about the necessary efforts. While success has been understood as near-universally positive, we show that people who succeed too easily risk making negative impressions in unforeseen ways.

Janina Steinmetz\textsuperscript{1}, Ed O’Brien\textsuperscript{1}
\textsuperscript{1}Univ. of Chicago

HUMBLEBRAGGING: A DISTINCT—AND INEFFECTIVE—SELF-PRESENTATION STRATEGY
Humblebragging about one’s personal successes and achievements – that is, bragging masked by a complaint – is a distinct and, given the rise of social media, increasingly ubiquitous form of self-promotion. We show that although people often choose to humblebrag when motivated to make a good impression, it is an ineffective self-promotion strategy.
Five studies offer both correlational and causal evidence that humblebragging has both global costs – reducing liking and perceived sincerity – and specific costs; it is even ineffective in signaling the specific trait that a person wants to promote. Moreover, humblebragging is less effective than simply complaining, because complainers are at least seen as sincere. Despite people’s belief that combining bragging and complaining confers the benefits of both self-promotion strategies, humblebragging fails to pay off.

Ovul Sezer1, Francesca Gino1, Michael Norton1
1Harvard Business School

THE PERILS OF POSITIVE SELF-PRESENTATION
Received wisdom emphasizes the value of presenting one’s self positively to others. Yet, positive self-presentations, when seen as intentional, are frowned upon by observers. We localized the reasons for such negative reactions within an observer-generated inferential chain. In general, observers disapprove of a given person’s positive self-presentations. They do so because they regard his/her positive self-presentations as a comparative slight to others. More specifically, observers disapprove of a given person’s positive self-presentations, because they regard these as a comparative slight to themselves. For example, observers consider another person’s claim of being a better friend than others as implying that the person is a better friend than themselves. Consequently, observers ascribe uniformly negative traits to the self-presenter. Hence, although one’s desirable and successful attributes should in theory enhance one’s social impression, being seen as actively intending to publicize these attributes can backfire, because others construe it as a personal affront.

Constantine Sedikides1, Carolien Van Damme2, Vera Hoorens2, Marc-Andre Lafrenière3
1Univ. of Southampton, 2KUU Leuven, 3McGill Univ.

SOME PEOPLE DO ALL THE WORK: THE ADDED BURDENS OF SUCCESSFUL SELF-REGULATORS
Being an effective self-regulator (having high self-control) usually brings benefits in one’s life because effective self-regulators are usually successful in goal-pursuit activities. However, being an effective self-regulator may backfire when people need to work together with others, because effective self-regulators may be compelled to compensate and work extra hard for others who lack self-regulatory capacity. In two studies, we find that effective self-regulators (people high in self-control) are sensitive to their partner’s level of self-control and overwork on a joint task with poor self-regulators (low self-control partners), presumably to prevent failure. Conversely, poor self-regulators are not sensitive to their partner’s level of self-control and do not change their effort according to their partner’s self-regulatory capacity. Thus, while having successful attributes like high self-control affords obvious personal benefits for the self, it may also bring about unwanted social consequences: namely, being taken advantage of in teamwork settings by less successful others.

Iris van Sintemaartensdijk1, Francesca Righetti1
1VU Amsterdam

THE AGE OF DIGITAL SOCIAL INTERACTIONS: CAN TECHNOLOGY COMPETE WITH IN-PERSON COMMUNICATION?

Room: 2
Chair: Susan Holtzman, University of British Columbia - Okanagan
Co-Chair: Rosanna Guadagno, University of Texas at Dallas

This symposium presents experimental, daily diary and longitudinal research that examines the impact of digitally-mediated communication on social relationships and well-being. Although there is evidence for positive effects of text messaging and social media use across studies, the benefits often fail to match that of in-person interactions.

ABSTRACTS

TEXT MESSAGING AS A FORM OF EMOTIONAL SUPPORT AMONG YOUNG ADULTS
Despite young adults’ frequent use of text messaging, it is unclear whether these digital social interactions can have the same benefits for well-being as in-person interactions. Using an acute laboratory stress paradigm, this study compared the effectiveness of emotional support provided via text messaging to face-to-face support. Sixty-four young adult females took part in the Trier Social Stress Task and were then randomized to receive either (a) support via text messaging, (b) support via face-to-face communication or (c) no support (control). A same-sex close friend provided the support. Face-to-face support resulted in a significantly greater increase in positive affect compared to text messaging support, and a slightly greater reduction in subjective stress. However, ratings of satisfaction with support were not statistically different. While text messaging may contribute to positive relationship outcomes, it may be less effective at reducing the emotional impact of an acute stressor.

Susan Holtzman1, Kara Turcotte1, Jonathan Little1, Diana Lisi1
1Univ. of British Columbia - Okanagan

TECHNOLOGY, SOCIAL SKILLS AND SOCIAL RELATIONSHIPS
Two studies will be presented. Study 1, a field experiment, explores effects of diminishing in-person social interaction on children’s skills in reading emotion from nonverbal cues. Study 2, a laboratory experiment, compares college friends’ subjective sense of bonding and behavioral bonding cues during different forms of mediated and in-person communication. Study 1 results: after five days of intensive face-to-face interaction at an overnight nature camp without the use of any screen-based media, preteens’ recognition of nonverbal emotion cues improved significantly over a matched control group experiencing their usual media diet. Study 2 results: bonding, as measured by both self-report and affiliation cues, differed significantly across conditions, with the greatest bonding during in-person interaction, followed by video chat, audio chat and IM in that order.

Patricia Greenfield1, Lauren Sherman1, Yalda Uhls2
1Univ. of California, Los Angeles, 2Common Sense Media
**FACEBOOK AND IN-PERSON INTERACTIONS PREDICT STUDENTS’ SUCCESSFUL TRANSITION TO UNIVERSITY**
We examined contributions of in-person versus Facebook interpersonal interactions during a stressful transition. Participants were 283 international students in a two-week orientation program, followed over the course of their first year at university. After statistical control of high school GPA, participants’ higher end of first year GPA was predicted by receiving a higher sociometric liking rating from orientation program peers, and observations of fewer friends’ Facebook posts containing inappropriate content (but not their own posts). After statistical control of beginning of year ratings of hostility, participants’ higher end of year hostility ratings were predicted by observations of more friends’ Facebook posts containing inappropriate content (but not their own posts, or sociometric ratings). After statistical control of beginning of year ratings of belongingness, participants’ higher end of year ratings of belongingness were predicted by observations of their own Facebook posts illustrating connectedness with friends (but not friends’ posts, or sociometric ratings).

Amori Mikami1, David Szwedo2
1Univ. of British Columbia - Vancouver, 2James Madison Univ.

**A DIARY STUDY OF THE RELATION BETWEEN COLLEGE STUDENTS’ DIGITAL COMMUNICATION AND WELL-BEING**
As digital media have become an important social context for youth, it is important to examine the relation between their digital communication and well-being. The present study uses daily diary data on digital communication and well-being from a diverse sample of emerging adults in college. Participants from a psychology subject pool provided demographic information in the lab and then completed daily measures of their media use, face-to-face and digital communication (social networking site and text messaging). Multi-level modelling was used to test for same-day and lagged associations between interaction and well-being. We found significant same-day associations between aspects of well-being and quantity and quality of interactions on text messaging and quality of face-to-face and SNS interactions. Only quality of face-to-face interactions had significant lagged-day associations with well-being. The results suggest that both face-to-face and digital communication are related to well-being, with the former having potentially longer lasting influences.

Kaveri Subrahmanyam1, Eline Frison2, Minas Michikyan3
1California State Univ., Los Angeles, 2Leuven School for Mass Communication Research, 3Univ. of California, Los Angeles

**THE PROMISE AND LIMITS OF EMPATHY**
(D7)
Room: 3
Chair: Jamil Zaki, Stanford University
Co-Chair: Daryl Cameron, University of Iowa
Empathy drives prosocial and moral behavior, but can be fragile, diminishing in response to the suffering of anonymous others or out-group members and failing to promote optimal prosociality. We present countervailing views on the utility of empathy, highlighting both its limits and strategies through which to overcome those limits.

Paul Bloom1
1Yale Univ.

**ABSTRACTS**

**MOTIVATION CAN EXPAND EMPATHY’S SCOPE**
Empathy drives adaptive and prosocial behavior, but often wavers when it is needed most. Factors including conflict, racial and social barriers and stress all diminish empathy and its benefits, calling into question whether empathy can be tapped as a reliable source of positive social and moral action. Here I propose that limits on empathy are not stable, but instead reflect individuals’ motivation to approach or avoid connection with others’ emotions. As such, techniques that increase empathic motives should likewise increase the scope of people’s empathy. I present data suggesting that two motivational manipulations, lay theories and social norms, bolster empathy, especially in cases where it might not come naturally, such as intergroup settings. Broadly, these data suggest that although empathy sometimes limits, these limits can be overcome, and empathy can be “tuned” to lend emotional force to moral and prosocial values.

Jamil Zaki1
1Stanford Univ.

**MOTIVATION, CAPACITY AND THE LIMITS OF EMPATHY**
What are the limits of empathy? Many studies reveal that empathy is less responsive to the suffering of statistical victims and out-groups, leading to theoretical claims that empathy has a fixed capacity limit. On the other hand, these apparent limits may reflect motivated choices to avoid empathy. Paralleling advances in self-control research, in which seeming capacity limits on self-control reflect motivated shifting of priorities, we present a motivated control model of empathy. According to the motivated control model, people integrate competing values and goals within a potential empathic encounter, such as the value of caring, moral norms, self-identities, intergroup biases and effort calculations, to produce a motivation to experience or avoid empathy. Apparent fixed limits on empathy may reflect outputs of this motivated control strategy. We discuss how this model can explain apparent limits of empathy such as indifference to statistical victims, and how it can generate new empirical predictions.

Daryl Cameron1, Michael Inzlicht2, William Cunningham2
1Univ. of Iowa, 2Univ. of Toronto

**DOES EMPATHY MAKES US IMMORAL?**
Many psychologists and philosophers believe that empathic engagement with others’ suffering makes us better people; indeed, some argue that empathy is the core of morality. But empathy actually has serious weaknesses. It is biased; we are not naturally empathic towards those who are frightening to us; it can motivate cruelty; and sometimes empathy is productive of the opposite. It is, as I’ll argue, the potential death of millions due to climate change. Finally, it can motivate cruelty; research from our lab and others reveals that empathetic engagement with the suffering of victims evokes a desire for the suffering of the perpetrators. Rational deliberation and more distanced compassion are less vulnerable to these problems and are better moral guides.

Paul Bloom1
1Yale Univ.
LYING BECAUSE WE CARE: COMPASSION INCREASES DISHONESTY FOR THE BENEFIT OF OTHERS

Compassion is typically considered a prosocial emotion because it promotes prosocial behavior. Prosocial lies, lies that benefit others, present an ethical conflict between two prosocial behaviors: upholding honesty vs. enhancing/protecting others’ well-being. Here, we investigate how compassion influences prosocial lies. In Study 1, trait compassion positively predicted the degree to which participants dishonestly inflated their feedback to an essay writer. In Study 2, experimentally induced compassion increased dishonesty for the real financial benefit of a charity, but not for the benefit of the self. In Study 3, integral compassion experienced toward essay writers predicted inflated feedback about their essays. These studies reveal the emotional underpinnings of the common, yet morally complex behavior of prosocial lying, as well as the ethical principles brought into focus when experiencing compassion. Our findings suggest that prosocial emotions drive behavior that takes many forms, including lying and other potentially unethical actions.

Christopher Oveis¹, Matthew Lupoli², Lily Jampol³
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RETHINKING STRESS: CAPITALIZING ON MINDSET AND REAPPRAISAL TACTICS TO IMPROVE RESPONSES TO STRESS AND ANXIETY (D8)

Room: 6E
Chair: Jeremy Jamieson, University of Rochester
Co-Chair: Alia Crum, Stanford University

A number of distinct areas of study suggest changing mindsets and/or appraisal tendencies can promote adaptive coping in stressful situations. In this symposium, we present cutting-edge research on reappraising anxious arousal as excitement, altering stress mindsets more generally and manipulating global beliefs to change proximal appraisal and physiological processes.

ABSTRACTS

CHANGING MINDSETS TO IMPROVE ACUTE SOCIAL STRESS RESPONSES IN TEENAGERS

Adolescence is a period of tremendous social stress, and dysregulated autonomic and neuroendocrine responses to such stressors are at the root of myriad health problems. The research presented here integrates the biopsychosocial (BPS) model of challenge and threat, and implicit theories of personality to examine how changing global beliefs can alter situational appraisals and promote adaptive physiological responses to acute social stress in teenagers. In a laboratory experiment (N=60), we taught an incremental theory of personality, the belief that people can change, or a control message. Participants then completed a standardized acute stress task paradigm that included social evaluation. Incremental theory participants, who had been taught that people are not stuck with a negative label for life, appraised the social stressor as a challenge that could be overcome, and not a threat. They then showed increased cardiac efficiency, decreased vasoconstriction and reduced salivary cortisol compared to controls.

Jeremy Jamieson¹, David Yeager², Hae Yeon Lee²
¹Univ. of Rochester, ²Univ. of Texas

GET EXCITED: REAPPRAISING PRE-PERFORMANCE ANXIETY AS EXCITEMENT

Individuals often feel anxious in anticipation of tasks such as speaking in public or meeting with a boss. I 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, I investigate an alternative strategy: reappraising anxiety as excitement. Compared with those who attempt to calm down, individuals who reappraise their anxious arousal as excitement feel more excited and perform better. Individuals can reappraise anxiety as excitement using minimal strategies such as self-talk (e.g., saying “I am excited” out loud) or simple messages (e.g., “get excited”), which lead them to feel more excited, adopt an opportunity mind-set (as opposed to a threat mind-set), and improve their subsequent performance. These findings suggest the importance of arousal congruency during the emotional reappraisal process.

Alison Wood Brooks¹
¹Harvard Univ.

IMPROVING STRESS WITHOUT REDUCING STRESS: THE BENEFITS OF A STRESS IS ENHANCING MINDSET IN CHALLENGING AND THREATENING CONTEXTS

Decades of research have focused on reducing the negative effects of stress. However, little research has examined the characteristics necessary to harness the beneficial effects of stress. We explored the moderating role of stress mindset, one’s belief that stress is debilitating or enhancing, in determining the effects of threat and challenge stress contexts. Participants saw videos highlighting the enhancing or debilitating nature of stress then engaged in a task engendering challenge or threat stress. Results revealed that under threat, a stress-is-enhancing mindset generated increased DHEA. Under challenge, a stress-is-enhancing mindset generated greater positive affect, heightened attentional bias towards positive stimuli and greater cognitive flexibility. Importantly, stress mindset did not moderate demand appraisals, cortisol response, negative emotions or attentional bias towards angry faces. These findings suggest that adopting a stress-is-enhancing mindset can magnify positive aspects of stress under both challenge and threat without necessarily reducing the negative aspects.

Alia Crum¹, Modupe Akinola², Ashley Martin², Sean Fath³
¹Stanford Univ., ²Columbia Univ., ³Duke Univ.

IMPLICIT THEORIES OF PERSONALITY AFFECT CIRULATING ADRENAL HORMONES: A LONGITUDINAL FIELD EXPERIMENT DURING THE TRANSITION TO HIGH SCHOOL

Anyone making a difficult life transition can have a hard time socially, but the transition to high school is especially challenging because it comes at a time when hormonal systems related to status pursuit and threat are rapidly developing, just as social hierarchies are becoming more tenuous and threatening. Past research has shown that it can be helpful to undergo this transition armed with a belief that
present difficulties are not permanent—an incremental theory of personality. However, no research has examined the effect of such beliefs on real-world biological responses to ambient social threats. A longitudinal study (N=183) used a one-session (30-minute), individual-level, double-blind, placebo-controlled experiment to evaluate the effect of an incremental theory on hormones associated with status pursuit. One week post-intervention, treated individuals showed reduced adrenal gland activation: reduced salivary cortisol and DHEA-S. This provides biological, mechanistic support for past research on implicit theories and coping.

David Yeager1, Jeremy Jamieson2, Hae Yeon Lee1
1Univ. of Texas, 2Univ. of Rochester

THE PSYCHOLOGICAL CONSEQUENCES OF SCARCITY (D9)

Room: 10
Chair: Anuj Shah, University of Chicago
Co-Chair: Alex Imas, Carnegie Mellon University

This symposium explores overlooked dimensions and consequences of scarcity and poverty. Using lab and field experiments, the papers cover how scarcity moderated with helplessness leads to myopia, how pain and poverty interact and how scarcity affects preferences for material versus experiential purchases.

ABSTRACTS

CANT HELP MYSELF: THE EFFECTS OF HELPLESSNESS ON TIME PREFERENCES

Across three studies, we show that helplessness, a lack of agency/control over negative states, has deleterious effects on time preferences; it significantly increases impatience. Drawing a direct link to the scarcity literature, we demonstrate that experiencing negative states, such as scarcity and other aversive stimuli, leads to greater myopia only when individuals lack agency to improve those states. Empowering people with greater agency mitigates these negative effects, even when the greater control is not used. Our findings suggest that empowerment policies may help break cycles characterized by helplessness and exacerbated by impatience, such as poverty, obesity and drug addiction.

Alex Imas1, Ania Jaroszewicz1, Ayelet Gneezy2
1Carnegie Mellon Univ., 2UCSD

THE EFFECT OF CASH TRANSFERS ON PATIENCE AND COGNITIVE BANDWIDTH AMONG THE POOR

We measured how scarcity affects patience and mental bandwidth in a field setting, by partnering with GiveDirectly, which gives cash transfers of approximately $1000 to the rural poor in Kenya. We measured patience by giving participants a choice over whether to receive the bulk of the cash transfer sooner or later. We measured cognitive capacity using Raven’s Progressive Matrices and Stroop. To manipulate scarcity, we first gave participants $50. In the scarcity condition, participants were given this money one month before they would make their choices and take the cognitive tests. In the slack condition, participants were given this money one day before. Participants in the scarcity had more time to spend the $50 hence had less cash on hand. Under scarcity, participants requested the cash transfer half a month sooner than participants in the slack condition, suggesting that scarcity reduced patience. Scarcity also undermined performance on the cognitive tests.

Anandi Mani1, Sendhil Mullainathan2, Paul Niehaus3, Anuj Shah4
1Univ. of Warwick, 2Harvard Univ., 3UCSD, 4Univ. of Chicago

THE ECONOMIC AND COGNITIVE EFFECTS OF PHYSICAL PAIN AMONG LOW-INCOME WORKERS IN INDIA

Chronic physical pain is common among low-wage workers in developing countries. Pain not only reduces quality of life, but might also interfere with cognition and productivity. That is, pain itself might perpetuate poverty. Despite its importance, physical pain has largely been overlooked in poverty research and policy. This project takes the first step toward understanding the causal effect of reduced physical pain on productivity and cognitive function among the poor. We conducted a randomized-controlled trial with low-income workers in India who experienced high levels of pain. Half of the participants had their pain treated with 600mg of ibuprofen. We tested whether treating pain would improve work productivity and cognition (attention, memory and cognitive control). We find that pain treatment modestly improves productivity, memory and cognitive control. These findings suggest that pain may not only be an effect of poverty, but also a cause. Importantly, this causal factor is entirely treatable.

Frank Schilbach1, Heather Schofield2, Anuj Shah3, Sendhil Mullainathan4
1MIT, 2Univ. of Pennsylvania, 3Univ. of Chicago, 4Harvard Univ.

DISCRETIONARY DEBT: WILLINGNESS TO BORROW FOR EXPERIENCES AND MATERIAL GOODS

The current research examines willingness to borrow for discretionary purchases. In contrast to previous work showing that people prefer to borrow for longer-lasting purchases, five studies demonstrate that people are more willing to borrow for experiences than for material goods despite their greater ephemeral nature. This effect is explained by greater perceived time sensitivity associated with opportunities to purchase experiences (how urgent it feels to buy), and is thus attenuated when differences in perceived time sensitivity are minimized. These effects cannot be explained by other factors such as expected purchase enjoyment. Further, we reconcile the current hypotheses with past research on debt by demonstrating that when the evaluation context eliminates the relevance of time sensitivity, willingness to borrow is driven by concern to match the purchase’s duration of payments and benefits, resulting in greater willingness to borrow for material purchases than for experiences.

Stephanie Tully1, Eesha Sharma2
1Univ. of Southern California, 2Dartmouth College
ABSTRACTS

A BRIEF INTERVENTION TO ENCOURAGE EMPATHIC DISCIPLINE HALVES SUSPENSION RATES AMONG ADOLESCENTS
An empathic mindset prioritizes the improvement of behavior within the context of trusting relationships. Three experiments show that this mindset can change teachers' practices, improve students' responses to discipline and, in a randomized intervention field-experiment, halve suspension rates at five middle schools in three school districts.

Jason Okonomu, Stanford Univ.

WHEN FEELING GOOD FEELS WRONG: AVOIDING HEDONIC CONSUMPTION WHEN IT REFLECTS IMMORAL CHARACTER
In contrast to traditional hedonic motivations in emotion regulation, we find that people strive to have appropriately negative emotional responses to negatively valenced moral content. Thus, people avoid hedonic consumption after watching negatively valenced moral (vs. nonmoral) content, and feel uncomfortable when such content is followed by frivolous, hedonic content.

Stephanie Lin, Stanford Univ.

ECONOMIC SCARCITY ALTERS NEURAL ENCODING AND VALUATION OF BLACK RECIPIENTS
We hypothesized that scarcity attenuates perceptual processing of Black faces in a way that promotes discrimination. Using ERP and fMRI, we found that manipulated scarcity impaired encoding of Black (vs. White) faces and reduced value-related neural activity, which predicted subsequent anti-Black allocation. Results suggest that scarcity-induced “visual dehumanization” facilitates discrimination.

Amy Krosch, Harvard Univ.

DEVELOPMENT OF PROSOCIAL PEERS, EXTRAVERSION & DRINKING IN ADOLESCENCE
Reward centers in the brain are running full-tilt in adolescence, which affect social (drinking behavior and peer approval) and personality (extraversion) development. We explore how these three variables concurrently develop over high school. Early extraversion predicted accelerated increases in drinking, while prosocial peers independently predicted slower increases in drinking.

Kira McCabe, Griffith Univ.

CLOSING THE GLOBAL ACHIEVEMENT GAP IN ONLINE LEARNING
Despite providing millions with free access to higher education content, MOOCs exhibit a global achievement gap, with lower performance in less developed countries. Members of underperforming countries were negatively stereotyped and found to experience identity threat. A scalable self-affirmation and a social belonging intervention closed the gap in course persistence.

René Kizilcec, Stanford Univ.

EARLY LIFE ADVERSITY AND ADULT DIURNAL CORTISOL: THE MEDIATING ROLE OF SELF-ESTEEM
Across two large and ethnically diverse samples we found that in both adults and children early adversity was associated with disturbance in the typical cortisol circadian rhythm and that this association was mediated by low self-esteem. Further, children’s cortisol was found to covary with caregiver’s self-esteem.

Samuele Zilioli, Wayne State Univ.

THE BENEFITS OF EMOTION REGULATION DEPEND ON TS CONTEXT: REAPPRAISAL IS MORE BENEFICIAL FOR PEOPLE FROM LOWER THAN FROM HIGHER SOCIOECONOMIC STATUS
Lower socioeconomic-status (SES) provides people with less control over their environment. Thus, the ability to self-regulate may be particularly important. Across three studies, the ability to regulate emotions predicted lower depression for lower-SES but not higher-SES individuals. Broadly, the effects of emotion regulation are critically shaped by the surrounding ecology.

Brett Ford, Univ. of California, Berkeley

TRADE MINDFULNESS PREDICTS RELATIONSHIP SATISFACTION THROUGH PERCEIVED RESPONSIVITY DURING A STRESSFUL CONVERSATION
How might mindfulness foster relationship satisfaction under stress? In this study, couples discussed a stressful topic then rated their partner’s responsiveness. Trait mindful participants were rated as more responsive by their partners. Trait mindfulness also predicted the partners’ responsive behavior. Responsiveness in turn predicted greater relationship satisfaction for both partners.

Kathryn Adair, UNC - Chapel Hill

MY ADVISER IS A MACHINE: DEHUMANIZATION OF HIGH PERFORMERS DECREASES ASPIRATION AND MOTIVATION
We examine antecedents and consequences of the “upward dehumanization” of high-performers. We propose that when people feel threatened by high-performing individuals, they tend to dehumanize those individuals as robots. This dehumanization not only decreases one’s empathy for high-performers, but also decreases one’s motivation to accomplish as much as they did.

Julia Hur, Northwestern Univ.

PERSON PERCEPTION AND ROMANTIC RELATIONSHIP SATISFACTION
The effects of individual’s perceptions (perceptual accuracy and idealization) of romantic partner and the partner’s perceptions of the individual on relationship satisfaction were examined. Only individual’s perceptions of partner, not vice versa, had an influence on relationship satisfaction. Especially, idealization of one’s partner was most strongly related to relationship satisfaction.

Yoonyoung Kim, Korea Univ.
SPENDING ON DOING, NOT HAVING, PROMOTES MOMENT-TO-MOMENT HAPPINESS
In a large-scale experience-sampling study conducted to assess momentary happiness (N=1,985), we find that consuming experiential purchases (e.g., vacations, meals out) provides greater moment-to-moment happiness than the consumption of material goods (e.g., clothing, gadgets). In contrast to buying possessions, spending on doing results in increased anticipatory, remembered, and experienced utility.
Amit Kumar, Univ. of Chicago

BALANCING LABOR AND LEISURE IN EVERYDAY LIFE
In a large experience sampling study we tested a process model of effort and showed that opportunity costs, the cost of missing out on a next-best action alternative, predicted mental effort, task devaluation, and task deterioration. Three controlled experiments supported these results on self-report and behavioral measures.
Sarah Rom, Univ. of Cologne

PROFESSIONAL DEVELOPMENT
OH, THE PLACES YOU’LL GO!": PERSPECTIVES FROM PSYCHOLOGISTS IN PUBLIC HEALTH AND MEDICAL SETTINGS
Room: 6E
Time: 12:45 - 1:45 pm
Chair: Valerie Earnshaw, Harvard Medical School
This session is tailored for early-career psychologists conducting health-related research and considering working in psychology departments versus public health or medical schools. Speakers, who work in a variety of settings and represent a range of career stages, will describe their career trajectories, offer advice, and answer questions from the audience.

PROFESSIONAL DEVELOPMENT
MULTI-METHOD APPROACHES TO DATA COLLECTION
Room: 6A
Time: 12:45 - 1:45 pm
Chair: Sara Andrews, Univ. of California at Riverside
The purpose of this session is to introduce new data collection methods (e.g., LIWC, EAR, experience sampling, informant reports) and describe how these methods can be incorporated into research. Presentations by James Pennebaker, Shelly Gable, Megan Robbins, and Erika Carlson will be followed by a Q&A session with the speakers.

POSTERS
Friday lunch sessions run concurrently with Poster Session E. Posters on the following topics will be featured:

- Close Relationships
- Culture
- Disability
- Diversity
- Gender
- Intergroup Relations
- Judgment/Decision-Making
- Language
- Law
- Lifespan Development
- Mental Health/Well-Being
- Meta-Analysis
- Methods/Statistics
- Morality
- Personality Development
- Religion/spirituality

Come watch the finale of Q&pAy, as our three finalists face off against the live review panel. With $5,000 at stake, it’s going to be a nail-biter!

Friday, 12:45 pm, Room 6B
INVITED SESSION

BIG DATA: VAST OPPORTUNITIES FOR PSYCHOLOGICAL INSIGHT FROM MINING ENORMOUS DATASETS (F9)

Room: 6B
Chair: Michael Inzlicht, Univ. of Toronto
Co-Chair: Jessica Tracy, Univ. of British Columbia

The big data revolution is upon us. Enormous samples, even entire populations, are being studied through cheap and varied means, presenting a powerful new lens to understand human behavior. In this invited session, leading scholars in economics, computer science, and psychology provide a glimpse into what big data can reveal.

Speakers: Emily Oster, Michal Kosinski, Johannes Eichstaedt, Sendhil Mullainathan

FULL ABSTRACTS ON PAGE 21

ADVANCES IN REPEATED MEASURES MEDIATION ANALYSIS (F1)

Room: 6A
Chair: Andrew Hayes, The Ohio State University
Co-Chair: Kristopher Preacher, Vanderbilt University

This symposium addresses various advances in the estimation of mediation processes in repeated measures data. Topics include a path-analytic approach to estimation of indirect effects in two-condition repeated measures designs, time lag between measurements as a moderator of mechanisms, and multilevel analytical approaches to repeated measures mediation analysis.

ABSTRACTS

ACCUARATE INDIRECT EFFECTS IN MULTILEVEL MEDIATION ANALYSIS WITH REPEATED MEASURES DATA

Mediation in repeated measures designs is notoriously difficult, because (a) mediation in data collected repeatedly from the same person may reflect indirect processes that occur either within a person or between people, and (b) the estimated indirect effect is biased by the degree to which between-person effects covary with each other. This talk will implement a bootstrapping approach to obtain and test accurate indirect effects for mediation in repeated measures data using multilevel modeling. Furthermore, this approach allows indirect effects to be decomposed into their within- and between-subjects components. We will describe the analysis using an example dataset of intergroup attitudes towards seven target ethnic groups collected from 340 adults. Altogether, we will show how multilevel modeling can be flexibly used to test for mediation across a variety of repeated measures designs.

Amanda Sharples1, Elizabeth Page-Gould1
1Univ. of Toronto

ESTIMATION AND INFERENCE ABOUT INDIRECT EFFECTS IN WITHIN-SUBJECTS MEDIATION ANALYSIS: A PATH ANALYTIC PERSPECTIVE

The “causal steps” approach to mediation analysis in within-subjects designs described by Judd, Kenny, and McClelland (2001, Psychological Methods) is popularly-used in social psychology. This presentation recasts Judd et al. (2001) in the form of a path analysis rather than a set of discrete hypothesis tests. Doing so clarifies how the total effect of a within-subject manipulation of independent variable X on an outcome variable Y breaks into a direct component and indirect component through a mediator variable M. I discuss approaches to inference for the indirect effect such as bootstrapping, and provide code for implementation using Mplus and a new easy-to-use and freely-available macro for SPSS and SAS that does all of the computations.

Andrew Hayes1
1The Ohio State Univ.

STRATEGIES FOR INCORPORATING LAG AS A MODERATOR IN MEDIATION MODELS

Regression-based mediation analysis is extremely popular in social psychological research. It is widely understood that regression slopes depend on the time elapsed between assessments of the predictor and the outcome. Selig, Preacher and Little (2012) suggested a “lag as moderator” (LAM) strategy for modeling such time-dependent associations. It is also widely acknowledged that a fundamental requirement for causal inference in mediation analysis is temporal separation between the assessments of the predictor, the mediator and the outcome. Here, we combine these two ideas and propose “examining mediation effects using a randomly assigned lags design” (EMERALD), an approach for modeling mediation as a function of the time that elapses between assessments. The EMERALD method is related to more complicated continuous-time models, yet is easier to specify and interpret in practice.

Kristopher Preacher1, James Selig2
1Vanderbilt Univ., 2Univ. of Arkansas

ESTIMATING AND COMPARING INDIRECT EFFECTS IN TWO-CONDITION WITHIN-SUBJECT MULTIPLE MEDIATOR MODELS

Statistical mediation analysis is commonly used in social psychological research, but primarily using data from between-subjects experimental and cross-sectional observational designs. Within-subjects designs are popular in social psychology, such as when subjects experience multiple versions of a stimulus representing X and are measured on mediators M and outcomes Y in response to each version of the stimulus. Mediation analysis for these designs has not received as much attention by methodologists and has focused exclusively on single mediator models. In this talk, I discuss extensions of the Judd et al. (2001, Psychological Methods) approach to mediation in the two-condition within-subjects design with multiple mediators, including parallel and serial models. I discuss estimation, inference and comparison of indirect effects and demonstrate implementation using a new macro for SPSS and SAS that does all the computations.

Amanda Montoya1
1The Ohio State Univ.
**RELATIONSHIPS AND HEALTH ACROSS THE LIFESPAN (F2)**

**Room:** 4  
**Chair:** Jeff Simpson, University of Minnesota  
**Co-Chair:** Allison Farrell, University of Minnesota  

This symposium showcases four programs of research documenting the impact that romantic partners have on health outcomes across the lifespan. The four talks focus on different predictors and health outcomes at various life stages. Together, they reveal the critical role that romantic partners have on the health of individuals.

**ABSTRACTS**

**MATERNAL INSENSITIVITY IN CHILDHOOD PREDICTS GREATER ELECTRODERMAL REACTIVITY DURING CONFLICT DISCUSSIONS WITH ADULT ROMANTIC PARTNERS**

This study used longitudinal data to investigate the long-term predictive significance of the quality of early parent-child relationship experiences on adults' sympathetic nervous system (SNS) activity during conflict discussions with their romantic partners. Maternal sensitivity was repeatedly measured across childhood with observations of mother-child interactions. During adulthood (ages 34-37 years), electrodermal activity—an index of SNS arousal and a psychophysiological marker of behavioral inhibition—was recorded on 37 participants at rest and then while they tried to resolve a conflict in their romantic relationships. Compared to individuals who received more sensitive maternal care during childhood, those who received less sensitive early care experienced greater electrodermal activity during conflict discussions with their adult romantic partners (over resting conditions). This longitudinal association was not attributable to current romantic relationship quality, gender, ethnicity or early socioeconomic factors.

Jeff Simpson¹, Lee Raby², Glenn Roisman¹  
¹Univ. of Minnesota, ²Univ. of Delaware

**WHO, WHAT AND WHEN: TIMING AND PROTECTIVE EFFECTS ON STRESS AND HEALTH**

Although much research has documented the negative impact of early life stress on physical health, fewer studies have examined stress at other life stages or tested whether these effects can be buffered. Using data from the Minnesota Longitudinal Study of Risk and Adaptation, a 38-year prospective longitudinal study, we tested how the timing of life stress throughout development affects health in adulthood. We also tested whether receiving higher quality parenting serves as a protective factor against the negative effects of stress. Stress in early childhood (age 0-5 years), adolescence (13-19 years) and concurrently (32 years) were better predictors of adult health outcomes than stress in middle childhood (6-12 years) or early adulthood (21-28 years). Furthermore, higher stress in early childhood and adolescence showed a dual-risk pattern, predicting particularly negative health outcomes. However, receiving more supportive care from mothers during childhood buffered this effect.

Allison Farrell¹  
¹Univ. of Minnesota

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**A DYADIC APPROACH TO HEALTH, COGNITION AND QUALITY OF LIFE IN AGING ADULTS**

Married couples evidence dyadic effects in their psychological and physical wellbeing across the lifespan, including aging adults. This presentation describes the effects of partners' physical health and cognition on quality of life (QoL) in a series of bivariate latent curve growth models (LCGM). The sample included aging married couples (N = 8,187) who participated in the Survey of Health, Ageing and Retirement in Europe (SHARE) study and provided data across six years. Results indicate that husbands' and wives' baseline levels and rates of change in QoL covaried over time. In addition, husbands' and wives' physical health and cognition predict their partners' baseline level of QoL above and beyond their own health and cognition, and these effects are of equivalent size for both men and women. The findings suggest that as couples age, husbands' and wives' QoL, cognition and health are predictive of their partners' QoL.

Kyle Bourassa¹, Molly Memel¹, Cindy Woolverton¹, David Sbarra¹  
¹Univ. of Arizona

**BRING THE RELATIONSHIP IN HEALTH BEHAVIOR CHANGE: A DYADIC APPROACH TO THE THEORY OF PLANNED BEHAVIOR**

Despite growing appreciation of how close relationships affect health outcomes, there remains a need to explicate the influence romantic partners have on health behavior. We demonstrate how an established model of individual-level behavior change—the theory of planned behavior (TPB)—can be extended into a dyadic model to test the influence that relationship partners have on behavioral intentions to be physically active. In a sample of 200 heterosexual couples, we found that individuals' behavioral intentions were predicted by their romantic partners' TPB variables (i.e., attitudes, subjective norms and perceived behavioral control), above and beyond the individuals' TPB predictors. We also considered additional partner perspectives about the individual, and found that relationship quality moderated some partner influences. We provide a roadmap for applying a dyadic framework into individual-level models of behavior change. These results broaden the potential applications of the TPB and our understanding of how romantic partners influence important health practices.

Maryhope Howland¹  
¹UConn Health

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**WHAT IS WRONG WITH THE RIGIDITY OF THE RIGHT MODEL? (F3)**

**Room:** 9  
**Chair:** Ariel Malka, Yeshiva University  
**Co-Chair:** Jarret Crawford, The College of New Jersey  

We present experimental and cross-national survey evidence against key tenets of the Rigidity of the Right Model. Findings reveal that the right and left are equally inclined to display motivated reasoning and intolerance in a manner supportive of idealogical leanings, and that motives for security, control and certainty often predict left-wing economic attitudes.

**ABSTRACTS**

**RIGIDITY OF THE ECONOMIC RIGHT? A LARGE-SCALE CROSS-NATIONAL STUDY**
According to the Rigidity of the Right model, individual differences in needs for security and certainty relate to a broad-based conservative ideology, encompassing both cultural traditionalism and opposition to redistributive economic policy. The present analysis of survey data from 112 national samples spanning 78 nations suggests that when it comes to the economic domain, the Rigidity of the Right Model is not supported. Individuals inclined to value conformity, security and tradition over stimulation and self-direction tended, on average, to support culturally conservative positions, but to lean left economically. Furthermore, the effect on economic attitudes seems to be the net outcome of competing influences; those high in needs for security and certainty seek the protection and stability of government economic intervention, but if they are highly exposed to ideological messages they adjust their economic attitudes rightward to match their culturally based conservative identities. Implications for ideological conflict are discussed.

Ariel Malka¹, Christopher Soto², Michael Inzlicht³, Yphtach Leikes⁴
¹Yeshiva Univ., ²Colby College, ³Univ. of Toronto, ⁴Univ. of Amsterdam

THE NATURE OF PREJUDICE IS UNIVERSAL: CONSERVATISM, LOW OPENNESS AND LOW COGNITIVE ABILITY ARE NOT NECESSARILY ASSOCIATED WITH PREJUDICE

The motivated social cognition perspective presumes that certain individual differences, such as political conservatism, low openness to experience and low cognitive ability, are associated with prejudice. However, studies testing this perspective have largely examined prejudice toward left-wing or left-aligned target groups. By including targets from across the political spectrum, the present studies demonstrate that conservatism, low openness and low cognitive ability are not associated with prejudice per se; rather, liberals, conservatives and people both low and high in openness to experience and cognitive ability express relatively equal levels of prejudice against people with whom they disagree. These studies are consistent with the ideological conflict hypothesis, which argues that worldview conflict, rather than specific individual differences, underlie ideologically based prejudice. I conclude with some recommendations and future directions for studying hostility across the political divide.

Jarret Crawford¹
¹The College of New Jersey

ARE CONSERVATIVES FROM MARS AND LIBERALS FROM VENUS? MAYBE NOT SO MUCH

I will review a number of studies using a variety of methods designed to test whether the “ideoletribution effect” is best explained by underlying dispositional differences in the tendency to see the causes of behavior as personally or situationally located (as is often assumed), ideological scripts, or value-based differences in the motivation to correct people’s usual tendency to make first pass personal attributions. Ideological differences in attributions only emerged when people were asked to explain politicized behaviors, and were reversed when it was more politically expedient for conservatives to make situational than dispositional attributions, and for liberals to make dispositional than situational attributions. Results therefore indicate that there is greater similarity than dissimilarity in the psychological processes involved in how liberals and conservatives explain their social worlds; both are motivated to see the world in ways that confirm their preferred conclusions.

Linda Skitka¹
¹Univ. of Illinois at Chicago

THREATS TO PERSONAL CONTROL INCREASE SUPPORT FOR LIBERAL ECONOMIC (BUT NOT SOCIAL) POLICIES

Does threat always lead to the adoption of political conservatism? We test the novel hypothesis that threats to personal control will lead to heightened support for economically liberal policies because investing in “big government” is a way to reassert that the world is non-random. Using nationally representative samples of Americans (Study 1a) and 75 additional nations (Study 1b), we find that people who report feeling less control in their lives also report being more economically (but not socially) liberal. In Studies 2 and 3, experimentally inducing participants to feel low (vs. high or neutral) personal control increased liberalization, but only when economic policies about wealth redistribution were salient. Study 4 showed that low (vs. high) personal control reminders increased support for wealth redistribution, but only when participants were unable to attribute their arousal to another cause, suggesting the process is motivated.

Jamie Luguri¹, Jaime Napier²
¹Univ. of Chicago, ²Yale Univ.

OVULATORY SHIFTS IN WOMEN’S MATING PSYCHOLOGY: NEW METHODS, EVIDENCE AND BEST PRACTICES (F4)

Room: 2
Chair: Ekaterina Netchaeva, Bocconi University

Ovulatory cycle research has been the subject of recent debate in the field. Four papers, both empirical and theoretical, reveal new methods and evidence that may provide some resolution and a deeper context for the current controversy and help inform future research practices and spur new questions.

ABSTRACTS

THE RED EFFECT: EXAMINING THE EFFECT OF OVULATORY CYCLE ON WOMEN’S PERCEPTIONS AND BEHAVIORS TOWARDS OTHER WOMEN

Previous research has shown that during her monthly peak fertile window, a woman competes with other women for a suitable mate. Drawing upon research on ovulation and socially constructed meanings of the color red, we examine how a woman’s fertility status affects her person- and mating-related perceptions as well as her behaviors towards another woman wearing red, relative to another color. We suggest that for an ovulating woman, red clothing worn by another woman serves as a cue indicating the latter’s interest in attracting a mate. This cue then in turn elicits lower perceptions of another woman’s competence, warmth and attractiveness, and higher perceptions of dominance that manifest in lower levels of likability and trust. In three studies relying on both hormonal and self-reported fertility data, we provide support for our hypotheses. We conclude by discussing the implications and future directions.

Ekaterina Netchaeva¹, Maryam Kouchaki²
¹Bocconi Univ., ²Northwestern Univ.
LADY IN RED: HORMONAL PREDICTORS OF WOMEN’S CLOTHING CHOICES
Recent evidence indicates that women use red clothing as a courtship tactic, and one study further suggested that women were more likely to wear red on high-fertility days of their menstrual cycles. Subsequent studies provided mixed support for the cycle-phase effect, although all such studies relied on counting methods of cycle-phase estimation and used between-subjects designs. By comparison, in the study reported here, we used a within-participant design with frequent hormone sampling to more accurately assess ovulatory timing. We found that women were more likely to wear red during the fertile window than on other cycle days. Furthermore, within-subjects fluctuations in the ratio of estradiol to progesterone mediated the shifts in red clothing choices. Our results are the first direct demonstration of hormone measurements predicting observable changes in women’s courtship-related behaviors, and demonstrate the advantages of hormonal determination of ovulatory timing for tests of cycle-phase shifts in psychology or behavior.

Adar Eisenbruch¹, Zachary Simmons², James Roney¹
¹Univ. of California, Santa Barbara, ²Univ. of Portland

PAIR-BONDS AND ADAPTATIONS TO OVULATION: AN INTEGRATION APPROACH TO GUIDE FUTURE RESEARCH
Relationship scholars and evolutionary psychologists both study mating and frequently come to different conclusions. For instance, relationship science finds that partners often derogate attractive alternatives, whereas evolutionary psychologists report the opposite. In ovulatory cycle research, evolutionary psychologists hypothesize that adaptations to ovulation function to secure genetic benefits from men other than one’s partner and relationship scholars suggest that adaptations to ovulation may function in opposite ways. To understand this conflict in the literature, we introduce a new theoretical framework: the conflict–confluence model. This model characterizes mating behavior as arranged along a continuum that varies in the extent to which mating partners’ interests are misaligned versus aligned. We illustrate the utility of this framework to uncover hidden moderators and discuss why a consideration of the tension between the desire to maintain a primary partnership versus seek out alternative partners may help remedy some of the non-replication issues in ovulatory cycle research.

Eli J Finkel¹, Kristina Durante², Paul Eastwick², Steven Gangestad³, Jeffry Simpson⁴
¹Northwestern Univ., ²Rutgers Business School, ³The Univ. of Texas at Austin, ⁴Univ. of New Mexico, ⁵Univ. of Minnesota

HORMONAL PREDICTORS OF WOMEN’S MOTIVATIONAL PRIORITIES: IMPLICATIONS FOR CONTROVERSIES IN THE MENSTRUAL CYCLE LITERATURE
Controversies exist regarding menstrual cycle influences on women’s psychology and behavior. Some have argued that evidence for ovulatory shifts may reflect researcher flexibility in defining fertile cycle days, and that ovulatory shifts are not real. Largely lost in this debate are more direct lines of evidence for hormonal influences on psychology. In this talk, I will review evidence for hormonal regulation of women’s motivational priorities. Both experimental and correlational evidence in nonhuman species supports clear roles for estradiol and progesterone in the regulation of tradeoffs between competing motivational priorities. Likewise, in women, findings from my lab demonstrate that fluctuations in estradiol and progesterone oppositely regulate within-cycle changes in sexual motivation and food intake, respectively, and produce clear ovulatory shifts in these outcomes. These data and other evidence (e.g., hormone replacement therapy trials) provide strong support for effects of ovarian hormones in the regulation of women’s psychology and social behavior.

James Roney¹
¹Univ. of California, Santa Barbara

PHENOTYPIC RACIAL STEREOTYPICALITY, IDENTITY AND TRUST: NEW CONNECTIONS (F5)
Room: 8
Chair: Melissa Williams, Emory University

Will You Value Me and Do I Value You?: The Effect of Phenotypic Racial Stereotypicality on Organizational Evaluations
This research investigates whether within-group differences in phenotypic racial stereotypicality (i.e., extent to which individuals possess physical features typical of their racial group) of ingroup members serve as social identity contingency cues for Blacks evaluating organizations. It is hypothesized that Blacks draw information about whether their social identity would be valued based on the represented phenotypic racial stereotypicality of Black organization members. Participants viewed organizations that included high phenotypically stereotypic (HPS) Black (e.g., darker skin tones, broader facial features), low phenotypically stereotypic (LPS) Black or only White employees. Results confirmed that Black, but not White, evaluators reported more diversity, salary, desire to work and social identity-related trust toward the HPS, compared to LPS and White organizations. The relationships between phenotypic racial stereotypicality condition on organizational attractiveness and diversity perceptions were mediated by identity-related trust. Results suggest considering diversity at both the group and within group level to achieve broader benefits.

Kimberly Kahn¹, Miguel Unzueta², Paul Davies³, Aurelia Alston⁴, J. Lee¹
¹Portland State Univ., ²Univ. of California, Los Angeles, ³Univ. of British Columbia

Looking the Part: Racial Stereotypicality in Appearance Helps White Coaches But Hurts Black Coaches in NCAA Football
This project explores the relationship between phenotypic racial stereotypicality and career outcomes, testing the hypothesis that looking prototypical of a group that
has historically occupied a particular industry will be advantageous to career success. We investigate this with American FBS (I-A) college football coaches (N = 1,018). We recorded data on coaches’ career achievements and coded their appearance for racial stereotypicality. We find that controlling for experience, age and attractiveness, race and racial stereotypicality interact to predict coaches’ occupational rank, B=-.26. For Black coaches, stereotypicality is negatively related to rank, B=-.10, such that more-stereotypical Black coaches are overrepresented among lower positions (e.g., linebackers coach), whereas for White coaches, the relationship is positive, B=.17, such that more-stereotypical White coaches are overrepresented among higher positions (e.g., head coach). Employers may use racial stereotypicality above and beyond race itself in determining job candidate promotability and “fit.”

Melissa Williams¹, James Wade², Anand Swaminathan¹, C. Harrison³, Scott Bukstein³
¹Emory Univ., ²George Washington Univ., ³Univ. of Central Florida

WHEN SPEAKING OUT FOR EQUALITY IS (PROTO) TYPICAL: CONFRONTING RACISM “COLORS” PERCEPTION OF BIRACIAL INDIVIDUALS

How does speaking out for racial equality affect the way that individuals perceive and remember others? Three studies (N1 = 78; N2 = 127; N3 = 120) predicted and found that confronting racial prejudice “colors” perception of White/Black biracial targets, making them appear to fit Black prototypes. Specifically, biracial targets who confronted racism were viewed as more (Black) racially identified and “stereotypically Black,” and as having more Black ancestry and experiences with discrimination, compared to White/Black biracial targets who did not confront racism (all ps < .05). Moreover, perceivers literally misremembered the faces of biracial confronters (vs. non-confronters), identifying them as being more prototypically Black (e.g., darker skin tone; p < .01). The data suggest that although many individuals affirm racial egalitarianism, actually expressing these views may “fit” most with minority group identity.

Leigh Wilton¹, Aneeta Rattan², Diana Sanchez³
¹Skidmore College, ²London Business School, ³Rutgers Univ.

JEWS PHENOTYPIC PROTOTYPICALITY AND RELIGIOUS IDENTIFICATION

Individuals vary in phenotypic prototypicality (PP): the extent to which they look like prototypical group members. While PP has been explored in a variety of racial groups, to date no research has examined how appearance relates to perceptions of religious identification and stereotyping. In Study 1, participants (N = 42) reported stereotypes about physical features and traits characteristic of Jews. A second study examined perceptions of the relationship between appearance, identity and stereotypes in real individuals. In Study 2, 30 Jews rated their own phenotypic prototypicality and their Jewish identification. Independent raters (N = 84) then rated the Jewish targets’ photos on PP, identification and stereotypical traits. Although raters expected greater PP to be associated with stronger Jewish identification, this relationship was actually negative for female Jews. Higher PP male Jews were perceived as possessing more stereotypical traits. We discuss potential convergence and divergence of racial and religious PP.

Alison Goldberg¹, Clara Wilkins²¹
¹Weslayan Univ.

DIET AND EXERCISE IN A SOCIAL WORLD (F5)

Room: 3
Chair: A. Janet Tomiyama, UCLA
Four presentations highlight social psychological factors that affect health behaviors. The talks cover cultural notions of weight and health, implicit theories of weight, normative perceptions and body size (i.e. fat suit) manipulations in predicting health behaviors such as exercise and healthy eating as well as weight loss.

ABSTRACTS

PUTTING ON WEIGHT STIGMA: THE IMPLICATIONS OF WEARING A FAT SUIT FOR EATING BEHAVIOR AND PSYCHOLOGICAL WELL-BEING

A growing body of research has examined the effects of experiencing weight stigma on psychology and eating behavior. While some of this research has experimentally manipulated weight stigma experiences, none has experimentally manipulated obesity to understand how weight stigma affects psychological health or eating behaviors. This study randomly assigned participants to appear obese by wearing a fat suit versus a no-suit control. We hypothesized that merely altering an individual’s size would result in similar consequences to those known to be associated with experiencing weight stigma. Consistent with this hypothesis, our experimental manipulation of obesity resulted in participants reporting higher levels of negative affect and consuming more unhealthy foods than those in the control condition. These findings use a novel manipulation to further existing knowledge of the consequences of experiencing weight stigma, consequences that may, ironically, cause further weight gain and exposure to ever greater experiences of stigma.

Angela Incollingo Rodriguez¹, Courtney Heldreth¹, A. Janet Tomiyama¹
¹University of California, Los Angeles

UNDERSTANDING THE PREVALENCE AND CONSEQUENCES OF IMPLICIT THEORIES OF WEIGHT IN THE U.S.: INSIGHTS FROM A NATIONALLY REPRESENTATIVE SAMPLE

Self-regulation and anti-fat stigma are affected by one’s implicit theory of weight (ITW): beliefs about people’s ability to control their body weight. However, little is known about the prevalence and consequences of these beliefs at the population-level. Using data from the nationally representative NCI-funded Health Information National Trends Survey, we found that the distribution of ITW is skewed toward the belief that weight is changeable (incremental), but that distributions of ITW vary by education, income, race/ethnicity and by Body Mass Index. Furthermore, incremental beliefs are more...
strongly associated with the belief that obesity is caused by behavior versus genetics, and with behaviors such as past attempts at weight loss, increasing exercise and healthy eating. These findings afford a more nuanced understanding of the distribution of ITW in the population, whether ITW is a risk factor for adverse health issues, and the delivery of interventions to regulate people’s ITW.

**Lisa Auster-Gussman**, [1](#) **Alex Rothman**

**1Univ. of Minnesota**

**WHAT IS HEALTH AND WHY DO WE EVEN CARE?: VALUES AND MINDSETS REGARDING HEALTH DIFFER ACROSS GENDER, RACE AND ETHNICITY**

Despite amplified attention on the importance of healthy behaviors such as eating well and exercising, the percentage of U.S. citizens who meet recommended guidelines is remarkably low, especially among low-income and ethnic minority Americans. The current presentation unveils a social-psychological explanation for the mindsets and values people hold about health. Results from 334 participants sampled across gender, race and socioeconomic status indicate two key findings. First, many people (and especially low SES and ethnic minority participants) often place other values, namely comfort, prosperity, and family, before health. Second, there are stark differences in how people define health, for example low SES Americans are more likely to describe being healthy in terms of happiness, money and family than are high SES Americans. This presentation will discuss how tuning into such cultural differences in mindsets and values can reveal new ways to promote healthy behaviors and improve health for all Americans.

**Danielle Boles**, [1](#) **Alia Crum**, [1](#) **Hazel Markus**, [1](#) **Alana Conner**

**1Stanford Univ.**

**NORMATIVE PERCEPTIONS OF EATING AND EXERCISE**

Six studies examined normative perceptions of eating vs. exercise in a wide range of settings. Whether asked about eating vs. exercise in general, eating specific foods vs. engaging in specific exercises, or asked to view videos of individuals consuming certain foods vs. performing certain exercises, participants overwhelmingly rated the exercise behaviors to be more unusual than the eating behaviors in every setting except those specifically designated for exercise (e.g., a gymnasium). The difference was especially pronounced in the domain of self-perception but also held when participants were asked to perceive others. The results suggest that it is normative to consume foods in almost any environment (e.g., an office, an airport, a post office, etc.) but any form of exercise in those same locations is perceived to be highly unusual. Indeed, performing jumping jacks in an airport was perceived to be more unusual than seeing someone set fire to an automobile.

**Andrew Ward**

**1Swarthmore College**

**THE WORLD THROUGH STATUS-COLORED GLASSES**

**Room: 6D**

**Chair: Kristjen Lundberg, University of Richmond**

**Co-Chair: Jazmin Brown-Iannuzzi, Univ. of Kentucky**

**Economic and social inequality remains at historically high levels. What are the psychological causes of such persistent disparities? This symposium investigates the self-perpetuating nature of inequality, examining how class- and race-based status differences inform our perceptions of others, impact our political preferences and influence participation in the public sphere.**

**ABSTRACTS**

**THE VIEW FROM UP HERE: HIGHER-STATUS INDIVIDUALS’ BELIEFS ABOUT THEIR OWN OBJECTIVITY EXACERBATE POLITICAL DIVISION**

Unsurprisingly, opposing views on income inequality have been accompanied by a lack of compromise on how to address the rising gap between rich and poor. Naïve realism, the belief that one sees the world objectively and that contrary views are biased or uninformed, may be one cause of this gridlock. We specifically hypothesize that subjective socioeconomic status (SSES) is associated with an asymmetry in naïve realism. Across three studies, using both measured and manipulated SSES, we show that higher (versus lower) SSES individuals were more likely to perceive the redistributive policy preferences of those who disagreed with them as biased. Importantly, we also demonstrate that higher SSES individuals showed a greater tendency to exclude contrary views in a democratic voting process. Together, these data suggest that higher SSES individuals are more likely to believe that they see the world objectively and to discount the (ostensibly biased) views of others.

**Kristjen Lundberg**, [1](#) **B. Keith Payne**, [2](#) **Aaron Kay**

**1Univ. of Richmond, 2Univ. of North Carolina at Chapel Hill, 3Duke Univ.**

**THE RACIAL UNDERTONES OF WELFARE ATTITUDES: INVESTIGATING THE RELATIONSHIP BETWEEN MENTAL IMAGES OF WELFARE RECIPIENTS AND ATTITUDES TOWARD WELFARE**

Welfare has become a political issue with racial undertones. Negative attitudes toward African-Americans may lead to negative attitudes toward welfare and vice versa. The current research uses a reverse correlation method to investigate people’s mental images of welfare recipients. Sample 1 created the image of a welfare and non-welfare recipient. Sample 2 rated the grand mean welfare and non-welfare images (collapsing across all participants), and Sample 3 rated person mean welfare and non-welfare images. The results revealed that people perceived the grand mean welfare image to be more African-American and less human than the non-welfare image. Moreover, person mean welfare images that were perceived to be more African-American predicted more negative attitudes toward welfare. Together, these data provide an important first step to investigating how people imagine welfare recipients and the link between attitudes toward welfare and racialized images of welfare recipients.


**1Univ. of Kentucky, 2Colgate Univ., 3Radboud Univ. Nijmegen**

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**FRIDAY SESSION F**

**FRIDAY SESSION F: 2-3:15 PM**

**F7: Mental Images of Welfare Recipients and Attitudes Toward Welfare**

**Room: 6D**

**Chair: Kristjen Lundberg, University of Richmond**

**Co-Chair: Jazmin Brown-Iannuzzi, Univ. of Kentucky**

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**1Univ. of Kentucky, 2Colgate Univ., 3Radboud Univ. Nijmegen**
ANXIETY AND AUSTERITY: A GROUP POSITION ACCOUNT OF WHITE AMERICANS’ OPPOSITION TO WELFARE

Drawing on group position theory, we argue that racial status anxiety affects white Americans’ support for federal welfare spending. Specifically, we predict that whites will support welfare programs less when they perceive that their racial status is threatened. Analysis of representative survey data and three survey-embedded experiments support this reasoning. Study 1 found that whites particularly have withdrawn welfare support since Barack Obama’s election, a decline that is partially mediated by increased racial resentment. Studies 2-3 found that exposure to information suggesting whites’ economic/demographic advantages are declining led to decreased welfare support as a result of heightened racial resentment. Study 4 found that information threatening whites’ economic status reduced support for welfare programs portrayed as benefiting minorities, but not for programs portrayed as benefiting whites. Our findings suggest racial status anxiety leads whites to withdraw welfare support, a dynamic that partially accounts for recent declines in support for these programs.

Rachel Wetts¹, Robb Willer²
¹Univ. of California, Berkeley, ²Stanford Univ.

ON THE IMPORTANCE OF PUBLIC SPACE FOR PERPETUATING (OR REDUCING) SOCIAL INEQUITY

Despite efforts to increase diversity in higher education, social disparities persist. Lower-socioeconomic status (SES) students underperform, are less likely to graduate and are less engaged on campus than their higher-SES peers. Previous work has documented social factors that promote (or impede) stigmatized students’ sense of belonging. In the present work, we take a different approach, examining how public space, a physical factor, might contribute to these disparities. Specifically, we test whether real and perceived restrictions on the use of public space contribute to SES disparities in students’ sense of belonging. We found that, relative to higher-SES students, lower-SES students perceived public spaces on campus as more restricted. Moreover, we found that changing lower-SES students’ perceptions of the “publicness” of these spaces increased their sense of belonging at the university. These findings suggest one way in which SES disparities may be reduced and have broader implications for civic and political participation.

Kelly Hoffman¹, Sophie Trawalter¹
¹Univ. of Virginia

VALUES AFFIRMATION INTERVENTIONS: MECHANISMS AND NEW APPLICATIONS (F8)

Room: 6E
Chair: Rebecca Covarrubias, University of California, Santa Cruz
Co-Chair: Stephanie Fryberg, University of Washington

Values affirmation interventions, reflecting on personally important values in evaluative contexts, are increasingly being used to improve academic performance for underrepresented students. Building on this work, this symposium presents research on mechanisms underlying values affirmation interventions and new applications in academic, workplace and health contexts.

ABSTRACTS

AFFIRMING THE INTERDEPENDENT SELF: IMPLICATIONS FOR NATIVE AMERICAN AND LATINO STUDENTS’ SCHOOL OUTCOMES

In typical self-affirmation interventions, individuals reflect on values important to the independent self (i.e., values that are “important to you”). For students who endorse a more interdependent self, whose family and community are central to identity, self-affirmations may be more effective if they match this cultural understanding. In three studies, we examined whether a culture-matching affirmation, one that highlights one’s tribe or family (interdependent affirmation), will enhance school outcomes for Native American and Latino students. In Study 1, a tribal-community affirmation improved motivation and school connectedness for Native American middle school students compared to a self-affirmation or no affirmation. In Studies 2 and 3, Latino middle school and college students exposed to a family affirmation outperformed Latino students exposed to a self-affirmation and outperformed European American students. The treatment had no effect on European American college students’ performance. These findings demonstrate the benefits of culture-matching affirmations for diverse students.

Sarah Herrmann¹, Rebecca Covarrubias², Stephanie Fryberg³
¹Arizona State Univ., ²Univ. of California, Santa Cruz, ³Univ. of Washington

VALUES AFFIRMATION BUFFERS ACADEMIC SOCIAL NETWORKS AGAINST EROSION UNDER THREAT

The current research examines the impact of a brief values-affirmation writing exercise on the social behavior and relationships of college students in a threatening academic environment. Early in the semester, 226 students in a gateway pre-medical biology course (described as highly stressful in pre-testing) provided information about their friendship and study networks within the course. Next, students were randomly assigned to complete either an affirmation or control writing exercise. Friendship and study networks were assessed again at the end of the semester. Results of a social network analysis indicated that affirmed students maintained both the quantity and quality of their relationships over time, whereas social relationships eroded among control students. Consistent with work showing that affirmations can bolster belonging and other-directed feelings (Crocker et al., 2008; Shnabel et al., 2013), results suggest that affirmation effects in educational settings may propagate over time in part by fortifying beneficial social networks.

Kate Turetsky¹, Jonathan Cook², Geoffrey Cohen³, Valerie Purdie-Vaughns¹
¹Columbia Univ., ²The Pennsylvania State Univ., ³Stanford Univ.

AFFIRMATIONS REDUCE EMOTIONAL REACTIVITY AND SHAPE INDIVIDUALS’ EXPERIENCES OF THREATENING CONTEXTS

Affirmations have been shown to have diverse and enduring effects. One question that has garnered much attention is the role that emotion plays in affirmation’s effects. Across two studies, we show that affirmation reduces emotional reactivity around threatening events. Further, these studies demonstrate that this reduced emotional reactivity is the result of affirmation changing individuals’ narratives regarding
the threatening context. In Study 1, we show that affirmation reduces emotional reactivity in response to reflecting on an unresolved rejection both immediately and one week later. In Study 2, using a diary method over one year, we examine how affirmations reduce women's emotional reactivity in response to breast cancer diagnosis and treatment and, in turn, change the stories individuals tell themselves about their experience. In sum, affirmation allows the self to be less connected to the threat and for individuals to view the threat within the broader landscape of their lives.

Kimberly Hartson¹, David Sherman²
¹Center for AIDS Prevention Studies, UCSF, ²Univ. of California, Santa Barbara

AFFIRMATION ON THE GO: AFFIRMATION VIA TEXT MESSAGE ENHANCES WELLBEING IN TIMES OF STRESS

The present research harnesses mobile technology to enhance the impact and scalability of social psychological interventions. Timeliness is a critical variable determining the efficacy of interventions and mobile technology provides a means for delivering interventions into the lives of people at the "right time and place." Therefore, we tested whether a values affirmation intervention, involving reflecting on core values to broaden one's sense of self in the face of adversity, delivered via text message shortly before a self-identified, idiosyncratic stressful event could enhance wellbeing and performance. In Studies 1 and 2, students who completed an affirmation via text message the night before an academic stressor reported greater life satisfaction and belonging after the stressor and performed better on a subsequent exam. Study 3 extended these findings outside of the classroom. Students affirmed the day before the start of their summer internship reported lower stress and belonging uncertainty at their workplace.

Kody Manke¹, Shannon Brady¹, Soo Park², Geoffrey Cohen¹
¹Stanford Univ., ²Santa Clara, California
THEORIES ABOUT POWER

L Taylor Phillips¹, Brian Lowery ¹

We find that most people intuitively believe that acquiring advantage in order to secure desired outcomes, but to conceal these advantages under the cloak of merit as they do so. In Experiments 1a and 1b, we find that when their advantages are exposed, the wealthy (but not the non-wealthy) claim increased effort at work. In Experiment 2, we show that the social elite claim their social advantages (family connections) were the result of effort, but suggest others’ social advantages were not. In Experiment 3, we find that the wealthy not only claim, but commit greater effort when their class advantages are exposed. Finally, in Experiment 4, we show that the educational elite claim that advantage resources are not useful, but then continue to take these resources and use them to their benefit anyway.

L Taylor Phillips¹, Brian Lowery ¹
¹Stanford Univ.

WHO WANTS TO GET TO THE TOP? CLASS AND LAY THEORIES ABOUT POWER

We find that most people intuitively believe that acquiring positions of power in today’s world requires not only hard work, talent and expertise, but also exercising political dominance, engaging in Machiavellian behaviors and manipulating one’s way through the social world to get ahead. We further found that people’s class backgrounds systematically shape their attitudes toward political dominance; people from relatively higher class backgrounds are more willing to engage in these behaviors compared to people from relatively lower class backgrounds, who find such strategies uncomfortable and distasteful. As a result, people with relatively higher social class are more likely to remain in competition for positions of power compared to individuals with relatively lower social class, who are more likely to opt out. These findings suggest that current institutional norms that reward political dominance may help explain why class inequalities persist and why creating class-based diversity in leadership positions poses a serious challenge.

Peter Belmi¹, Kristin Laurin²
¹Univ. of Virginia, ²Stanford Univ.

TO GIVE OR NOT TO GIVE? INTERACTIVE EFFECTS OF STATUS AND LEGITIMACY ON GENEROSITY

While previous research has demonstrated that generosity can lead to status gains, the effect of status on generosity has received less attention. More broadly, research on the psychological experience of status remains largely unexplored, especially compared to other forms of social hierarchy such as power. The current work explores the interactive effects of status and legitimacy on generosity. We predict that status decreases generosity in legitimate hierarchies because legitimate status prompts an inflated sense of one’s value to the group, which reduces perceived obligations to be generous. In contrast, we predict that status increases generosity in illegitimate hierarchies because illegitimate status prompts a drive to make one’s status position feel equitable, and generosity is one means for doing so. Our results support these predictions across five studies and empirically demonstrate that the effects of status and legitimacy on generosity can be attributed to concerns about equity in status allocation.

Nicholas Hays¹, Steven Blader²
¹Michigan State Univ., ²New York Univ.

SEEING WHAT ISN’T THERE

Poverty research usually focuses on the material disparities that define the lives of the poor, but here we suggest that the subjective experience of poverty is more than the sum of these disparities. Across many everyday situations, we find that the poor see a dimension of experience that is largely invisible to the wealthy. The poor acquire an expertise that makes them more attuned to the monetary dimension of experiences. As a result, thoughts about money are often top-of-mind or skating just below the surface, and many situations spontaneously trigger these thoughts. Although this expertise has some benefits for how the poor make decisions, these thoughts also become intrusive and interfere with everyday experiences ranging from the daily commute, to a doctor’s visit, to the enjoyment of simple pleasures. These studies suggest that even when facing similar circumstances, the wealthy and poor rarely see the same reality.

Anuj Shah¹, Sendhil Mullainathan², Eldar Shafir³
¹Univ. of Chicago, ²Harvard Univ., ³Princeton Univ.
UNDERSTANDING RELIGIONS: INTEGRATING EXPERIMENTAL, ETHNOGRAPHIC AND HISTORICAL APPROACHES (G2)

Room: 4
Chair: Michael Muthukrishna, London School of Economics

Religion is both universal and diverse, yet remains a puzzle. We synthesize experimental, ethnographic and quantitative historical data to shed light on the ways in which religion changes our psychology and society and how these change religion. We test theories of religion, offering an explanation for large-scale cooperation and conflict.

ABSTRACTS

AN ANALYSIS OF BIG HISTORY DATA: THE EVOLUTION OF RELIGIOUS COGNITION AND BEHAVIOR

Big Data has revolutionized many fields and its usefulness in psychology has become increasingly obvious in recent years. The availability of these large datasets has allowed us to test our theories and make new empirical discoveries, while avoiding the "small sample" problem. Here we show how Big Historical Data (so called "Big History") is similarly useful for testing psychological theories. We focus our analyses on theories that pertain to religion and the psychology of religion. Analyzing data from large historical datasets, including the Database of Religious History (religiondatabase.org), we show the psychological predictors of ritualistic, religious and cooperative behavior, and reveal how historical shifts and cultural evolution have created the diversity of culture and religion we see around the world.

Michael Muthukrishna
1London School of Economics

BIG GODS, RITUALS AND THE EVOLUTION OF LARGE-SCALE COOPERATION

In this talk, I develop a cultural evolutionary theory of the origins of prosocial religions, and apply it to help explain both (1) the rise of large-scale cooperation in the last twelve millennia, and (2) the spread of prosocial religions during the same period. Our interdisciplinary team argues that intergroup competition operating over centuries and millennia gradually assembled cultural packages that included beliefs and practices characterized by increasingly potent, moralizing supernatural agents, credible displays that deepen faith and other psychologically active elements that foster social solidarity, sustain internal harmony, increase fertility and promote large-scale cooperation. This synthesis is grounded in the idea that although religious beliefs and practices originally arose as non-adaptive byproducts of innate cognitive functions, particular cultural variants were then selected for their social psychological effects via long-term cultural evolutionary processes. Converging lines of evidence will be drawn from recent behavioral experiments across diverse societies, psychological priming studies, detailed ethnographic cases and ethno-historical patterns.

Joseph Henrich
1Harvard Univ.

HIGH LEVELS OF RULE-BENDING IN A MINIMALLY RELIGIOUS AND EGALITARIAN FORAGER POPULATION

This study examines the relationship between religiosity and cooperation in the Hadza, one of the few remaining hunter-gatherer populations in the world. Sixty-eight Hadza were surveyed about their religious beliefs and participated in two incentivized economic games, designed to measure rule-bending in favor of self (Game 1) and one's campmates (Game 2) at the expense of Hadza living in other camps. Consistent with previous ethnographic descriptions, the Hadza engage in few religious practices and lack a strong belief in the existence of powerful and moralizing deities. The Hadza also show some of the highest levels of rule-bending. There is, however, little evidence that belief in moralistic deities is associated with decreased rule-bending within the Hadza. Instead, the findings suggest that rule-bending increases as the proportion of kin (household members) in one's camp increases.

Coren Apicella
1Univ. of Pennsylvania

RELIGIOUS DATA FROM DEAD MINDS: RADICALLY EXPANDING THE SUBJECT POOL THROUGH ENGAGEMENT WITH HISTORICAL SOURCES

Social psychologists are gradually becoming more concerned about the potential problems involved in drawing conclusions about universal human cognition from subjects drawn almost exclusively from WEIRD (Western, Educated, Industrialized, Rich, Democratic) societies. In this talk, I will discuss the promise and challenges involved in attempting to draw inferences about religious psychological processes from "dead minds"—that is, the traces of past cognition conveyed by historical texts and artifacts. Our inability to run controlled experiments on dead subjects imposes some limits on the usefulness of this data, but I will argue that it this is more than outweighed by the diversity, accessibility and sheer quantity of data from dead minds. I will conclude with two case examples illustrating how historical data is being used to explore human religious cognition—specifically, afterlife beliefs and the existence of folk mind-body dualism—in ways that complements ongoing experiment work with contemporary subjects.

Edward Slingerland
1Univ. of British Columbia

BIG DATA STUDIES IN REGIONAL VARIATION OF WELL-BEING, CULTURE AND BEHAVIOR (G3)

Room: 9
Chair: Lyle Ungar, University of Pennsylvania

Individual differences in personality, values, beliefs and behaviors strongly reflect the region in which the individuals live. We use recent advances in "big data" to study variation in well-being, personality, culture and behavior across U.S. counties, presenting and exploiting recent methodological advances in spatial interpolation and large-scale text analysis.
EXPLORING GEOSPATIAL BEHAVIORAL VARIATION WITHIN CITIES USING LOCATION-BASED SOCIAL MEDIA
Cities exhibit considerable spatial variation across a wide range of observable phenomena, including the socioeconomic measures of the people that live in them such as ethnicity and income, behavioral patterns such as crime activity and cultural and historical factors like the architectural style of its buildings and land-use patterns. Studying the nature and causes of such variation is a critical goal that has impact to many fields, including human geography, economics, urban design and social psychology. In this work, we show how data from millions of people using location based social media can be used as a tool with which we can explore the behavioral variations of people within cities. We exhibit this idea with the Livehoods project, which uses machine-learning techniques to analyze millions of Foursquare check-ins, revealing neighborhood-level aggregate movement patterns in cities.

Justin Cranshaw

DO PEOPLE GET DEPLETED?: REPLICABILITY, CULTURAL GENERALIZABILITY AND INDIVIDUAL DIFFERENCES (G4)
Room: 6A
Chair: Veronika Job, University of Zurich
Co-Chair: Krishna Savani, Nanyang Business School

This symposium starts with a presentation of latest research on the replicability of the ego-depletion effect with early indications suggesting a negligible effect. Subsequent presentations investigate moderating variables (cultural context, lay beliefs and political ideology), showing that ego-depletion and sustained self-control depend on both individual and contextual factors.

REGIONAL VARIATION IN PERSONALITY AND CULTURE
Although culture is often discussed on the international level, there are important cultural differences across geography and demography within a single country. Taking advantage of social media language, a rich source of nationwide field data, we can start to delineate differences in values and community personalities across the United States; these differences may imply the influence of local culture. Specifically, we will focus on cultural principles and norms related to community-building and interpersonal affinity, such as trust, binding moral foundations and other-focused personality tendencies (e.g. trust, cooperation, & altruism facets of Big 5 Agreeableness). Using tens of thousands of geolocated, public social media posts, we demonstrate that coherent cross-cultural patterns emerge and that these patterns help to explain geographic differences in interpersonal behavioral tendencies.

Jordan Carpenter, Anneke Buffone, H. Andrew Schwartz

univ. of Pennsylvania, Stony Brook Univ.
IS EGO-DEPLETION A CULTURAL PHENOMENON?: ACTS OF SELF-CONTROL IMPROVE SUBSEQUENT PERFORMANCE IN CULTURES IN WHICH WILLPOWER EXERTION IS BELIEVED TO BE ENERGIZING

The strength model of self-control has been predominantly tested with people from Western cultures. The present research asks whether the ego-depletion phenomenon generalizes to cultures emphasizing the virtues of exerting self-control in everyday life. Study 1 documented that whereas people from U.S. American cultural contexts tended to believe that exerting willpower is depleting, people from South Asian Indian cultural contexts tended to believe that exerting willpower is energizing. Using a standard dual task ego-depletion paradigm, Study 2 found that whereas Americans exhibited the standard ego-depletion effect, Indians exhibited a reverse ego-depletion effect. Studies 3 to 5 replicated the reverse ego-depletion effect in India using diverse tasks. Study 5 further showed that Indians who believed that exerting willpower is energizing were particularly likely to exhibit the reverse ego-depletion effect. Together, these studies reveal the underlying cultural basis of the ego-depletion phenomenon.

Krishna Savani1, Veronika Job2
1Nanyang Business School, 2Univ. of Zurich

MULTIPLE HIGH-POWERED REGISTERED REPLICATIONS OF THE RESOURCE-DEPLETION EFFECT

The conceptualization of self-control as a “limited resource” is popular and has received support in meta-analytic tests (d=0.62). However, some have questioned the strength of the effect or whether it exists at all. Recent analyses suggest that the effect may be inflated due to large numbers of small-sample studies showing large effects. Addressing this concern, we conducted a coordinated series of pre-registered, high-powered replications of the ego-depletion effect adopting a standardized two-task paradigm using a letter “e” task and multi-source interference task. Multiple samples were collected from independent laboratories (N=25) as part of the APS’s registered replication reports initiative. Ten laboratories have completed data collection and final completion and analysis is due in July 2015. Replication in our lab revealed a null effect size (d=0.01). Results are expected to contribute to the debate on small-study bias and provide a robust test of the true size of the ego-depletion effect.

Martin Hagger1, Nikos Chatzisarantis1
1Curtin Univ.

EGO-DEPLETION REDUCES SELF-EFFICACY TO FURTHER SELF-CONTROL: A MOTIVATED COGNITION PERSPECTIVE OF EGO-DEPLETION

Recent research has demonstrated that ego-depletion motivates people to engage in cognitions that favor withdrawal of effort (e.g., downplaying the importance of a goal). Across three experiments, we found that initial self-control exertion resulted in lower self-efficacy to further control oneself. We further found that self-efficacy mediated the interaction effect between ego-depletion manipulation and implicit theory of willpower on subsequent self-control (Experiment 3). Particularly, decrease in self-efficacy was observed only among “limited theorists” (vs. “non-limited theorists”), who believe that willpower is limited and have strong motivation to conserve mental energy. Taken together, the present research supports the idea that ego-depletion can impair self-control by motivating cognitions that favor conservation of mental resources. Implications for the role of motivated cognition in self-control impairments will be discussed.

Jason Chow1, Chin Hui1, Shun Lau2
1The Chinese Univ. of Hong Kong, 2In Transition

DOMINANCE AND PRESTIGE: THE TWO SIDES OF SOCIAL HIERARCHY (G5)

Room: 8
Chair. Jon Maner, Kellogg School of Management, Northwestern University
Co-Chair. Charleen Case, Kellogg School of Management, Northwestern Univ. and Florida State Univ.

Four talks highlight prestige and dominance as two very different sides of social hierarchy. They have different implications for tactics people use to acquire power (Case), and for group performance and affect (Cheng). Talks also highlight who adopts dominance versus prestige strategies (Fast) and whether they are differentially addictive (Hays).

ABSTRACTS

POWER AND PRESTIGE: ADDICTIVE OR SATIABLE?

The commonly held assumption that power is addictive has not been substantiated (van Dijk & Poppe, 2007). We explore the possibility that this is because power (control of resources) itself is not addictive; rather, the associated prestige (respect from others) that comes with power is addictive. As individuals move up in a hierarchy, both their power and prestige are likely to increase. However, because prestige is perceived to be more malleable, people feel more vulnerable about their increased prestige than about their increased power, resulting in an accelerating desire for prestige but a decelerating desire for power. Three studies support this prediction; participants exerted more effort to increase their prestige as they moved up in rank but less effort to increase their power. We discuss implications of this research for human motivation, including the importance of rewarding top performers with respect (i.e., visibility) rather than resources (i.e., money).

Lindred Greer1, Nicholas Hays2
1Stanford Univ., 2Michigan State Univ.

ASCENDING INTO POWER: WHEN AND WHY THOSE WITHOUT POWER DISRUPT THE SOCIAL ORDER OF THEIR GROUP

Conventional wisdom suggests that “power corrupts,” and causes people to display forms of selfishness and antisocial behavior. However, we demonstrate that the mere potential for power can engender corruption. We identify situational factors and individual differences that drive people to create conflict within their group as a means to acquire power. Our experiments demonstrated that dominance-oriented (but not prestige-oriented) individuals with the potential to gain power spread negative information about group members (Experiment 1), disrupted group communication (Experiment 2), and promoted instability within the group hierarchy (Experiment 3). Those social disruption-inducing tactics were not employed by people who already had power or by
members of egalitarian groups. Moreover, participants’ social discretion tactics were mediated by their desire for authority and control. Findings suggest that, even when they lack power, dominance-oriented individuals employ “corrupt” behaviors as a means to acquire authority and control over others.

Charleen Case1, Nicole Mead2, Jon Maner1
1Northwestern Univ., 2Erasmus Univ.

TO LEAD BY FEAR OR RESPECT: COSTS AND BENEFITS FOR INDIVIDUALS AND GROUPS

The avenues through which people compete for social rank are seemingly varied. Do these different strategies actually promote rank? When used by leaders, what effects do they have on team success and well-being? Four studies examined how the two fundamental avenues to social rank—dominance (i.e., relying on intimidation to induce compliance) and prestige (earning respect via competence to increase persuasion)—influence individual and group outcomes. In both lab and field groups, individuals who were feared or respected exercised greater behavioral impact and received more visual attention, though only respected individuals were well-liked. At the group level, new evidence indicates that dominant leaders enhance team performance on problem-solving tasks, but also increased negative affect. In contrast, prestigious leaders boosted team creativity, follower loyalty and positive affect. These findings indicate that although both dominance and prestige effectively escalate individual rank and success, they confer distinct costs and benefits on teams.

Joey Cheng1, Jessica Tracy2, Joseph Henrich3
1Univ. of Illinois at Urbana-Champaign, 2Univ. of British Columbia, 3Harvard Univ.

PREDICTING LEADERS’ PURSUIT OF DOMINANCE VERSUS PRESTIGE

Influencing others’ behaviors and beliefs is central to effective leadership. Recent research shows that people often influence others via prestige and dominance, but little is known about the factors that lead people to adopt one strategy over the other. Drawing from social role theory and research on the psychology of scarcity, we theorize that gender and context interact to predict leaders’ influence strategies. Three experiments supported this idea. Studies 1 and 2 demonstrated that men, but not women, pursue dominance-based strategies when they perceive influence to be scarce. In contrast, women and men did not differ in their influence strategies when they perceived influence to be abundant. Study 3 highlighted the central importance of role expectations, showing that women pursue dominance-based strategies when influence is scarce if enacting a leadership role in which dominance is socially acceptable (i.e., army commander). Implications for research on gender, influence, and leadership are discussed.

Nathanael Fast1, Yookyoung Kim1
1Univ. of Southern California

DON’T TELL ME, I DON’T WANT TO KNOW: THE PROTECTIVE ROLE OF INFORMATION AVOIDANCE (G6)

Room: 2
Chair: Katiein Wololley, University of Chicago
Co-Chair: Jane Risen, University of Chicago

We examine information avoidance across different domains and identify protection as an underlying motive for avoidance. The first two talks find people avoid useful, but potentially aversive medical information. The last two talks explore information avoidance to protect a self-belief and to make it easier to follow an intuitive preference.

ABSTRACTS

AVOIDING INFORMATION TO PROTECT A STRONG INTUITIVE PREFERENCE

Across six studies (Total N = 1703), we find that people avoid information that could encourage a deliberate decision to make it easier to follow their intuitive preference. In Studies 1-2, participants imagine being tempted to order dessert when concerned with healthy eating. Before deciding whether to order dessert, they indicate whether they want nutritional information. In Studies 3-6, participants decide whether to learn how much money they could win by accepting an intuitively-unappealing bet (e.g., winning money if their kid’s soccer team loses). Although intuitively-unappealing, the bets are financially-rational because they only have financial upside. We demonstrate that people avoid information when facing an intuitive-deliberative conflict (Studies 1-5a, 6), but use the information when it is provided (Studies 1, 3, 5b). Avoidance is driven, in part, by the likelihood with which people believe the information will make it harder to follow their intuitive preference (Studies 2, 4, 5a).

Jane Risen1, Katiein Wololley1
1Univ. of Chicago

OPTIMISTIC BELIEFS IN RESPONSE TO A FATAL DISEASE

Individuals facing bad health outcomes may prefer to avoid information about their health status. We use data on individuals at risk for Huntington Disease to demonstrate the presence of overly optimistic beliefs among symptomatic individuals. The dataset utilized contains individuals with a family history of Huntington Disease with varying symptom severity. Detailed information on symptom level is available alongside individual reports about perceived risk of Huntington Disease. We show that individuals do not update their beliefs as their symptoms advance. Beliefs about health status, particularly among those with advanced symptoms, are overly optimistic. We connect this information avoidance to a desire to avoid testing for Huntington Disease. We argue individuals may avoid testing to preserve optimistic beliefs.

Emily Oster1, Ray Dorsey2, Ira Shoulson3
1Brown Univ., 2Univ. of Rochester, 3Georgetown Univ.

AVOIDING SKIN DAMAGE FEEDBACK: WHEN UV PHOTOGRAPHS OFFER A PERSONAL IMAGE OF DORIAN GREY

An ultraviolet (UV) photograph depicts UV skin damage invisible to the naked eye. It can bring the future to the present in that it reveals damage that may become visible in the future. Although viewing a personal UV photograph can change sun protection cognitions and behavior, it also may be threatening. We explored whether young adults are willing to view a UV photograph of their face and predictors of the decision to avoid viewing one’s UV photograph. College students (N = 257) completed questionnaires, viewed example UV photographs and received the opportunity to see a UV photograph of their
face. Over one-third of participants opted not to see their UV photograph. Greater perceived risk of sun damage and having fewer coping resources corresponded with greater avoidance, particularly among participants who reported infrequent sun protection behavior. Our findings suggest the need for interventions that increase receptivity to viewing one’s UV photograph.

James Shepperd¹, Laura Dwyer², Michelle Stock³
¹Univ. of Florida, ²National Cancer Institute, ³George Washington Univ.

HOT OR NOT?: HOW THREAT INFLUENCES ATTRACTIVENESS FEEDBACK AVOIDANCE

We tested the hypothesis that people are motivated to avoid information that threatens cherished self-beliefs. In four studies (total N = 623), we examined whether people wanted to receive ratings of their attractiveness. In all studies, participants believed that a group of evaluators would rate their attractiveness based on a photograph taken earlier. These (fictitious) evaluators were described as either psychologically-close (i.e., university peers) or psychologically-distant (i.e., students at a foreign university, students at another university in the U.S., elementary school children, retired adults). Participants then received the opportunity to view the attractiveness ratings from their evaluators. In all studies participants, particularly women, avoided feedback more when the ratings came from psychologically close evaluators than from psychologically distant evaluators. Participants’ perceptions that the feedback would threaten their self-view mediated this avoidance, suggesting that people avoid feedback that challenges their self-beliefs.

Jennifer Howell¹, Wendi Miller², Kate Sweeny³, James Shepperd⁴
¹Ohio Univ., ²Univ. of North Florida, ³Univ. of California, Riverside, ⁴Univ. of Florida

STUDYING SOCIAL BEHAVIOR AND MISBEHAVIOR: NEW METHODS FOR NATURALISTIC OBSERVATION (G7)

Room: 6D
Chair: Robert Wilson, University of California, Davis
Co-Chair: Simine Vazire, University of California, Davis

New methods provide exciting opportunities for studying real world social interactions. These talks investigate social behavior in its natural habitat using methods including ethology, smartphone sensors, the Electronically Activated Recorder (EAR) and Facebook. We hope these talks will inspire researchers to explore new questions about social behavior in the wild.

ABSTRACTS

DO PEOPLE KNOW WHEN THEY ARE BEING AGREEABLE?

There has been a surge of interest in within-person fluctuations in personality states. One important question is whether people have accurate self-views about their own personality fluctuations. We focus on the most socially relevant of the Big Five dimensions: agreeableness. Do people know when they are acting kind and considerate vs. rude and selfish? Self-report measures (using Ecological Momentary Assessment; EMA) could be hampered by desirable responding or lack of self-knowledge. To examine people’s self-knowledge of their agreeable (and disagreeable) behaviors, we compared self-reports (EMA) with observer-based measures using the Electronically Activated Recorder (EAR) in two studies (total N = 642). Participants completed 20-30 EMA reports and wore the EAR for one week, allowing us to observe them in real world social interactions. People’s self-perceptions of their fluctuations in agreeable behavior do not always match how they actually behave in social interactions. Both self-perceptions and observer-rated agreeableness predict social outcomes.

Robert Wilson¹, Simine Vazire¹
¹Univ. of California, Davis

WHEN SELF-REPORT JUST WON’T WORK: LONELINESS IN RHESUS MONKEYS

Because humans are primates, one should expect continuity in many psychological processes, particularly those that pertain to our shared, highly social nature. However, study of such processes in nonhuman primates, cannot be accomplished using self-report questionnaires. Here we report on a series of studies focusing on naturally occurring loneliness in adult male rhesus monkeys. We make a distinction between “simple” social behaviors, such as approaches, and “complex” behaviors, such as grooming. Highly sociable rhesus monkeys should have high frequencies of simple and complex behaviors, and monkeys with low social motivation should have low frequencies of both. “Lonely” individuals, by virtue of their interest in affiliation, should have high frequencies of simple behaviors, but low frequencies of complex behaviors, representing an inability to make social connections. Follow-up lab-based studies confirm this distinction. We conclude that complex psychosocial phenotypes can be studied in nonverbal species using ethological techniques and experimental manipulation.

John Capitanio¹
¹Univ. of California, Davis

CAPTURING SOCIABILITY BEHAVIORS USING SMARTPHONE SENSING

Sociability describes a preference for affiliating with others (vs. being alone). Yet, we know very little about how much time people spend with others in their everyday lives. Recent advances in sensor technologies have made it possible to use smartphones to provide objective, continuous estimates of sociability behaviors, such as interactions (via call and text logs), ambient conversation levels (via microphone) and co-presence with others (via Bluetooth scans). The present talk will illustrate this approach with a study of students who used a sensing application throughout a ten-week academic term. Results revealed trends in sociability behaviors over time, and moderate to high stability estimates for the sociability behaviors. Individual differences (i.e., personality and well-being measures) were also associated with the sociability behaviors. Overall, the study demonstrates the viability of using sensing methods for capturing sociability patterns as they occur in the context of people’s natural lives.

Gabriella Harari¹, Rui Wang², Andrew Campbell², Samuel Gosling¹
¹The Univ. of Texas at Austin, ²Dartmouth College
OBSERVING INTERPERSONAL BEHAVIOR ON FACEBOOK: NEW OPPORTUNITIES AND NEW CHALLENGES

Facebook is rapidly gaining recognition as a powerful research tool for the social sciences. It constitutes a large and diverse pool of participants, who can be selectively recruited for both online and offline studies. Additionally, it facilitates data collection by storing detailed records of its users’ demographic profiles, social interactions and behaviors. With participants’ consent, these data can be recorded retrospectively in a convenient, accurate and inexpensive way. Based on my experience in designing, implementing and maintaining multiple Facebook-based psychological studies that attracted over 10 million participants, I demonstrate how to recruit participants using Facebook, incentivize them effectively and maximize their engagement. I also outline the most important opportunities and challenges associated with using Facebook for research; provide several practical guidelines on how to successfully implement studies on Facebook; and finally, discuss ethical considerations.

Michal Kosinski1
1Stanford Univ.

USING MEDIA NARRATIVES TO REDUCE PREJUDICE AND IMPROVE INTERGROUP RELATIONS (G8)

Room: 6E
Chair: Markus Brauer, University of Wisconsin-Madison
Co-Chair: Sohad Murrar, University of Wisconsin-Madison

Narratives embedded in entertainment media are likely to be one of the most effective ways to reduce prejudice and promote diversity. The studies in this symposium demonstrate the power of media narratives in improving intergroup attitudes by bolstering collective efficacy, reducing bias and increasing identification with minority groups.

ABSTRACTS

REDUCING PREJUDICE WITH ENTERTAINMENT MEDIA

We show that entertainment media that promote positive intergroup relations reduce prejudice and do so more effectively than several established prejudice reduction methods. In Experiment 1, participants exposed to an educational television sitcom with diverse, yet relatable Arab/Muslim characters had lower scores on implicit and explicit measures of prejudice than participants exposed to a comparable control sitcom featuring an all White cast. The prejudice reduction effect persisted four weeks after exposure. In Experiment 2, viewing of a four-minute music video that portrayed Arabs/Muslims as relatable and likable resulted in a larger reduction in prejudice than two established prejudice reduction methods (imagined contact and group malleability), which produced no improvements. In both experiments, the effect was mediated by increased identification with members of the target group. Entertainment media, in addition to being scalable, are likely to be one of the most effective ways to improve intergroup relations and promote diversity.

Sohad Murrar1, Markus Brauer1
1Univ. of Wisconsin-Madison

PROMOTING SOCIAL CHANGE AND CONFLICT REDUCTION BY MODELING COLLECTIVE ACTION THROUGH MEDIA IN THE ONGOING CONFLICT IN THE DRC

Does role modeling prosocial behavior and collective action influence social change in conflict-affected contexts? We examined this question in two field experiments (N = 483) in the Democratic Republic of Congo. To experimentally test the effect of role modeling, we created two versions of a fictional show; in the experimental condition (role-modeling), the fictional characters discussed community grievances and planned collective action to address them. In the control condition, the fictional characters did not take action toward social change. In Study 1, the role modeling manipulation increased collective efficacy and perspective taking, but also evoked more negative intergroup attitudes. In Study 2, we tested the influence of role modeling of collective action on group discussions. Compared to the control, discussions of the role modeling show focused less on grievances, and more on actions to induce social change. We draw implications for implementing interventions to increase collective action in ongoing conflicts.

Yeshim Iqbal1, Johanna Vollhardt2, Jason Rarick1, Rezarta Bilali1
1New York Univ., 2Clark Univ.

VISUAL MEDIA AS AN INTERVENTION TO DECREASE GENDER BIAS IN STEM

Both men and women show bias favoring men in the sciences. Consequently, the current research tested two sets of newly created videos as an intervention to decrease this bias. One set of videos showed examples of gender bias in the sciences through entertaining narratives that transported (i.e., engaged and immersed) participants. The other, interview movies, discussed the same bias using logical arguments during an interview with a psychology professor. The first two experiments tested the videos with an online sample, and revealed that both increased awareness of and decreased gender bias. These effects were observable six months later. The second experiment showed that by transporting participants, the narratives increased participants’ engagement with learning about gender bias. The third experiment tested the videos with academic scientists and demonstrated that both sets of videos reduced gender bias and increased intentions to recruit and mentor women in the sciences.

Evava Pietri1, Corinne Moss-Racusin2, Erin Hennes3, John Dovidio4, Victoria Brescoll4, Gina Roussos4, Jo Handelsman4
1Indiana Univ.-Purdue Univ. Indianapolis, 2Skidmore College, 3Harvard Univ., 4Yale Univ.

THE EFFECT OF MAINSTREAM MEDIA NARRATIVES ON ETHNIC MINORITY VIEWERS’ INGROUP PERCEPTIONS

Mainstream media often have been criticized for stereotypically characterizing racial/ethnic minorities. The present research investigates the effect of these representation patterns on ethnic minority members’ perceptions of their own group. Study 1 (N=6090) examines the relationships between Latino and Black characters’ social status in the media and Latinos’ and Blacks’ feelings towards their own group on a macro level. Using repeated cross-sectional national surveys and data from a longitudinal
content analysis of the regular characters on primetime television (1996–2008), the study reveals that the qualities associated with characters can have implications for ethnic minorities’ ingroup perceptions. Study 2 (N=73) uses an experimental approach to explicate one process through which this effect occurs. Asian and European Americans were found to identify more strongly with same-race characters in entertainment media narratives. For Asian American viewers, exposure to the same-race low-status character resulted in lower public (but not private) collective self-esteem.

Riva Tukachinsky1, Dana Mastro2, Moran Yarchi2  
1Chapman Univ., 2Univ. of California, Santa Barbara, 3Interdisciplinary Center Herzliya

IDEOLOGY 2.0: REFLECTING AND PROGRESSING THROUGH META-ANALYSIS, META-MODELS AND NUANCE

(G9)  
Room: 10  
Chair: Troy Campbell, Univeristy of Oregon  
Ideology 2.0 seeks to build rich nuanced models that A) summarize and clarify the existing ideological research and B) make novel predictions that can help us understand the extent of bias and practically combat it. The four embrace and integrate past findings while demonstrating and inspiring new findings.

ABSTRACTS

INTRODUCING THE IMPLICATION MODEL OF MOTIVATED COGNITION

We propose the Implication Model of Motivated Cognition (IMMC) as a parsimonious meta-level-model of motivated ideological bias. Drawing from recent work in our and other labs, we propose the IMMC’s three-part “belief narrative” structure: a fact, implies, a conclusion. This model integrates diverse work and provides a powerful structure for pinpointing and managing motivated interpretation of facts. We show through recent experiments that the model proves to identify new motivated phenomenon like “solution aversion” (the tendency to deny facts that are tangled in a belief narrative that imply a solution antithetical to one’s ideology), “flight from fact” (the tendency to dismiss the implied relevance of science and facts to protect a desirable conclusion), and “problem exaggeration” (exaggerating the of direness of world problems that have ideologically-aggrandizing implications). Finally, we argue why “bounded objectivity” (motivated cognition, ideological bias) deserves to be considered as a primary deviation from classical economic assumptions.

Troy Campbell1, Troy Campbell1  
1Univ. of Oregon

AT LEAST BIAS IS BIPARTISAN: A META-ANALYTIC COMPARISON OF SELECTIVE INTERPRETATION BIAS IN LIBERALS AND CONSERVATIVES

A meta-analysis of 38 studies measuring political bias supports the symmetry hypothesis that both liberals and conservatives are equally biased in favoring ideologically consistent information over ideologically inconsistent information. However, various factors moderate this effect. For example, conservatives show significantly more bias than liberals on the topic of gun control, while liberals show significantly more bias than conservatives on the topic of affirmative action. Furthermore, contrary to what would be expected, both liberals and conservatives display more bias when evaluating scientific information than non-scientific information. Other study design moderators demonstrate that certain types of study designs tend to inflate or underestimate bias. These design moderators shed light on how partisan groups should be categorized, how ideologically consistent information should be manipulated, and how preference for that information should be measured in order to best measure true bias and minimize the plausibility of Bayesian counter-explanation.

Peter Ditto4, Cory Clark1, Brittany Liu3, Sean Wojcik2, Eric Chen2, Rebecca Grady7, Joanne Zinger2  
1Univ. at Buffalo, 2Univ. at California, Irvine, 3Univ. of Illinois, Chicago, 4Center For Open Science

(MOTIVATED MORAL DECOUPLING AMONG LIBERALS AND CONSERVATIVES

Does political orientation influence how people reason to support public figures caught in scandals? We examine how political ideology affects moral decoupling, whereby supporters selectively dissociate a leader’s immoral personal actions from judgments of their professional performance. Three studies show that political liberalism is associated with greater moral decoupling. This ideological disparity persists for violations across all five moral foundations, including those that liberal respondents perceive as more severe. Mediational evidence suggests that these differences are rooted in conservatives’ greater belief that character is global and drives behavior across contexts. We find clear evidence of motivational bias across the political spectrum, such that people advocate decoupling immorality from performance more for leaders of their own party, and the current evidence appears more robust among liberal respondents. Though prior research associates political conservatism with greater motivational bias in general, conservatives’ emphasis on global character may inhibit some motivated reasoning processes.

Amit Bhattacharjee1, Jonathan Berman2, Americus Reed II3  
1Erasmus Univ., 2London Business School, 3Univ. of Pennsylvania
FRIDAY POSTERS E

CLOSE RELATIONSHIPS

NARCISSISM, INTRINSIC AND EXTRINSIC ROMANTIC IDEALS, AND RELATIONSHIP SATISFACTION
Gwendolyn Seidman1
1Albright College

CLOSE RELATIONSHIPS

MOTIVATION MODERATES THE EFFECTS OF INVISIBLE SUPPORT
Katherine Zee1, Justin Cavallo2, E. Tory Higgins1
1Columbia Univ., 2Wilfrid Laurier Univ.

CLOSE RELATIONSHIPS

CHOOSING TO ENJOY: THE ADVANTAGES OF MALLEABLE BELIEFS ABOUT ENJOYMENT
Lauren Hernandez1, Steven Seidel1
1Texas A&M Univ. - Corpus Christi

CLOSE RELATIONSHIPS

BRAND VS. PARTNER: WHEN THINKING ABOUT YOUR BRAND MAKES YOU HAPPIER THAN YOUR PARTNER
Danielle Brick1, Tanya Chartrand1, Gavan Fitzsimons1
1Duke Univ.

CLOSE RELATIONSHIPS

HOW DO I FEEL ABOUT US? JUST LOOK AT MY FACEBOOK PAGE
Tamara Sucharyna1, Marian Morry1, Sarah Petty1
1Univ. of Manitoba

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RECALIBRATING REJECTION-SENSITIVE INDIVIDUALS’ WEIGHTING OF POSITIVES VS. NEGATIVES PRODUCES GROWTH IN FRIENDSHIP NETWORKS
Matthew Rocklage1, Evava Pietri2, Russell Fazio3
1Northwestern Univ., 2Indiana Univ.-Purdue Univ. Indianapolis, 3The Ohio State Univ.

CLOSE RELATIONSHIPS

YOU GOT WHAT I NEED(ED): SOCIAL SUPPORT SEEKING AND SATISFACTION DURING WAITING PERIODS
Mike Dooley1, Kate Sweeny1
1Univ. of California, Riverside

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SELF-DETERMINATION THEORY AND INTIMATE PARTNER VIOLENCE (IPV): ASSESSMENT OF RELATIONSHIP CAUSALITY ORIENTATIONS AS PREDICTORS OF IPV
C. Raymond Knee1, Camilla Overup2, Benjamin Hadden1
1Univ. of Houston, 2Fairleigh Dickinson Univ.

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I THINK THEREFORE WE ARE: SELF-REGULATION, NARRATIVE COHERENCE AND RELATIONSHIP STABILITY
KC Haydon1, Cassandra Jonestrask1
1Mount Holyoke College

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WHO ARE “WE”?: COUPLE SELF-CLARITY AND ROMANTIC RELATIONSHIP QUALITY
Lydia Emery1, Wendi Gardner1
1Northwestern Univ.

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INTERNAL ATTRIBUTES TRUMP ENVIRONMENTAL ANTECEDENTS OF WOMEN’S INTRASEXUAL COMPETITION
Hannah Bradshaw1, Kristine Kelly2
1Texas Christian Univ., 2Western Illinois Univ.

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A COMPARISON OF COLLEGE STUDENTS’ COMMITMENT AND INVESTMENT IN ROMANTIC RELATIONSHIPS AND FRIENDSHIPS
Robert Fuhrman1, Tiffany Berzins1
1The Univ. of Texas at San Antonio

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<td>Alison Patev¹, Shaquela Hargrove¹, Audrey Alexander¹, Kristina Hood¹, ¹Mississippi State Univ.</td>
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<td>Christian Unkelbach¹, Rainer Greifeneder²</td>
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<td>¹Disney Research</td>
<td>¹Univ. of Cologne, ²Univ. of Basil</td>
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Jessica Bregant1, Katherine Kinzler2, Alex Shaw1
1Univ. of Chicago, 2Cornell Univ.

LAW

STIMULUS MATERIAL FORMAT EFFECTS ON JUROR SENSITIVITY TO EYEWITNESS ACCURACY FACTORS
J. Marie Hicks1, Steven Clark1
1Univ. of California, Riverside

LAW

THE FIRST-NAME BIAS IN CRIMINAL SENTENCING OF AFRICAN AMERICANS
Dushiyanthini Kenthirarajah1, Gregory Walton1, Geoffrey Cohen1, Irene Blair2, Charles Judd2
1Stanford Univ., 2Univ. of Colorado Boulder

LAW

EFFECTS OF DECISION-MAKER GENDER ON CHILD CUSTODIAL DECISIONS IN CASES INVOLVING CHILD ABUSE
Taylor Wornica1, Emily Denne1, Margaret Stevenson1
1University of Evansville

LIFESPAN DEVELOPMENT

OVERESTIMATING FUTURE HEALTH IN MID-TO-LATE LIFE: CONSEQUENCES FOR 15-YEAR HOSPITALIZATION
Jeremy Hamm1, Stefan Kamin2, Judith Chipperfield1, Raymond Perry1, Frieder Lang2
1Univ. of Manitoba, 2Univ. of Erlangen-Nuremberg
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<td>Fathering Quality Predicts Differences in Affiliation With Sexually Risky Peers and Parental Monitoring Among Daughters Within-Families</td>
<td>Danielle DelPriore¹, Gabriel Schlomer², Bruce Ellis¹</td>
<td>¹Univ. of Arizona, ²Pennsylvania State Univ.</td>
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<td>The Times They Are A-Changin’: A Mixed-Methods Linguistic Analysis of Bob Dylan’s Lyrics Throughout His 50 Year Career</td>
<td>Konrad Czechowski¹, Dave Miranda¹, John Sylvestre¹</td>
<td>¹Univ. of Ottawa</td>
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<td>The Narrative Construction of Life Challenges: A Longitudinal Study</td>
<td>Grace Hanley¹, William Dunlop¹, Dan McAdams²</td>
<td>¹Univ. of California, Riverside, ²Northwestern Univ.</td>
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<td>The Effects of Exposure to Elderly Veterans With and Without Dementia on the Mortality Salience of Young Adults</td>
<td>Destiny Brooks¹, Jeremy Heider¹</td>
<td>¹Southeast Missouri State University</td>
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<td>Is Happiness a Warm Puppy?: Examining the Association Between Pets and Wellbeing</td>
<td>Katherine Jacobs Bao¹, George Schreer¹, James Macchia¹</td>
<td>¹Manhattanville College</td>
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<td>How Your Bank Balance Buys Happiness: The Importance of “Cash on Hand” to Life Satisfaction</td>
<td>Peter Ruberton¹, Joe Gladstone², Sonja Lyubomirsky¹</td>
<td>¹Univ. of California, Riverside, ²Univ. of Cambridge</td>
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<td>Happy and Successful: Smile Intensity in Photographs Predicts Work Performance in an Asian Business School</td>
<td>Jing Han Sim¹, Christie Scollon¹, Sharon Koh¹</td>
<td>¹Singapore Management Univ.</td>
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<td>Effect of High Rejection Avoidance Developed Under Low-Relational-Mobile Societies on People’s Sense of Freedom and Wellbeing</td>
<td>Naoki Nakazato¹, Yasuko Morinaga¹, Ken’ichiro Nakashima¹</td>
<td>¹Hiroshima Univ.</td>
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<td>Search for Meaning in Life: Evidence for Nuanced Associations with Psychological Health</td>
<td>Nick Stauner¹, Joshua Witt¹, Matthew Lindberg², Julie Exline¹, Kenneth Pargament³</td>
<td>¹Case Western Reserve Univ., ²Youngstown State Univ.,³Bowling Green State Univ.</td>
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<td>Global Meaning Violation: Vulnerability and Protective Factors</td>
<td>Crystal Park¹, Ian Gutierrez³</td>
<td>¹Univ. of Connecticut</td>
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<tr>
<td>Emotionally Diverse Experiences in Natural Environments: Experimental Investigations of Nature Contact and Emotional Diversity</td>
<td>Colin Capaldi¹, John Zelenski¹</td>
<td>¹Carleton Univ.</td>
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<td>Savoring Life Experiences: Exploring the Relationship Between Savoring the Moment and Experiential Buying</td>
<td>Elia Tarnate¹, Ryan Howell¹</td>
<td>¹San Francisco State Univ.</td>
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<td>The Role of Gratitude and Mindfulness in Perceived Social Support</td>
<td>Erika Bailey¹, Rhonda Swickert¹, Joana Wensing², Andrew Spector¹, Margaret Woodwell¹</td>
<td>¹College of Charleston, ²Univ. of Bremen</td>
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<tr>
<td>Weight-Based Threat and Attention to Threat: An Exploration of Moderators</td>
<td>Asia McInerney-Gaddy¹, James Hodge¹, Carol Miller¹</td>
<td>¹Univ. of Vermont</td>
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### Friday Poster Session E: 12:30 - 2:00 PM

#### Mental Health/Well-Being

**"I DON'T NEED HELP, BUT YOU DO": THE ACTOR-OBSERVER BIAS AS A BARRIER TO THE IDENTIFICATION AND TREATMENT OF MENTAL ILLNESS**

Ava Casados¹, Molly Crossman¹, Rebecca Connelly¹

¹Yale Univ.

**THE MEANING OF ACTION: WHAT SELF-REGULATORY TENDENCIES PRODUCE A PURPOSEFUL LIFE?**

Anna Vazeou-Nieuwenhuis¹, Edward Orehek¹

¹Univ. of Pittsburgh

**SELF-CONTROL, PERSEVERATING THINKING AND INTERNALIZING PSYCHOPATHOLOGY: A META-ANALYTIC REVIEW**

Aashna Sunderrajan¹, Yara Mekawi¹, Chinmayi Tengshe¹, Sophie Lohmann¹, Colleen Hughes², Aishwarya Balasubramaniyan¹

¹Univ. of Illinois at Urbana-Champaign, ²Univ. of Indiana, Bloomington

**EXAMINING THE EFFECTS OF RESPONSE STYLES ON DEPRESSION AMONG JAPANESE ADULTS**

Atsushi Kawakubo¹, Takashi Oguchi¹

¹Rikkyo Univ.

**WHAT CONTRIBUTES TO LIFE SATISFACTION?: NEW INSIGHTS FROM LARGE SCALE DATA ON THE ROLE OF NEGATIVITY**

Julia Engel¹, Herbert Bless¹

¹Univ. of Mannheim

**SCREENING FOR PERSONALITY DISORDERS: DIAGNOSTIC ACCURACY OF THE NEO-FFI**

Josh Jordan¹, Quyen Tiet¹

¹California School of Professional Psychology

**INCOME, POSITIVE AFFECT AND MEANING IN LIFE**

Sarah Ward¹, Laura King¹

¹Univ. of Missouri-Columbia

**SOCIAL EXCLUSION AND DISCRIMINATION AS PREDICTORS OF MENTAL HEALTH IN ASEXUAL INDIVIDUALS**

Sarah Bostrom¹

¹Claremont Graduate Univ.

**HIDING IN THE (ATEHIST) CLOSET: IMPLICATIONS OF CONCEALING A STIGMATIZED IDENTITY FOR HEALTH AND WELLBEING**

Michael Doane¹

¹Univ. of Nevada, Reno

**THE MEDIATING ROLE OF DEPRESSIVE SYMPTOMATOLOGY BETWEEN NEUROTICISM AND SOMATIZATION WITH ADDITIONAL FOCUS ON INSOMNIA AND GENDER**

Cory Knight¹, Catheryn Orihuela¹, Jessica Perrotte¹, Mary McNaughton-Cassill¹

¹Univ. of Texas at San Antonio

**FAMILY MATTERS: PERCEPTIONS OF FAMILY BREADTH OF INCLUSION PREDICT WELLBEING AND RESILIENCE UNDER STRESSFUL CIRCUMSTANCES**

Tonya Buchanan¹, Allen McConnell²

¹Central Washington Univ., ²Miami Univ.

**WHEN DO OUR PURCHASES MAKE US HAPPIEST? EXAMINING HEDONIC WELLBEING THROUGHOUT CONSUMPTION**

Kristine Tom¹, Ryan Howell¹

¹San Francisco State Univ.

**PARENTAL INFLUENCES ON ADOLESCENT DEPRESSION AND MARIJUANA USAGE**

Andrea Ruybal¹

¹Claremont Graduate Univ.

**A GRATITUDE AND A HOPE INTERVENTION EFFECTS ON SUBJECTIVE WELLBEING**

Erika Sakai¹, Kazuya Horike¹

¹Toyo Univ.

**WOMEN’S HORMONAL FLUCTUATION AND HAPPINESS JUDGMENT: PHYSICAL ATTRACTIVENESS MATTERS MORE DURING HIGH FERTILITY PHASE**

Ahra Ko¹, Eunbee Kim¹, Eunkook Suh¹

¹Yonsei Univ.
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<td>Comparing and Contrasting the Relative Health Benefits of Expressive Writing and Gratitude Journaling</td>
<td>Weiqiang Qian¹, Leslie Kirby¹</td>
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<td>The Ambivalent Relationship of Ideology to Life Satisfaction</td>
<td>Nicole James¹, Ian Hansen¹, Karen Longmore¹</td>
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<td>A Meta-Analytic Evaluation of the Relationship Between Perspective-Taking and Empathy</td>
<td>William McAuliffe¹, Michael McCullough¹, Alexander Snihur¹</td>
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<td>What About the Powerless?: Theoretical and Empirical Consequences of Science’s Obsession with the Powerful</td>
<td>Christlène du Plessis¹, Michael Schaerer², Andy Yap², Stefan Thau²</td>
<td>Erasmus Univ., INSEAD</td>
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<td>A Meta-Analytic Examining the Relationship Between 2D:4D Ratio, Amniotic Testosterone and Salivary Testosterone on Mentalizing</td>
<td>Colton Christian¹, Azim Shariff¹</td>
<td>Univ. of Oregon</td>
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<td>The Benefits of Kindness: Meta-Analysis of the Link Between Prosociality and Wellbeing</td>
<td>Bryant Pui Hung Hui¹, Erica Berzaghi², Lauren Cunningham-Amos¹, Alex Kogan¹</td>
<td>Univ. of Cambridge, Anglia Ruskin University</td>
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<td>Tacit: An Open-Source Text Analysis, Crawling and Interpretation Tool</td>
<td>Mortez Dehghani¹, Kate Johnson¹, Justin Garten¹, Vijayan Balasubramanian¹, Anurag Singh¹, Yuvarani Shankar¹, Aswin Rajkumar¹, Niki Parmar, Joe Hoover¹, Linda Pulickal¹, Reihane Boghrati¹</td>
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<td>Investigating Self-Selection Bias in Mindfulness Research</td>
<td>Jenna Shrewsbury¹, Kara Gabriel¹</td>
<td>Central Washington Univ.</td>
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<td>Many Labs 2: Investigating Variation in Replicability Across Sample and Setting</td>
<td>Richard Klein¹, Kate Ratliff¹</td>
<td>Univ. of Florida</td>
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<td>A Simple Effect-Size Driven Sequential Analysis Procedure</td>
<td>Stephen Martin¹</td>
<td>Baylor Univ.</td>
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<td>Null Hypothesis Significance Testing Is Prejudiced</td>
<td>Kimberly Barchard¹</td>
<td>Univ. of Nevada, Las Vegas</td>
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<td>Will the Real FWBS Please Stand Up?</td>
<td>Jacqueline Schnapp¹, Ashley Tracas¹, Allison Vaughn¹</td>
<td>San Diego State Univ.</td>
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<td>Getting Trolleys Back on Track: Revisiting Criticisms of Moral Dilemma Research Via Process Dissociation</td>
<td>Paul Conway¹</td>
<td>Florida State Univ.</td>
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<td>Survey Item Directionality and Online Participant Responses: A Caution for MTURK Data Collection</td>
<td>Joseph Goodman¹, Nathan Hartman¹, Grant Corser²</td>
<td>Illinois State Univ., Southern Utah Univ.</td>
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**ARTICLE LEVEL METRICS DO NOT PREDICT MANY LABS REPLICATION OUTCOMES**
Erika Salomon¹
¹Univ. of Illinois

**ITS ALL FUN AND GAMES UNTIL YOU'RE IN CHAINS: A LONGITUDINAL ANALYSIS OF ADOLESCENT RISK PREDICTORS ON ADULT BINGE DRINKING AND ARRESTS**
Candice Donaldson¹, Lindsay Handren¹, William Crano¹
¹Claremont Graduate Univ.

**ASSESSING THE PROTECTIVE AND PREDICTIVE POWER OF PARENT, PEER AND SELF-RELATED FACTORS ON ADOLESCENT ALCOHOL USE AND MISUSE: A PATH ANALYSIS**
Lindsay Handren¹, Candice Donaldson¹, William Crano¹
¹Claremont Graduate Univ.

**DEPENDING ON THE MEAN AND THE MIDPOINT, RANDOM RESPONDERS CAUSE TYPE 1 ERROR**
Zdravko Marjanovic¹, Tsz Yin Fung¹, Noor Shubear¹, Lisa Bajkov¹
¹Thompson Rivers Univ.

**VIRTUALLY THERE FOR YOU: SOCIAL SUPPORT PROCESSES IN IMMERSIVE VIRTUAL ENVIRONMENTS**
Nancy Collins¹, Lauren Winczewski¹, Jeffrey Bowen¹, William Ryan¹, Jim Blascovich¹
¹Univ. of California, Santa Barbara

**TWO APPROACHES FOR MODELING REGULATORY PROCESSES IN PANEL AND DAILY DIARY DESIGNS**
Christopher Burke¹, Masumi Iida²
¹Lehigh Univ., ²Arizona State Univ.

**COMPARING IN-PERSON, SONA AND MECHANICAL TURK MEASUREMENTS OF THREE SOCIAL PSYCHOLOGY CONSTRUCTS**
Emily Carstens Namie¹, Bradlee Gamblin¹, Matthew Winslow², Benjamin Lindsay², Andre Kehn¹
¹Univ. of North Dakota, ²Eastern Kentucky Univ.

**CONSTRUCT VALIDITY OF THE SUBJECTIVE IMPORTANCE OF SMOKING SURVEY (SIMS): PREDICTING ITS RELATION TO ABSTINENCE**
Daniel Rodriguez¹, Tiffanie Goulazian¹
¹La Salle Univ.

**OMNIBUS TESTS OF THE INDIRECT EFFECT IN STATISTICAL MEDIATION ANALYSIS WITH A MULTICATEGORICAL INDEPENDENT VARIABLE**
Patrick Creedon¹, Andrew Hayes¹, Kris Preacher²
¹The Ohio State Univ., ²Vanderbilt Univ.

**AN ATHEORETICAL EMPIRICAL METHOD FOR THE IDENTIFICATION AND ORGANIZATION OF CONTENT-BASED DIFFERENCES IN PORNOGRAPHY**
Taylor Kohut¹
¹Univ. of Western Ontario

**HOW TO SET FOCAL CATEGORIES FOR BRIEF IMPLICIT ASSOCIATION TEST (BIAT)?: “GOOD” IS BETTER THAN “BAD”**
Huajian Cai¹, Yuanyuan Shi¹, Yiqin Shen², Jing Yang³
¹Chinese Academy of Sciences, ²Univ. of Washington, ³Huaqiao Univ.

**PARTICIPANT DISCLOSURE OF PRIOR STUDY KNOWLEDGE**
Trevor Waagen¹, Lynn Martell¹, Travis Clark¹, Heather Terrell¹
¹Univ. of North Dakota

**THE RELIABILITY OF CROWDSOURCING: LATENT TRAIT MODELING WITH MECHANICAL TURK**
Matt Baucum¹, Steve Rouse¹, Cindy Miller-Perrin¹, Elizabeth Krumrei¹
¹Pepperdine University

**EXPLORING MORAL AND POLITICAL IDEOLOGY IN GROUP-BASED COGNITION**
Brandon Stewart¹, David Morris¹
¹Univ. of Birmingham

**CHILDHOOD TRAUMA LINKED TO ELEVATED EMPATHY IN ADULTHOOD**
David Greenberg¹, Simon Baron-Cohen¹, Nora Rosenberg¹, Peter Rentfrow¹
¹Univ. of Cambridge
### FRIDAY POSTERS E

#### PERSONALITY DEVELOPMENT

**HOW PERCEIVED PARENTAL PSYCHOLOGICAL CONTROL IS RELATED TO ADOLESCENT NEED SATISFACTION AND ANGER AND AGGRESSION**  
So Young Choe¹, Stephen Read¹  
¹Univ. of Southern California

**THE RELATIONSHIP BETWEEN CHANGES IN CONSCIENTIOUSNESS AND CHANGES IN SOCIAL SUPPORT**  
Lauren Nickel¹  
¹Univ. of Illinois at Urbana-Champaign

**THE VALUE OF REGRET: VIOLATIONS OF THE VALUES HIERARCHY AND THE EXPERIENCE OF REGRET**  
Tina Donaldson¹, James Fryer²  
¹Univ. at Albany, ²Univ. at Potsdam

**PERSONALITY AND PARENTING IN RELATION TO EMPATHY DEVELOPMENT OF UNIVERSITY STUDENTS**  
Vivian Tran¹, Scott Plunkett¹  
¹Cal State Northridge

#### RELIGION/SPIRITUALITY

**THOU SHALT NOT STEAL: RELIGIOSITY PREDICTS THE DELEGATION OF DECEPTION**  
Matthias Forstmann¹, Alexa Weiss¹  
¹Univ. of Cologne

**CAN YOUR COGNITIVE STYLE INFLUENCE YOUR FAITH?: RELIGIOSITY’S ASSOCIATION WITH COGNITIVE FLEXIBILITY AND ACTION IDENTIFICATION**  
Sophie Cobb¹, Christine Darracott¹, Jay Michaels¹  
¹Presbyterian College

**THE EFFECTS OF PERFORMING RITUALS ON PERCEIVED FUTURE BENEFITS FOLLOWING GAINS VERSUS LOSSES**  
Xiaoyue Tan¹, Jan-Willem van Prooijen¹, Paul van Lange¹  
¹VU Univ.

**VIEWS OF GOD AND THE CONSEQUENCES FOR BEHAVIOR**  
Nikolette Lipsey¹, Gabrielle Pogge¹, Wendi Miller², James Shepperd¹  
¹Univ. of Florida, ²Univ. of North Florida

**THE ROLE OF ADOLESCENT SPIRITUALITY IN THE PROCESSING OF SOCIAL INTERACTIONS AND BELIEFS ABOUT THE SELF**  
Nanyamka Redmond¹, Benjamin Houtlberg¹, Sarah Schnitker¹  
¹Fuller Seminary School of Psychology

**PASSION FOR RELIGION, MENTAL HEALTH AND DRINKING**  
Mary Tomkins¹, Clayton Neighbors¹  
¹Univ. of Houston

**THE EFFECT OF RELIGIOUS CERTAINTY ON HEALTH BEHAVIORS**  
Tammy Core¹, Jessica Alquist¹, Roy Baumeister², Zachary Hohman¹  
¹Texas Tech Univ., ²Florida State Univ.

**UNDERSTANDING COMPLEXITY OF THOUGHT ABOUT RELIGIOUS ISSUES: ELABORATIVE AND DIALECTICAL COMPLEXITY OF THOUGHT IN RELATION TO INDIVIDUAL RELIGIOSITY**  
Matthew Weeks¹, Suzanne Geisler²  
¹Rhodes College, ²Augustana College

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For posterboard assignments within the session, visit the online program or mobile app.
RELIGION/SPRITUALITY

RELIGIOUS PERSON PERCEPTION IN A SECULAR AGE
Joshua Jackson¹, Michele Gelfand¹, Nailah Ayub²
¹Univ. of Maryland, ²King Abdulaziz Univ.

MORTALITY SALIENCE MODERATES THE EFFECT OF AGENCY ON IMPLICIT AND EXPLICIT RELIGIOSITY
Jamin Halberstadt¹
¹Univ. of Otago

DUAL PROCESS RELIGIOSITY: IMPLICATIONS FOR FOXHOLE ATHEISM
Jonathan Jong¹, Matthias Blumke², Jamin Halberstadt³
¹Oxford Univ., ²Univ. of Heidelberg, ³Univ. of Otago

THE FACE OF ATHEISM: PEOPLE INTUITIVELY ASSUME THAT UNTRUSTWORTHY FACES ARE ATHEIST
Maxine Najle¹, Will Gervais¹
¹Univ. of Kentucky

EXPLAINING THE RELIGIOSITY-HEALTH RELATIONSHIP: THE POWERFUL ROLE OF POSITIVE AFFECTIVE EXPERIENCES
Taryn Ahmed¹, Kristen Haeberlein¹, R. Brian Giesler¹
¹Butler University

STEREOTYPING/PREJUDICE

SEEING HUMAN: CONFIGURAL PROCESSING AND PREJUDICE
Kathleen Stanko¹, Robert Rydell¹
¹Indiana Univ. - Bloomington

HOW COMMUNICATION AND COMMUNICATION PARTNERS INTERACT: EFFECTS OF INFORMATION STEREOTYPICALITY AND COMPLEXITY ON SHARING WITH CLOSE AND DISTANT OTHERS
Elizabeth Collins¹, Lúcia Ferreira¹, Fabio Fasoli¹, Diniz Lopes¹, Eliot Smith²
¹CIS, ISCTE-Instituto Universitário de Lisboa, ²Univ. of Indiana, Bloomington, IN

THREAT DOES NOT MAKE THE MIND WANDER: RECONSIDERING THE EFFECT OF STEREOTYPE THREAT ON MIND-WANDERING
Adam Brown¹, Stephen Harkins¹
¹Northeastern Univ.

DEVELOPMENT OF MEASURES OF IMPLICIT AND EXPLICIT PREJUDICE TOWARD INDIVIDUALS WITH DWARFISM
Jeremy Heider¹, Anna Steffel², Cory Scherer³, John Edlund⁴
¹Southeast Missouri State Univ., ²George Washington Univ., ³Penn State Univ.-Schuylkill, ⁴Rochester Institute of Technology

THE SELF-VERIFICATION OF SEXISM
Jessica Nolan¹, Kavita Shah², Andrew Milewski¹, Gillian Naro², Casey Althouse¹
¹Univ. of Scranton, ²Fordham Univ.

INITIAL VALIDATION OF THE RACIAL CATEGORIZATION STROOP TASK: A MEASURE OF COGNITIVE PROPENSITY TO INHIBIT RACE-BASED CATEGORIZATION
Brian Drwecki¹, Jasa Perry¹, Frances Ridings¹, Michael Olson¹, Amie Webb¹
¹Regis Univ.

PUNISHING COUNTERNORMATIVE BEHAVIOR: PERCEIVED SOCIAL GROUP MEMBERSHIP OF THE NORM VIOLATOR PREDICTS SOCIAL CONTROL
Jessica McManus¹, Don Saucier²
¹Carroll College, ²Kansas State Univ.
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| THE COMMON POLICE OFFICER’S DILEMMA: RACIAL BIAS IN POLICE OFFICER LENIENCY DECISIONS | Michael Olson¹, Amie Webb¹, Frances Ridings¹, Brian Drwecki¹  
¹Regis Univ.                                                                                     |                                       |
| PERCEPTIONS OF RACISM IN THE CONTEXT OF POLICE SHOOTINGS: FALSE-POSITIVES OR FALSE-NEGATIVES IN OBSERVERS’ ATTRIBUTIONS TO PREJUDICE? | Stuart Miller¹, Navanté Peacock¹, Donald Saucier¹  
¹Kansas State Univ.                                                                            |                                       |
| DECISION IMPORTANCE, NEED FOR COGNITION AND MOCK-JURORS’ BIAS AGAINST OUTGROUP DEFENDANTS        | Michael Leippe¹, Christopher Gettings², Nikoleta Despodova¹, Donna Eisenstadt¹  
¹John Jay College of Criminal Justice, CUNY, ²Graduate Center of the City Univ. of New York |                                       |
| EXPOSURE TO NONPREJUDICED PEERS REDUCES CONCERNS ABOUT BEING MISIDENTIFIED AS GAY/LESBIAN        | Jessica Cascio¹, E. Ashby Plant¹  
¹Florida State Univ.                                                                           |                                       |
| CONFRONTATIONS CAN PACK A PUNCH: HOW CONFRONTATIONS ABOUT BIAS TOWARD AFRICAN AMERICANS CAN IMPACT ATTITUDES TOWARD OTHER MINORITY GROUP MEMBERS | Aimee Mark¹  
¹Univ. of Southern Indiana                                                                    |                                       |
| DO RACIAL CATEGORY LABELS REALLY MATTER?: HOW THE TERMS BLACK VS. AFRICAN AMERICAN AFFECT IMPLICIT ASSOCIATIONS. | Samantha Moore-Berg¹, Andrew Karpinski¹  
¹Temple Univ.                                                                                  |                                       |
| PERSPECTIVE-TAKING AND IMPLICIT RACIAL ATTITUDE CHANGE: THE ROLE OF TARGET PROTOTYPICALITY     | Austin Simpson¹, Andrew Todd¹  
¹Univ. of Iowa                                                                                  |                                       |
| WHEN MEMES ARE MEAN: RESPONSES TO STEREOTYPIC MEMES                                            | Katie Duchscherer¹, John Dovidio¹  
¹Yale Univ.                                                                                    |                                       |
| WE ARE ALL RACISTS: THE EFFECT OF STRESS AND RACE IN THREAT RECOGNITION                        | Shawn Davis¹, Hyeyeon Hwang¹  
¹Univ. of Central Missouri                                                                    |                                       |
| EFFECTS OF EGALITARIANISM AND MALE ROLE NORMS ON HOMOPHOBIA                                  | Nahoko Adachi¹, Tomoko Ikegami¹  
¹Osaka City Univ.                                                                              |                                       |
| SELF-AFFIRMATION INFLUENCES PARTICIPANTS’ RESPONSES TO FEEDBACK ABOUT THEIR IMPLICIT BIASES     | Eleanor Miles¹, Alice Wates¹  
¹Univ. of Sussex                                                                                |                                       |
| HOW DOES RACE MODIFY GENDER STEREOTYPING?                                                      | Natalie Daumeyer¹, Galen Bodenhausen¹  
¹Northwestern Univ.                                                                            |                                       |
| OBSERVING BIAS: HOW EXPOSURE TO BIAS SHAPES LEARNING AND THE TRANSFER OF KNOWLEDGE             | Elise Ozier¹, Mary Murphy¹  
¹Indiana Univ.                                                                                 |                                       |
| PROTECTIVE EFFECTS OF POSITIVE ELDERLY EXEMPLARS ON HOPELESSNESS PREDICTED BY NEGATIVE PERCEPTIONS OF AGING | David Hancock¹, Mindi Price¹, Amelia Talley¹, Jessica Alquist¹, Kelly Cukrowicz¹  
¹Texas Tech Univ.                                                                              |                                       |
| DOES INTERSECTIONALITY MITIGATE (OR ENHANCE) THREAT?                                          | Jeremy Becker¹, Alex Czopp¹  
¹Western Washington Univ.                                                                       |                                       |
PERCEPTIONS OF ANTI-BLACK AND ANTI-WHITE RACISM: NOT TWO SIDES OF THE SAME COIN
Navanté Peacock\textsuperscript{1}, Stuart Miller\textsuperscript{1}, Donald Saucier\textsuperscript{1}
\textsuperscript{1}Kansas State Univ.

SOUL FOOD = SOUL MATE? FOOD PREFERENCES AS INTERRACIAL IMPRESSION MANAGEMENT
Emily Stafford\textsuperscript{1}, Alana Temple\textsuperscript{1}, Alex Czopp\textsuperscript{1}
\textsuperscript{1}Western Washington Univ.

THE ROLE OF NON-DOMINANT FEMALE STEREOTYPE ACTIVATION IN SUPPRESSING DOMINANT FEMALE STEREOTYPES
Mana Yamamoto\textsuperscript{1}, Takashi Oka\textsuperscript{1}
\textsuperscript{1}Nihon Univ.

REACTIONS TO DISCLOSURE OF SEXUAL ORIENTATION
Lisa Huang\textsuperscript{1}, Kevin McLemore\textsuperscript{1}
\textsuperscript{1}Univ. of California, Davis

AN INVESTIGATION ON CONTEXTUAL MODERATION OF IMPLICIT PREJUDICE TOWARD PEOPLE LIVING WITH AIDS
Yumika Osawa\textsuperscript{1}, Tomoko Ikekami\textsuperscript{1}
\textsuperscript{1}Osaka City Univ.

IS THE EVIDENCE FROM RACIAL BIAS SHOOTING TASK STUDIES A SMOKING GUN?: RESULTS FROM A META-ANALYSIS
Konrad Bresin\textsuperscript{1}, Yara Mekawi\textsuperscript{1}
\textsuperscript{1}Univ. of Illinois Urbana-Champaign

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Yara Mekawi\textsuperscript{1}, Konrad Bresin\textsuperscript{1}, Carla Hunter\textsuperscript{1}
\textsuperscript{1}Univ. of Illinois at Urbana Champaign

WEIGHT STIGMA AND FOOD CHOICE: FEARING FAT IS ASSOCIATED WITH INCREASED CALORIE SELECTION AMONG THE OVERWEIGHT
Krissy Ruiz\textsuperscript{1}, Ashley Araiza\textsuperscript{1}, Reyna Martinez\textsuperscript{1}, Mary Guirguis\textsuperscript{1}, Joseph Wellman\textsuperscript{1}
\textsuperscript{1}California State Univ. - San Bernardino

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\textsuperscript{1}Doshisha Univ.

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1Australian Catholic Univ., 2Univ. of Queensland

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1The Hong Kong Institute of Education, 2The Univ. of Hong Kong

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1Howard Univ., 2Hampton Univ.

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1Univ. of Quebec in Montreal

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1The George Washington Univ.

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\(^1\)Univ. of the West Indies, Mona Campus, \(^2\)International Univ. of the Caribbean, Kingston, \(^3\)College of the Bahamas, \(^4\)Aquinas College, \(^5\)Universidade do Porto, Portugal

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Irem Uz1, Sinan Alper2
1TOBB Univ. of Economics & Technology, 2Middle East Technical Univ.

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1Univ. of Kent, England

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Eunsoo Choi1, Yukiko Uchida2
1Japan Society for the Promotion of Science, 2Kyoto Univ.

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1Columbia Univ., 2Harvard Business School

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1Univ. of Wisconsin-Madison, 2Cardiff Univ.

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1Univ. of North Carolina at Chapel Hill, 2Northeastern Univ., 3Pomona College

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1UC Santa Barbara, 2Indiana Univ.

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1Penn State Fayette, 2Amherst College, 3Purdue Univ., 4Univ. of Southern California

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1Sewanee: The Univ. of the South, 2Univ. of Southern California

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Elena Canadas1, Marianne Schmid Mast1, Donald Glowinski2, Didier Grandjean2, Marc Rappaz3
1Univ. of Lausanne, 2Univ. of Geneva, 3Haute École de Musique-Genève

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Jennifer Fugate1, Wec Emmanuel1, Nicole Ziino1, Matt Ziperman1
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Darwin Guevarra1, Ethan Kross1
1Univ. of Michigan

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Ben Ng1, Will Gervais1
1Univ. of Kentucky

NARCISSISM AND INTER-RELIGIOUS HOSTILITY
Karen Longmore1, Ian Hansen1, Nicole James1
1York College, CUNY

PSYCHOLOGICAL ESSENTIALISM AND THE TRUE-SELF CONCEPT
Andrew Christy1, Rebecca Schlegel1, Andrei Cimpian2
1Texas A&M Univ., 2Univ. of Illinois, Urbana-Champaign

ARE YOU PLUGGED IN?: DEVELOPMENT AND VALIDATION OF PLUGGED IN SCALE
Katelyn Schwieters1, Kerry Kleyman1
1Metropolitan State Univ.

INVESTIGATING THE EFFECT OF SELF-COMPASSION ON HELP-SEEKING BEHAVIOR
Yuki Miyagawa1, Junichi Taniguchi1
1Tezukayama Univ.

EGOCENTRIC SOCIAL NETWORKS AFFORD SELF-ESTEEM
Bridget Lynch1, Matthew Meisel1, Sierra Corbin2, W. Keith Campbell1, Michelle vanDellen1
1Univ. of Georgia, 2Univ. of Dayton

SELF-COMPASSION AND THE NEED OF SELF-PRESERVATION
Dev Ashish1, Daniel Sullivan1, Alfred Kaszniak1
1The Univ. of Arizona

RELIGION AND STIGMA: RESULTS OF A NATIONAL STUDY OF PROTESTANTS, CATHOLICS, JEWS AND MUSLIMS IN THE U.S.
Michael Pasek1, Jonathan Cook1
1The Pennsylvania State Univ.

CHANGES IN SELF-DEFINITIONS IMPEDE RECOVERY FROM REJECTION
Lauren Howe1, Carol Dweck1
1Stanford Univ.

THE EMOTIONAL CONSEQUENCES OF SOCIAL MISPERCEPTIONS
Ashley Whillans1, Alexander Jordan2, Frances Chen1
1Univ. of British Columbia, 2VA Boston Healthcare System

EXPANDING THE SELF WITHOUT COMPROMISING CLARITY
Miranda Bobrowski1, Brent Mattingly2, Gary L. Lewandowski, Jr.1, Kenneth DeMarree1
1Univ. at Buffalo, SUNY, 2Ursinus College, 3Monmouth Univ.

DISASSOCIATING THE AGENT FROM THE SELF: UNDERMINING BELIEF IN FREE WILL INCREASES DEPERSONALIZATION
Elizabeth Seto1, Joshua Hicks1
1Texas A&M Univ.

THE IMPORTANCE OF DISTINGUISHING THE POSITIVE AND NEGATIVE ITEMS ON THE SELF-COMPASSION SCALE: EVIDENCE FROM TWO DAILY DIARY STUDIES
Benjamin Armstrong III1, David Zuroff1
1McGill Univ.

SOCIAL COMPARISON AND INCORPORATION OF BEHAVIOR INTO SELF-IDENTITY
Andrew Hertel1, Alexander Sokolovsky2
1Knox College, 2Univ. of Illinois at Chicago

SELF-CONCEPT COHERENCE ACROSS DEVELOPMENT: A PORTAL TO FUTURE MENTAL TIME TRAVEL
Christine Coughlin1, Richard Robins1, Simona Ghetti1
1Univ. of California, Davis

THE AMERICAN DREAM AND ME: HOW CURRENT SOCIAL CLASS IS LINKED TO EXPECTED, HOPED-FOR AND FEARED SOCIAL CLASS POSSIBLE SELVES
Arianna Benedetti1, Serena Chen1
1UC Berkeley
TAKING THE VICTIM OUT OF SEXUAL ASSAULT: THE EFFECT OF SELF-COMPASSION ON SEXUAL ASSAULT SURVIVORS
Stephanie Cazeau¹, Ashley Allen²
¹Univ. of North Florida, ²Univ. of North Carolina at Pembroke

DON'T TOUCH, BUT PLEASE SPEND MORE MONEY!: PROHIBITION OF PRODUCT TOUCH INCREASES MONEY SPENT IN-STORE AND CONSPICUOUS CONSUMPTION
Tobias Otterbring¹
¹Karlstad Univ.

MATERIALISM TRIGGERS SELF-OBJECTIFICATION AMONG WOMEN: THE MODERATING ROLE OF SELF-CONCEPT CLARITY
Fei Teng¹, Kai-Tak Poon², Hong Zhang³
¹South China Normal Univ., ²The Hong Kong Institute of Education, ³Nanjing Univ.

HOW DO I KNOW WHERE I STAND?: DETERMINANTS OF SOCIAL STANDING ACROSS CONTEXTS
Roza Kamiloglu¹, Nur Soyulu², Bihter Nigdeli³, Zeynep Cemalci³
¹Koc Univ., ²Univ. of Kansas

FRIENDS, ENEMIES, AND THE (IN)FAMOUS: NEUROCOGNITIVE REPRESENTATIONS OF THE SELF AND OF OTHERS VARYING IN RELEVANCE AND VALENCE
Bradley Mattan¹, Pia Rotshtein¹, Kimberly Quinn²
¹Univ. of Birmingham, ²DePaul Univ.

COLLEGE MAJOR AS AN IDENTITY SIGNAL
Diana Betz¹, Samantha Martinez¹, Kathryn Zambrano¹
¹Siena College

POWER IN NUMBERS: RELATIONALITY AS A COPING MECHANISM IN RESPONSE TO SOCIAL STIGMATIZATION
Elizabeth Fles¹, Garriy Shteynberg¹
¹Univ. of Tennessee-Knoxville

I WANT TO DIE FOR MY GROUP AND I WANT MY GROUP TO DIE FOR ME: IDENTITY-FUSION PROMOTES SELF-SACRIFICE AND GROUP-SACRIFICE
Amy Heger¹, Lowell Gaertner¹
¹Univ. of Tennessee-Knoxville

UNCERTAINTY THREAT LEADING TO CULTURAL IDENTIFICATION OF JAPANESE STUDENTS
Yuto Terashima¹, Jiro Takai¹
¹Nagoya Univ.

I'LL BE BETTER TOMORROW: A LONGITUDINAL STUDY OF PERCEIVED VERSUS ACTUAL PERSONAL CHANGE
Sarah Molouk³, Daniel Bartels², Oleg Urminsky¹
¹Univ. of Chicago

A LONGITUDINAL STUDY OF HOW OBJECTIVE SES AND SES-BASED SOCIAL IDENTITY THREAT RELATE TO COLLEGE ADJUSTMENT AND PERFORMANCE
Elyse Adler¹, Adela Scharff¹, Benjamin Le¹, Jennifer Lilgendahl¹
¹Haverford College

TELLING MORE THAN WE KNOW: HOW LANGUAGE DYNAMICS AFFECT THE DISCLOSURE EXPERIENCE
Anthony Foster¹, Hannah Douglas¹, Veronica Romero¹, Rachel Kallen¹
¹Univ. of Cincinnati

IS YOUR BOSS AN ALARM BELL OR A USEFUL TOOL?: HOW SOCIAL RANK SHAPES LOW LEVEL VISUAL ATTENTION
Matthias Gobel¹, Thomas Bullock¹, Barry Giesbrecht¹, Heejung Kim¹, Daniel Richardson²
¹Univ. of California, Santa Barbara, ²Univ. College London

AVOIDANCE MOTIVATION MEDIATES MORTALITY SALIENCE EFFECTS ON CULTURAL CLOSED-MINDEDNESS: NEURAL AND MEDIATIONAL EVIDENCE
Eva Jonas¹, Dmitrij Agroskin¹, Johannes Klackl¹
¹Univ. of Salzburg

AN ERP INVESTIGATION OF STATUS-BASED EVALUATIONS
Ivo Gyurovski¹, Carlos Cardenas-Iniguez¹, Jasmin Cloutier¹
¹Univ. of Chicago

DOMAIN SPECIFIC EFFECTS OF NEGATIVE EMOTIONS ON LATERAL PREFRONTAL CORTEX ACTIVITY DURING INFERENCE OF OTHERS' MIND
Toshiyuki Himichi¹, Hiroyo Fujita¹, Megumi Masuda², Yuta Kawamura³, Daiki Hiraoka², Michio Nomura²
¹Japan Society for the Promotion of Science, ²Kyoto Univ.
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<td>Haruto Takagishi(^1), Kuniyuki NISHINA(^1), Miho Inoue-Murayama(^1), Toshio Yamagishi(^1)</td>
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<td>(^1)Univ. of Southern California, (^2)Hofstra Univ.</td>
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<td>Kristina Tchalova(^1), Geoff MacDonald(^2)</td>
<td>(^1)McGill Univ., (^2)Univ. of Toronto</td>
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<td>Robert Hitlan(^1), Cathy DeSoto(^1)</td>
<td>(^1)Univ. of Northern Iowa</td>
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**BREAKFAST**

Breakfast will be served starting at 8 am in the back end of the exhibit hall. Be sure to grab your food and head to a professional development session.

**PROFESSIONAL DEVELOPMENT**

**ADVOCATING FOR SCIENCE AND SCIENCE-INFORMED POLICY: WHAT EVERY PSYCHOLOGIST (SHOULD KNOW/ CAN DO)**

**Room:** 6D  
**Chair:** June Tangney, George Mason University  
This session will offer context on the current state of play of social and behavioral science research funding and policy on Capitol Hill, in the White House, and at federal funding agencies. Advocacy experts will be on hand to share best practices for engaging in outreach with policy makers.

**PROFESSIONAL DEVELOPMENT**

**MAINTAINING AN ACTIVE RESEARCH PROGRAM AT A SMALL PREDOMINANTLY UNDERGRADUATE INSTITUTION (PUI)**

**Room:** 16B  
**Chair:** Jeannetta Williams, St. Edwards University  
Small, teaching-focused institutions pose unique challenges and opportunities for faculty to build and sustain robust research programs. Session facilitators will share their strategies, such as integrating experiential learning into curricula, sequencing internal research resources, and recruiting research assistants. Participants will also discuss best practices and potential collaborations.

**PROFESSIONAL DEVELOPMENT**

**INTERDISCIPLINARY COLLABORATIONS: ADVICE FROM EXPERTS ON HOW TO MAKE IT WORK IN YOUR CAREER**

**Room:** 6E  
**Chair:** Nilanjana Dasgupta, University of Massachusetts Amherst  
Four social psychologists discuss how they learned to conduct research that crosses disciplinary boundaries; form interdisciplinary collaborations; and attract grant funding for interdisciplinary projects. Research foci covered include intervention science; stress and physical health; racial health disparities; close relationships and health; and environmental attitudes and behaviors.

**PROFESSIONAL DEVELOPMENT**

**SOCIAL PSYCHOLOGISTS IN THE WILD: CAREER OPPORTUNITIES IN INDUSTRY**

**Room:** 6B  
**Chair:** Andrew Galperin, Oracle Corporation  
Social psychologists are highly valuable and valued in a variety of non-academic occupational fields for our ability to plan, carry out, and communicate research. In this session, we aim to increase awareness of occupational opportunities where social psychologists can make a difference and put our skills to good use.

**PROFESSIONAL DEVELOPMENT**

**GENERATING RECOMMENDATIONS TO ALIGN ACADEMIC INCENTIVES WITH SCIENTIFIC BEST PRACTICES**

**Room:** 2  
**Chair:** Jimmy Calanchini, University of California Davis  
Recent changes in best scientific practices, such as the need for increased sample sizes, may affect careers in academia. This town hall encourages members at all career stages to discuss and propose recommendations for change to realign the incentive structure of our field with the new scientific best practices.

**POSTERS**

Saturday morning sessions run concurrently with Poster Session I. Posters on the following topics will be featured:

- Belonging/Rejection
- Close Relationships
- Emotion
- Evolution
- Intergroup Relations
- Self/Identity
- Morality
- Norms and Social Influences
- Self-Esteem
- Self/Identity
- Personality Processes/Traits

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*SPSP 2016 ANNUAL CONVENTION*
Reciprocity is a powerful strategy to sustain cooperation, and arguably the basis for humans' sophisticated social worlds. Yet there is little to no research on the psychological processes necessary for reciprocity to emerge. We tested the hypothesis (total n=232) that delay of gratification and future-directed thinking are such prerequisites, two skills that undergo major development in middle childhood. Study 1 showed that while three-year-olds share resources irrespective of the potential of future reciprocation, by five years of age children strategically boost their sharing when others have the chance to reciprocate. This behavior was correlated with ability to delay gratification, supporting our hypothesis. Study 2 showed that five-year-olds strategically "bribed" an adult who had the power to subsequently choose the child or a different person to play a joint game. These results suggest that when children become able to think about future benefits to the self, they share selectively based on reciprocal strategies.

Felix Warneken1
1Harvard Univ.

OWNERSHIP IN PRESCHOOLERS’ JUDGMENTS ABOUT RESOURCE USE

Four experiments investigated preschoolers’ (n = 406) awareness of a fundamental factor that determines resource use: ownership. Experiment 1 showed that between ages 3-5, children increasingly use ownership to predict that an agent will use an owned resource, even when the agent is described as preferring a resource that another owns. Experiment 2 found that between ages 3-5, children increasingly predict that an agent will use an owned resource even when believing that the agent prefers someone else’s more attractive resource. Experiment 3 then showed that by age three, children already grasp that ownership makes resources non-fungible, even when resources are physically indistinguishable. Experiment 4 demonstrated that children’s intuitions of non-fungibility arise from representing ownership as applying to particular people and particular objects. Together these findings show that even at young ages, ownership means the entitlement (and often requirement) to use certain resources and not others.

Ori Friedman1, Madison Pesowski1
1Univ. of Waterloo

LOW STATUS INCREASES PROSOCIAL BEHAVIOR IN CHILDREN AND ADULTS

Four studies (Guinote, 2015, PNAS) found that prosocial behavior and egalitarianism are determined by subtle changes in social status. Adult participants assigned to a low status position helped gather more spilled pens (Study 1), signaled more affiliation and prosociality (Study 2), and endorsed egalitarian values (Study 3) compared to adults assigned to high status. Preschool children (4-5 years) with dispositional submissiveness helped another child more (donating stickers) than trait domineering children (Study 4). Two weeks later, those same children’s social status was either altered or maintained. Replicating the prior effects, low status children donated more stickers than high status children. Additionally, children who lost status (from Time 1 to 2) gave more stickers, whereas children who gained status decreased their donations from Time 1 to Time 2. These studies show that humans have basic cognitive and motivational programs that appear early in ontogeny and help navigate dynamic social hierarchies.

Ana Guinote1, Ioanna Cotzia1, Sanpreet Sandhu2, Pramila Siwa2
1Univ. College London, 2Univ. of Kent

EXECUTIVE FUNCTIONING SKILLS UNDERLIE THE ABILITY TO SHARE WITH THE AIM OF COMPELLING RECIPROCITY: TESTS FROM YOUNG CHILDREN

Reciprocity is a powerful strategy to sustain cooperation, and arguably the basis for humans’ sophisticated social
MULTIPLE PERSPECTIVES ON THE PSYCHOLOGY OF FAIRNESS: NEW NEURAL, COMPUTATIONAL, DEVELOPMENTAL AND CROSS-CULTURAL FINDINGS (J2)
Room: 10
Chair: Laura Niemi, Harvard University
Co-Chair: Liane Young, Boston College
This symposium presents the results of four novel research programs investigating multiple aspects of human fairness including motivation, judgment and learning. Findings across studies reveal broadly shared sensitivities to fairness norm violations, and also shed light on distinctions in norms that may fuel everyday controversies around issues of fairness.

ABSTRACTS
PERSON-BLIND AND PERSON-BASED FAIRNESS: INVESTIGATING THE DIFFERENCES AMONG IMPARTIALITY, CHARITY AND RECIPROCITY
Four studies (total N=324) uncover behavioral and neural evidence for divergent patterns of social cognition and theory of mind (ToM) in the processing of distinct conceptions of fairness: impartiality, reciprocity and charity. Reciprocity and charity were the least and most morally praised, respectively, but were rated as equivalently motivated by focus on the unique states of individuals and emotion. Impartiality was rated as unemotional, unmotivated by the unique states of individuals, sourced in standard procedures, nearly as moral as charity, and the most fair. Compared to impartiality, reciprocity and charity recruited significantly more activity in brain regions for ToM (precuneus, VMPFC, DMPFC). Across studies, findings indicate that prototypical fairness may be best represented by impartiality and may be person-blind. The tendency for person-based allocations (e.g., reciprocity and charity) to trigger ToM may reflect the detection of underlying motives (e.g., personal goals, emotions) that contribute to controversies around issues of fairness.
Laura Niemi1, Liane Young2
1Harvard Univ., 2Boston College

HOW WE LEARN ABOUT THE FAIRNESS OF OTHERS
How do we learn whether a person is selfish or fair? Here we interrogated this learning process by inviting subjects to observe and predict the choices of agents who had to decide whether to profit from another person’s pain. We built computational models of learning within a Bayesian framework that enabled us to quantify the accuracy and certainty of evolving beliefs about moral character. Across four experiments (total N = 430), we compared learning about selfish and fair agents and found a striking dissociation between accuracy and certainty that varied according to character: people’s beliefs about selfish agents were more accurate, but also less certain, than their beliefs about fair agents. As a consequence, people were faster to learn about selfish agents than fair agents. Our findings are consistent with an evolved learning apparatus that devotes more attention to learning about others who may pose a threat to our survival.
Molly Crockett1, Jenifer Siegel1, Christoph Mathys2
1Univ. of Oxford, 2Univ. College London

RETRIBUTION OR RESTORATION: WHY DO CHILDREN PUNISH FAIRNESS NORM VIOLATIONS?
Young children engage in costly third party punishment of fairness norm violations. However, past work has left open the important question of why children intervene when they are unaffected by unfair behavior. Here we report findings from a study that examined whether costly third party intervention in 6- to 9-year-old children is driven by a desire to protect the victim of unfairness or to punish the unfair individual. Children learned about a selfish actor who had refused to share sweets with a recipient. Participants were then able to (1) punish the selfish actor by taking away all their sweets (retribution); (2) compensate the victim of selfishness by giving them sweets (restoration) or (3) do nothing. Children were more likely to punish selfish actors than compensate victims. These results contribute to the emerging debate on the function of punishment in human societies, suggesting that retributive motives are privileged during ontogeny.

Katherine McAuliffe2, Yarrow Dunham2
1Yale Univ. and Boston College, 2Yale Univ.

THE ONTOGENY OF FAIRNESS IN SEVEN CULTURES
A sense of fairness plays a critical role in supporting human cooperation. Adult norms of fair resource sharing vary widely across societies, suggesting that culture shapes the acquisition of fairness behavior during childhood. We examined how fairness behavior develops in children from seven diverse societies, testing children from 4 to 15 years of age (N=866 pairs) in a standardized resource decision task. We measured two key aspects of fairness decisions: disadvantageous inequity aversion (peer receives more than self) and advantageous inequity aversion (self receives more than a peer). Results showed that disadvantageous inequity aversion emerged across all cultural groups by middle childhood. By contrast, advantageous inequity aversion was more culture-specific, emerging in three cultures and only later in development. We discuss these findings in relation to questions about the universality and cultural-specificity of human fairness.
Peter Blake1, Katherine McAuliffe2, John Corbit3, Felix Warneken4
1Boston Univ., 2Yale Univ., 3Simon Fraser Univ., 4Harvard Univ.

THE EVOLUTION AND MAINTENANCE OF HUMAN PROSOCIALITY (J3)
Room: 2
Chair: Justin Brienza, University of Waterloo
Co-Chair: Igor Grossmann, University of Waterloo
This symposium focuses on social-cognitive, motivational and economic factors influencing human prosociality. Why and when do people cooperate, or punish those who don’t? How does deliberation (vs. intuition) influence prosociality? This symposium showcases a variety of perspectives on these inter-related phenomena, drawing from game theoretical and social-psychological frameworks.

ABSTRACTS
EGO-DECENTERED REASONING PREDICTS CROSS-DOMAIN PROSOCIALITY
When does deliberation promote rather than restrain prosociality in everyday life? We propose that the answer to this question depends on the type of deliberation people
EGOCENTRISM AND PROSOCIAL BEHAVIOR IN THE VOLUNTEER’S DILEMMA

In a volunteer’s dilemma (VoD), the best collective result is obtained when just one person acts prosocially. Game theory provides optimal (Nash equilibrial) probabilities for volunteering, which may take degrees of relatedness or social distance into account. Using one-shot, two-person, anonymous play (N > 700), we show that participants [a] volunteer less as social distance increases, [b] volunteer too much when distance is very short, [c] project their own decisions onto others, and yet [d] self-enhance, thinking others volunteer less than they themselves do. In experiments using asymmetrical payoff matrices (N > 300), we then show that participants are neither particularly rational (in the Nash sense) nor benevolent. They volunteer less when they themselves stand to gain more from defection, but do not volunteer more when the other person does. Taken together, these studies shed light on the complex interplay between moral motivations and egocentric constraints.

Joachim Krueger 1, Johannes Ullrich 2, Patrick Heck 1
1Brown Univ., 2Univ. of Zurich

INDIVIDUAL DIFFERENCES MODERATE THE IMPACT OF DYNAMIC PROCESSES IN COUPLES: EVIDENCE FROM LONGITUDINAL STUDIES (J4)

Room: 6E
Chair: Grace Jackson, UCLA

In this symposium, speakers will present data from daily diary and longitudinal studies to reveal how the individual characteristics of partners moderate the effects of shared stress, relationship standards, shared leisure time and support behaviors on the development of their marital satisfaction over time.

ABSTRACTS

ASSOCIATIONS BETWEEN HOUSEHOLD INCOME AND TRAJECTORIES OF NEWLYWEDS’ MARITAL SATISFACTION

Are lower-income couples’ marriages less satisfying than more affluent couples’ marriages? To address this question, we compared the trajectories of marital satisfaction for couples with lower and higher household incomes. The marital satisfaction of 862 Black, White and Latino newlywed spouses (N=431 couples) was assessed four times, each nine months apart, over the first three years of marriage. Lower income couples did not have less satisfying marriages on average, nor did their satisfaction decline more steeply on average. Rather, they experienced (1) significantly greater fluctuations in marital satisfaction across assessments and (2) significantly more variability between individuals compared to more affluent individuals. If efforts to support the marriages of low-income couples are to address the unique characteristics of their marital development, these findings suggest that efforts to stabilize their marriages may be more effective than efforts to improve their satisfaction.

Grace Jackson 1, Jennifer Krull 1, Thomas Bradbury 1, Benjamin Karney 1
1UCLA

THE EVOLUTION OF SECOND-PARTY PUNISHMENT

Second-party punishment is an important mechanism for maintaining cooperation in repeated interactions, but its ultimate origins are unknown. Punishment behavior might be acquired through domain-general learning, in which people associate punishing with positive deterrence outcomes. Alternatively, evolution might have selected for people with an innate tendency to punish those who harm them. We model the adaptive logic behind these hypotheses by incorporating learning into an evolutionary framework. Using game-theoretic analysis and simulation, we show that punishment behavior will evolve as an innate tendency only if it is difficult to acquire through learning. We then argue that humans will find punishment intrinsically difficult to learn, and therefore punishment may have evolved as an innate tendency. We present empirical results in support of this prediction. Our work demonstrates the importance of combining learning and evolution to explain social decision making, and introduces a novel computational model of innate tendencies as hedonic biases.

Adam Morris 1, Fiery Cushman 1
1Harvard Univ.

EVOLUTION OF INTUITIVE COOPERATION AND RATIONAL SELF-INTEREST

Is deliberative self-control necessary to reign in selfish impulses, or does rational self-interest restrain the intuitive desire to cooperate? To answer this question, we introduce dual-process cognition into a formal game theoretic model of the evolution of cooperation. Agents play a mix of one-shot and repeated Prisoner’s Dilemmas. They can either use “intuition,” which is not sensitive to game type, or pay a cost to “deliberate” and thereby tailor their strategy to the type of game they are facing. We find that selection favors one of two strategies: (i) intuitive defectors who never deliberate or (ii) dual-process agents that intuitively cooperate but sometimes use deliberation to defect in one-shot games. Critically, evolution never favors agents that use deliberation to override selfish impulses; deliberation only serves to undermine cooperation. Thus, for the first time, we provide a clear ultimate-level explanation about why people may be intuitively cooperative, but reflectively greedy.

Adam Bear 1, David Rand 1
1Yale Univ.
IS MORE TIME TOGETHER ALWAYS GOOD?: THE POTENTIAL NEGATIVE EFFECTS OF SHARED LEISURE ON RELATIONSHIP DYNAMICS

Coping with daily life stressors can strain relationships by draining spouses of the energy and resources needed for positive relationship functioning. Thus, relationships may benefit when spouses find ways to rest and recover their self-regulatory resources during stressful periods. The current study examined whether engaging in leisure activities with and without the partner may buffer marriages from stress spillover effects. It was hypothesized that leisure without the partner may reduce stress brought into the home, thereby promoting more positive relationship interactions. However, leisure with the partner may exacerbate conflict during stressful periods. Results from a 14-day daily diary study of 121 couples revealed no effects of leisure without the partner; however, on high stress days, those spouses who also engaged in more leisure time with their partner reported greater relationship conflict, especially if they endorsed greater avoidance motivations for engaging in that shared leisure time.

April Buck¹, Lisa Neff²
¹Eckerd College, ²Univ. of Texas at Austin

BALANCING RELATEDNESS AND AUTONOMY: WHEN AND FOR WHOM INVISIBLE SUPPORT FOSTERS AUTONOMY VERSUS NURTURES RELATEDNESS OVER TIME

Direct visible support can foster relatedness but undermine autonomy. In contrast, invisible support has been unnoticed by recipients boosts efficacy, but might undermine relatedness needs. This talk will present five dyadic diary and longitudinal studies that show invisible support can foster autonomy and nurture relatedness needs over time, but that these benefits depend on how individuals prioritize these needs. Invisible support provided by partners during couples’ personal goal discussions worked “under the radar” to facilitate greater personal achievement over a year (Study 1). Partners’ daily invisible support predicted increased relationship satisfaction and personal happiness the following day (Studies 2–4).

Yuthika Girme¹, Nickola Overall¹, Michael Maniaci², Harry Reis³, James McNulty⁴, Matthew Hammond¹, Cheryl Carmichael⁵
¹Univ. of Auckland, ²Florida Atlantic Univ., ³Univ. of Rochester, ⁴Florida State Univ., ⁵Brooklyn College

BALANCING THE SCALES: WHEN DOES OUTCOME SPEAK LOUDER THAN INTENT IN MORAL EVALUATIONS? (J5)

Room: 9
Chair: Rita McNamara, University of British Columbia
When evaluating others’ actions, we must balance what we see them do with what we think they intended. In this symposium, we look across social development, cultural differences, moral domains and categories of moral judgments to determine how and when intention vs. outcome matters in moral evaluations.

ABSTRACTS

JUDGING MORALITY WHEN THE MIND IS UNKNOWABLE: MENTALIZING AND MORALIZING IN YASAWA, FIJI

Mentalizing is thought to be at the heart of morality, but in some cultures, others’ minds are considered unknowable and inferring others’ intentions is discouraged (a phenomenon called opacity of mind). We investigate how opacity of mind norms influence moral reasoning by working with villagers in Yasawa, Fiji, who normatively emphasize observable actions over intent. In study 1, we show that Yasawans, even compared to other non-indigenous Fijians and North Americans, are less likely to think about internal mental states. In study 2, we show that Yasawans focus more on outcome when judging moral norm violations than other cultural groups. In study 3, we show that Yasawans can be induced to focus more on intent when primed with thoughts vs. actions. In study 4, we find evidence for a cross-culturally stable emphasis on intent in childhood, and that the Yasawan emphasis on outcome develops later in life.

Rita McNamara¹, Joseph Henrich¹, J Hamlin¹
¹Univ. of British Columbia

INTENTION MATTERS MORE THAN OUTCOME IN PREVERBAL INFANTS’ SOCIOMORAL EVALUATIONS

Mature moral judgments include an analysis of both the outcomes of others’ actions as well as the mental states that drive them. While adults incorporate both intention and outcome into their moral evaluations, studies suggest that young children privilege outcome, leading to the conclusion that the ‘moral mind’ of the young child is fundamentally different from that of older children and adults. This talk will challenge these conclusions by presenting four studies demonstrating that infants from 8-13 months of age consistently incorporate mental state analyses into their evaluations of those who help and harm third parties, in (1) failed attempts to help and harm, (2) accidental help and harm,
and (3) ignorant help and harm, and that they (4) positively evaluate those who reward and punish others on the basis of intent. These results suggest that, even from their earliest manifestations, human moral judgments are fundamentally mentalistic.

J. Kiley Hamlin
1Univ. of British Columbia

SPECKS OF DIRT AND TONS OF PAIN: USING DOSAGE TO DISTINGUISH BETWEEN IMPURITIES AND HARMS

A cognitive distinction exists between purity-based and harm-based morals, such that the perceived wrongness of harms, but not impure acts, is heavily dependent on perpetrators’ intentions (Chakroff et al., 2013; Russell & Giner-Sorolla, 2011; Young & Saxe, 2011). The present research demonstrates that judgments of purity transgressions are also less sensitive to variations in quantity. In two studies, adults rendered moral judgments of harm and purity transgressions that varied in their frequency or magnitude. Pairs of low-dosage and high-dosage versions of these transgressions were presented either between-subjects (Study 1) or within-subjects (Study 2) such that the same sets of modifiers (occasionally/regularly, small/large, etc.) were reused for each moral domain. Both studies show interactions between Domain and Dosage; high-dose harms were worse than low-dose harms, but impure acts were equally bad regardless of dosage. Just as intent can distinguish between the moral domains of harm and purity, so too can quantity.

Joshua Rottman1, Liane Young2
1Franklin & Marshall College, 2Boston College

IS GUILT SELF-PUNISHMENT?

Past research shows that even completely accidental harms can cause extreme guilt. This is surprising, because usually accidents are excused from moral responsibility. Why do we feel guilty based on the outcome of our behavior, and not just based on our intent? We suggest that outcome-based judgment reflects the function of guilt as a kind of self-punishment. Three experiments demonstrate that both guilt and punishment show a shared sensitivity to the harm a person causes. In contrast, other categories of moral judgment (for instance, judgments of “moral wrongness”) depend almost exclusively on the harm a person intends. Each of the three experiments targets a unique facet of the influence of causal responsibility for outcomes. Together they show a remarkably detailed and specific correspondence between the cognitive mechanisms underlying guilt and punishment. We suggest that this shared mechanism is explained by their shared function of changing behavior through error-driven learning.

Fiery Cushman1, Julia Franckh2
1Harvard Univ., 2Brown Univ.

IS THAT DISCRIMINATION?: DIVERGENT PERCEPTIONS OF DISCRIMINATION CLAIMS (J6)

Room: 6B
Chair: Deborah Holoien, Amherst College
Co-Chair: Clara Wilkins, Wesleyan University

This symposium examines divergent perceptions of discrimination claims and their consequences on intergroup relations. Which groups can credibly claim discrimination?

What are the consequences of divergent perceptions on intergroup social support and confronting? Talks discuss compound prejudice, “playing the race card,” reactions to empathy and sympathy and confronting patronizing help.

ABSTRACTS

PERCEPTIONS OF WOMEN OF COLOR WHO CLAIM COMPOUND DISCRIMINATION: INTERPERSONAL JUDGMENTS AND PERCEIVED CREDIBILITY

Minorities who attribute rejection to racism and women who attribute rejection to sexism are perceived as troublemakers. Women of color may encounter racism and sexism simultaneously; however, it is unclear how compound discrimination claims are perceived. We examined interpersonal costs and perceptions of credibility in the context of compound discrimination claims. In contrast to the double jeopardy perspective, which predicts that the consequences of multiple stigmas are cumulative, a Black woman (Study 1) was not perceived as more of a troublemaker when she claimed compound discrimination versus either racism or sexism. Instead, racism and compound discrimination claims incurred similarly high interpersonal costs. Moreover, a compound discrimination claim by an Asian woman (Study 2) was the only discrimination attribution judged as more credible and appropriate than baseline. This work suggests that citing multiple experiences of discrimination may increase the persuasiveness of claims, increasing the likelihood that others will support claimants’ cases.

Jessica Remedios1, Samantha Snyder1, Charles Lizza1
1Tufts Univ.

PLAYING THE RACE CARD: WHITES BELIEVE CLAIMING DISCRIMINATION IS AN ADVANTAGE THEY DON’T HAVE

This research examines a phenomenon colloquially referred to as “playing the race card”: the perception that racial minorities are able to gain an unfair advantage by claiming to be victims of racial discrimination. In Study 1, Whites (N = 75) believed that claiming discrimination is an advantage that low-status groups (i.e., racial minorities, gays and lesbians, women) have over high-status groups (i.e., Whites, straights, men). Furthermore, Whites believed that low-status groups’ discrimination claims silence high-status groups more than high-status groups’ discrimination claims silence low-status groups. In Study 2, Whites (N = 160) imagined a Black or White target claim bias after being passed over for a work promotion. Whites believed the Black claimant had more power and voice than the White claimant. This work suggests that Whites may legitimize status relations by ascribing advantages to being in a disadvantaged position.

Clara Wilkins1
1Wesleyan Univ.

RACIAL MINORITIES’ REACTIONS TO WHITES’ EXPRESSIONS OF EMPATHY AND SYMPATHY

Because people often want others to understand their problems, Whites’ relative unfamiliarity with racism may make them unlikely sources of support for racial minorities. How might Whites effectively communicate support for racism? We predicted that racial minorities would prefer Whites to express sympathy (“I can tell you’re feeling distressed”) over empathy (“I’ve personally experienced your distress”). In Study 1, racial minorities wanted more sympathy (vs. empathy)
from Whites for racial problems. In addition, they wanted less empathy from Whites (vs. minorities), and this was mediated by the perception that Whites lacked experience with racism. In Study 2, racial minorities evaluated Whites who displayed higher (vs. lower) levels of empathy for racial problems less favorably, although Whites did not show this pattern. These results highlight the potential downside of expressing empathy in response to racial problems and suggest that sympathy may more effectively communicate support.

Deborah Holoint1, Lisa Libby2, J. Shelton3
1Amherst College, 2The Ohio State Univ., 3Princeton Univ.

INDEPENDENT OR UNGRATEFUL?: CONSEQUENCES OF CONFRONTING PATRONIZING HELP FOR PEOPLE WITH DISABILITIES
People with disabilities routinely face a dilemma in dealing with patronizing help; while accepting unsolicited assistance may be harmful for its recipients, confronting the helper can lead to negative interpersonal repercussions. Across two studies, participants were presented with a scenario depicting an interaction between a blind target and a sighted pedestrian and asked to evaluate the behaviors of the characters involved. Study 1 showed that, whereas blind participants considered both patronizing and hostile treatment as inappropriate responses to the blind target’s request for information, sighted participants saw patronizing help as significantly more appropriate than openly hostile treatment. Study 2 further demonstrated that, among sighted participants, blind targets were viewed as less warm and ruder when confronting benevolent versus hostile discrimination. These findings highlighted the difficulty of confronting patronizing treatment and have important implications for people with disabilities as well as other patronized minorities.

Katie Wang1, Arielle Silverman2, Jason Gwinn3, John Dovidio1
1Yale Univ., 2Univ. of Washington, 3Univ. of Colorado, Boulder

NONVERBAL BEHAVIOR AS A CONDUIT TO INFLUENCE: THE BENEFITS OF CONVEYING POSITIVE QUALITIES THROUGH NONVERBAL CHANNELS (J7)
Room: 4
Chair: Alex Van Zant, University of Pennsylvania
Co-Chair: Elizabeth Tenney, University of Utah

This symposium features the latest research highlighting nonverbal behavior as a conduit to generating favorable impressions. It not only provides evidence of the unique role of nonverbal behavior in generating these impressions, but also documents its impact on real-world outcomes like job performance and political influence in the U.S. Senate.

ABSTRACTS

IS THERE A “VOICE” OF CERTAINTY?: EVIDENCE OF PERCEIVER ACCURACY IN IDENTIFYING SPEAKERS’ DEGREE OF CERTAINTY VIA PARALANGUAGE
The expression of certainty is associated with a host of social and economic benefits, but we have no empirical knowledge of the extent to which people display it via the use of paralanguage (i.e., nonverbal vocal cues) in a manner that is readily deciphered. Across three experiments, we find that people are capable of accurately diagnosing speakers’ degree of certainty solely via paralanguage. In Experiment 1, we ran audio recordings collected from a television show through a low-pass filter and found that participants could accurately infer pundits’ degree of certainty in the accuracy of their own predictions. In Experiments 2 and 3, we manipulated speakers’ degree of certainty in a laboratory setting while holding constant the linguistic content of their speech. Whether speakers strategically conveyed a target level of certainty or simply engaged in naturalistic speech, listeners were quite accurate at inferring their actual degree of certainty.

Alex Van Zant1, Eduardo Andrade2
1Univ. of Pennsylvania, 2FGV, Rio de Janeiro

IS OVERCONFIDENCE PUNISHED?: THE EFFECT OF VERBAL VERSUS NONVERBAL EXPRESSIONS OF CONFIDENCE
What happens to overconfident individuals when their overconfidence is exposed to others? Some research finds that overconfidence, when detected, damages a person’s reputation; however, other research finds that it does not. We propose that the channel of confidence expression is one key moderator—that is, whether confidence is expressed verbally or nonverbally. In three experiments, a confident and cautious person expressed confidence verbally or nonverbally, depending on condition. Participants then received performance information to help them detect overconfidence. Verbal overconfidence was advantageous initially but was disadvantageous after the person’s performance was revealed. Nonverbal overconfidence, on the other hand, remained largely beneficial. The one condition in which participants perceived the overconfident person negatively was when the overconfidence could be tied to specific, verifiable claims. The results suggest that compared to verbal statements, nonverbal overconfidence leads to reputational benefits so often because its biased nature typically goes undetected.

Elizabeth Tenney1, Don Moore2, Cameron Anderson2
1Univ. of Utah, 2Univ. of California, Berkeley

CAN APPLICANT NONVERBAL BEHAVIOR PREDICT FUTURE JOB PERFORMANCE?
Employees’ nonverbal behavior influences performance in jobs requiring extended social interactions. The present study aimed at investigating whether a job applicant’s future job performance can be predicted simply based on his or her nonverbal behavior during the job interview. To the extent that a link exists between a job applicant’s nonverbal interview behavior and future job performance, this information can be used for the selection of new applicants to that particular job. Applicants (N = 54) were audio-recorded and videotaped during the job interview. Their nonverbal behavior was automatically sensed via a ubiquitous computing platform and automatically extracted via the development of specific algorithms. All participants were hired for a sales-like job so that we could assess their job performance and link it to their nonverbal job interview behavior. Results showed that job applicants’ vocal nonverbal behavior significantly predicted later job performance. Implications of the results are discussed.

Denise Fraundorfer1, Marianne Schmid Mast1
1Univ. of Lausanne

VIRTUES, VICES AND POLITICAL INFLUENCE IN THE U.S. SENATE
What qualities make a political leader more or less influential? Philosophers, political scientists and psychologists have puzzled over this question, and posited two opposing routes to political power, one driven by human virtues such as courage and wisdom, and the other by vices such as Machiavellianism and psychopathy. Using a novel behavioral coding technique, we assessed the virtues and vices of 151 U.S. senators. We find that virtuous senators became more influential when they randomly rose to leadership roles, while senators displaying behaviors consistent with vices—particularly, psychopathy—became less influential as leaders. Results shed light on a long-standing debate about the role of morality and ethics in leadership, and have important implications for electing an effective, democratic government. Citizens should consider a candidate’s virtue in casting their vote, to increase the likelihood that elected officials will have genuine concern for their constituents, while promoting cooperation and progress in government.

Jeanne ten Brinke\textsuperscript{1}, Christopher Liu\textsuperscript{2}, Dacher Keltner\textsuperscript{1}, Sameer Srivastava\textsuperscript{1}

\textsuperscript{1}Univ. of California, Berkeley, \textsuperscript{2}Univ. of Toronto

**AFFECTIVE DECISION PROCESSES IN HEALTH AND MEDICINE** (J8)

**Room:** 6D
**Chair:** Laura Scherer, University of Missouri, Columbia
**Co-Chair:** Rebecca Ferrer, National Institutes of Health

Affect and emotions have important consequences for decisions, and nowhere are emotions stronger, and their influence more consequential, than for health decisions. In this symposium, speakers will present research that expands theory in basic affective science, while simultaneously showing the critical real-life implications for those theories.

**ABSTRACTS**

**PATIENTS PREFER AND RESPOND MORE POSITIVELY TO PHYSICIANS WHO MATCH THEIR IDEAL AFFECT**

Most research on emotion and health-related decision-making focuses on how people actually feel (i.e., their “actual affect”). Here I argue for the importance of studying how people ideally want to feel (i.e., their “ideal affect”). First, I will describe Affect Valuation Theory, a framework that integrates ideal affect into existing models of affect and emotion. Second, I will present two studies that examine the role that patient’s ideal affect plays in their preferences for particular physicians (Study 1, N = 185 college students) and their actual adherence to physicians’ health-promoting recommendations over the course of a week (Study 2, N = 101 community adults). Across both studies, patients were more likely to choose and actually adhere to the recommendations of physicians whose affective characteristics matched their own. Finally, I will discuss the implications these findings have for understanding ethnic differences in patient-physician communication, and for optimizing patient decision-making world wide.

Jeanne L. Tsai\textsuperscript{1}, Tamara Sims\textsuperscript{1}

\textsuperscript{1}Stanford Univ.

**SELF-AFFIRMATIONS INCREASE DEFENSIVENESS TOWARDS RISK INFORMATION AMONG ANGRY INDIVIDUALS: RESULTS FROM A NATIONAL SAMPLE**

Self-affirmation, a process by which individuals bolster their self-integrity and competence, can reduce defensiveness toward information suggesting one’s behavior increases risk for harm, triggering behavior to mitigate threat. Self-affirmation may function differently depending on one’s emotional state, although no experimental evidence has explored this. In two experiments using nationally representative samples, we examined whether negative emotions modulate the effectiveness of self-affirmation, and whether interactive effects were attributed to discrete emotions or negative emotional valence. Female alcohol consumers were induced into an emotional (or neutral) state, were self-affirmed (or completed a control task), read an article linking alcohol to cancer and generated plans to reduce alcohol intake. Self-affirmation and emotion interacted, such that self-affirmation resulted in more specific behavior change plans among fearful and neutral participants. However, self-affirmation resulted in less specific plans among angry and sad participants. Given differentiation in self-affirmation’s interaction with fear and anger, results generally supported a discrete emotion explanation.

Rebecca Ferrer\textsuperscript{1}, William Klein\textsuperscript{1}

\textsuperscript{1}National Cancer Institute

**GRAPHIC WARNING LABELS ELICIT AFFECTIVE AND THOUGHTFUL RESPONSES FROM SMOKERS**

Observational research suggests graphic images placed on cigarette packaging reduce smoking rates. However, the processes by which these labels influence smokers remain unclear. This experiment investigated how graphic warning labels influence smokers’ risk perceptions, quit intentions and risk knowledge. Smokers were randomly assigned to receive cigarettes with warnings featuring basic text, graphic images or graphic images, and elaborated text for four weeks. Structural equation models revealed that graphic images (vs. text-only warnings) had a significant indirect effect on risk perceptions and quit intentions through an affect heuristic (image->negative affect->risk perceptions->quit intentions). Images also promoted greater scrutiny of risk information (image->negative affect->risk scrutiny->label credibility->risk perception->quit intention). Warnings with images were more memorable, leading to increased smoking risk knowledge. The potential for graphic warning labels appears to come from affect’s role as heuristic information and its role in motivating greater thought.

Abigail Evans\textsuperscript{1}, Ellen Peters\textsuperscript{2}, Andrew Strasser\textsuperscript{2}, Lydia Emery\textsuperscript{3}, Kaitlin Sheerin\textsuperscript{4}, Daniel Romer\textsuperscript{2}

\textsuperscript{1}Ohio State Univ., \textsuperscript{2}Univ. of Pennsylvania, \textsuperscript{3}Northwestern Univ., \textsuperscript{4}Univ. of Missouri

**REVEALING A HIDDEN DIMENSION OF HEALTH CARE: EMOTIONAL CONTAGION BETWEEN ONCOLOGISTS AND THEIR PATIENTS**

Studies that simultaneously examine physicians’ affective processes and their patients’ affective processes have been scant at best, leaving a gap in knowledge about how affect contributes to health processes and outcomes. This is especially true in life-threatening diseases like cancer, which trigger strong emotion among patients and among their oncologists. The present study explored associations between oncologists’ dispositional affect and depressive symptoms in their patients with newly diagnosed metastatic lung and gastrointestinal (GI) cancers. In the largest study of its kind, (n = 277) cancer patients completed two validated measures of depressive symptoms and their corresponding oncologists (n...
= 19; total N = 296) completed validated dispositional affect measures as part of a larger clinical trial. As hypothesized, results revealed that oncologists’ negative (but not positive) dispositional affect was significantly associated with each of two validated measures of depressive symptoms in their patients. Theoretical and practical implications are discussed. Jennifer Lerner1, William Pirt1, Lauren Fields1, Justin Eusebio1, Lara Traeger1, Joseph Greer1, Jennifer Temel1
1Harvard Univ., 2Massachusetts General Hospital

USING LIMITS IN SELF-ENHANCEMENT TO BETTER UNDERSTAND SELF-ENHANCEMENT (J9)

Chair: Nadav Klein, University of Chicago

Does judging oneself relative to others always lead to self-enhancing judgments? Substantial research seems to support this conclusion. However, we present four results that suggest that an unqualified view of self-enhancement is imprecise. We explore the cognitive processes that produce each result, arriving at a more precise understanding of self-enhancement.

ABSTRACTS

MAYBE HOLIER, BUT DEFINITELY LESS EVIL, THAN YOU: BOUNDED SELF-RIGHTEOUSNESS IN SOCIAL JUDGMENT

Few results appear more reliable than people’s tendency to think that they are, on average, more moral than others. However, the characterization of people as unboundedly self-righteous overlooks an important ambiguity in evaluations of moral behaviors. Believing that one is more moral than others could reflect a belief that one is either more likely to do good than others, or less likely to do bad than others. Six experiments measuring people's predictions, inferences and memory find strong support for the latter possibility: participants believe much more strongly that they are less immoral than others, rather than more moral than them. A seventh experiment identifies the lack of access to another person’s intentions and motivations as partly explaining this result. Instead of viewing themselves through rose-colored glasses as previously believed, people in fact view themselves through rose-colored bifocals: less immoral, but not necessarily more moral, than others.

Nadav Klein1, Nicholas Epley1
1Univ. of Chicago

IS OVERCONFIDENCE A MOTIVATED BIAS?

Past research assumes that motivation causes overconfidence. There is some correlational evidence consistent with this assertion, such as findings that people are more likely to claim to be better than others on abilities they value highly. We experimentally tested the relationship between motivation and overconfidence by manipulating participants’ motivation to view themselves positively. We only found an effect of motivation on assessments made about vague personality traits, using vague measures. The effect of motivation decreased when we introduced specific trait measures and decreased when we introduced an objective standard of performance. We found that the vague measures did not simply allow individuals to inflate self-ratings. Rather, the lack of an objective standard for vague traits allowed people to create idiosyncratic definitions and view themselves as better than others in their own unique way. Our results help explain how people construct positive self-perceptions.

Jennifer Logg1, Uriel Haran2, Don Moore1
1Univ. of California, Berkeley, 2Ben-Gurion Univ. of the Negev

PUSHING IN THE DARK: CAUSES AND CONSEQUENCES OF LIMITED SELF-AWARENESS FOR INTERPERSONAL ASSERTIVENESS

Do people know when they are seen as pressing too hard, yielding too readily or having the right touch? And does awareness matter? We examined these questions in four studies. Study 1 used dyadic negotiations to reveal a modest link between targets’ self-views and counterparts’ views of targets’ assertiveness, showing that those seen as under- and over-assertive were likely to see themselves as appropriately assertive. Surprisingly, many people seen as appropriately assertive by counterparts mistakenly thought they were seen as having been over-assertive, a novel effect we call the line crossing illusion. We speculated that counterparts’ strategic displays of discomfort might be partly responsible—displays we termed you’re-killing-me behaviors. Study 2 revealed evidence for widespread you’re-killing-me behaviors in real-world negotiations and Study 3 linked these behaviors to the line crossing illusion in a controlled negotiation. Study 4 showed that these illusions predicted outcomes in a multi-round negotiation.

Abbie Wazlawek1, Daniel Ames2
1Northwestern Univ., 2Columbia Univ.

WHY “MOM ALWAYS LIKED YOU BEST”: THE HEADWIND/TAILWIND ASYMMETRY IN EVERYDAY THOUGHT, EMOTION AND ACTION

We document an availability bias in people’s assessments of the hardships they’ve faced and the advantages they’ve enjoyed. Because people strive to overcome hardships but mindlessly profit from their advantages, the former tend to be more available. This leads people to conclude that they’ve been unfairly treated, and to engage in morally questionable actions to redress the imbalance. Democrats believe that the electoral landscape favors the Republicans, while Republicans believe it favors the Democrats. Sports fans tend to be dismayed at the release of next year’s schedule because they tend to believe that the number of formidable opponents outnumbers the patsies. Academics tend to believe that colleagues in other areas have an easier time getting articles published, grants funded and promotions approved, beliefs that can lead them to endorse questionable scientific practices. Discussion will focus on how this headwind/tailwind asymmetry can foster resentment and envy, and undermine feelings of gratitude.

Tom Gilovich1, Shai Davidai1
1Cornell Univ.

TEACHER/SCHOLAR DATA BLITZ (J10)

Chair: Richard Slatcher, Wayne State Univ.
Co-Chair: Mitja Back, University of Munster

ABSTRACTS

SIMILARITY IN RELATIONSHIPS AS NICHE CONSTRUCTION

We sampled 1,523 relationship pairs to study the role of
NEIGHBORHOOD DIVERSITY INCREASES PROSOCIAL BEHAVIOR
A common claim is that increasing racial diversity will reduce people’s trust in others and therefore their likelihood of helping others. However, in five studies, we found that people in more diverse neighborhoods and countries are more likely to help others and this was due to a broadened social identity.

Jayanth Narayanan, National Univ. of Singapore

THE ROLE OF EYE GAZE IN CROSS-RACE EMOTION IDENTIFICATION OF TRUE AND FALSE SMILES
Three experiments demonstrate that people have difficulty distinguishing between true and false smiles on outgroup faces. Eyetracking data show that attention to eyes predicts distinguishing true from false smiles, but people attend less to the eyes of outgroup members. A manipulation limiting attention to targets’ eyes eliminated this intergroup difference.

Justin Friesen, Univ. of Winnipeg

SEX AND WELL-BEING: DOES HAVING MORE FREQUENT SEX ACTUALLY MAKE YOU HAPPIER?
Is engaging in more frequent sex associated with greater happiness? Across three studies, we find a curvilinear association between sexual frequency and well-being where the benefits of sex level off at about once a week. Greater sexual frequency predicts greater happiness in relationships, but more is not always better.

Amy Muise, Univ. of Toronto Mississauga

FAILING TO CAPTURE THE MOMENT
Every day moments are fleeting. Pictures and social media allow us to capture our moments and share them with others. How does capturing our experiences change them? This study tests how photographing an experience and sharing photographs on Facebook changes one’s ability to remain present, enjoy, and remember an experience.

Diana Tamir, Princeton Univ.

WHEN DO WE OFFER MORE SUPPORT THAN WE SEEK? INSIGHTS FROM FRIENDSHIP DEVELOPMENT
This research examines how support behavior changes from potential to close friends, as well as from childhood to adulthood. Adults and eight-year-olds offered support more often than they requested it from potential—but not close—friends, whereas four-year-olds and six-year-olds did not distinguish between potential and close friends.

Lindsey Beck, Emerson College

EXISTENTIAL THREAT AND PREJUDICE TOWARD ATHEISTS
Working from terror management theory, two experiments tested the role of existential threat on anti-atheist prejudices. Experiment 1 found that a subtle reminder of death increased disparagement, social distancing, and distrust of atheists. Experiment 2 found that asking people to think about atheism increased the accessibility of implicit death thoughts.

Corey Cook, Univ. of Washington Tacoma

UNTying THE KNOT OF FEAR: MEANING REDUCES TRAUMA-RELATED COGNITION
Cognitive models of PTSD propose that meaning violation contributes to symptoms such as intrusive trauma-related thoughts. In three correlational and experimental studies, we show that meaning is inversely related with intrusive thoughts regarding: (i) a natural disaster, (ii) participants’ most traumatic experience, and (iii) a laboratory stressor (i.e., aversive film).

Brian Ostafin, Univ. of Groningen

EVALUATION OF LEADERS – DOES GENDER REALLY MATTER?
We examined the leaders’ self-evaluation and their evaluation by subordinates. We found that, overall, female leaders evaluated themselves better than male leaders and that subordinates evaluated female leaders better than male leaders at the beginning of the project. The latter gender differences disappeared over the course of the project.

Agnieszka Pietraszkiewicz, Univ. of Bern

IS SPENDING MONEY ON OTHERS GOOD FOR YOUR HEART?
We tested the hypothesis that spending money on others may lead to reductions in blood pressure among individuals with hypertension. We found support for this hypothesis in both a correlational study and a six-week experiment. These findings provide initial evidence that prosocial spending may be good for our hearts.

Elizabeth Dunn, Univ. of British Columbia

WHAT MATTERS TO YOU DOESN’T MATTER TO ME: CONTINGENCIES OF SELF-ESTEEM DEVELOPMENT DURING THE TRANSITION TO WORK
We studied the underlying processes of mean-level and rank-order changes in self-esteem during the transition from university to work. Daily-diary assessments of self-esteem, motives, and events were conducted for N=209 students in three annual waves. Students differed in their self-esteem trajectories, which could partly be explained by their changing contingencies.

Anne Reitz, Columbia Univ.

TWO PATHS TO MISINFORMATION: SYSTEM JUSTIFICATION AND MEDIA EXPOSURE EACH UNIQUELY PREDICT MISINFORMATION ABOUT CLIMATE CHANGE
Using content analyzed and fact-checked data from Republican focus groups, we found that individuals who made more system justifying statements made fewer factually accurate statements about climate science and were more skeptical of climate change. Exposure to conservative (but not liberal) news was also associated with more factually inaccurate statements.

Erin Hennes, Purdue Univ.
IT’S ABOUT TIME: EXPLORING THE JUNCTURE OF TIME AND INTRINSIC MOTIVATION (K1)

Room: 7B  
Chair: Kaitlin Woolley, University of Chicago  
Co-Chair: Ayelet Fishbach, University of Chicago

We present new research connecting time perception and intrinsic motivation, and explore important implications for goal pursuit and self-control. The first two talks focus on time perception and how future connectedness influences self-control. The last two talks connect research on time with intrinsic motivation, discussing implications for persistence.

ABSTRACTS
FOR THE FUN OF IT: HARNESING IMMEDIATE REWARDS TO INCREASE PERSISTENCE ON LONG-TERM GOALS
When selecting a workout to reach a health goal, will you persist longer if choosing based on the delayed outcomes received after exercising (e.g., gaining strength), or if focusing on the immediate rewards offered while working out (e.g., an enjoyable experience)? Compared with research on self-control and lay intuition, across six studies we find that focusing on immediate rewards when pursuing long-term goals can increase persistence on these goals compared with a delayed-rewards focus. Studies 1-2 find immediate rewards more strongly predict persistence on studying and exercise goals than delayed ones. Studies 3-5 suggest attending to immediate (vs. delayed) rewards when pursuing a healthy eating goal increases health food consumption. Study 6 finds factoring immediate (vs. delayed) rewards into activity choice increases persistence on an exercise goal. Overall, we demonstrate one way to facilitate persistence on long-term goals is to focus and select means based on immediate rewards.

Kaitlin Woolley1, Ayelet Fishbach1  
1Univ. of Chicago

ANTICIPATORY TIME PERCEPTION AND INTERTEMPORAL PREFERENCES
There has been a great deal of research on how people trade off costs and benefits that occur at different points in time. The current work looks at the psychological mechanisms affecting how individuals form preferences for outcomes in the near versus more distant future. Whereas much of the work on intertemporal choice attributes extreme discounting and present-biased preferences to the emotionality of immediate outcomes, our work shows that many of the classic findings in the literature can be explained by purely cognitive mechanisms having to do with how people perceive future time durations. More specifically, the current work focuses on the role of people’s perceptions of anticipatory time perception in intertemporal preferences, including hyperbolic discounting. This work demonstrates people do not perceive future time accurately and that this perception is susceptible to contextual influences, such as time-space interdependence, auditory tempo and sexually arousing images, which then influence intertemporal preferences.

Gal Zauberman1, Kyu Kim2  
1Yale Univ., 2USC Marshall School of Business

INTERPERSONAL PROCESSES IN THE EMERGENCE OF STATUS HIERARCHIES (K2)

Room: 3  
Chair: Jens Lange, Social Cognition Center Cologne  
Co-Chair: Jan Crusius, Social Cognition Center Cologne

Status hierarchies emerge through social consensus. Interpersonal processes are therefore at the heart of how status is created. Four presenters provide evidence for the importance of different perceptual mechanisms and situational as well as dispositional moderators determining how people attain status and cope with status threat.

ABSTRACTS
HIERARCHICAL RANK CONVEYED AND DETECTED THROUGH VOICE
The current research examines the relationship between hierarchy and vocal acoustic cues. Using Brunswik’s Lens Model as a framework, we explore a) how hierarchical rank impacts the objective acoustical properties of speakers’ voice and b) how these hierarchy-based acoustic cues affect
ILLUMINATING THE PARADOX OF NARCISSISM: HOW ENVY LINKS NARCISSISTS’ QUEST FOR STATUS AND ITS DIVERGING SOCIAL OUTCOMES

The social effects of narcissism are paradoxical; narcissists can be popular and unpopular even at zero acquaintance. In five studies (N = 1225), we disentangle how divergent envious inclinations mediate how narcissists respond to status threat. Specific facets of narcissism and forms of envy share the same underlying motivational dynamic. Specifically, hope for success relates to narcissistic admiration, predicting benign envy, which entails the motivation to improve performance upon confrontation with an upward comparison standard. This relation translates into the ascription of social potency by the self and others. In contrast, fear of failure relates to narcissistic rivalry, predicting malicious envy, which entails the motivation to harm the envied person’s position. This relation translates into the ascription of a proneness for social conflict by the self and others. Taken together, the findings show how different forms of envy contribute to narcissists’ status-driven behavior.

Jan Crusius1, Jens Lange1

THE SOCIAL-FUNCTIONAL RELATION OF ENVY AND PRIDE IN STATUS HIERARCHIES

Envy occurs after frustrating upward comparisons and either leads to self-improvement (in benign envy) or harming behavior (in malicious envy) with the ultimate goal to level behavior (in malicious envy) with the ultimate goal to level self-other-differences in status-relevant domains. Thus, envy should be a response to status displays of other people. As pride conveys status to observers, envy might be a social response to pride displays. Specifically, authentic pride (success attributed to effort) is likable and conveys status as prestige (respect) which should foster benign envy. In contrast, hubristic pride (success attributed to talent) is less likable and conveys status as dominance (intimidation) which should foster malicious envy. Six studies (N = 1513) provide evidence for these predictions. Envy was either recalled, elicited in situ or modulated through vignettes. Pride was manipulated in face-to-face interactions, with videos, pictures or verbally. These studies underline how status hierarchies are regulated through the coaction of social emotions.

Jens Lange1, Jan Crusius1

NEW DIRECTIONS IN INTERGROUP CONTACT: BEHAVIORAL AND NEUROSCIENTIFIC INVESTIGATIONS OF ATTENTION, CATEGORIZATION, EVALUATION AND LEARNING (K3)

Chair: Jasmin Cloutier, University of Chicago
Co-Chair: Joshua Correll, Univ. of Colorado Boulder

Four talks explore effects of intergroup contact. The first demonstrates how contact attenuates preferential attention to outgroups. The second examines how contact modulates categorization and bias towards mixed-race faces. The third finds greater face processing efficiency with greater childhood contact. The last explores how contact impacts threat conditioning.

ABSTRACTS

THE EFFECT OF CLOSE CONTACT ON IMPLICIT ATTENTION TO SOCIAL OUTGROUP FACES

This work examined how implicit attention to social outgroup faces is moderated by close contact with outgroup members. Studies 1 (n=71) and 2 (n=114) demonstrated that White participants’ implicit attention on a dot-probe task to Black and Asian faces relative to White faces was moderated by close contact with these outgroup members. Studies 3 and 4 extended this work to sexual orientation. Study 3 (n=174) demonstrated that heterosexual participants’ initial attention to faces of homosexual couples in a dot-probe task was predicted by their close contact with LGBT individuals. Study 4 (n=36) revealed that homosexual participants’ neural attention to the faces of heterosexual relative to homosexual couples, as measured by the P2 event-related potential, varied as a function of close contact with LGBT individuals. In combination, these findings suggest that individuals with more outgroup friends have smaller behavioral and neural attentional biases to racial and sexual outgroup faces.

Cheryl Dickter1

1College of William and Mary
A PERCEPTUAL PATHWAY TO BIAS: INTERRACIAL EXPOSURE REDUCES ABRUPT SHIFTS IN REAL-TIME RACE PERCEPTION THAT PREDICT MIXED-RACE BIAS

In three studies, we examined the influence of interracial exposure on the dynamic process underlying race perception and its evaluative consequences. Using a mouse-tracking paradigm in national samples, two studies found White individuals with less exposure exhibited abrupt, unstable White–Black category shifting during real-time perceptions of mixed-race faces, consistent with predictions from dynamic models of social categorization. This shifting effect predicted a trust bias against mixed-race individuals, and mediated the effect of one’s exposure on such bias. In a neuroimaging study, we implicated regions involved in face perception and representing social-conceptual knowledge in these exposure effects. Together, the findings demonstrate that interracial exposure shapes the dynamics through which racial categories activate and resolve in initial perceptions, which manifests at multiple cortical levels and drives evaluative biases against mixed-race individuals. Thus, lower-level perceptual aspects of encounters with racial ambiguity are shaped by exposure and serve a foundation for mixed-race prejudice.

Jonathan Freeman¹, Kristin Pauker², Diana Sanchez³, Ryan Stolier¹
¹New York Univ., ²Univ. of Hawaii, Manoa, ³Rutgers Univ., New Brunswick

THE IMPACT OF CHILDHOOD INTERRACIAL CONTACT ON FACE PERCEPTION

In two studies, we aimed to explore the impact of childhood interracial contact on race perception. Using a univariate analysis focusing amygdala involvement, study 1 found greater attenuation in neural response to familiar Black faces among White perceivers with higher levels of exposure to Black individuals. Using a multivariate network approach (i.e., a Partial Least Squares analysis), study 2 further examined how childhood contact with individuals from different races modulates the recruitment of distributed neural systems supporting person perception. Results revealed increased childhood interracial contact associated with decreased activity in a large network of brain areas supporting face perception, including regions part of a social cognition network. Activity in this network was not impacted either by the familiarity or race of the faces. These findings suggest greater general face processing efficiency among perceivers with greater exposure to faces of racial outgroup members and highlight the complementarity of brain network analyses.

Tianyi Li¹, Jasmin Cloutier¹, Joshua Correll²
¹Univ. of Chicago, ²Univ. of Boulder Colorado

INTERGROUP CONTACT SHAPES THE GENERALIZATION OF INTERGROUP EVALUATIONS

We asked whether fear acquired to a racial outgroup flexibly shifts once a different racial group becomes a conditioned threat, i.e., reversal. For half the subjects, the White (or Black) CS predicted an electrical shock to the wrist (US) first and the Black (or White) CS was safe. This CS-US association reversed midway through the experiment. Fear acquired to an ingroup shifted to an outgroup member (Group 1), but fear acquired to an outgroup resisted reversal (Group 2) as measured by SCRs and fMRI. In Group 2, reversal was impaired in the striatum, a region implicated in updating and learning from prediction error. Intergroup contact modulated the generalization of fear responses to novel Black males following fear acquisition. These results offer insight into social factors influencing the implicit expression of learned fear, and provide new evidence that aversive experiences with a member of a racial outgroup resists updating and change.

Jennifer Kubota¹, Joey Dunsmoor²
¹Univ. of Chicago, ²New York Univ.

THE EVOLUTION OF BONDING, COMPATIBILITY AND SATISFACTION IN LONG-TERM RELATIONSHIPS (K4)

Room: 6B
Chair: Andrea Meltzer, Florida State University
Co-Chair: Martie Haselton, University of California, Los Angeles

Existing evolutionary research explores attraction and other processes in early-stage relationships. Far less research uses evolutionary theorizing to examine the dynamics of established relationships. This symposium addresses this gap in studies involving hormone measures, genetic typing, and analysis of associations between choices of particular partner attributes and relationship outcomes.

ABSTRACTS

EVIDENCE FOR MHC-BASED GENETIC COMPATIBILITY IN LONG-TERM RELATIONSHIPS?

Based on animal models, sexual attraction within couples may be influenced by dissimilarity (i.e., “compatibility”) in major histocompatibility complex (MHC) genes. This preference is thought to exist to confer immune benefits on offspring. Some researchers have furthermore posited that hormonal contraceptives disrupt this preference in women. We typed three classical MHC markers in couples (Ns=168 and 274 couples). In Study 1, attraction findings were mixed. Only in the Asian and longitudinal subsamples (Ns=44 and 69 couples) did MHC dissimilarity predict partners’ sexual attraction to one another. Study 2 tested the prediction that women who used hormonal contraceptives at relationship initiation (vs. those who did not) would be less MHC-dissimilar to their partner. This was not found, with a trend in the reverse. In sum, findings are somewhat consistent with an effect of genetic “compatibility” on attraction within existing relationships, but inconsistent with the notion that the pill disrupts this preference.

Martie Haselton¹, Shimon Saphire-Bernstein¹, Christina Larson¹, Kelly Gildersleeve¹
¹Univ. of California, Los Angeles

DO PEOPLE HAVE A TYPE?: CONSISTENCY AND INCONSISTENCY IN ROMANTIC PARTNER CHOICE

Many theories in the biological and social sciences emphasize that romantic partner choices derive from stable features of individuals (e.g., their mate value) and their environments (e.g., social stratification). Three studies examined the extent to which partner choices derive from stable factors by assessing the degree of “clustering” on various mate selection-relevant attributes among participants’ actual romantic partners over time. The degree of clustering was moderate-to-large for
physical attractiveness (i.e., 30%); some participants had more attractive partners than others. Clustering for intelligence, educational aspirations and religiosity was also moderate-to-large (i.e., 25%), but only because of social stratification (e.g., religious people live near each other). There was little clustering on relationship quality measures (i.e., less than 10%), that is, there were no stable individual differences in the ability to elicit high relationship quality and sexual satisfaction ratings. Implications for the predictability vs. unpredictability of human mate selection will be discussed.

Paul Eastwick¹, K. Harden¹, Jennifer Shukusky¹, Taylor Morgan¹
¹The Univ. of Texas at Austin

OXYTOCIN AND VULNERABLE ROMANTIC RELATIONSHIPS: THE "IDENTIFY AND INVEST" HYPOTHESIS

Scholars conjecture that the hormone oxytocin (OT), which affects mammalian maternal behavior, was co-opted in humans to serve a role in romantic relationships, but in what way? Alternatively, competing models predict OT production in response to strong feelings of bonding, or a partner’s perceived disengagement. We propose and test a novel hypothesis framing OT as an allocator of psychological investment toward valued, vulnerable relationships. In a sample of 75 couples, we assessed facets of romantic relationships predicting OT changes across a thought-writing task regarding one’s partner. Participants’ OT change across the task corresponded positively with multiple dimensions of high relationship involvement. However, increases in participants’ OT also corresponded to their partners reporting lower relationship involvement. OT increases, then, reflected relationship discrepancies: strong bonding from one member and perceived disengagement from the other. We discuss the value of an evolutionary perspective in interpreting OT’s role across categories of close social relationships.

Nicholas Grebe¹, Melissa Thompson¹, Steven Gangestad¹
¹Univ. of New Mexico

MEN’S MASCULINITY AND WOMEN’S LONG-TERM RELATIONSHIP SATISFACTION: NORMALLY-CYCLING WIVES REPORT HIGHER SATISFACTION WITH MASCULINE HUSBANDS NEAR PEAK FERTILITY

Although ancestral women may have preferred highly masculine long-term partners, such partners may have been less likely to invest in long-term relationships. Consequently, women may have made trade-offs by choosing less masculine partners who were willing and able to invest in offspring. Nevertheless, women appear to place a premium on masculinity near ovulation. Thus, I examined whether this shift in desire for masculinity interacts with women’s partners’ masculinity to predict relationship satisfaction. Consistent with predictions, utilizing a sample of 69 newlywed couples, I demonstrate that husbands’ average ratings of masculinity moderated the association between daily conception risk and marital satisfaction among normally-cycling wives. Specifically, conception risk was positively associated with marital satisfaction among wives with more masculine husbands but unassociated among wives with less masculine husbands. These findings demonstrate that women’s short-term mating strategies and men’s qualities continue to impact women’s satisfaction with even their most long-term relationships: their marriages.

Andrea Meltzer¹
¹Florida State Univ.

THE NEUROBIOLOGY AND PSYCHOLOGY OF SOCIAL JUSTICE (K5)

Room: 9
Chair: H. Hannah Nam, New York University
Co-Chair: Jay Van Bavel, New York University

We bring together work on human and non-human animal models examining the relationship between biology and social justice concerns. Spanning animal models, brain imaging, genetic approaches and neurochemical methods, this symposium sheds light on the neurobiological and evolutionary bases of the psychology of inequity, system justification, redistribution and poverty.

ABSTRACTS

GENES, COGNITIVE ABILITY AND REDISTRIBUTIVE PREFERENCES

Several studies have demonstrated a negative relationship between preferences for redistributive policies and cognitive ability. Recent work has established a genetic relationship between attitudes towards redistribution and cognitive ability. This study further explores this genetic relationship. First, we demonstrate a strong genetic correlation between redistributive preferences and cognitive ability and educational attainment respectively using a recently developed technique that utilizes a comprehensively genotyped sample of unrelated individuals. We then test whether common genetic variants successfully identified by two recently published large N genome-wide association studies of cognitive ability and educational attainment are also significantly associated with redistributive preferences.

James Fowler¹, Sven Oskarsson², Christopher Dawes³
¹Univ. of Calinifornia, San Diego, ²Uppsala Univ., ³New York Univ.

THE NEUROANATOMICAL CORRELATES OF SYSTEM JUSTIFICATION

Although humans typically live in social systems that are marked by inequality, they often resist social change and strive to maintain the prevailing system due to a system justification motivation to defend existing social, political and economic arrangements. Building on previous research relating amygdala structure to hierarchy knowledge in humans and to social status in macaques, we tested the hypothesis that greater system justification would be related to differences in amygdala structure. In two independent samples of U.S. participants, we observed that higher system justification was associated with larger grey matter volume of the bilateral amygdalae. Our results extend previous findings that sociopolitical beliefs are related to neuroanatomy, suggesting that a psychological motivation to defend existing social systems as just and legitimate is reflected in brain structure.

H. Hannah Nam¹, John Jost¹, Lisa Kaggen², Daniel Campbell-Meiklejohn³, Jay Van Bavel¹
¹New York Univ., ²Stanford Univ., ³Aarhus Univ.
How Social Context Influences Responses to Inequity in Non-Human Primates

Individuals have an abundance of information available when making decisions. My lab draws on the methods of experimental economics to examine how information about partners' outcomes influences decision-making in non-human primates, just as it does in humans. Earlier work in dyadic contexts showed that some primates were sensitive to inequitable outcomes, but hinted that context could influence how they responded. Here I discuss recent work to explore how social context influences responses. Animals were tested 1) with every subject in their group with whom they were willing to separate (chimpanzees) and 2) in the whole-group setting (chimpanzees and capuchin monkeys). Results indicate that relationships within the group do influence decision-making, but in chimpanzees, personality is also critical. Such direct comparisons allow us to understand the evolutionary roots of human decision-making so that we can better understand why humans make the decisions that they do.

Sarah Brosnan¹
¹Georgia State Univ.

Psychology and Behavioral Economics of Poverty

I will present two studies that show that different types of poverty alleviation improve psychological well-being and reduce cortisol levels, and one study that asks whether simple psychological interventions can achieve the same goal. In the first study (with Jeremy Shapiro), we randomly assigned 1500 families in Kenya to receive either two years of income in cash, or no gift. We find large increases in psychological well-being, and (in some treatment arms) reductions in cortisol levels. In the second study (with Matthieu Chemin and Chaning Jang), we randomly assigned 900 families in Kenya to receive free health insurance, the cash equivalent or no intervention. We find large decreases in self-reported stress and cortisol levels in the insurance group. In a third study (with Chaning Jang & Victoria Baranov), we administered a positive psychological intervention or a placebo intervention to 168 individuals in Kenya. We find no effects on psychological well-being. Individuals have an abundance of information available when making decisions. My lab draws on the methods of experimental economics to examine how information about partners' outcomes influences decision-making in non-human primates, just as it does in humans. Earlier work in dyadic contexts showed that some primates were sensitive to inequitable outcomes, but hinted that context could influence how they responded. Here I discuss recent work to explore how social context influences responses. Animals were tested 1) with every subject in their group with whom they were willing to separate (chimpanzees) and 2) in the whole-group setting (chimpanzees and capuchin monkeys). Results indicate that relationships within the group do influence decision-making, but in chimpanzees, personality is also critical. Such direct comparisons allow us to understand the evolutionary roots of human decision-making so that we can better understand why humans make the decisions that they do.

Sarah Brosnan¹
¹Georgia State Univ.

Emotions and Appraisals in Social Decision-Making (K6)

Room: 6A
Chair: Danielle Shore, University of Oxford, UK
Co-Chair: Gale Lucas, University of Southern California

Successfully coordinating behavior between individuals requires accurate evaluations of social partners. Emotional expressions exchanged between partners are fundamental in shaping such behavior. However, the mechanisms through which emotional expressions influence behavior are not fully understood. We present research examining mechanisms whereby emotional expressions impact social appraisals, decision-making and interpersonal coordination.

Abstracts

Public Punishments and Social Rewards: Promoting Cooperation in Competitive Games

In economic games, the “rational” strategy is to assume that your competitors will contribute nothing, and follow a similar strategy yourself. Indeed, although people typically begin with reasonably generous contributions, in repeated/iterated games, contributions decline over time. Although offering rewards and punishments may help to keep investment high, research using such inducements shows mixed results. We hypothesize that behavioral synchrony (equity of contributions) keeps contributions high and generates positive appraisals of group members. Here, we compare three types of punishments and rewards in social and anonymous versions of a public goods game to examine the development of behavioral synchrony across participants. We show that groups with high levels of behavioral synchrony have the highest contributions, share the most positive affect during interactions and report more sympathy with their opponents. Public punishments and monetary rewards appear to facilitate this process in face-to-face games but monetary punishments do so in anonymous games.

Erin Heerey¹, Philippa Beston²
¹Univ. of Western Ontario, ²Bangor Univ.

Interpersonal Effects of Regulated and Unregulated Guilt Experiences in Trust Games

In economic games, the social partner’s emotions communicate important information about their motives and intentions, which shape social appraisals and inform interpersonal behavior. However, perceptions of social partners’ regulation may moderate responses to their emotion expressions. Over three studies, we investigated the impact of guilt expressions and perceived regulation on interpersonal behavior and appraisals using iterated trust games. In trust games, players can optimize outcomes by reciprocating trust. We hypothesized that guilt expressions would facilitate interpersonal trust when displayed following a trust violation, but only if they were perceived as unregulated. Results showed that guilt displays mitigated the effect of trust violations on interpersonal trust. We hypothesized that guilt expressions would facilitate this process in face-to-face games but monetary punishments do so in anonymous games.

Danielle Shore¹, Brian Parkinson¹
¹Univ. of Oxford

Affective Social Learning: Relying on Others to Show How We Should Feel

We continuously scan our environment to detect what is relevant for our goals and values. One important factor in our decision-making is other people’s expressions. Through their affective testimony, other people may help us determine whether something important is happening, or whether a given object possesses a positive or negative value. Social referencing and social appraisal are terms that have been used to describe this process of using others’ emotions. We place these concepts within a new framework of affective social learning that could help to discriminate ways in which we rely
on others’ emotions to determine how we should feel about something. We provide developmental experimental evidence highlighting how the same third-party facial expressions may motivate different action tendencies. For example, in a simple preference paradigm, 12-month olds prefer taking an object previously looked at with interest, while 15-month olds prefer taking an object previously looked at with disinterest.

Daniel Dukes¹, Fabrice Clément¹
¹Univ. of Neuchâtel

**USING AFFECTIVE COMPUTING TO STUDY EMOTIONAL SIGNALING IN ECONOMIC GAMES**

Emotion expressions are windows into other people’s minds, and play an important role in shaping outcomes in negotiations and other social-decision-making tasks. Affective computing is an emerging field of research that uses computational techniques to sense, model and shape human emotion. I will present several studies illustrating the potential of automatic methods to give insight into the social function of emotional expressions in face-to-face economic games. I will discuss two classes of affective computing methods: affective sensing techniques allow real-time detection and analysis of facial expressions of individuals or interdependent groups; and affective synthesis techniques allow real-time generation and/or transformation of facial expressions (for example, allowing a partner to interact with a partner exhibiting specific expressions). These techniques can be combined to examine contingent phenomena (e.g., mimicry and counter-mimicry). These studies lend support for social appraisal theory (Manstead and Fischer), as mechanism to explain the influence of expressions in interdepend decision-making.

Jonathan Gratch¹
¹Univ. of Southern California

**STIGMA AND ETHNIC-RACIAL HEALTH DISPARITIES: NEW DIRECTIONS IN UNDERSTANDING SOCIAL COGNITIVE MECHANISMS (K7)**

**Room:** 6E

**Chair:** Luis Rivera, Rutgers University

**Co-Chair:** Irene Blair, University of Colorado Boulder

Ethnic-racial diversity in the U.S. is a source of national pride, but this cultural sentiment is overshadowed by the reality of health disparities. This symposium highlights research programs that elucidate the social cognitive processes underlying physical and mental health disparities, and the interventions that target these mechanisms.

**ABSTRACTS**

**ETHNIC-RACIAL STIGMA CAN SHAPE PHYSICAL HEALTH: THE ROLE OF SELF-STEREOTYPING IN FOOD PREFERENCES AND OBESITY**

Hispanics and African-Americans suffer disproportionately from overweight/obesity, a risk factor for morbidity and short life expectancy. This research tests a social cognitive model of physical health that contends that self-stereotyping depletes psychological resources that help prevent obesity. In support of the model, Study 1 (N = 100), a cross-sectional study, demonstrates that Hispanics (but not Whites) who highly self-stereotype were more likely to be overweight or obese than those who self-stereotype less, and self-esteem explained this relation. In Study 2 with Hispanics and African-Americans (N = 69), self-stereotyping was experimentally manipulated in a task that activated the association between the self and stereotypes, after which participants expressed preferences for healthy and unhealthy foods. The self-stereotyping condition led participants to strongly prefer unhealthy foods and weakly prefer healthy foods (relative to the control condition). The implications of this research for understanding health disparities and for informing public policy will be discussed.

Luis M. Rivera¹
¹Rutgers Univ.

**SOCIAL COGNITIVE PROCESSES INFLUENCED BY RACISM AND THEIR ROLE IN DEPRESSION**

Racism has been consistently linked to depression. This relationship may be a function of the effects of racism on the social-cognitive processes that drive depression, including cognitive vulnerabilities, interpersonal stress and their interactive effects on negative mood. We propose a model suggesting that both cultural communications of negative stereotypes and interpersonal racism foster negative schemas about the self, others and the world, and in turn generate interpersonal stress and contribute to depressive symptoms. We present two studies providing support for this model. In Study 1, we use structural equation models to examine the relationships of negative schemas, appraisals and rumination to depressive symptoms in a sample of 247 participants (72% women, 56% Black, 33% Latino(a). In Study 2, we examine implicit and explicit racial/ethnic identity schemas and their relationship to daily interpersonal interactions and mood in a sample of 42 participants (79% women; 74% Black).

Elizabeth Brondolo¹
¹St. John’s Univ.

**RACIAL DISCRIMINATION AND HIV-RISK COGNITIONS: MEDIATING AND MODERATING MECHANISMS**

Experiences of racial discrimination (RD) are an important factor contributing to health disparities in HIV-risk (substance use and risky sex) behaviors (Stock et al., 2013; Stock et al., in press) among young African-Americans. The present research examined mechanisms to help explain, and potentially reduce, these disparities. We conducted two experiments in which young African-Americans (ages 18-25, total N = 522) were either excluded or included by White peers during a game of Cyberball. Exclusion was attributed to RD and resulted in greater willingness to use substances and engage in unprotected and casual sex. In Study 1, previous history of RD moderated several of these relations. Participants in Study 2 engaged in a racial-affirmation, self-affirmation or neutral writing task. Racial-affirmation buffered the relation between RD and substance use cognitions; self-affirmation buffered the association with risky sex cognitions. Potential mediators, including reduced self-control and negative affect, were also examined.

Michelle Stock¹, Frederick Gibbons²
¹The George Washington Univ., ²Univ. of Connecticut
TESTING A BRIEF, ACTIVE LEARNING WORKSHOP FOR REDUCING IMPLICIT BIAS AMONG MEDICAL STUDENTS

Previous research indicates that implicit bias among medical professionals can contribute to the disparate treatment of minority patients. The present research tested whether teaching majority (White) and minority group medical students about the psychology of implicit bias can reduce their implicit stereotyping of Hispanic patients. Prior to the workshop, 97 first-year medical students completed an IAT designed to measure implicit stereotyping of Hispanic patients as noncompliant. Over the next three days, they attended a 50-minute lecture and completed 90 minutes of team learning exercises for practicing bias reduction strategies in the clinic. All then completed the same IAT 3-7 days later. The results showed that whereas minority medical students did not exhibit significant implicit stereotyping before or after the workshop, students from the majority group exhibited significantly lower implicit stereotyping after exposure to the workshop. The implications for reducing the role of implicit bias in health disparities will be discussed. 

Jeff Stone1, Gordon Moskwowitz2, Colin Zestcott1
1Univ. of Arizona, 2Lehigh Univ.

CAN WE HAVE IT ALL?: THE SECRET TO HEALTH, HAPPINESS AND SUCCESS OVER THE LIFESPAN (K8)

Room: 8
Chair: Rodica Damian, University of Houston

Is there one key predictor of happiness, health and success? Or is there differential predictive validity across outcomes? Four longitudinal investigations of representative samples drawn from three continents (N=30,125) showed that the relative importance of predictors changes across outcomes. Thus, the key to a good life is a diversified portfolio.

ABSTRACTS
THE IMPORTANCE OF PARTNER PERSONALITY: ASSOCIATIONS WITH WEALTH, HEALTH AND WELL-BEING

Your choice of a romantic partner influences many factors in your life, such as where you live and how you spend your free time. While it is well documented that partner personality influences relationship functioning, less is known about how partner personality influences outcomes outside the relationship dyad. Using data from three nationally representative studies (N = 8,748, N = 5,118, N = 6,654), this talk describes how the personality of one’s romantic partner influences their spouse’s wealth, health and well-being. In the workplace, people who had conscientiousness partners achieved greater occupational success in terms of future job satisfaction, income and likelihood of a promotion. For health, partner conscientiousness predicted both health behaviors and objective health outcomes. Pathways from partner personality to their spouses’ outcomes are discussed. Finally, those who were balancing both children and a demanding job experienced greater wellbeing when their spouse was open to experience.

Josh Jackson1, Brittany Solomon2, Sara Weston1, Lisa Lehmann1
1Washington Univ. in St. Louis, 2Univ. of Notre Dame

TELL ME WHAT INTERESTS YOU, SO I CAN TELL YOU HOW HEALTHY, HAPPY AND SUCCESSFUL YOU WILL BE 50 YEARS LATER

Vocational interests are trait-like components of motivation that according to personality theory are essential predictors of life outcomes across domains, and yet their prospective role has rarely been tested. To measure the incremental validity of vocational interests and their prospective role on health, happiness and success, we used a U.S. representative sample (N = 1,650) and a longitudinal design. At Time 1 (age 15) we measured social background, intelligence, personality traits and vocational interests. At Time 2 (age 65) we measured health, happiness and success. Multiple regressions showed that vocational interests were powerful independent predictors across all three outcome categories, and that they were comparable in size to the other predictors, though the relative variance accounted for changed across outcomes. Athletic interests predicted health, people interests predicted happiness and science interests predicted success. We also showed differential predictive validity, as interests predicted success better than they predicted health or happiness.

Rodica Damian1, Brent Roberts2
1Univ. of Houston, 2Univ. of Illinois at Urbana-Champaign

WHAT DO PERSONALITY TRAITS PREDICT BEST?: A LONGITUDINAL STUDY OF THE LINK BETWEEN PERSONALITY TRAITS AND KEY LIFE OUTCOMES

Personality traits are an important resource for real-life outcomes such as job success, health and life satisfaction. However, few studies have investigated the effects of personality traits on different real-life outcomes in a single sample. We used a longitudinal sample that was followed over 10 years (N = 1,691) to investigate the transition from school to work. At Time 1 (M-age = 19.51), we assessed personality traits, school achievement, intelligence and parental socio-economic status. At Time 2 (M-age = 29.22), we assessed occupational success, life satisfaction and health. We found that personality traits predicted the different sets of outcomes differently when controlling for achievement, intelligence and parental socio-economic status. Specifically, the effects of personality traits on occupational success were stronger than the effects on the other outcomes, suggesting that personality traits are an important resource for real-life outcomes but show differential validity depending on the outcome.

Marion Spengler1, Brent Roberts2, Benjamin Nagengast1, Ulrich Trautwein1
1Univ. of Tuebingen, 2Univ. of Illinois at Urbana-Champaign

PURPOSEFUL ADULTS: HEALTHY, WEALTHY AND WISE?

Having a purpose in life correlates positively with markers of personal development and achievement, though it remains uncertain whether these effects hold across life domains, and whether they are prospective in nature. The current talk focuses on how levels of felt purpose in life longitudinally predict adult outcomes in the domains of health, wealth and cognitive functioning, using data from the MIDUS study (n’s = 2900 to 6064, depending on outcome examined). Multiple regressions demonstrate that higher levels of purpose predict decreased mortality risk, better cognitive functioning, as well as greater net worth, a decade or more after measurement. For each outcome, we examined whether the benefits were
of similar magnitude across the adult years. Moderation tests suggested little to no differences by age in the longitudinal analyses, suggesting that the prospective benefits of purpose were relatively constant from younger to older adulthood.

Patrick Hill¹, Nicholas Turiano², Nathan Lewis¹
¹Carleton Univ., ²West Virginia Univ.

Failing to Fit In: New Approaches to Students’ Lack of Belonging in College

Room: 6D
Chair: Jessica Keating, Univ. of Colorado Boulder
Co-Chair: Leaf Van Boven, Univ. of Colorado, Boulder

Students struggle to feel they belong in college for diverse reasons, and solutions may be equally varied. Four presentations describe new directions in belonging research and test interventions to improve students’ outcomes. Together, these presentations examine why some students fail to fit in and how we can help them succeed.

ABSTRACTS

GREAT EXPECTATIONS: WHEN ACCURACY IN FORECASTED BELONGING PREDICTS FIRST-YEAR COLLEGE SUCCESS

First-year students’ perceptions of belonging predict success in college. However, the relationship between pre-matriculation expectations of belonging and students’ actual belonging once in college has received little attention. A longitudinal study of 3,139 first-year students at a large state university found that expectations about belonging in combination with success in meeting those expectations predicted completion of the first year and self-reported intention to leave college prior to graduating. Specifically, students who anticipated below-average belonging and met or exceeded their expectations self-reported similar likelihood of graduation as students with higher belonging expectations at pre-matriculation. However, students who anticipated low belonging and failed to improve on those expectations reported lower likelihood of retention. Mid-semester belonging was most predictive of intentions to remain at the university among students who had not surpassed their pre-matriculation expectations. The study suggests that accurate forecasting may inoculate against belonging challenges.

Jessica Keating¹, Leaf Van Boven¹, Tiffany Ito¹
¹Univ. of Colorado Boulder

THE INTERACTION BETWEEN SCHOOL RANK AND CULTURAL MATCH ON UNDERREPRESENTED STUDENTS’ ACADEMIC OUTCOMES

Recent intervention research suggests that working-class and low-income students encounter cultural obstacles in higher education that undermine their belonging and performance, but that creating a cultural match between higher education’s independent culture and these students’ interdependent cultural norms can improve their belonging and academic outcomes. The current study examines whether these benefits extend to students at diverse institutions (i.e., ranked and non-ranked colleges). Specifically, working-class and low-income students (N=146) attending a broad range of institutions read stories about how to be successful in college that were either framed independently (e.g., pave your path) or interdependently (e.g., connect with others). Consistent with previous research, students at ranked institutions in the interdependent condition (cultural match) had more positive belonging and academic outcomes (e.g., increased help-seeking behaviors) than those in the independent condition (cultural mismatch). However, suggesting the importance of the institutional culture, the opposite pattern emerged among students at non-ranked colleges.

Andrea Dittman¹, Nicole Stephens¹, Sarah Townsend², Jessica Nelson¹
¹Kellogg School of Management, ²Univ. of Southern California

IMPROVING ACADEMIC FIT FOR FIRST-GENERATION STUDENTS

Previous research has demonstrated that the social class achievement gap in college may be due, in part, to a lack of perceived academic fit by students from lower social class backgrounds (e.g., first-generation students). In a randomized control trial testing the effectiveness of a values affirmation intervention with 798 introductory biology students (154 of whom were first-generation), we found that when first-generation students wrote about important personal values, they were less worried about their academic fit at the end of the course. Conversely, when first-generation students did not have the opportunity to reflect on personal values, their uncertainty about their academic fit increased over time. Mediation analyses revealed that this effect was driven by first-generation students reflecting on their personal independence when they were instructed to write about their personal values. Writing about their personal independence both improved first-generation students’ sense of academic fit and positively predicted course performance.

Judith Harackiewicz¹, Yoi Tibbetts¹, Elizabeth Canning¹
¹Univ. of Wisconsin - Madison

SENDING A CLEAR MESSAGE ABOUT WHETHER YOU BELONG: A PSYCHOLOGICAL INTERVENTION TO LESSEN THE STIGMA OF BEING PLACED ON ACADEMIC PROBATION

College students not meeting minimum academic requirements are placed on academic probation. Though probation is intended to help students, many continue to struggle. Standard explanations for these difficulties implicate insufficient motivation, skills or resources. We suggest an additional explanation: probation threatens students’ belonging, feels stigmatizing and leads to counterproductive strategies and disengagement. Study 1 surveyed students previously on probation. Consistent with a stigma-based account, students described feeling ashamed, embarrassed and isolated when they received probation. Insights from the survey were used to revise the probation notification letter to frame probation as a process rather than a label, to normalize probationary status and to highlight trajectories from probation back to good academic standing. In Study 2, students newly on probation received either the revised notification letter or an unrevised letter. Students receiving the revised letter displayed less stigma and more productive academic behaviors.

Shannon Brady¹, Eric Gomez², Omid Fotuhi¹, Geoffrey Cohen¹, Gregory Walton¹
¹Stanford Univ., ²Univ. of Washington
**THE WAX AND WANE OF NARCISSISM: GRANDIOSE NARCISSISM AS A PROCESS OR STATE**

Although grandiose narcissism has predominantly been studied in structural terms, we found it also has a meaningful process component. Across two daily diary studies, we observed significant within-person variability in daily narcissism. This variability, moreover, was systematically related to experiences of positive agentic and communal outcomes, felt stress, and well-being.

*Miranda Giacomin, Wilfrid Laurier Univ.*

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**DISCREPANCIES BETWEEN IMPLICIT AND EXPLICIT EVALUATIONS PREDICT CHANGE OVER TIME IN NEWLYWEDS’ RELATIONSHIP SATISFACTION**

A sample of 175 newlywed couples completed measures of implicit and explicit relationship evaluations, then reported their relationship satisfaction every 6 months over the following 1.5 years. Discrepancies between implicit and explicit partner evaluations predicted relatively steeper declines over time in wives’ relationship satisfaction.

*Michael J. Maniaci, Florida Atlantic Univ.*

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**SOCIAL WORKING MEMORY**

Traditionally, it has been assumed that the information processing demands afforded by everyday social life rely on generic working memory resources. Contrary to this assumption, data presented in this talk suggests that ’social working memory,’ or the momentary maintenance and manipulation of social cognitive information relies on unique neural systems.

*Meghan Meyer, Princeton Univ.*

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**LIVING UP TO ONE’S FACE: FACED-BASED ACCURACY OF TRUSTWORTHINESS JUDGMENTS STEMS FROM PEOPLE’S AWARENESS OF THEIR OWN APPARENT FACIAL TRUSTWORTHINESS**

We provide a mechanism for the accuracy of face-based trustworthy judgments. The more trustworthy participants’ faces were rated, the more participants expected they would be trusted (participants’ knew their own apparent facial-trustworthiness), and the more participants expected to be trusted, the more they intended to be, and actually acted, trustworthy.

*Micahel Slepian, Columbia Univ.*

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**SELF-EXPANSION AND KNOWLEDGE SHARING MOTIVATION: TWO DRIVING FORCES IN POSITIVE CROSS-GROUP ENGAGEMENT**

Cross-group interactions can be challenging, but outgroups may also be appealing as a source of self-expansion. Four studies show that a stronger self-expansion motivation leads to more positive self-relevant and intergroup outcomes and that these effects are moderated by self-efficacy and mediated by a more specific motivation for knowledge sharing.

*Odilia Dys-Steenbergen, Simon Fraser Univ.*

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**EXPERIENCES OF A NATION: ANALYZING THE PSYCHOLOGY OF DAY-TO-DAY LIFE USING FACEBOOK AND TWITTER**

How does a typical day unfold? The experiences of 1,500,000 social media users are analyzed, using over 20 million Tweets and nearly 20 million Facebook statuses. We explore daily and weekly experiential trends of working, socialization, mating, positivity and negativity. Further, homosexuals experience higher average Negativity and Adversity.

*David Serfass, Florida Atlantic Univ.*

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**WORDS TO LIVE BY: THE SCIENCE OF REQUESTING AND GIVING ADVICE**

Asking for and providing advice are behaviors that occur in virtually all scenarios and comprise basic social processes. Advice solicitations and responses from 49,829 people were used to explore how people successfully solicit advice, features present in quality advice, and the psychological features of advice givers.

*Ryan L. Boyd, Univ. of Texas at Austin*
Multilevel analyses on 30,255 Chinese respondents showed that hope explained the positive inequality-happiness link in rural China. These results supported a dual-process model of income inequality in which inequality may lead to higher life satisfaction in developing societies through hope and lower life satisfaction in developed societies through social comparison.

Felix Cheung, Michigan State Univ.

**FEMALE PEER MENTORS AS SOCIAL VACCINES: THE INFLUENCE OF PEER MENTORS ON WOMEN’S SELF-CONCEPT, PERSISTENCE, AND CAREER ASPIRATIONS IN ENGINEERING**

Do same-gender peer mentors help buffer female engineering students against the threatening effects of stereotypes? Women assigned to female mentors (vs. male mentors or no mentors) reported greater belonging, confidence, achievement, and career aspirations in engineering over time. We discuss theoretically predicted moderators of this mentoring intervention.

Tara Dennehy, Univ. of Massachusetts Amherst

**DISEASE PREVALENCE PREDICTS INCREASED IMPLICIT AND EXPLICIT PREJUDICE TOWARDS MINORITIES**

Using Project Implicit’s IAT database, we show through multilevel analysis that residents in U.S. States with increased exposure to infectious diseases predict heightened prejudice towards the Elderly, Disabled, Homosexuals, Females, Natives, Blacks and Asians. Disease priming experiments with the Black-White IAT are used to confirm this causal relationship.

Brian O’Shea, Univ. of Warwick

**IDEOLOGICAL FIT ENHANCES INTERPERSONAL ORIENTATIONS**

In two studies, we examined the psychological effects of living in an environment among politically dissimilar others. Lack of political fit was associated with higher attachment avoidance and empathic concern. Results are discussed in the context of possible explanations for how social environments modulate interpersonal behavior.

William J. Chopik, Michigan State Univ.

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**SATURDAY SESSION L**

**PROFESSIONAL DEVELOPMENT**

**THE SCIENCE OF SOLUTIONS: HOW TO SAVE THE WORLD WITH YOUR RESEARCH**

**Room:** 1B  
**Chair:** Sarah Lyons-Padilla, Stanford University

Congratulations on unlocking the mysteries of the human mind! Now what? In this panel and workshop session sponsored by Stanford SPARQ, attendees will learn not only how to get more psychological science into the real world, but also how to get more real world into psychological science.

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**PROFESSIONAL DEVELOPMENT**

**CONDUCTING MEANINGFUL UNDERGRADUATE RESEARCH: PITFALLS AND SOLUTIONS**

**Room:** 6D  
**Chair:** Bettina Spencer, Saint Mary’s College, Notre Dame

We will facilitate a discussion on the challenges and solutions for conducting undergraduate research. Topics include integrating student and faculty interests, pacing research, maintaining a lab, and the variety of overall research experiences in which undergraduate students can participate. The panel consists of faculty and students from various institution types.

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**PROFESSIONAL DEVELOPMENT**

**SHOW ME THE MONEY AND HOW TO GET IT: FUNDING AGENCIES AND GRANTEES OFFER INSIGHTS INTO HOW TO FUND YOUR WORK**

**Room:** 6B  
**Chair:** C. Nathan DeWall, University of Kentucky

Social and personality psychologists flood the world with new knowledge. But creating knowledge costs money. Where does that money come from—and how can you get some of it? Attend this session and you’ll hear how from leaders and grantees at organizations that fund the most social and personality psychology.

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**POSTERS**

Saturday lunch sessions run concurrently with Poster Session L. Posters on the following topics will be featured:

- Applied Social Psychology
- Close Relationships
- Emotion
- Morality
- Motivation/Goals
- Organizational Behavior
- Prosocial Behavior
- Self/Identity
- Self-Regulation
- Stereotyping/Prejudice
INVITED SESSION
BIG QUESTIONS IN EVOLUTIONARY SCIENCE AND WHAT THEY MEAN FOR SOCIAL-PERSONALITY PSYCHOLOGY
(M9)
Room: 6B
Chair: Jessica Tracy, Univ. of British Columbia
Co-Chair: Michael Inzlicht, University of Toronto
In recent years, a number of evolutionary scientists have sought to incorporate cultural evolutionary processes into models of genetic evolution. Here, major proponents of genetic, cultural, and gene-culture co-evolutionary approaches will explain the central ideas behind these varied models, and will discuss implications of these contrasting views for social-personality psychology.

Speakers: Joseph Henrich, Leda Cosmides, Jonathan Haidt
FULL ABSTRACTS ON PAGE 21

PROFESSIONAL DEVELOPMENT
TAKING RESEARCH OUTSIDE THE IVORY TOWER: OUTREACH ADVICE FROM INFLUENTIAL THINKERS IN PSYCHOLOGY, POLICY, AND THE MEDIA
Room: 6D
Chair: Kathleen Vohs, University of Minnesota
It can be puzzling, irksome, and demotivating to realize that little of the field’s best work gets known to those outside our field. Four big thinkers – Nick Epley, Dan Gilbert, Todd Rogers, and Jamil Zaki – share advice for scholars wishing to make bigger, broader, different kinds of difference.

PERSON PERCEPTION IN THE LAB AND THE COURTROOM (M1)
Room: 4
Chair: John Wilson, University of Toronto
Co-Chair: Nicholas Rule, University of Toronto
Biases in person perception can have striking consequences for legal decision-making. This symposium presents work illustrating perceptual and cognitive biases that promote disparities in both hypothetical (in the lab) and actual (in the courts) punishment, and we discuss the importance and potential pitfalls of applying such research to legal policies.

ABSTRACTS
A CRITICAL EXAMINATION OF RACE BIAS IN EXPERIMENTAL FIRST PERSON SHOOTER TASKS: A PLEA FOR CAUTION
Participants show race bias in laboratory “shooter” tasks. This talk concerns the appropriateness of using these results to understand an actual officer’s decision to use deadly force. This critique centers around the following representation of experimental investigations. We remove decision makers from their natural environment (where they are tracking probabilistic relationships among variables), and place them into a “nonrepresentative,” “ecologically invalid,” and “externally invalid” environment. When the decision environment is restructured in this way, cognitive processes that were adaptively developed now produce errors. We then say that decision makers are biased and in need of training to eliminate this bias, with the belief that accuracy at the experimental task will transfer to the real world.
Joseph Cesario
1Michigan State Univ.

FACIAL TRUSTWORTHINESS PREDICTS REAL-WORLD CAPITAL PUNISHMENT DECISIONS
Untrustworthy faces incur negative judgments across numerous domains. Existing work in this area has focused on situations in which the target’s trustworthiness is relevant to the judgment (e.g., criminal verdicts and economic games). Yet here we found that people also overgeneralize trustworthiness in contexts when trustworthiness should not be relevant, and even for the most extreme decisions: condemning someone to death. We found that perceptions of untrustworthiness predicted death (vs. life) sentences for convicted murderers in Florida (N = 742) and that the link between trustworthiness and capital punishment occurred even for innocent people who had been exonerated after originally being sentenced to death. These results highlight the power of facial appearance to prejudice perceivers and impact life outcomes even to the point of execution, suggesting an alarming bias in the criminal justice system.
John Paul Wilson1, Nicholas Rule1
1Univ. of Toronto

FIRST IMPRESSIONS: IMPLICIT RACIAL BIAS INFLUENCES OUTGROUP TRUST IN THE EARLY STAGES OF PERCEPTION
Although people trust other-race individuals less than ingroup members, little work has explored the processes underlying this disparity. Here, we examined how implicit racial bias leads individuals to trust racial outgroup members less. We found that facilitating the individuation (vs. categorization) of targets reduced overall race-based trust disparities when response times were unconstrained. However, increasing cognitive load to disrupt controlled processing and limiting processing time to interfere with perception both exacerbated the racial trust disparity overall. Moreover, limiting the time participants had to individuate targets severed the link between implicit bias and race-based disparities in trust such that all participants were less likely to trust outgroup members to a similar extent. Thus, implicit bias drives racial trust disparities during the initial stages of perceptual processing to influence whether and how people individuate and trust people of other races.
Brittany Cassidy1, Anne Krendl1
1Indiana Univ.

JUSTICE IS NOT BLIND: VISUAL ATTENTION EXAGGERATES EFFECTS OF GROUP IDENTIFICATION ON LEGAL PUNISHMENT
Why do some people demand harsher legal punishments than others after reviewing the same evidence? Inconsistent patterns of punishment decisions may be reconciled by considering the simultaneous effects of social group identification and visual attention. To that end, we tested the attention unites and attention divides hypotheses. We measured social identification with police (Studies 1a, 1b) and manipulated identification with a novel outgroup
(Study 2). Participants watched videos depicting physical altercations in which the targets' culpability was ambiguous. We surreptitiously used eye-tracking technology to monitor and confirm the manipulation of visual attention to outgroup targets. Supporting the attention divides hypothesis, participants' prior identification with outgroup targets influenced punishment decisions when they fixated on them frequently. Critically, this relationship did not emerge among participants who fixated on targets infrequently. Participants' subjective interpretations of targets' actions mediated the relationship between their identification with them and the degree of punishment that they assigned.

Emily Balcetis1, Yael Granot1, Kristin Schneider1, Tom Tyler2
1New York Univ., 2Yale Law School

EXTREME EMOTION: EXPLORING THE UPPER LIMITS OF HUMAN POSITIVITY AND PROSOCIALITY (M2)
Room: 6E
Chair: Paul Piff, University of California, Irvine
Co-Chair: June Gruber, University of Colorado—Boulder

Four cutting-edge talks highlight how extreme emotional experiences powerfully shape psychology, behavior and neurobiology. Brethel-Haurwitz finds that extreme empathy underlies extraordinary altruism. Piff shows that extreme positive experiences of awe facilitate cooperation. Xygalatas reports the social effects of emotionally-intense physical rituals. Gruber reveals that extreme positive emotion undermines mental health.

ABSTRACTS

SUBLIME SOCIALITY: AWE IS AN EXTREME COLLECTIVE EMOTION
Awe, defined as the feeling of being in the presence of something vast that transcends one's understanding of the world, is an extreme positive emotion that is arguably the most cherished and transformative experience in human life. I will argue that awe is the ultimate "collective" emotion; it redefines the self in terms of the collective and orients people's actions towards the needs of others. In large national and cross-cultural samples, awe is specifically linked to increased cooperation, greater empathy and reduced prejudice. In laboratory experiments, feelings of awe (relative to control states) increased generosity and ethicality. Finally, in-vivo experiences of awe, such as when participants stood in a grove of towering trees (versus control), led to reduced entitlement, increased humility and greater helping. Awe binds us to others, motivating us to act in collaborative ways that enable strong groups and cohesive communities.

Paul Piff1
1Univ. of California, Irvine

TOO MUCH OF A GOOD THING: EXTREMES IN POSITIVE EMOTION DISTURBANCE
The empirical tides have recently shifted, pointing to how extreme positive emotionality is also related to maladaptive psychological health outcomes across clinical syndromes. In this talk, I highlight emerging themes in the study of extremes in positive emotion. This will include data adopting a multimodal approach to emotion responding that integrates behavioral, psychophysiological and reward-related neural responding underlying positive emotion disturbance, with a focus on recent findings among adults diagnosed with bipolar disorder and major depressive disorder. The talk will conclude with a roadmap for future research aimed at providing an integrative model for understanding positive emotion as well as how to cultivate positive emotion in moderation.

June Gruber1
1Univ. of Colorado—Boulder

NEURAL AND PSYCHOLOGICAL CORRELATES OF EXTREME ALTRUISM
Altruism is any behavior aimed at improving the welfare of another individual. Many forms of altruism are common, such as low-risk behaviors aimed at benefiting friends or family members. Much rarer are high-risk behaviors aimed at benefiting strangers, such as altruistic kidney donation. Altruistic kidney donation is strongly counter-normative and requires that donors undergo significant discomfort, inconvenience and risk. We used neuroimaging and behavioral testing to explore potential correlates of this form of extreme altruism. Neuroimaging results suggested that extreme altruists possess heightened empathic capacities due to greater volume and reactivity in right amygdala, a region that is smaller and less reactive among populations with empathic deficits (e.g., psychopaths). Behaviorally, altruists’ tendency to discriminate between the welfare of close others versus strangers is also reduced, as evidenced by results of a social discounting task. We interpret these results in light of theories about the evolutionary and neurobiological basis of altruism.

Kristin Brethel-Haurwitz1, Abigail Marsh1, Elise Cardinale1, Sarah Stoycos2
1Georgetown Univ., 2Univ. of Southern California

EXTREME RITUALS: THE PSYCHOLOGY OF RITUALIZED SUFFERING
Ritual is a puzzling aspect of human behavior, as it involves obvious expenditures of effort, energy and resources without equally obvious payoffs. This puzzle is particularly pronounced in the case of high-intensity rituals that involve painful, stressful or even dangerous activities. Evolutionary theorists have long proposed that such costly behaviors would not have survived throughout human history unless they conveyed certain benefits to their practitioners. But how can such benefits be operationalised and measured? In this talk, I will present a series of studies that combined laboratory and field methods to explore and quantify the effects of some of the world's most intense rituals, involving fire-walking, body piercing and other forms of self-imposed suffering.

Dimitris Xygalatas1
1Univ. of Connecticut

IDIOGRAPHIC APPROACHES TO PERSONALITY AT THE LEVELS OF TRAITS, GOALS, AND NARRATIVES (M3)
Room: 3
Chair: Kate McLean, Western Washington University
Co-Chair: Monisha Pasupathi, Western Washington University

ABSTRACTS
SATURDAY SESSION M

NARRATIVE STABILITY AND FLEXIBILITY: A FRAMEWORK FOR STUDYING WITHIN-PERSON VARIABILITY IN NARRATIVE

Narrative approaches to personality are increasingly bearing fruit, with between-person differences in narrative showing unique links to health and well-being. But the idiographic potential for narrative approaches — their capacity to yield unique perspectives on the dynamics of personality within individuals — will only be realized fully when we begin to think about within-person variability in narrative. The myriad ways in which narratives can vary within, as well as between, persons makes this challenging. We present an initial framework, with examples from two of our own studies, for thinking about such variability. We begin with established sources of variability in narratives across people: types of events; contexts of narration; and the passage of time. Our research programs provide illustrations of individual differences in these different types of variability and analytic approaches to explore that variability. We end with a consideration of how such variability informs and expands our understanding of persons.

Monisha Pasupathi¹, Kate McLean²
¹Univ. of Utah, ²Western Washington Univ.

TRAITS AND GOALS WITHIN THE MOMENT AND ACROSS TIME: AN EXPERIENCE-SAMPLING LONGITUDINAL STUDY OF EMERGING ADULTS

Although trait and goal levels of personality were once studied in isolation, research has begun to study them together. However, most work has studied these constructs as dispositions but rarely as processes in which individuals respond to the momentary rhythms of everyday life. The current study examines relations of trait-relevant behavior to enacted strivings within daily lives of emerging adults. Big Five trait-relevant behavior was collected simultaneously with common goal strivings using the experience-sampling method (ESM) across week-long spans during freshman year (N = 126) and sophomore year (N = 118). Three questions are posed: 1) What strivings are commonly pursued? 2) How is trait-relevant behavior contingent on strivings? 3) How stable are strivings (and their contingencies) across one year? Findings suggest that some strivings are more central than others, are fairly stable over time, and are dynamically associated with trait-relevant behavior in functional ways — yet vary considerably across individuals.

Erik Noftle¹
¹Willamette Univ.

FROM WORK TO LOVE: CONTEXTUALIZING INTERPERSONAL STYLES AND LIFE NARRATIVES

We examined the manner of, and relations between, personality characteristics at the trait and narrative personality levels and corresponding to individuals' work and love lives. Participants (N = 149) rated their interpersonal styles and provided autobiographical narratives pertaining to work and love domains. Narratives were coded for redemptive (bad things turning good) and contaminated (good things turning bad) sequences. Work interpersonal styles exhibited higher levels of dominance and diminished levels of nurturance relative to love interpersonal styles, whereas love life narratives exhibited higher levels of contamination sequences than work life narratives. Finally, interpersonal dimensions and narrative sequences correlated more strongly within, rather than across, life domains. For example, nurturance in the love domain correlated positively with redemptive sequences, and negatively with contamination sequences, in love (but not work) life stories. This research underscores the complex relation between persons and contexts by highlighting mean-level differences, and relations, among context-specific personality characteristics.

William Dunlop¹, Tara McCoy¹, Grace Hanley¹
¹Univ. of California, Riverside

BEHAVIORAL CHANGE AS A SELF-REGULATORY MECHANISM GONE AWRY IN PSYCHOPATHOLOGY

Short-term behavioral change occurs to a high degree in the general population and is indicative of a self-regulatory mechanism. Are such mechanisms disrupted in psychopathology? This talk reviews data from an experience sampling study showing that Borderline Personality Disorder (BPD) is associated with decreased mean levels of Big 5-relevant behaviors, yet increased unpatterned day-to-day behavioral change, as assessed using within-person variances and mean squared successive differences. BPD was not associated with any specific pattern of behavioral change over time, as assessed by individual growth curve modeling. Unpatterned behavioral change was nonetheless predicted by occurrences of interpersonal stressors; in some cases, these contingencies differed as a function of BPD. Simple regression analyses revealed that BPD severity predicted unsystematic behavioral change in either a positive, linear or quadratic (n-shaped) manner. These findings suggest that BPD is associated with a self-regulatory mechanism gone awry.

Malek Mneimne¹, William Fleeson¹, Elizabeth Arnold², R. Michael Furr¹
¹Wake Forest Univ., ²Wake Forest School of Medicine

HOW TRUSTWORTHY IS HUMAN OXYTOCIN RESEARCH?: THREE RECENT EFFORTS TO ASSESS REPLICABILITY AND ROBUSTNESS (M4)

Room: 9
Chair: Gideon Nave, Caltech

Numerous studies have associated the neuropeptide oxytocin with diverse human social behaviors over the past decade. We critically review issues of statistical power, replicability and bioanalytic validity accompanying this line of research. We conclude that oxytocin research should be viewed with healthy skepticism and make recommendations to improve its reliability.

ABSTRACTS

DOES INTRANASAL OXYTOCIN MAKE IT TO THE BRAIN? EVIDENCE FROM ANIMAL STUDIES

Understandable excitement has been generated by the findings that oxytocin, released within the brain, is important for the formation of certain long-lasting social bonds in particular mammalian species. This has triggered an avalanche of studies in humans. Many of these have involved intranasal administration of oxytocin, with a somewhat bewildering array of outcomes - all the more bewildering for the lack of clear evidence that significant amounts of oxytocin enter the brain by this route. Other studies have involved measuring plasma levels of oxytocin in the generally mistaken presumption that these reflect central release; these have
often used an assay that measures something unknown, the levels of which do not correlate with oxytocin as measured by validated assays. These issues raise many questions, not least about the willingness to believe the unbelievable. I will talk about what is known from animal studies, and the gulf that separates these from human studies.

**Gareth Leng**
**1Univ. of Edinburgh**

**STATISTICAL AND METHODOLOGICAL CONSIDERATIONS FOR THE INTERPRETATION OF INTRANASAL OXYTOCIN STUDIES**

Oxytocin (OT) has received focus in numerous studies associating intranasal administration of this peptide with human social behavior. These studies are inspired by animal research, especially in rodents, showing that the OT system affect behavioral phenotypes related to social cognition. The studies in humans appear to provide compelling, but sometimes bewildering evidence for the role of OT in influencing social cognitive processes. Here we investigate to what extent the human intranasal OT literature lends support to the hypothesis that OT consistently influences a wide spectrum of social behavior. We do this by considering statistical and methodological features of studies within this field. Our conclusion is that intranasal OT studies are generally underpowered and it is possible that most of the published findings do not represent true effects. Thus intranasal OT studies should be viewed with healthy skepticism, and we make recommendations to improve the reliability of human OT studies.

**Hasse Walum**
**Irwin Waldman**
**Larry Young**
**1Univ. of New Hampshire, 2Univ. of Houston**

**DOES OXYTOCIN INCREASE TRUST IN HUMANS? A CRITICAL REVIEW OF RESEARCH**

Behavioral neuroscientists have shown that the neuropeptide oxytocin (OT) is involved in various mammalian social behaviors. Inspired by these findings, social scientists proceeded to examine oxytocin’s influence on trust in humans, by examining the effects of intranasal OT administration on trusting behavior, correlating individual difference measures of OT plasma levels with measures of trust, and searching for genetic polymorphisms of the OT receptor gene that might be associated with trust. Unfortunately, the simplest promising finding associating intranasal OT with trust has not replicated well. Moreover, the plasma OT evidence is flawed by how OT is measured in peripheral bodily fluids and large-sample studies failed to find consistent associations of OT-related genetic polymorphisms and trust. We conclude that the cumulative evidence does not provide robust convergent evidence that human trust is reliably associated with OT. We end with findings do not represent true effects. Thus intranasal OT studies should be viewed with healthy skepticism, and we make recommendations to improve the reliability of human OT studies.

**Jaye Derrick**
**Kenneth Leonard**
**Rebecca Houston**
**Joseph Lucke**
**Saul Shiffman**
**1Univ. of Houston, 2Univ. at Buffalo, SUNY, 3Univ. of Pittsburgh**

**THE CARROT OR THE STICK: DO PARTNER REGULATION STRATEGIES PREDICT CHANGES IN DRINKING?**

Heavy drinking during marriage can be problematic, and partners may engage in strategies to regulate their partner’s drinking. Generally, negative social control strategies (e.g., pressuring, punishing) are met with reduced success as compared to positive strategies (e.g., encouragement, modeling). The present research examined whether regulation strategies aimed at changing a partner’s drinking resulted in reduced partner drinking. Married couples (N=123 dyads) completed surveys over six months, including measures of alcohol use/problems and strategies to change their spouse’s drinking. Dyadic growth curve analyses included actor and partner punishment and reward as moderators of changes (i.e., slope) in drinking. Results showed that punishing one’s partner for drinking resulted in increases in the partner’s alcohol-related problems over time. Conversely, reward resulted in subsequent decreases in the partner’s alcohol-related problems. Results suggest that all attempts to change a partner’s drinking are not equal, and that different strategies are associated with varying degrees of success.

**Lindsey Rodriguez**
**Jennifer Fillo**
**1Univ. of New Hampshire, 2Univ. of Houston**

**NOVEL MECHANISMS LINKING RELATIONSHIPS TO HEALTH: AN INTERDISCIPLINARY PERSPECTIVE**

**Room:** 10

**Chair:** Jaye Derrick, University of Houston

This symposium explores the intimate relationship’s influence on health behaviors (smoking, drinking, eating) and physiological outcomes (post-meal ghrelin, systolic blood pressure), considering potential individual and relational moderators. Together, these studies demonstrate potential mechanistic pathways by which the partner may influence long-term health outcomes (e.g., cardiovascular disease, cancer, diabetes).

**ABSTRACTS**

**PERCEIVED PARTNER RESPONSIVENESS MODERATES THE INFLUENCE OF INVISIBLE SUPPORT ON SMOKING CESATION**

The perception that the partner understands, approves of and supports the self (i.e., perceived partner responsiveness; PPR) is critically important to both relational and personal well-being. This research examines how those with high PPR can use the partner to enhance self-regulation of health behavior. The current study examined PPR and “invisible” support (i.e., support that the partner reports providing but the recipient does not report receiving) as predictors of smoking cessation. Couples that one partner was a current smoker (n = 62 couples, 124 individuals) participated in a 21-day EMA study of smoking cessation. As expected, PPR significantly moderated the effect of invisible support on smoking. Simple slopes tests revealed that those with high PPR were less likely to lapse after receiving invisible support. This effect was not significant for those with low PPR. Results demonstrate the importance of PPR for improving health behaviors.

**Jaye Derrick**
**2Univ. at Buffalo, SUNY, 3Univ. of Pittsburgh**

**NOVEL LINKS BETWEEN TROUBLED MARRIAGES AND APPETITE REGULATION**

Distressed marriages enhance risk for health problems; appetite dysregulation is one potential mechanistic pathway. Research suggests that ghrelin and leptin, appetite-relevant
hormones connected to shorter and longer-term energy balance, may differentially affect people with a higher versus lower body mass index (BMI). During this double-blind randomized crossover study, both members of a couple (N=66 participants) ate a standardized meal at the beginning of two visits. Observational recordings of a marital conflict assessed marital distress. Ghrelin and leptin were sampled pre-meal and post-meal at two, four, and seven hours. Diet quality was measured using the USDA 24-Hour Multiple-Pass Approach. People in more distressed marriages had higher post-meal ghrelin (but not leptin) and a poorer quality diet than those in less distressed marriages, but only among participants with a lower BMI. These effects were consistent for both spouses. Ghrelin and diet quality may link marital distress to its corresponding negative health effects.

Lisa Jaremka1, Martha Belury2, Rebecca Andridge2, Monica Lindgren2, Diane Habash2, William Malarkey2, Janice Kiecolt-Glaser2

1Univ. of Delaware, 2The Ohio State Univ.

MINDFULNESS MEDITATION AS A TOOL FOR PROMOTING HEALTH AND RESILIENCE IN THOSE WITH LOW SELF-ESTEEM

Interpersonal rejection is an inherent risk of social life. Individuals with low self-esteem (LSE) are particularly anxious about rejection and tend to experience maladaptive health-related responses following rejection. Few studies have investigated possible interventions to buffer LSE individuals against the harmful effects of rejection on health/wellbeing. The goal of the current study was to investigate mindfulness meditation as a possible coping tool. One hundred and thirty-three participants received rejecting or non-rejecting feedback. Next, half of the participants engaged in a brief mindfulness meditation. Psychological and physiological responses were assessed. Findings revealed that following rejection, mindfulness meditation was associated with less rumination, less self-focus and lower systolic blood pressure for LSE individuals. In contrast, for HSE individuals, it was associated with increased rumination and systolic blood pressure. Thus, while mindfulness meditation may serve as a useful tool for LSE individuals it may interfere with the healthy ways that HSE individuals typically cope with rejection.

Maire Ford1

1Loyola Marymount Univ.

ENDORsing Black Lives Matter: the Roles of Intra-Personal, Intergroup and Structural Processes (M6)

Room: 6A
Chair: Jordan Leitner, University of California, Berkeley
Co-Chair: Rodolfo Mendoza-Denton, University of California, Berkeley

Police killings of unarmed Black men have catalyzed a social movement known as Black Lives Matter. However, the factors that have determined whether and how people participate in this movement have remained unclear. This symposium will examine why people vary in their support of the Black Lives Matter movement.

ENDORSING BLACK LIVES MATTER: RACE, INEQUALITY BELIEFS AND INSTITUTIONAL SUPPORT

Police killings of unarmed Black men have awakened a movement known as Black Lives Matter (BLM). However, little is known about why people vary in their endorsement of this movement. The current research examined whether endorsement of the BLM movement is influenced by race, beliefs about social inequality and institutional support. During a critical time in the BLM movement, both Black and White participants who believed that inequality is unjust, compared to those who justify inequality as fair, reported more negative perceptions of police officers who killed unarmed Black men (Study 1). Furthermore, participants valued institutional support of community dialogue (Study 2), and for people who believed that inequality is unjust, institutional support of community dialogue predicted decreased anger, decreased somatization and decreased support for violent protests (Study 3). Results suggest that institutional response plays an important role in the shaping of collective action in the BLM movement.

Jordan Leitner1, Rodolfo Mendoza-Denton1, C. Boykin1

1Univ. of California, Berkeley

TO WHOM DO BLACK LIVES MATTER?: THE AFFECTIVE MEANING OF POLICE VIOLENCE AND PROTEST

Two experiments assessed subjective arousal and evaluation of images of police violence and Black protest. In Study 1 (N = 199), Blacks and Whites were differentially disturbed by police violence against Blacks (vs. Whites), b = .367, SE = .051, t (195) = 7.10, p < .001. Moderation analyses showed that Whites lower in Internal Motivation to Control Prejudice were less disturbed by violence against Blacks, whereas Blacks lower in in-group identification were less disturbed by violence against Whites. In Study 2 (N = 195), Whites were less disturbed than Blacks by publicized police violence against Blacks (e.g., Eric Garner). However, exposure to Black protest attenuated this difference, b = .623, SE = .303, t (187) = 2.06, p = .041. In an ongoing experiment (N = 20), Black student’s physiological response to police violence was muted by images of Black protest. Implications for emotion, motivation and well-being are discussed.

Colin Wayne Leach1, Mora Reinka1

1Univ. of Connecticut

WHEN AND HOW DOES CONTACT WITH BLACKS PREDICT WHITES’ COMMITMENT TO RACIAL JUSTICE?

Black Lives Matter (BLM) protests have erupted around the country, drawing support from many White allies. While positive contact with Blacks can enhance Whites’ support for policies aimed at achieving racial equality (Dixon et al., 2010), little is known about when and how contact with Blacks would lead Whites to support and engage in collective action for racial justice. Study 1 shows that frequency of contact with Blacks predicts greater willingness to engage and past involvement in collective action for racial justice, as well as support for and participation in BLM protests. Study 2 replicates this finding using positive contact to predict collective action outcomes and while controlling for negative contact. Moreover, both studies consistently indicate that the relationship between Whites’ contact with Blacks and collective action outcomes are sequentially mediated by
affective empathy and moral outrage.

Hemapreya Selvanathan1, Linda Tropp1, Pirathat Techakesari2, Fiona Barlow2
1Univ. of Massachusetts, Amherst, 2The Univ. of Queensland, Australia

HOW PAST POSITIVE AND NEGATIVE INTERGROUP CONTACT SHAPE JUDGMENTS OF CURRENT INTERGROUP CONFLICT: THE CASES OF MICHAEL BROWN AND ERIC GARNER

Intergroup contact research has largely focused on attitudinal outcomes, with a call for researchers to shift toward investigating consequences that extend beyond prejudice (Dixon, et al., 2012). Recent findings by two U.S. grand juries not to indict White police officers for the deaths of two Black men provided a unique opportunity to investigate the role of prior contact in forming judgments about current conflict. For White Americans, past negative contact with Black Americans predicted greater agreement with the grand jury decision, less attention to race in evaluating the officer, and less support for Black Americans. For Black Americans, positive contact with White Americans predicted greater agreement with the grand jury decision, greater belief in the officer’s innocence, less officer blame and reduced collective action. Past positive and negative contact can shape perceptions of current intergroup conflict, ostensibly to the overall detriment of disadvantaged groups.

Lydia Hayward1, Matthew Hornsey1, Fiona Barlow2
1The Univ. of Queensland, Australia, 2Griffith Univ., Australia

INTEGRATING SOCIAL NETWORKS APPROACHES INTO INTERGROUP RELATIONS RESEARCH (M7)

Room: 8
Chair: Aneeta Rattan, London Business School
Co-Chair: Matthew Wilmot, University of Waterloo

Intergroup relations researchers have yet to capitalize on a major theoretical and methodological advance: social networks analysis. Four talks address women's underrepresentation in STEM and the workplace using social networks perspectives to offer novel insights. Speakers address implications (both constraints and potential advantages) of social networks approaches to intergroup relations.

ABSTRACTS

COLLECTIVE THREAT FOR WOMEN IN STEM CONSTRAINS FRIENDSHIP INTEGRATION

Members of stigmatized groups commonly confront collective threat: concerns that fellow ingroup members’ stereotypic behavior may reflect negatively on one’s group and, by extension, oneself. If stereotypic ingroup members threaten the group’s reputation, individuals may hesitate to affiliate with and integrate these ingroup members into their friendship circle. Two social network field studies investigated how women in male-dominated STEM majors respond to a female target who possessed either feminine-stereotypic or STEM-stereotypic interests. Compared with two control groups—men in STEM and women in female-dominated (non-STEM) majors—women in STEM showed less willingness to affiliate with the feminine-stereotypic (vs. STEM-stereotypic) target, and to introduce her to their closest friends, especially when participants held a low-brokerage (i.e., less influential) position within their friendship network. Strategic avoidance of stereotypic ingroup members has implications for understanding psychological mechanisms that underlie persistent friendship homophily and segregation between groups.

Matthew Wilmot1, Hilary Bergsieker1, Charnel Grey1, Crystal Tse1
1Univ. of Waterloo

MICRO-GESTURES OF INCLUSION AND RESPECT REDUCE STEREOTYPE THREAT AMONG WOMEN IN STEM

Stereotype threat is the worry that one will be viewed through the lens of a negative stereotype. Can gestures from majority-group members that convey one is viewed with inclusion and respect displace stereotype threat and raise performance? Before taking an evaluative math test, STEM women received a placebo tic. When this was attributed to the respectful gesture of a fellow male testtaker, this raised women’s math performance. Such “microinclusions” had no effect on men, from women had no effect, and were most impactful for women identified with math. Microinclusions were effective from both a fellow male testtaker in the context and a prior male testtaker whom participants never met. In the former, performance gains were mediated by women’s perception of the man’s sense of connection to her; the latter, by women’s sense of belonging in STEM. The results identify a new role for majority-group members to remedy stereotype threat.

Lauren Aguilar1, Priyanka Carr1, Gregory Walton1
1Stanford Univ.

CLIMATE CONTROL: REDUCING SOCIAL IDENTITY THREAT AND IMPROVING CROSS-SEX INTERACTIONS THROUGH WORKPLACE POLICIES

Research over the last decade has sought to understand social identity threat as it relates to performance contexts, but more recent work has revealed that social identity threat can be experienced during conversations. The present research examines how a gender inclusive workplace can help improve cross-sex interactions and reduce social identity threat for women in STEM. In Study 1, female professional engineers working in companies with more gender inclusive policies experienced less social identity threat as mediated by having more positive interactions with their male colleagues. In Study 2, female engineering undergraduates who imagined working at a company with more women and more gender inclusive policies anticipated less social identity threat as mediated by having more positive interactions with their male colleagues. In this work points to the importance of a positive gender culture in improving social interactions and reducing women’s experience of social identity threat.

William Hall1, Toni Schmader1, Elizabeth Croft1
1Univ. of British Columbia

A COGNITIVE SOCIAL NETWORK THEORY OF WOMEN’S INTERPERSONAL RESPONSES TO PREJUDICE IN THE WORKPLACE

Past research has highlighted the critical importance of situational factors in determining whether women speak out to address expressions of prejudice. However, no research has considered how broader patterns of social interactions (“social networks”) affect prejudice confrontation. We tested whether
SATURDAY SESSION M

UNDERSTANDING THE POWER OF MORAL PERCEPTION: ADVANCING RESEARCH ON THE SOCIAL COGNITION OF MORALITY

(M8)

Room: 2
Chair: Anselma Hartley, Wake Forest University
Co-Chair: Maxwell Barranti, University of Toronto Mississauga

This symposium explores morality as a key dimension of social cognition and demonstrates its powerful role in the evaluation of human and non-human agents. We reveal that morality is distinct from either sociability or competence, and that it plays a crucial role in how people evaluate individuals, groups and companies.

ABSTRACTS

INTERPERSONAL CONSEQUENCES OF AGREEMENT ABOUT MORAL CHARACTER

People care deeply about moral character and use their impressions of others’ character to make important interpersonal decisions (e.g., who to befriend). Arguably, the degree to which people’s self-views align with others’ impressions also has interpersonal consequences. To test this hypothesis, a community sample of judges (N = 100) rated up to six acquaintances’ moral character and described how much they liked and respected each acquaintance (N = 596), and acquaintances (i.e., targets) provided parallel self-ratings of their own moral character. Results from response surface analysis suggested others’ liking and respect for targets hinged on the match between self- and other-perceptions of moral character. Specifically, people were liked and respected less when their self-perceptions diverged from their judge’s perceptions of their moral character, and they were liked especially less when their self-perceptions were more positive than were their judge’s impression. Implications for self-knowledge of moral character are discussed.

Maxwell Barranti¹, Erika Carlson¹
¹Univ. of Toronto Mississauga

MORALITY’S CENTRALITY IN INTERPERSONAL EVALUATIONS OF LIKING, RESPECT AND UNDERSTANDING OF OTHERS

Although research has demonstrated that morality predominates global interpersonal evaluation, it is unknown how central morality is to evaluating liking and respect, versus understanding others. Participants completed two studies (N=98 each): (1) participants sorted 60 terms (20 moral, 20 competence, 20 control) according to their relevance to liking, respect and understanding a person; (2) rated morality, competence, sociability and liking for eight acquaintances who varied on two dimensions: how well participants knew (didn’t know; know) and liked (didn’t like; like) them. As predicted, Q-sort ratings demonstrated morality was strongly important to liking, respect and understanding, and more central than competence (t-tests, p<0.01). Within-subject correlations of acquaintance ratings replicated these findings, revealing that, controlling for competence and sociability, morality ratings were highly correlated with liking and respect (rs = 0.65–0.75): the more moral the acquaintance, the more participants liked and respected them. These findings suggest morality trumps other factors in interpersonal evaluation and understanding.

Anselma Hartley¹, R. Furr¹, William Fleeson¹, Kassidy Knighten¹
¹Wake Forest Univ.

MORALITY, SOCIABILITY AND COMPETENCE ARE DISTINCT DIMENSIONS OF SOCIAL COGNITION

Existing theories have proposed two fundamental dimensions of social cognition: interpersonal warmth (sociability) and competence. We argue that such theories do not adequately distinguish morality from sociability, which should be considered separate dimensions of evaluation. Four studies corroborated this idea. Factor analyses of trait ratings of individuals (Studies 1 and 3) and groups (Studies 2 and 3) revealed separate morality and sociability factors. In Study 4, participants rated numerous social groups on morality, sociability and competence. Cluster analysis differentiated these groups in terms of their morality and sociability, and nearly all groups were rated differently in terms of all three of these dimensions. Ratings of morality and sociability also predicted different intergroup emotions. These results have wide-ranging theoretical implications, and offer many avenues for future exploration.

Geoffrey Goodwin¹, Justin Landy², Jared Piazza³
¹Univ. of Pennsylvania, ²Univ. of Chicago, ³Lancaster Univ.

MORAL JUDGMENTS OF ONLINE COMPANIES

From data-collecting websites to self-driving cars, people are increasingly forming relationships with and making moral judgments of non-human agents. Our research investigated how individuals evaluate one type of non-human agents: corporate entities that collect online data from their users. Across two studies, participants made moral judgments of companies and indicated their willingness to use that company’s products. In Study 1, participants judged companies that sold user data to charities as harshly as companies that sold data to credit-card companies, when compared to a company that did not sell data. These results suggest that prosocial intentions don’t provide a moral boost concerning data collection. In Study 2, participants made more favorable judgments and expressed greater willingness to use products made by companies that disclose their collection practices. Collectively, our research points toward possible similarities and nuanced differences in our moral evaluations of humans and non-humans who engage in questionable moral practices.

Rajen Anderson¹, David Pizarro¹
¹Cornell Univ.
COMPUTATIONAL MENTAL HEALTH (N1)

Room: 10
Chair: Gale Lucas, University of Southern California
Co-Chair: Ryan Boyd, University of Texas at Austin

Computational Mental Health (CMH) is an emerging field that combines the human understanding of social/personality psychology with the analytic power of computer/information sciences. This approach allows deep study of mental health using new paradigms in social/personality psychology research. Speakers highlight new methodologies and research from this approach.

ABSTRACTS

AUTOMATIC AUDIOVISUAL BEHAVIOR DESCRIPTORS FOR PSYCHOLOGICAL DISTRESS

Research in social and clinical psychology has examined the relationship between nonverbal behavior and clinical conditions like depression and PTSD. The vast majority of this work has relied solely on manual annotation of nonverbal behavior. Our work (N=239) investigates the capabilities of automatic quantification techniques to identify nonverbal behavior indicative of depression and PTSD. We find that depression and PTSD are associated with less intense smiles, more intense frowns, decreased eye contact, increased fidgeting/self-grooming and more tense voice when these features were automatically quantified. These findings replicate prior work, providing further evidence that automatic tracking can be useful for quantifying non-verbal behaviors related to depression and PTSD. This is a promising direction for assisting health care providers in their daily activities, such as during computer-mediated interaction with patients. We therefore also test the possibility that such automatic behavior descriptors could be used to improve clinical assessment.

Gale Lucas1, Jonathan Gratch1, Stefan Scherer1, Giota Stratou1, Jill Boberg1, Albert Rizzo1, Louis-Philippe Morency1

REAL-WORLD SOCIAL PROCESSES, BIG DATA AND PSYCHOTICISM: RESEARCH AT THE INTERSECTION OF GROUP INTERACTIONS AND MENTAL HEALTH

Most psychological research is conducted in lab settings, resting on the assumption that findings extend to daily life. With the proliferation of “big data” in psychological sciences, new opportunities to study psychology at scale exist. The current research seeks to explore how social processes can be measured in online contexts, then applied to correctly classify psychological functioning in a clinical setting. In Study 1, we collected the language of support forum users (N = ~41,000) belonging to groups for various disorders. By analyzing social language, we successfully predicted group membership using basic classification techniques. Study 2 successfully reapplied Study 1’s classification algorithms to the online social networks of individuals (N = 78) with clinically diagnosed disorders. Interestingly, psychotic disorders appear to be consistently identifiable by subtle social overtures, even during treatment. Our results demonstrate that real-world social processes of large groups can be used to identify problematic mental functioning.

Leonardo Lopez1, Ryan Boyd2

1The Zucker Hillside Hospital, 2Univ. of Texas at Austin

QUANTIFYING PHYSIOLOGICAL SYNCHRONY IN ROMANTIC RELATIONSHIPS WITH JOINT SPARSE REPRESENTATION

Quantifying the covariation degree in physiology between romantic partners can reveal insights related to personality, family history and relationship quality. We propose a novel measure of physiological synchrony that uses joint sparse decomposition techniques applied to electrodermal activity (EDA) signals. Sparse EDA synchrony measure (SESM) takes advantage of the characteristic structure of EDA ensembles that are jointly represented as the sum of a common set of tonic and phasic exemplar signals. Compared to previous approaches, SESM incorporates time-dependent signal variations, is robust to noise artifacts, and avoids information loss due to averaging effects. It can further capture moment-to-moment variations in synchrony allowing the computational exploration of diurnal patterns in longitudinal data. SESM is evaluated in two studies (total N=27 couples, 54 participants) containing in-lab dyadic interactions between married and young couples. Results indicate that it reflects differences across tasks of various intensity and is associated with individuals’ attachment measures.

Theodora Chaspari1, Adela Timmons1, Laura Perrone1, Katherine Baucom2, Panayiotis Georgiou1, Brian Baucom2, Gayla Margolin1, Shrikanth Narayanan1

1Univ. of Southern California, 2Univ. of Utah

MOBILE SENSE AND SENSIBILITY: MEASUREMENT CONSIDERATIONS FOR COLLECTING REAL-WORLD DATA USING MOBILE DEVICES

The ubiquity of mobile devices and their deep diffusion into most aspects of our daily lives have created tremendous potentials for collecting real-world behavioral data directly and non-reactively. In this talk, I will reflect on how (current) mobile sensing research faces three important design dilemmas that have broader implications for the field of social/personality psychology: (1) a trade-off between theoretical and practical variable selection, (2) a trade-off between measurement bandwidth and fidelity and (3) a trade-off between prediction and interpretation. I will illustrate these trade-offs using examples from recent EAR and mobile sensing studies and propose design strategies that can help achieve a “sensible balance.”

Matthias Mehl1

1Univ. of Arizona

NOVEL PERSPECTIVES ON SOCIAL HIERARCHIES (N2)

Room: 3
Chair: Liz Redford, University of Florida

This symposium addresses social hierarchies: how people think about them, how psychologists should think about them and how they shape psychological outcomes. The presenters discuss hierarchy preferences’ influence on justice orientation, how risk-taking explains inequality’s negative societal effects, perceptions of social-class mobility and a unified theory of social hierarchy research.

ABSTRACTS

HIERARCHY PREFERENCES AND HIERARCHY-
REINFORCING BELIEFS ABOUT CRIME AND PUNISHMENT
This research demonstrates how justice beliefs reinforce social hierarchies. People who prefer hierarchical societies hold justice beliefs that reinforce those hierarchies, such as beliefs that crime threatens hierarchies, and that punishment should restore hierarchies via retributive revenge. One line of work shows that those with stronger beliefs that crime threatens hierarchies more strongly endorse retributive punishment. Another study shows that politically-based hierarchy preferences shape justice beliefs. Conservatives hold stronger hierarchy-enforcing justice beliefs than do liberals. And, for conservatives, those justice beliefs intensify when they consider low-status, compared to high-status, criminals. For liberals, those justice beliefs weaken when they consider low-status criminals. Manipulating a hypothetical criminal’s social status also shows that conservatives hold stronger hierarchy-enforcing justice beliefs, and more strongly for low-status criminals. Together, these studies suggest that people see crime and punishment in terms of implications for their hierarchy preferences.

Liz Redford1, Kate Ratliff1
1Univ. of Florida

INEQUALITY AND RISK: WHY PEOPLE TAKE MORE CHANCES IN UNEQUAL PLACES
Societies with greater economic inequality have shorter life expectancies, more violent crime and lower educational achievement. These associations hold after controlling for average income, suggesting that inequality, not poverty, drives these effects. I will present evidence for a theoretical model linking unequal distributions of wealth to poor outcomes, mediated through risky behavior. Using an economic game, we find that as inequality increases, subjects’ perceived needs increase. Consistent with evolutionary models of risk taking, people become more risk prone as their perceived needs rise. Risky behavior leads to bad outcomes for most people. Using Google search data, we find that states with greater inequality search more frequently for terms reflecting risky behaviors itself causes risky behaviors, which in turn cause poor outcomes. The Unequal Risk Model provides a psychological mechanism to explain why inequality itself causes risky behaviors, which in turn cause poor outcomes.

Keith Payne1, Jazmin Brown-Iannuzzi2
1Univ. of North Carolina at Chapel Hill, 2Univ. of Kentucky

AN AGENTIC-COMMUNAL MODEL OF SOCIAL HIERARCHY: HOW THE PSYCHOLOGY OF INEQUALITY INTEGRATES RESEARCH ON SOCIAL CLASS, GENDER, RACE AND POWER
We present an agentic-communal model of social hierarchy, proposing that the psychological experience of advantage and disadvantage creates a common link between four distinct research literatures: social class, gender, race and power. Despite fundamental differences between these constructs, we argue that each is characterized by inequality and that the effects of advantage and disadvantage found across these literatures can be understood as manifestations of agency and communion (Bakan, 1966). Advantage, or higher rank in a hierarchy, affords independence, which orients individuals toward agency. Disadvantage, or lower rank in a hierarchy, promotes interdependence, which orients individuals toward communion. We also highlight the conditions under which lower rank produces agentic behavior (e.g., when the hierarchy is perceived as illegitimate, or when attempting to elevate one’s rank), and higher rank produces communal behavior (e.g., among individuals with prosocial goals, or when attempting to stabilize the hierarchy).

Joe Magee1, Derek Rucker2, Adam Galinsky3
1New York Univ., 2Northwestern Univ., 3Columbia Univ.

PERCEIVING SOCIAL STATUS: HOW AND WHY AMERICANS OVERESTIMATE SOCIAL CLASS MOBILITY
This presentation examines how and why individuals overestimate social class mobility, the ability to move up or down in education and income status. Across studies, overestimates of class mobility were large and particularly likely among those higher in subjective social class, both measured (Studies 1-4) and manipulated (Study 5). Class mobility overestimates were independent of general estimation errors (Studies 3-4) and persisted after accounting for knowledge of class mobility assessed in terms of educational attainment and self-ratings. Experiments revealed that mobility overestimates were shaped by exposure to information about the genetic determinants of social class, a science article suggesting genetic constraints to economic advancement increased accuracy in mobility estimates (Study 2), and motivated by needs to protect the self. This heightens the self-relevance of mobility increased overestimates (Studies 3-4). Together, these studies suggest that perceptual errors in status mobility reduce awareness of the causes and consequences of economic inequality.

Michael Kraus1, Jacinth Tan2
1Yale Univ., School of Management, 2Univ. of Illinois, Urbana-Champaign

PSYCHOLOGICAL PERSPECTIVES ON CRIMINAL (IN)JUSTICE (N3)

Room: 4
Chair: Larisa Heiphetz, Boston College
Four papers discuss factors that influence outcomes for people involved in the criminal justice system. Presentations focus on predictors of punitiveness, religious violence, judgments in civil versus criminal cases and racial profiling. These papers provide cross-disciplinary perspectives on intergroup attitudes, moral judgment and the criminal justice system.

ABSTRACTS

ESSENTIALIST JUDGMENTS OF CRIMINALITY PREDICT PUNITIVE ATTITUDES TOWARD OFFENDERS
Despite the high incarceration rate in the United States, perceptions of offenders remain understudied. In three studies (N=299), we investigated the relationship between essentialist perceptions of criminality— judgments that criminality is innate and unchangeable—and attitudes toward offenders. To do so, we developed the Criminality Essentialism Scale (alpha=.87). Although essentialist perceptions of specific crimes predict less punitiveness (Dar-Nimrod et al., 2011; Monterosso et al., 2010), we show that essentialism of criminality in general
predicts stronger support for the death penalty (r=.38, p<.001) and greater acceptance of harsh treatment in prison (r=.46, p<.001). These correlations remain significant after controlling for essentialism toward other social groups, racial attitudes and social desirability. These findings extend the literature on moral violations and essentialism by highlighting the consequences of biological essentialism and illuminating conditions under which individuals are especially punitive. This work is also of practical importance because perceptions of offenders can influence recidivism.

Larisa Heiphetz1, Liane Young1
1Boston College

RELIGIOUS BELIEF AND RELIGIOUS VIOLENCE
The relationship between religion and violence is the subject of intense popular and scholarly debate, but there is a dearth of controlled empirical investigation into the topic. One perspective is that religion encourages violence via tribalism, hardening of group boundaries and devaluing the life of a non-believer. In studies carried out in the West Bank/Gaza, Indonesia and the U.S., we find on the contrary that religion seems to attenuate beliefs that encourage violence. In Study 1, Palestinian participants responding to moral dilemmas were more likely to value Israeli and Palestinian lives equally when taking God’s perspective. In Studies 2-4 we used adoption tasks to investigate how people think about religious categories, showing that essentialism of religion is associated with adoption tasks to investigate how people think about religious categories, showing that essentialism of religion is associated with religiously violent (in Indonesia), but that religion is less likely to be essentialized than other social categories such as nationality (in the West Bank and the United States).

Jeremy Ginges1, Hammad Sheik1, Mostafa Rad1
1New School for Social Research

THE UNANTICIPATED PSYCHOLOGY OF CRIMINAL VERSUS CIVIL CASES
From a legal perspective, a situation in which one person or corporation harms another can lead to a criminal case, a civil case or both. While past legal and psychological scholarship has focused on theoretical differences between the two systems, the current work empirically explores whether these consequences are functionally equivalent to laypeople, or whether the framing of a consequence as “civil” or “criminal” impacts lay decisions. It investigates some unanticipated effects of civil or criminal institutional choice. Information about harmdoers affects blame and damages judgments in criminal cases, while information about victims affects judgments in civil cases. These effects are driven in part by greater perceived agency of harmdoers in criminal cases and greater perceived agency of victims in civil cases. Further, even within the civil domain, victims who act more agentically are blamed more and are awarded less in damages. Ramifications for legal decision-making are discussed.

Pam Mueller1, Susan Fiske1
1Princeton Univ.

RACE, STEREOTYPES, PERCEPTION AND DISCRETION: CAUSES OF DISPARATE POLICING
High profile cases of police officer-involved deaths of unarmed Black men have increased the public’s concern over racially disparate policing, but the problem pre-dates these recent events and reflects a much larger and broader phenomenon. Psychological science is in a good position to help explain and mitigate the problem, both in the more commonplace, daily intrusions (e.g., stop and frisk) as well as the extreme, lethal cases. Research by the authors and others on the causes and consequences of racial profiling and lethal force will be reviewed, as will a compelling case study of the effect of reducing law enforcement discretion. Archival research on actual police-on-police fatal shootings reveals that patterns with regard to victim and shooter race parallel those in the now considerable body of research on “shooter bias.” Psychological science insights will be leveraged to identify recommendations to policy makers and law enforcement practitioners.

Jack Glaser1, Katherine Spencer1, Amanda Charbonneau1
1Univ. of California, Berkeley

PSYCHOLOGICAL MECHANISMS FOR MANAGING THE RISK OF INFECTIOUS DISEASE (N4)

Room: 9
Chair: Joshua Ackerman, University of Michigan
Co-Chair: Marjorie Prokosch, Texas Christian University

Throughout much of our history, pathogens and parasites have posed a critical problem to human survival. This symposium presents recent research that has used experimental, individual difference and population-level approaches to highlight the breadth of disease avoidance psychology. Implications for future decision-making, prejudice research, and consumer behavior are considered.

ABSTRACTS

DISEASE THREAT LEADS TO HIGHER CONFORMITY
Cultural norms often develop and persist due to their protective characteristics, and many normative conventions (such as those pertaining to hygiene, food preparation or sex) serve to mitigate pathogen transmission. The benefits of conforming to norms are especially likely to outweigh the costs when the threat of disease is especially high. Thus, conformity should increase as a function of disease threat. Results from a recent set of studies support this hypothesis. Individuals highest in dispositional worry about disease transmission also scored highest on behavioral and attitudinal conformity across divergent measures. Further, individuals for whom the threat of disease was made temporarily salient scored higher on these conformity measures (such as behavioral conformity to majority opinion). These laboratory results are buttressed by cross-regional analyses, which reveal that several distinct markers of conformity (such as average effect sizes of conformity experiments) are significantly higher in regions of higher disease threat.

Damian Murray1, Mark Schaller2
1Tulane Univ., 2Univ. of British Columbia

TOO RISKY A GAMBLE?: PLAYING IT SAFE IN RESPONSE TO DISEASE THREAT
Researchers have long been interested in factors that influence individuals’ tolerance for risk. Although frequently characterized as undesirable, some risk-taking is necessary for economic growth and in modern social interactions. Here, we draw from research on the behavioral immune system to examine the role that illness and disease threats play in
modulating risk tolerance, testing the hypothesis that disease threats bias human decision-making towards risk aversion. Across five studies, we examined the impact of disease cues on individuals’ risk tolerance and risk-taking. Results revealed a consistent pattern whereby people were less risky when the threat of disease was high. This shift was found using both self-report and behavioral measures and was eliminated in response to a hand-washing manipulation. The current research provides evidence of a novel conceptual link between environmental pathogen load and risk tolerance, demonstrating a tendency to play it safe when the threat of disease is high.

Marjorie Prokosch1, Sarah Hill1
1Texas Christian Univ.

WARIE OF INNOVATION: DISEASE PREVALENCE ON ATTITUDES TOWARDS NOVEL PRODUCTS
Research suggests that regional differences in disease prevalence predict people’s extraversion levels (Schaller & Murray, 2008). Here, we examine whether disease prevalence predicts similar decreased preferences in a different domain, specifically, regarding product innovation. In Study 1, we examined state-level indices of pathogen prevalence (CDC 2010 infant death rates and life expectancy) and product innovation (number of patents filed by inventor state in 2010; U.S. Patent and Trademark Office). States’ pathogen prevalence rates negatively correlated with patents filed, even controlling for income and population. Study 2 sought experimental corroboration. Mturk participants (N=281) were primed with disease-related cues (or neutral ones) before rating a consumer product which was described as a new prototype or already existing. A three-way interaction emerged between prime, product novelty and participants’ chronic sensitivity to disease-related threats (PVD). Specifically, for disease-primed (vs. neutral-primed) individuals, leerness of disease predicted increased negativity when the product was novel (vs. existing).

Julie Huang1, Joshua Ackerman2, Lawrence Williams3
1Stony Brook Univ., 2Univ. of Michigan, 3Univ. of Colorado at Boulder

ACETAMINOPHEN AND INTERGROUP BIASES: IMPLICATIONS FOR THE LINK BETWEEN THE BIOLOGICAL AND BEHAVIORAL IMMUNE SYSTEMS
Humans have a behavioral immune system that promotes the avoidance of individuals, such as outgroup members, who might increase one’s risk of infection. The behavioral immune system is especially critical when people feel sick or injured. Acetaminophen acts on the central nervous system to disrupt inflammatory signals that contribute to the sickness response. Because acetaminophen blunts neural signals that communicate health vulnerability, the behavioral immune response to favor ingroup over outgroup members might be less active when people take acetaminophen. To test this possibility, we conducted two double-blind, placebo controlled studies that examined the effects of acetaminophen on intergroup biases. Study 1 found that acetaminophen blunted ingroup favoritism in mental representations of faces. Study 2 found that acetaminophen was associated with less negative representations of African Americans, a group that is negatively stereotyped in America. These results suggest that dampening biological signals of vulnerability reduce self-protective intergroup responses.

Kyle Ratner1, Baldwin Way2
1UC Santa Barbara, 2The Ohio State Univ.

FINDING THE RIGHT BALANCE BETWEEN FRIEND AND FOE: NEW PERSPECTIVES ON SOLVING THE COOPERATION-COMPETITION PARADOX (N5)

Room: 8
Chair: Adam Galinsky, Columbia University
The talks offer new perspectives on the cooperation-competition paradox. Perspective-taking is a tool for distinguishing friend from foe. Offer choice is a negotiation tool that signals cooperation while producing better outcomes. Prosocial lies are an interpersonal tool to gain trust. Hierarchy is a group tool that creates internal cooperation.

ABSTRACTS

A MIXED-MOTIVE MODEL OF PERSPECTIVE-TAKING
Numerous studies have demonstrated that perspective-taking benefits interpersonal and intergroup processes, from reducing prejudice to increasing social coordination. Building off this work, the social bonds model of perspective-taking proposed that perspective-taking helps individuals build and maintain social bonds. However, recent counterintuitive findings have demonstrated that perspective-taking produces a host of deleterious effects on social bonds, including greater competition, egocentrism and unethical behavior. This talk will integrate these seemingly-contradictory findings by identifying three factors that moderate the effects of perspective-taking: the perspective-taker, the target and the relationship. It then offers a new model of perspective-taking: The Mixed-Motive Model of Perspective-Taking. This model explains why perspective-takers are able to balance the need for psychological closeness and cooperation with the need for self-protection and self-advancement. This model postulates that perspective-taking is an evolved tool designed to help people navigate a mixed-motive world more effectively by distinguishing friend from foe.

Cynthia Wang1, Gillian Ku2
1Oklahoma State Univ., 2London Business School

WHEN HIERARCHY WINS AND WHEN IT KILLS
Functional accounts of hierarchy propose that hierarchy increases coordination and reduces conflict. By creating cooperation within groups, hierarchy helps groups compete effectively with other groups. Dysfunctional accounts claim that hierarchy impairs performance by stifling low-ranking team-members insights. Using archival and laboratory data, we present evidence that supports both of these views. We find that the level of task interdependence is a key determinant for when hierarchy is detrimental versus beneficial. In doing so, we also document a too-much-talent effect: more talent facilitates performance on interdependent tasks only up to a point, after which more talent harms performance because of status conflicts that impair coordination. We extend the effects of hierarchy to cultures by analyzing data from 30,625 Himalayan mountain climbers; expeditions from countries with hierarchical cultural values had more climbers reach the summit, but also more climbers die. Finally, we discuss the
NEGOTIATING WITH A VELVET HAMMER: MULTIPLE EQUIVALENT SIMULTANEOUS OFFERS

Ambitious first offers can produce better individual outcomes, but they also risk antagonizing the other party, leading to extreme counteroffers and even impasses. To circumvent this challenge, we propose giving recipients a choice among aggressive first offers, called multiple equivalent simultaneous offers (MESOs). The current research adds to the negotiation literature by holding extremity constant and only manipulating offer choice. A choice among first offers produced strong anchoring effects by reducing counteroffer adjustment from the first offer. The data also reveal why this effect occurs; offer choice led recipients to perceive the offers as a more legitimate attempt at agreement, resulting in less counteroffer adjustment. The studies also reveal that offer choice leads the offering negotiator to seem more cooperative and to produce more integrative agreements. MESOs create a “velvet hammer,” securing advantage while leading the other party to see the offer as legitimate and the negotiator as cooperative.

Geoffrey Leonardelli¹, Jun Gu², Geordie McRuer¹
¹Univ. of Toronto, ²Monash Univ.

PROSOCIAL LIES: WHEN DECEPTION BREEDS TRUST

Philosophers, psychologists and economists have long asserted that deception harms trust. We challenge this claim and distinguish self-interested deception, a competitive tool that enables individuals to exploit foes, from prosocial deception, a cooperative tool that enables individuals to assist friends. Across four studies, we demonstrate that prosocial deception can increase trust. We demonstrate this relationship with both attitudinal and behavioral measures. For example, prosocial lies increase the willingness to pass money in the trust game, a behavioral measure of benevolence-based trust. We find that although prosocial lies increase benevolence-based trust, they can harm integrity-based trust. To measure integrity-based trust behavior, we introduce a new economic game, the Rely-or-Verify game. Our findings expand our view of trust, demonstrating that prosocial lies can increase trust and integrity-based trust.

Maurice Schweitzer¹, Emma Levine¹
¹Univ. of Pennsylvania

THE FUNCTION OF DISTINCT EMOTIONS IN EVERYDAY SOCIAL SITUATIONS (N6)

Room: 6A
Chair: Aaron Weidman, University of British Columbia
Co-Chair: Jessica Tracy, University of British Columbia

Four talks incorporating longitudinal designs, dyadic interactions and physiological and neuroscientific data highlight the functions of distinct emotions on everyday social outcomes, including academic and athletic achievement, close relationships, social support and motivation. Discussion centers on the need to incorporate distinct emotions into theoretical models explaining and predicting behavior.

Adam Galinsky¹, Erich Anicich¹, Roderick Swaab², Richard Ronay³
¹Columbia Univ., ²INSEAD, ³VU Univ.

ABSTRACTS

THE BENEFITS OF FOLLOWING YOUR PRIDE: AUTHENTIC PRIDE PROMOTES ACHIEVEMENT

Although authentic pride has been posited to promote achievement, it remains unclear how this works. We tested whether authentic pride promotes downstream achievement outcomes by motivating individuals to engage in appropriate behavioral responses to success and failure. In four longitudinal studies (total N=1132), we measured pride in response to a prior performance, and subsequent changes in achievement-oriented behavior and achievement outcomes among (a) adults training for long-distance running races; and (b) undergraduates completing class exams. Across studies, authentic pride shifted in response to achievement outcomes, such that those who performed well felt greater pride. Furthermore, individuals who felt low authentic pride responded by changing their achievement behavior in a functional manner. In Studies 2-4, we found that pride-driven behavioral changes led to improved future exam performance among low performers. These studies suggest that authentic pride is a barometer of achievement, promoting behavioral responses that lead to improved performance.

Aaron Weidman¹, Jessica Tracy¹, Andrew Elliot²
¹Univ. of British Columbia, ²Univ. of Rochester

USING EXPRESSED GRATITUDE AS A METHOD FOR UNCOVERING MECHANISMS FOR GRATITUDE’S ROLE IN RELATIONAL “BINDING”

Recent theory on the emotion of gratitude suggests that it functions to momentarily draw attention to someone who would make a good social relationship partner, and bind the grateful person more closely in to the relationship with that person (Algoe, 2012). This talk presents data from three studies involving each member of romantic relationships (Ns = 156, 250, 260, respectively) to address how such binding might occur. Specifically, the studies target the behavior of the grateful person (e.g., expressing gratitude), the original benefactor’s psychological response to that behavior (i.e., perceived responsiveness of the grateful person), as well as actions within a subsequent interaction (e.g., kissing), to test mechanisms for gratitude’s role in promoting high-quality relationships. Discussion focuses on implications for gratitude’s role in a wide variety of social relationships and on emotion theory regarding the social functions of emotions.

Sara Algoe¹
¹Univ. of North Carolina at Chapel Hill

AWE, CURiosity AND DOWNSTREAM SOCIAL OUTCOMES

We present evidence that the effect of awe on downstream social outcomes is mediated by curiosity. Study 1 is a longitudinal, multiphase study that examined the effect of trait-level awe on curiosity and social outcomes in a sample of undergraduates (n=119). We found that participants’ trait-level awe predicted peer ratings of participants’ curiosity, which in turn mediated the effect of awe on peer-rated friendship satisfaction. Furthermore, we found that trait-level awe measured at the beginning of the semester predicted empathic concern at the end of the semester and that awe measured at the beginning of the semester predicted awe measured at the end of the semester.

Aaron Weidman¹, Jessica Tracy¹, Andrew Elliot²
¹Univ. of British Columbia, ²Univ. of Rochester
and social outcomes in a sample of adolescents who went white-water rafting (n=56). Awe experienced during the rafting trip predicted curiosity, which in turn mediated the effect of awe on social-wellbeing assessed one week after the trip.

Craig Anderson¹, Amie Gordon², Jennifer Stellar³, Dacher Keltner¹
¹Univ. of California-Berkeley, ²Univ. of California-San Francisco, ³Univ. of Toronto

ANGER: ITS FUNCTIONAL AND PHYSIOLOGICAL IMPLICATIONS

Anger is often posited to be similar to fear in that both are negative, arousing emotions. Yet anger differs from fear in terms of hormonal profiles, asymmetric frontal cortical activity, links with positive affect and behavior. Studies illustrating these differences will be reviewed, as will studies illustrating differences between types of anger (total N = 303). In particular, studies have linked anger with testosterone and fear with cortisol; anger with greater relative left frontal cortical activity and fear with greater right frontal activity; anger with increased reward responsiveness and fear with decreased reward responsiveness, and anger with approach- and fear with avoidance-related behaviors. However, in this program of research, the “outcomes” associated with anger depend on situational and personality variables, suggesting that anger does not necessarily produce only one type of outcome. Discussion will center on the need for discrete as well as dimensional models of emotions.

Eddie Harmon-Jones¹
¹Univ. of New South Wales

WHEN INSTITUTIONS ARE BARRIERS: HOW INSTITUTIONAL BIAS AND CONTEXTUAL CUES SHAPE SUCCESS AMONG STIGMATIZED GROUPS (N7)

Room: 6B
Chair: Stephanie Reeves, University of Waterloo
Co-Chair: David Yeager, University of Texas

Today, many mainstream institutions have taken steps to reduce overt prejudice. Why then do inequalities continue? This symposium presents novel experimental and longitudinal research illuminating the sometimes-hidden and surprising ways that cues interact with social identity to undermine or promote/ foster thriving for members of stigmatized or under-represented groups.

ABSTRACTS

CAUGHT UP IN RED TAPE: BUREAUCRATIC HASSLES UNDERMINE BELONGING AMONG FIRST GENERATION COLLEGE STUDENTS

Research has shown that institutional cues can reduce sense of belonging and achievement among underrepresented and stigmatized students (e.g. first-generation college students). However, most work focuses on cues relevant to stereotypes or group membership. We hypothesized that even mundane, group-irrelevant cues, specifically bureaucratic difficulties, might trigger belonging concerns. In study 1, students completed a university form online that was manipulated to be frustrating (or not). The frustrating web form reduced self-reported sense of belonging and perceived probability of success among first-generation college students. A multi-session field study conceptually replicated this finding with a different type of bureaucratic challenge: a straightforward or confusing course selection task. Correlational analyses in the same study revealed that experiences of bureaucratic challenges in students’ naturalistic settings predicted reduced sense of belonging. Moreover, these perceived bureaucratic challenges influenced the retention rates of students who were more uncertain about their belonging at college.

Stephanie Reeves¹, Mary Murphy², Sidney D’Mello³, David Yeager⁴
¹Univ. of Waterloo, ²Indiana Univ., Bloomington, ³Univ. of Notre Dame, ⁴Univ. of Texas at Austin

INSTRUCTORS’ THEORIES OF INTELLIGENCE SHAPE THE EXPERIENCES OF WOMEN IN STEM

Subtle situational cues in the classroom can trigger social identity threat. We, therefore, investigated the psychological, motivational and performance effects of several situational cues for women in STEM settings. In an experiment and a longitudinal, experience-sampling study, we examined how students’ perceptions of college instructors’ entity vs. incremental lay theories of intelligence shape women’s experiences in STEM. Moreover, we explored how this cue interacts with others to influence women’s sense of belonging, interpersonal concerns and performance in STEM. Experimental data demonstrate that “experts” with fixed theories of intelligence inhibit women’s STEM performance, particularly in contexts in which they form a minority. The longitudinal study reveals that when women perceive their STEM professors to have a fixed theory of intelligence, it inspires social identity threat and impacts how students relate and interact in class. These results underscore the importance of others’ theories of intelligence for women’s experiences in STEM classes.

Kathryn Boucher¹, Mary Murphy², Sabrina Zirkel³, Julie Garcia⁴
¹Univ. of Indianapolis, ²Indiana Univ., Bloomington, ³Mills College, ⁴California Polytechnic State Univ.

THE EMERGENCE AND LONG-TERM EDUCATIONAL CONSEQUENCES OF INSTITUTIONAL TRUST DURING ADOLESCENCE

There are massive racial/ethnic differences in people’s trust that institutions are fair. The present research offers an unprecedented seven-year correlational and experimental study that was precisely replicated over two years. It describes the onset of the black-white trust gap in middle school. There is no trust gap in sixth grade, but by seventh grade it is nearly a standard deviation in size. The growth of this gap is predicted by black students’ awareness of bias in discipline policies. Once developed, institutional distrust has pernicious consequences. It predicts subsequent behavioral problems (school discipline) and, five years later, lower likelihood of enrolling at a four-year college. An experimental intervention tested causality. It administered a trust-restoring treatment (school discipline) and, five years later, lower likelihood of enrolling at a four-year college. The role of social identity and trust formation in social-relational recursive processes is discussed.

Valerie Purdie-Vaughns¹, David Yeager², Sophia Hooper², Geoffrey Cohen³
¹Columbia Univ., ²Univ. of Texas at Austin, ³Stanford Univ.
A PARENT INTERVENTION ENCOURAGES IMPORTANT DISCUSSIONS AND INCREASES SCHOOL MOTIVATION

Parents often have high educational expectations for their children but may not feel equipped to initiate important motivating discussions with them, especially if they come from low socioeconomic status (SES) backgrounds. Eighth grade parents were randomly assigned to a treatment group designed to encourage such discussions by hearing a parent panel and receiving a handout and access to an informational website. Parents in the treatment group (vs. control) subsequently planned to talk to their children sooner about college and financial aid and believed that it is more important for their child to persist through academic difficulty (b = .308, t(48) = -2.184, p = .034). Accordingly, their children subsequently reported discussing college with their parents more recently and believed it was more important to persist in the face of academic difficulty compared to children whose parents were in the control group (b = - .375, t(41) = -2.095, p = .046).

Ryan Svoboda1, Mesmin Destin1
1Northwestern Univ.

BELOW AND BEYOND THE BIG FIVE (N8)

Room: 6E
Chair: Anissa Mike, Washington University in St. Louis

The current symposium presents alternative ways to examine the Big Five. First, a revision to the BFI is presented. Next, the structure of personality, above and below the Big Five, is examined. Third, the maladaptive ends of the Big Five are explored. Lastly, the predictive validity of facets is tested.

ABSTRACTS

MODELING FACETS TO PREDICT BEYOND THEIR BIG FIVE FACTOR

Given the broad nature of the Big Five, stronger predictions of outcomes may be gained by utilizing lower order facets that better identify inclinations towards more specific behaviors. Previous studies investigating facets have often been forced to examine facets separately from their overall construct and are unable to account for overlap between facets and their general factor. The current study uses bifactor models to disentangle the variance associated with specific facets and their general factor in order to determine whether facets offer unique predictive validity beyond their general factor. Specifically, we examine whether facets of conscientiousness and neuroticism can predict beyond their general traits when predicting health, and we examine whether facets of extraversion and agreeableness offer useful information when predicting whether individuals choose to volunteer. We find that for all Big Five traits facets can predict differentially from each other as well as from their general factors.

Anissa Mike1, Thomas Oltmanns1, Joshua Jackson1
1Washington Univ. in St. Louis

CONCEPTUALIZATION, DEVELOPMENT AND INITIAL VALIDATION OF THE BIG FIVE INVENTORY—2

This talk will describe a series of three studies conducted to develop and validate the BFI-2, a major revision of the Big Five Inventory. Study 1 conceptually defines a hierarchical personality structure with 15 facet traits nested within the broad Big Five domains, then derives a pool of candidate items to measure this structure. Study 2 uses a joint conceptual-empirical approach to develop the final BFI-2 from the preliminary item pool. Study 3 examines the BFI-2’s basic measurement properties, hierarchical structure and predictive validity in two independent validation samples. The results of these studies indicate that the BFI-2 represents a major conceptual and empirical advance over the original BFI. Specifically, the BFI-2 has a robust hierarchical structure, balances descriptive bandwidth and fidelity, minimizes the influence of acquiescent responding and provides substantially greater predictive power. The BFI-2 thus offers new opportunities for both psychometric and substantive research.

Christopher Soto1
1Colby College

DEVELOPMENT AND REFINEMENT OF THE SAPA PERSONALITY INVENTORY

Most personality inventories use items which are sentences or phrases rather than trait descriptive adjectives. The presumption that these phrased items share an identical structure with the trait descriptors is widely untested. Using recently developed methodological innovations (the International Personality Item Pool and Synthetic Aperture Personality Assessment), we evaluated the structure of a large set of phrased items following the administration of 92 personality scales (representing 696 items) to an international sample (N=58,000). These data allow for empirical evaluation of the relationships between the scales from which these items were chosen as well as evaluation of the empirical structure across all items together. Based on exploratory and confirmatory structural analyses of the full set, a 150-item subset was identified to represent a set of blended scales which can be scored at the level of three, five or fifteen factors.

David Condon1, William Revelle1
1Northwestern Univ.

IMPLICATIONS OF TRAIT STANDING ON SOCIAL, EMOTIONAL AND MOTIVATIONAL FUNCTIONING

The purpose of this talk is to discuss potentially harmful implications of trait standing on social, emotional and motivational functioning. The existing literature has documented a range of problems associated with the Five-Factor Model (FFM), but these associations have largely been confined to the socially undesirable poles. Widiger and colleagues argue that problems are associated with both poles of each trait domain, but both the IPIP-NEO-PI-R and EXP-NEO-PI-R have been confined to the socially undesirable poles. Widiger and colleagues argue that problems are associated with both poles, but that normal-range FFM measures may be limited in covering maladaptive variants of socially desirable traits. In this study, a list of 310 personality-related problems was developed and administered to a college student sample along with the International Personality Item Pool Representation of the NEO-PI-R (IPIP-NEO-PI-R) and the Experimental Manipulation of the NEO-PI-R items (EXP-NEO-PI-R). Numerous problems were associated with both poles of each trait domain, but both the IPIP-NEO-PI-R and EXP-NEO-PI-R were required to capture problems at both ends.

Michael Boudreaux1
1Washington Univ. in St. Louis
DIVERSITY IN CLOSE RELATIONSHIP PROCESSES (N9)

Room: 6D
Chair: Belinda Campos, University of California, Irvine

Relationship science stands to benefit from incorporating sociocultural diversity into the study of close relationship processes. The four talks in this symposium present studies of close relationships that generated novel findings about the role of sociocultural diversity in emotion, relationship satisfaction, neighborhood influences and intergroup relations.

ABSTRACTS

EFFECT OF NEIGHBORHOOD DISADVANTAGE ON MARITAL COMMUNICATION AND RELATIONSHIP SATISFACTION

Although leading models suggest that neighborhood disadvantage is detrimental to intimate relationships, Cutrona et al. (2003) found surprising associations with better marital quality. The present study extended their cross-sectional work by examining couples as they moved to poorer or wealthier neighborhoods. We asked, “Do between-couple and within-couple differences in neighborhood income predict communication behaviors and relationship satisfaction?” The four-wave study employed observational data from 431 diverse newlywed couples and 2010 Census data on median neighborhood income. Couples’ average neighborhood income was positively associated with baseline constructive communication, but couples who moved to wealthier neighborhoods did not experience significant changes in communication. Couples’ average neighborhood income did not significantly predict between-couple variation in relationship satisfaction but couples who moved to wealthier neighborhoods experienced decreases in relationship satisfaction. These longitudinal findings suggest that neighborhood disadvantage may not play a causal role in communication, but is surprisingly associated with declines in relationship satisfaction.

Teresa Nguyen1, Hannah Williamson1, Benjamin Karney1, Thomas Bradbury1
1Univ. of California, Los Angeles

FAMILISM: A CULTURAL VALUE WITH IMPLICATIONS FOR ROMANTIC RELATIONSHIP QUALITY

Familism is a cultural value that emphasizes interdependent family relationships that are warm, close and supportive. The goal of the present study was to examine whether familism values shape romantic relationships by testing whether: (a) familism would be positively associated with romantic relationship quality and (b) this association would be mediated by less attachment avoidance. A sample of U.S. participants (N=515) completed questionnaires and reported on their affect and behaviors three times per day over seven consecutive days in an electronic diary study. Dyadic multilevel analyses revealed cultural variation in levels and reciprocation of behaviors during conflict and in affect synchrony. The observed cultural variation was partially explained by spouses’ gender role norms and egalitarian values, with more traditional and less egalitarian spouses featuring less reciprocal reporting of positive and negative behaviors, and less synchrony in negative, but not positive affect.

Dominik Schoebi1
1Univ. of Fribourg

A CROSS-CULTURAL E-DIARY STUDY OF DAILY AFFECTIVE AND BEHAVIORAL DYNAMICS IN INTIMATE RELATIONSHIPS

Culture shapes how people interact with one another. Nevertheless, few studies have investigated cultural effects on intimate relationship interaction. The goal of the present research was to contribute to this literature by examining cultural effects on daily affect and behaviors in couples representing four different cultural contexts. A total of 706 married couples from nine countries (Austria, Belgium, Germany, Italy, Netherlands, Portugal, Switzerland, Russia and China) completed questionnaires and reported on their affect and behaviors three times per day over seven consecutive days in an electronic diary study. Dyadic multilevel analyses revealed cultural variation in levels and reciprocation of behaviors during conflict and in affect synchrony. The observed cultural variation was partially explained by spouses’ gender role norms and egalitarian values, with more traditional and less egalitarian spouses featuring less reciprocal reporting of positive and negative behaviors, and less synchrony in negative, but not positive affect.

Sharon Shenhav1, Belinda Campos1, Wendy Goldberg1
1Univ. of California, Irvine

THE RISING TREND OF INTERGROUP ROMANTIC RELATIONSHIPS: CAPTURING THE FAMILY CONTEXT

Changing U.S. demographics may lead to increases in intergroup romantic relationships. The current study examined intergroup romantic relationship attitudes and experiences within the context of young adults’ families of origin. Young adults from Asian, Latino and European cultural backgrounds (N=628) reported on their own attitudes and their perceptions of parents’ attitudes towards dating outside of his/her cultural group. Findings showed that, overall, young adult intergroup dating attitudes were significantly more positive than perceptions of parents’ attitudes. Cultural comparisons revealed that Asian participants reported greater discrepancies with their parents than did Latino participants; comparisons with European participants were not significant. Young adults with more discrepant attitudes were more likely to report conflict with parents over intergroup relationships. However, parent-young adult relationship quality moderated the association between discrepancies and conflict. Findings suggest that relationship quality may be protective against experiencing conflict for young adults who perceive differing intergroup attitudes from their parents.

Social/Personality Psychology and Public Health: Promise and Practical Application (N10)

Room: 2
Chair: Jeffrey Hunger, University of California, Santa Barbara

Modifiable behaviors (e.g., diet/exercise) contribute to
morbidity and mortality, and thus represent important targets for intervention. This symposium showcases how research and theory from social/personality psychology can inform public health. Presenters will highlight the utility of publicly available datasets and big data methodologies while providing practical guidance for their use.

**ABSTRACTS**

**WEIGHT STIGMA AND WEIGHT GAIN: EVIDENCE FROM LARGE-SCALE LONGITUDINAL DATA**

A growing body of experimental research shows that weight-stigmatizing experiences can lead to behavioral responses associated with weight gain (e.g., increased eating). However, researchers have only recently begun to examine the long-term consequences of weight stigma. Using data from the NHLBI Growth and Health Study (NGHS; N = 3,899), we first show that being labeled “too fat” as an adolescent is associated with an increased likelihood of being obese nearly a decade later. Using data from the Midlife in the United States Study (MIDUS; N = 3,372), we replicate the association between weight stigma and weight gain in a sample of community-dwelling adults and with a more nuanced measure of perceived discrimination. Importantly, in line with laboratory evidence this effect is partially mediated by increased stress eating. Large-scale, publicly available datasets provide a unique opportunity to examine the putative long-term consequences of phenomena more commonly studied experimentally in the laboratory.

Jeffrey Hunger¹, A. Tomiyama², Eric Robinson³, Michael Daly⁴
¹Univ. of California, Santa Barbara, ²Univ. of California, Los Angeles, ³Univ. of Liverpool, ⁴Univ. of Stirling

**STRENGTHENING THE SOCIAL-HEALTH INTERFACE WITH NATIONAL DATA**

Klein will open his talk by first addressing the promise of applying research and theory from social and personality psychology to pressing public health issues. Not only does our field hold important insight for addressing and remediying the many modifiable aspects of poor health, such as smoking and lack of physical activity, but health has and will continue to prove a fertile domain for testing, refining and expanding our theories of behavior. Klein then uses findings from the Health Information National Trends Survey (HINTS) to provide a “how-to” guide for conducting research using large-scale publicly available datasets. Specifically, using three studies showing that people who are high in self-affirmation tendencies tend to show a variety of health benefits, Klein provides practical advice and addresses potential pitfalls associated with obtaining, analyzing and publishing with this type of data.

William Klein¹
¹National Cancer Institute

**EVALUATING THE BIDIRECTIONAL RELATION BETWEEN PERSONALITY AND PHYSICAL ACTIVITY WITH PUBLIC DATABASES**

Physical activity and personality traits both promote better health across the lifespan. Cross-sectional studies point to a consistent relation between the two but do not speak to their temporal dynamics. Using data from the Midlife in the United States Study (MIDUS; N = 3,375) and the Health and Retirement Study (HRS; N = 10,227), we examined the reciprocal relation between personality and physical activity. Over 4-10 years follow-up, physically active adults increased in extraversion, openness and conscientiousness, and these traits predicted maintaining a physically active lifestyle. This pattern replicated using an objective performance measure on a subset of HRS participants (N = 5,210) and was partially replicated using panel studies in Europe (N = 13,301) and Australia (N = 8,629). Large, longitudinal datasets that are publicly available offer the opportunity to efficiently address the temporal dynamics between personality and health-promoting behaviors, determine whether such associations are replicable, and evaluate their generalizability to other cultural contexts.

Angelina Sutin¹, Yannick Stephan², Antonio Terracciano³
¹Florida State Univ. College of Medicine, ²Univ. of Montpellier, ³Florida State Univ.

**USING SOCIAL NETWORK ANALYSIS AND MACHINE LEARNING WITH FACEBOOK PROFILE DATA TO PREDICT SUBSTANCE USE AND RELATED HEALTH FACTORS**

The web application peek was developed as a research tool to facilitate the combination of Facebook profile information and responses collected with Survey Monkey. Survey information can be linked to a wide array of user data, including demographics, social network structure, events, photos and multiple rich sources of text. We present the findings of a pilot study classifying substance use risk and related health factors, from social network characteristics and other profile data using machine learning (random forests). Participants (N = 150) were recruited through Facebook advertisements. After participation, respondents were shown a summary of their Facebook data, including a visualization of their social graph. Our findings suggest that profile data including basic demographics, family information, relationship status and interests, political affiliation, religious beliefs and metrics calculated with social network analysis, are predictive of substance use. Future studies exploring other behavioral health issues are discussed.

Benjamin Crosier¹, Jacob Borodovsky¹, Lisa Marsch¹, Nicholas Light²
¹Dartmouth College, ²Casper
BEYOND THE INDIVIDUAL: GETTING SOCIAL WITH EMOTION REGULATION (O1)

Room: 8
Chair: Jamil Zaki, Stanford University
Co-Chair: James Gross, Stanford University

Building upon research on how people independently manage their own emotions, researchers are increasingly investigating how people regulate each other's affect. This symposium presents novel findings concerning how people both influence other individuals' emotions and recruit social support to manage their own experiences.

ABSTRACTS

A SAFE HAVEN: EXPLORING WHETHER SOCIAL SUPPORT FIGURES ACT AS PREPARED SAFETY STIMULI

Although social companions can powerfully downregulate threat responses, how this happens is not known. Based on the importance of close social ties for protection and survival, we hypothesized that social support figures act as "prepared safety stimuli"—promoting feelings of safety and reducing threat responses—through the same mechanisms that allow other basic cues to signal safety. To test this, Study 1 used neuroimaging to demonstrate that viewing social support figures during pain led to increased activity in safety-related neural regions (ventromedial prefrontal cortex) and corresponding reductions in self-reported pain. Studies 2 and 3 used classical conditioning methods to show that social support figures act as prepared safety stimuli by demonstrating that social support stimuli: 1) were less readily associated with fear and 2) inhibited conditioned fear responses to other cues. Together, these results suggest that social support figures may regulate threat responses through their role as prepared safety stimuli.

Naomi Eisenberger¹, Erica Hornstein¹
¹UCLA

INTERPERSONAL LINKAGE OF RESPIRATORY SINUS ARRHYTHMIA, EMOTIONAL AWARENESS AND SOCIAL CONNECTION

Respiratory sinus arrhythmia (RSA) is an indicator of parasympathetic activity and has been associated with self-regulation and social connection. Interpersonal linkage of RSA (between-partner correlation of RSA over time) has been associated with both relationship conflict and satisfaction, suggesting it may represent an important form of interpersonal emotional regulation. Results from the conversations of 80 romantic couples show that higher RSA linkage (one partner's RSA predicting the other's concurrent RSA), assessed with a multilevel model and a two-second moving-average measure of RSA, is associated with: 1) less conflict and greater satisfaction, 2) greater emotional awareness within-person (e.g., awareness and acceptance of own feelings) for both men and women, and 3) between-partner emotional connection for men (e.g., feeling emotionally connected). These results suggest that interpersonal linkage of RSA may reflect, or perhaps even support, smooth emotional functioning between partners in close relationships.

Emily Butler¹
¹Univ. of Arizona

SELF-REGULATION

Groups are often perceived as unregulated entities driven by processes of emotional contagion. Therefore, very little thought has been given to the notion that individuals may use self-regulation to change their group's emotions. We examine such processes in a series of four studies, beginning with dyadic interactions and moving to larger groups such as national and ethnic groups. In Studies 1 and 2, we focus on romantic partners and identify the factors that lead one partner to regulate their own emotions in order to influence the aggregated dyadic response. In Studies 3 and 4, we extend our theory by showing the existence of such processes in larger groups and further uncover some of the mechanisms that mediate such processes. Taken together, these studies extend theories of emotion on the group level by bringing to light processes that have yet to be empirically examined.

Amit Goldenberg¹, Yael Enav¹, Eran Halperin², Tamar Saguy², James Gross¹
¹Stanford Univ., ²Interdisciplinary Center Herzliya

INTERPERSONAL EMOTION REGULATION STYLE PREDICTS AFFILIATION, PERCEIVED SUPPORT AND WELL-BEING

Individuals often use emotion regulation strategies such as reappraisal, but also often manage their emotions through social interactions. To assess whether people differ in their use of interpersonal regulation, and whether this predicts well-being, we developed and validated the Interpersonal Regulation Questionnaire (IRQ). In Study 1 (N= 285), factor analysis of 87 test items revealed a 2x2 structure corresponding to individuals’ (1) tendency to pursue and (2) perceived efficacy of interpersonal regulation for (1) reducing negative and (2) increasing positive emotion. In Study 2 (N = 347), the 16-item IRQ tracked measures of social integration, social sharing and affective experience. In Study 3 (N = 400), IRQ tendency subscales predicted participants’ affiliation with others during emotionally salient image-rating tasks. In Study 4 (N = 787), IRQ efficacy subscales predicted higher ratings of friends’ support for recent emotional experiences. These data demonstrate the importance of interpersonal regulation style to social-emotional functioning.

Craig Williams¹, Jamil Zaki¹
¹Stanford Univ.

WHY HERITABILITY (STILL) MATTERS: NEW DEVELOPMENTS IN GENETIC CONTRIBUTIONS TO SOCIAL PSYCHOLOGICAL PHENOMENA (O2)

Room: 3
Chair: Lucian Conway III, The University of Montana

Genetic influence matters to fundamental questions of interest to social psychologists. Drawing on new and cutting-edge genetics research, the work presented in this symposium shows the continued importance of heritability for an array of diverse social psychological outcomes, including political ideology, attitude complexity, humor and intergroup attitudes.

ABSTRACTS

THE INFLUENCE OF ATTITUDE HERITABILITY ON...
COGNITIVE COMPLEXITY: OR WHY WE HAVE MORE COMPLEX OPINIONS ABOUT ROLLER COASTERS THAN BIRTH CONTROL

Research on attitude complexity has often focused on immediate proximal causes without considering distal genetic causes. To better understand the biological roots of cognitive complexity, the present studies explored the consequences of attitude heritability on linguistic complexity. Participant responses (n = 2237) on over 40 topics varying in heritability were coded for "integrative complexity." Across two different heritability sets and across both item- and factor-level analyses, the present results yielded a consistent pattern: heritability was always significantly positively correlated with "integrative complexity." Further analyses revealed that (a) this positive relationship occurred for two sub-types of integrative complexity that often pull in different directions and (b) measurements of attitude strength, though demonstrating relations with both complexity and heritability, largely failed to account for the heritability-complexity effect. Taken as a whole, these results suggest that there is a direct, fundamental effect of genetic heritability on the complexity of attitudes.

Lucian Conway III1, Meredith Repke1, Shannon Houck1
1The Univ. of Montana

THE GENETIC ARCHITECTURE OF POLITICAL IDEOLOGY

A large body of evidence has accumulated from twin and adoption studies suggesting that genetic factors explain a substantial fraction of the variation in political attitudes and behaviors. However, critics of this work have questioned key assumptions underlying twin-based estimates. We use a recently developed technique, called GREML, to estimate the fraction of variation in ideology (based on the widely used left-right scale) that is explained by the combined linear, additive effects of all common genetic variants. Our estimates suggest that common genetic variants explain approximately 14% of the variance in political ideology, similar to an estimate based on a twin study design utilizing the same sample. Further, we go on to show that ideology is genetically related to risk attitudes but not happiness or ambiguity aversion. Taken in total, this work highlights the importance of genetic contributions to political ideology.

Christopher Dawes1, Sven Oskarsson2
1New York Univ., 2Univ. of Uppsala

THE GENETICS OF HUMOR STYLES AND BORDERLINE PERSONALITY

What is the specific structure of genetic contributions to humor styles? To examine this question, the present study examined the phenotypic, genetic and environmental correlations between four humor styles (affiliative, self-enhancing, aggressive and self-defeating) and four dimensions of borderline personality disorder (affective instability, identity disturbance, negative relationships, self-harm) as well as a total borderline personality disorder score. Participants were 574 same-sex adult twin pairs. At the phenotypic level, the two pro-social humor style dimensions (affiliative and self-enhancing) were found to correlate negatively with borderline personality and the two anti-social humor style dimensions (aggressive and self-defeating) were found to have positive correlations with borderline personality. Bivariate genetic analyses demonstrated that many of the significant phenotypic correlations also had significant genetic, common environment and unique environmental correlations. These results help us better understand exactly how genetics influence humor styles.

Philip Vernon1, Rod Martin1, Nicholas Martin2, Philip Vernon1
1Univ. of Western Ontario, 2Queensland Institute of Medical Research

ARE YOU IN OR OUT?: INSIGHTS INTO THE ORIGINS OF IN-GROUP FAVORITISM AND PREJUDICE USING MULTIVARIATE QUANTITATIVE GENETICS

Humans are strikingly social beings, with our tendency to affiliate being a key feature of our species. Despite the many benefits that arise from group affiliation, less desirable social characteristics, such as in-group favoritism, nationalism and prejudice, are also ubiquitous features of human sociality. We present a series of studies examining the genetic architecture of in-group favoritism, nationalism and prejudice. Findings from these studies reveal: 1) genetic influences on in-group favoritism are both generalist (i.e. acting across racial, ethnic and religious boundaries) and specific in nature; 2) the genetic influences are highly correlated with genetic influences acting on traditionalism and right-wing authoritarianism; 3) the genetic influences acting on in-group favoritism are dissociable from the genetic influences acting on out-group derogation. In summary, these results provide key insights into the architecture of the biological mechanisms underpinning individual differences in prejudice and favoritism.

Gary Lewis1, Timothy Bates2, Christian Kandler3
1Univ. of York, 2Univ. of Edinburgh, 3Bielefeld Univ.

THE SOCIAL VOICE (03)

Chair: Netta Weinstein, Cardiff University

This symposium reviews novel theory and techniques in social psycholinguistics to inform and guide social psychologists’ work in the area. Four talks will provide different approaches to studying the social voice, employing acoustic, perceptual, behavioral and neuroscientific data to a better understanding of emotions, motivations and cognitions.

ABSTRACTS

MOTIVATING PROSODY ALONE CAN CHANGE SOCIAL AND EMOTIONAL EXPERIENCES

This talk describes how people motivate others through their tone of voice alone, employing self-determination theory (Deci & Ryan, 1985) to define motivation. Three studies manipulated tone of voice in otherwise (semantically) neutral and identical, but directive, sentences. Actors manipulated their tone of voice to express autonomy-supportive and controlling motivations. In two studies, I used two sentences to simulate a school environment that was either controlling or autonomy-supportive in its motivational climate. In a third study, I examined the impact of tone of voice independent of context. Findings showed listening to motivating tone of voice affects both well-being, in that autonomy-supportive tone enhances positive affect, vitality and self-esteem, and social behavior, including closeness to other students and intended prosociality. Relations with perceived power, kindness and speaker happiness are explored. Data are discussed in light...
of applications to understanding the influence of politicians, coaches, educators and parents.

Netta Weinstein¹
¹Cardiff Univ.

ACOUSTIC TYPOLGY OF AUTONOMY-SUPPORTIVE AND CONTROLLING MOTIVATIONS

Voices change when attempting to motivate others to action. In this talk, I discuss ways that acoustic measures of the human voice reflect human motivation, exploring parallel processes with personality, attitudes and emotions. Studies defined the acoustic typology of two forms of motivation, autonomy-supportive (providing choice and volition) and controlling (pressure and coercion). Findings were inconsistent for pitch (tone of voice as high or low), and showed controlling speech was said with greater intensity (more loudly), slower speed rate reflecting effortful speech, and a harsher tone. Indeed, listeners who heard tone of voice in the absence of semantic cues into motivational style were able to correctly identify whether speakers were attempting to control them. Results were inconsistent with regards to pitch suggesting that pitch on its own is not a critical indicator for communicating motivation; this finding also critically differentiates motivational communication from emotion communication.

Konstantina Zougkou¹
¹Univ. of Essex

THE IMPACT OF STRESS ON EMOTIONAL PROSODY

“The most important thing in communication is hearing what isn’t said” (Peter Drucker). While there is extensive literature devoted to how emotions are conveyed or understood through prosody (tone of voice), far less is known about how these processes are influenced by social psychological factors such as stress. The current project is first to report evidence that experimentally induced stress affects both the production and recognition of emotional sentences. We demonstrate that listeners pay attention to acoustic cues signaling stress in the voice and that sentences expressed in a negative tone of voice by stressed speakers are less well recognized than sentences produced by non-stressed speakers. We also show that stress can impact on the receiver end as stressed listeners are worse at recognizing emotions from speech than non-stressed listeners. Overall, findings suggest detrimental effects of induced stress on interpersonal sensitivity.

Silke Paulmann¹, Desire Nilsen¹
¹Univ. of Essex

THE VOICE OF CONFIDENCE: HOW DO LISTENERS EVALUATE A SPEAKER’S FEELING OF KNOWING?

During interpersonal communication, a speaker’s voice betrays their “feeling of knowing,” and listeners must accurately decode these cues to correctly infer the speaker’s mental state. Here, we report perceptual and acoustic evidence on how different levels of confidence (confident, close-to-confident, unconfident) are communicated vocally by speakers; this is followed by neurophysiological data highlighting the time course of neural responses as listeners decode and infer a speaker’s feeling of knowing during on-line speech perception, using event-related brain potentials. Findings underscore that acoustic differences in the level of expressed confidence are robustly differentiated by listeners at three distinct processing stages, beginning as early as 200 milliseconds post-stimulus. We then demonstrate ways that inferences about a speaker’s feeling of knowing can be influenced by speaker variables (e.g., speakers with a native vs. non-native accent) and by the sex of the listener.

Marc Peli¹, Xiaoming Jiang¹
¹McGill Univ.

LIVING WITH TWO CULTURES: PERSONALITY, SOCIAL AND DEVELOPMENTAL PERSPECTIVES ON BICULTURALISM AND BICULTURAL IDENTITY INTEGRATION (O4)

Room: 6E
Chair: Veronica Martinez, Universitat Pompeu Fabra
Co-Chair. Seth Schwartz, University of Miami

Four teams present their research on biculturalism and demonstrate its impact on psychological and behavioral adjustment. These studies represent different theoretical perspectives (personality, developmental, social, acculturation), include different types of bicultural individuals and rely on different types of data (identity labels and narratives, daily diaries, questionnaires) and research designs (cross-sectional, longitudinal).

ABSTRACTS

“SO NOW, I WONDER, WHAT AM I?”: TRANSFORMING THE CHALLENGES OF BICULTURAL IDENTITY THROUGH NARRATIVE PROCESSING

Past research shows that when bicultural individuals are primed to recall positive bicultural memories, bicultural identity integration (BII) increases. However, such research does not take into account the reality that being bicultural often involves negative experiences of conflict, prejudice and misunderstanding. Applying a narrative identity perspective, negative memories may facilitate rather than hinder BII if they include the narrative processes of identity exploration and positive resolution. In two studies, we examined how qualities of bicultural memory narratives relate to BII, controlling for demographics and affect. In Study 1 (N = 77 college students), bicultural memories were predominantly about negative events, but positive resolution rather than event valence predicted BII. In Study 2 (N = 50 adults aged 18-62), positive identity resolution in bicultural conflict narratives was associated with BII. Exploration showed a complex pattern, suggesting that it may be triggered by identity conflict but contribute to increased BII over time.

Jennifer Lilgendahl¹, Veronica Benet-Martinez²
¹Haverford College, ²Universitat Pompeu Fabra

BICULTURAL IDENTITY INTEGRATION OF TRANSRACIAL ADOPTEES: ANTECEDENTS AND OUTCOMES

Transracial adoptees experience unique conditions of dual cultural belonging in that they have limited access to the heritage culture, which can only be acquired through the adoptive family’s efforts. Nevertheless, little is still known about how adoptees integrate their two cultural backgrounds, the underlying identity processes and how these processes
impact transracial adoptees’ adjustment. Two quantitative studies investigated this unexplored area of research. The first study (which included 170 adopted adolescents and both of their parents) explored whether BII is related to adoptees’ behavioral adjustment (i.e., lack of behavioral problems) and the influence of family context and social identity variables on BII. The second study (which included 79 adoptees) relied on a longitudinal design to examine the relation between BII and adoptees’ psychological adjustment (i.e., well-being). Results provide a first understanding of the antecedents of adoptees’ BII and clear evidence of the crucial role played by BII in adoptees’ adjustment.

Claudia Manzi1, Rosa Rosnati1, Laura Ferrari1, Veronica Benet-Martinez2
1Catholic Univ. of Milan, 2Universitat Pompeu Fabra

BICULTURAL IDENTITY INTEGRATION AND PSYCHOSOCIAL FUNCTIONING: A DAILY DIARY STUDY
First and second generation immigrants are not only tasked with the retention/acquisition of their heritage and receiving cultures, but also with integrating them (Benet-Martínez & Haritatos, 2005). In the current study we explored the effect of daily fluctuations in immigrants’ capacity to blend and harmonize their heritage and receiving culture on psychosocial functioning. Data came from a nine-day diary study of Hispanic college students (n = 318; 70.1% female; mean age = 20.72). Results indicated significant fluctuations around participants’ capacity to harmonize (mean fluct = .442) and blend (mean fluct = .430) their heritage and U.S. cultures. Additionally, Day-1 levels of harmony negatively predicted Day 2–8 fluctuations in blendedness (&#946; = -10, p = .004) which in turn negatively predicted Day 9 Well-being (&#946; = -20, p = .022). The current study furthers our understanding of how individuals integrate their cultural streams on a daily level and establishes its effect on psychosocial functioning.

Alan Meca1, Seth Schwartz1, Dionne Stephens2
1Univ. of Miami, 2Florida International Univ.

CHANGES IN ETHNIC LABELING FROM CHILDHOOD TO ADOLESCENCE: A LONGITUDINAL STUDY OF MEXICAN-ORIGIN YOUTH AND THEIR FAMILIES
Ethnic labeling refers to identification with one or more racial, ethnic or cultural groups. Previous research suggests that individuals who identify with both heritage and mainstream ethnic or cultural groups positively predict their wellbeing. The present study examined ethnic labeling in a sample of Mexican-origin youth and their families (N = 674) followed annually during the transition from late childhood (age 10) to adolescence (age 15). Youth preferred a bicultural label at age 10, but declined in this preference. Youth and mothers tended to endorse the same ethnic label more so than youth and fathers did. Furthermore, ethnic labeling was linked to a range of socio-demographic variables, and youth who decreased in their preference for a bicultural label were at greater risk for substance use in adolescence.

Joanne Chung1, Veronica Benet-Martinez2, Richard Robins3
1Univ. of Kentucky, 2Universitat Pompeu Fabra, 3Univ. of California at Davis

ANTI-ATHEIST PREJUDICE: UNDERSTANDING ITS CAUSES, CONSEQUENCES AND REMEDIES (05)

Room: 4
Chair: Ain Simpson, Ohio University
Co-Chair: Kimberly Rios, Ohio University

Atheists, despite their prevalence worldwide, represent a considerably marginalized social group. Until recently, empirical research has been mostly silent on this issue. This program details recent investigations into this highly unique form of prejudice, discussing its causes, consequences, remedies and implications for theories regarding the psychology of religious belief.

ABSTRACTS

EXPLORING THE ANTECEDENTS AND REMEDIES OF ANTI-ATHEIST PREJUDICE
Despite ever-increasing intergroup tolerance, prejudice against atheists persists worldwide. Evidence suggests that moral distrust drives such prejudice (Gervais et al., 2011), but little is known about the factors contributing to such distrust. First, we highlight two necessary antecedents: meta-ethical beliefs regarding the divine origins of moral laws, and beliefs about an atheist “essence” that is categorically bounded, discrete and immutable. The central role of such beliefs suggests that anti-atheist prejudice is driven by perceptions of atheists as “moral others” who are fundamentally estranged from moral knowledge and moral virtue. We then ask, “If atheists are morally distrusted, which specific moral values are implicated the most?” We find that, although atheists are stereotyped as low in concern for all types of moral values, and despite the particularly important role of “binding” moral concerns (loyalty, respect, purity) in religious moral systems, only perceived atheist concern for caring and compassion (but not for other moral values) was associated with reduced anti-atheist prejudice.

Ain Simpson1, Kimberly Rios1
1Ohio Univ.

NO GOD? NO GOOD!
Atheists are frequently distrusted and excluded. In this talk, I’ll highlight a few recent lines of research in this area. First, anti-atheist prejudice seems to stem, in part, from people intuitively viewing religion as a necessary component of morality. As a result, immoral actions are seen as representative of atheists across 13 sites worldwide, and even among atheist participants. Second, we find that intuitions about religion and morality also affect trait inferences made from physical appearance. Faces viewed as untrustworthy are also intuitively assumed to belong to atheists. Finally, I consider the most?” We find that, although atheists are stereotyped as low in concern for all types of moral values, and despite the particularly important role of “binding” moral concerns (loyalty, respect, purity) in religious moral systems, only perceived atheist concern for caring and compassion (but not for other moral values) was associated with reduced anti-atheist prejudice.

Ain Simpson1, Kimberly Rios1
1Ohio Univ.
ATHEISTS Respond to Identity Threat with Increased Generosity Toward Religious Outgroup Members

Although much research examines the consequences of identity threat, no work has investigated how atheists respond to such threat. As atheists are stereotyped as untrustworthy, and because members of stereotypically untrustworthy groups often compensate by disconfirming this stereotype, we expected atheists (but not Christians) to behave in especially trustworthy ways toward outgroup members. In four studies, atheists and Christians played a trust-based monetary game with either an atheist or Christian partner. Although pretests showed that people generally expect Christians to be more generous than atheists regardless of the partner, we found that atheists were more generous toward Christians than vice-versa. This effect was stronger among atheists who believed that their partners were aware of their atheist identity, and among atheists high in need to belong. Results suggest that atheists’ meta-stereotypes strongly affect how they interact with religious outgroup members, and provide novel implications for atheist ingroup identification.

Azim Shariff<sup>1</sup>, Kimberly Rios<sup>1</sup>, Ain Simpson<sup>1</sup>

<sup>1</sup>Ohio Univ.

ANY God Is Better Than No God

Like nationalities, ethnicities and orange t-shirts, religions are powerful sources of group identity that can create sharp psychological demarcations between Us and Them. However, when it comes to signaling trustworthiness, religion may involve unique factors that prove stronger than groupish divisions. In particular, the belief in God—any God—may matter more than shared religious identity. A series of experiments tested this prediction, pitting group identity against God belief. Study 1 found that Christians have stronger implicit trust associations for Muslims compared to atheists. Study 2 showed that Christians trust outgroup members more than unbelieving Christians in an economic game. Studies 3 and 4 found that Christians consistently exhibit more trust for a believer from another religion—even one they have never heard of—than a non-believer from their own. These findings are consistent with theories highlighting the functional role that beliefs in supernatural monitoring play in fostering cooperation.

Azim Shariff<sup>1</sup>

<sup>1</sup>Univ. of Oregon

ME BEFORE WE: Poor Sleep Promotes Focusing on the Self Over One’s Relationship

Poor sleep can be detrimental for close relationships. We argue that one reason for this is that relationship maintenance requires people to prioritize the needs of the relationship over their own needs, but poor sleep promotes automatic, self-focused tendencies. Supporting this, 76 participants in a 14-day daily experience study reported being less responsive to their partners, a critical relationship maintenance behavior, the more they slept poorly the prior night. In a second study (N=107), poor sleepers were more self-focused when they thought about their own goals, but this typical negative effect of sleep was overridden when participants were induced to think about their relationship goals. Across studies, there was evidence for the dyadic effects of poor sleep such that poor sleepers also perceived their partners as more self-focused. Taken together, these findings provide evidence that poor sleep may harm relationships by increasing the self-focused tendencies of both relationship partners.

Amie Gordon<sup>1</sup>, Serena Chen<sup>2</sup>

<sup>1</sup>Univ. of California - San Francisco, <sup>2</sup>Univ. of California - Berkeley

THE OTHER THIRD Of OUR LIVES: A Self-Regulatory Perspective On Sleep And Social Behavior (06)

**Room:** 7B

**Chair:** Zlatan Krizan, Iowa State University

**Co-Chair:** David Watson, Notre Dame University

We spend a third of our life asleep, yet we know little about how sleep and social behavior shape each other. Emerging research featured in this symposium reveals that sleep is critical for self-regulation and social behavior, but also that self-regulatory processes impact how and why we sleep.

**ABSTRACTS**

RESTED And REstrained: Optimal Sleep As A Core Component Of Individual Differences In Self-Control

Although sleep is critical for executive cognitive functioning, how sleep intersects with aspects of self-control that are critical to regulating pursuit of important personal and social goals is largely unexamined. We argue that proper sleep is a core component of individuals’ self-control and that suboptimal sleep is indicative of self-control failures. Study 1 (N=219) shows that individuals with better sleep are substantially higher in self-control, regardless of their sleep hygiene. Study 2 (N = 303) replicates this link, implicating both night- and day-time sleep problems in low self-control and everyday regulatory failures (e.g., being late). Study 3 (N=620) finds that insufficient sleep in children predicts future development of self-control problems in school. Taken together, the findings reveal robust associations between sleep and self-control, implicating sleep problems in self-control failures with social and occupational consequences, and highlight the role of sleep in development of self-controlled and conscientious personality.

Garrett Hisler<sup>1</sup>, Zlatan Krizan<sup>1</sup>

<sup>1</sup>Iowa State Univ.

INDIVIDUAL DIFFERENCES IN Self-Regulatory Capacity And Psychophysiological Activation During The Pre-Sleep Period: A DYNAMICAL SYSTEMS ANALYSIS

Pre-sleep cognitive and somatic arousal is associated with poor overnight sleep quality, as well as the development of chronic sleep disturbance. Importantly, the pre-sleep period is also a time in which self-regulatory depletion would be most evident in behavior and psychophysiology. The current talk will describe research that examines whether individual differences in self-regulatory capacity, indexed as resting high frequency-heart rate variability (HF-HRV), predict autonomic nervous system imbalance before sleep. A central focus is a dynamical systems examination of associations...
between sympathetic nervous system (SNS) activation and parasympathetic nervous system (PNS) activation during the two hours before sleep in individuals selected for high vs. low reports of pre-sleep arousal (n = 2880 SNS-PNS vectors across 24 participants). This approach identified autonomic patterns that were predicted by individual differences in self-regulatory capacity. Implications of these findings for the study of self-regulatory depletion and assessment of early allostatic load will be discussed.

Paula Williams1, Jonathan Butner1, Holly Rau1, Daniel Bride1, Matthew Cribbet2
1Univ. of Utah, 2Univ. of Pittsburgh Medical Center

WHY DO PEOPLE NAP?: SELF-REGULATION OF DAYTIME SLEEP AND ITS ASSOCIATION WITH MOOD, PERSONALITY AND COGNITION
Napping is a cultural and developmental phenomenon that has been receiving increased attention because of its benefits for understanding cognition and its conflicting associations with health outcomes. Understanding the reasons why people nap, as well as the psychological characteristics of nappers, can thus provide critical insights into normal and pathological nap behaviors. We systematically assessed the reasons people nap by creating an inventory of reasons for napping and determining the underlying structure using factor analysis. These results are summarized in our five-factor model with the acronym DREAM: Dysregulative, Restorative, Emotional, Appetitive and Mindful. In the talk, I describe the factors and the psychological, health and sleep profiles related to each. I demonstrate that use of the model shows differential associations between reasons for napping and psychosocial and physical health variables (N=430), helping to clarify discrepancies in the literature.

Sara Mednick1
1Univ. of California - Riverside

WOMEN AND SEX: SOCIOCULTURAL, EVOLUTIONARY AND FEMINIST PERSPECTIVES ON THE CONSTRUCTION, ENGAGEMENT AND COSTS OF WOMEN’S SEXUAL BEHAVIOR (07)

Room: 6D
Chair: Melissa McDonald, Oakland University
Co-Chair: Jaimie Krems, Arizona State University

Discourses on sex have historically focused on men. This symposium showcases speakers from a range of theoretical perspectives presenting research on women’s sexuality and sexual agency. Together, talks demonstrate how gendered mating behavior is constructed, how women strategically pursue—or avoid—sex, and the consequences of sexual agency for women.

ABSTRACTS

EVIDENCE FOR A SEXUAL COERCION THREAT-MANAGEMENT SYSTEM IN WOMEN
Given the importance of reproductive choice in female mating strategies, women may be equipped with a threat-management system that facilitates avoidance of individuals that historically posed an increased threat of sexual coercion. Bias against outgroup men may be one consequence, resulting from a deep history of intergroup conflict in which these men posed an increased risk of sexual assault. Here we demonstrate that the output of this system is not limited to attitudinal biases, but extends to real-world dating decisions. Participants received an unsolicited dating request made by a minimal ingroup or outgroup member. Women self-appraised as vulnerable to sexual coercion were less likely to agree to date requests from outgroup members (but not ingroup members) during the fertile window of the menstrual cycle. Thus, this system may be calibrated to produce increased outgroup bias for women for whom threats to reproductive choice are most likely and most costly.

Melissa McDonald1, Brent Donnellan2, Joseph Cesario3, Carlos Navarrete3
1Oakland Univ., 2Texas A & M Univ., 3Michigan State Univ.

ECONOMIC RECESSION AND WOMEN’S SEXUAL STRATEGIES: WOMEN’S MATING PSYCHOLOGY AND BEHAVIOR ARE RESPONSIVE TO ECOLOGICAL CUES
Across cultures, women tend to prefer committed, emotionally-investing (i.e., long-term) sexual relationships. However, recently a growing number of women have been pursuing a particular type of uncommitted, casual (i.e., short-term) relationship, one wherein they exchange affection, companionship and often sex for gifts, trips and financial support from men. Why are women increasingly interested in such short-term ‘transactional sex’ arrangements—and why now? We contend that this trend, colloquially termed “the sugar baby phenomenon” in the media, is linked to modern cues of resource scarcity (e.g., The Great Recession). Results from three experiments (N = 532) reveal that recessionary cues influence women’s (but not men’s) sexual strategies, leading women to report increased openness to short-term exchanges of sex for resources. State-level data (N = 50) further link economic downturn to behavioral evidence of women’s interest in transactional sex relationships. Findings suggest that women’s mating psychology and behavior may be strategically responsive to ecological cues.

Jaimie Arona Krems1, Keelah Williams1, Steven Neuberg1, Douglas Kenrick1
1Arizona State Univ.

SEX AND GENDER DIFFERENCES IN MATING BEHAVIORS: EVOLUTIONARILY Driven, Culturally developed and Ecologically elicited
Simplistic views of sex and gender often pit biological sex (i.e., “nature”) against gender (i.e., “nurture”) to argue whether psychological differences between human males and females stem from biological evolution or social construction. I review the literature to show how gendered mating behavior stems from an interaction among evolutionary, cultural and ecological factors. Sex differences in human reproductive challenges elicited evolved sex differences in behaviors facilitating successful mating—e.g., sex differences in mate preferences, attachment styles, short-term mating interest. Yet culture also explicitly develops and reinforces these behaviors as gender roles, with individual differences moderating the extent to which a particular individual expresses these gender roles. Finally, these gendered mating behaviors also vary as a function of the ecology (e.g., pathogen prevalence, sex ratio,
environmental harshness). In all, this framework presents a more integrated and comprehensive understanding of gendered sexual behavior than previous, simplistic accounts.

Angela Pirlott1
1Saint Xavier Univ.

THE COSTS OF BEING FORWARD: PERCEPTIONS OF SEXUAL AGENCY IN men AND women
Sexual agency (e.g., initiating sex, communicating desires) is related to positive sexual outcomes for men and women, but women are much less likely than men to engage in this behavior. The current research examined gender differences in the perception of sexual agency to help explain this discrepancy. Compared to targets who were low on sexual agency, participants viewed sexually agentic targets as more desirable sexual partners, but also as less likely to use safe sex practices and as having more previous sexual partners. Additionally, participants believed sexually agentic female targets had the highest number of sexual partners. In a second study, women viewed these perceived outcomes more negatively than men did. Based on this research, we suggest that women may refrain from sexual agency because they weigh the importance and consequences of sexual agency differently than men despite similar sexual outcomes.

Janell Fetterolf1, Diana Sanchez1
1Rutgers Univ.

IS IT BEST TO BE ACCURATE OR BIASED?: REAL WORLD CONSEQUENCES OF SELF-KNOWLEDGE AND ACCURATE INTERPERSONAL PERCEPTIONS (08)

Room: 6A
Chair: Erika Carlson, University of Toronto
Co-Chair: Lauren Human, McGill

This symposium explores consequences of accurate (or biased) perceptions of one’s personality, reputation, abilities and relationships in real world contexts. Taken together, talks shed some light on if and when self-knowledge and accurate perceptions of others are adaptive and identify potential mechanisms that explain these effects.

ABSTRACTS

IS IT ADAPTIVE TO KNOW WHAT OTHER PEOPLE REALLY THINK ABOUT YOU?: THE LINK BETWEEN META-ACCURACY AND RELATIONSHIP QUALITY
Our beliefs about how other people perceive us help us navigate social environments. Yet, the benefits of knowing what others really think might be outweighed by other factors such as assuming others see the best in us. In three studies, the current talk assesses the degree to which accurate and biased metaperceptions for the Big Five predicts interpersonal outcomes among new acquaintances (N = 184), friends (N = 292) and a romantic partner (N = 328). Results based on response surface analysis suggest that, for some traits (e.g., conscientiousness), metaperceptions that are discrepant from others’ impressions predict being enjoyed less by other people. When discrepancies exist, people who are humble are enjoyed more than are people who are positively biased. Interestingly, these discrepancies are not related to self-reports of relationship quality. Taken together, results suggest that the self and others experience self-knowledge in different ways.

Erika Carlson1, Stéphane Côté1
1Univ. of Toronto

ACCURACY OF SELF-RATED EMOTIONAL INTELLIGENCE AND JOB PERFORMANCE
Do employees who know their level of emotional intelligence perform their jobs better than those who do not? Accurate self-assessors may perform better than overestimators, who may act confidently based on incorrect social cues, and underestimators, who may hesitate to leverage correct social perceptions. Employees (n = 222) took a standardized test of emotional intelligence, and separately rated their own emotional intelligence. Additionally, supervisors rated employees’ job performance. Data were analyzed using polynomial regression and response surface methodology. Employees who overestimated their level of emotional intelligence, rating themselves as highly emotionally intelligent relative to test scores, received relatively low ratings from their supervisors. However, employees who underestimated their emotional intelligence were not rated appreciably lower than accurate self-assessors. Thus, employees with accurate self-assessments perform better relative to those holding unrealistically high beliefs about their emotional intelligence, but not relative to those holding unrealistically low beliefs.

Stéphane Côté1, Julie McCarthy1
1Univ. of Toronto

FALSE BELIEFS, SELF-IMAGE AND ACTION
People fail to recognize they are uninformed because they hold false beliefs bolstering impressions of self-expertise. The first study comprised 25,509 respondents quizzed on financial literacy. The second comprised 367 Americans, quizzed on social conditions and economic events the day after the 2014 midterm elections. In both studies, self-ratings in expertise fell when respondents recognized not knowing answers to the quiz, but remained high when they endorsed a misbelief. This pattern produced inflated self-views correlating with consequential behavior. In Study 1, people recently filing for bankruptcy scored below average on financial literacy, but rated their self-knowledge more positively than then peers did. In Study 2, people endorsing both true and false beliefs were more likely to report having voted, but only those endorsing false beliefs reported higher levels of civic engagement beyond that (e.g., signing petitions, donating to candidates).

David Dunning1, Sunjong Roh2
1Univ. of Michigan, 2National Univ. of Singapore

BIASED PERCEPTIONS OF ROMANTIC DESIRE IN FRIENDSHIP
Drawing from prior research on motivated cognition in relationships, this research examined biased perceptions of love in opposite-sex friendships. The authors hypothesized that perceivers with romantic or sexual desire for their friends would exaggerate the extent to which their friends reciprocated those desires. In turn, this bias should give perceivers who love their friends confidence to enact romantic initiation behaviors. If those behaviors are effective, then their enactment should result in friends feeling more desire over
time. Results from two dyadic studies, including a prospective study over the course of a month, supported these predictions. Results suggest that initially biased perceptions of friends’ romantic desire can create self-fulfilling prophecies that aid in relationship initiation.

Edward Lemay¹, Noah Wolf¹
¹Univ. of Maryland

DEVELOPMENTAL PATHWAYS LINKING INDIVIDUAL DIFFERENCES IN PERSONALITY AND COGNITION TO SOCIAL INEQUALITIES (09)

Room: 9
Chair: Jutta Heckhausen, University of California, Irvine
Co-Chair: Rainer Riemann, Department of Psychology, Bielefeld University

Modern industrialized societies exhibit strong social inequalities, but also hold potential for social mobility, particularly via education, vocational training and professionalization. Four scholars integrate their perspectives on individuals’ traits, life-span developmental psychology, life-course sociology and behavioral genetics focusing on the interplay between social environments, individual characteristics and social inequality.

ABSTRACTS

SES EFFECTS ON RELIABILITY, ETIOLOGY AND VALIDITY OF PERSONALITY MEASURES

Social sciences increasingly rely on personality traits for predicting important social outcomes that are markers of social inequalities. Therefore, it is important to know whether and how socio-economic status (SES) is related to psychometric quality, personality structure and etiology as well as the validity of personality measures. Using data from the German TwinLife study of genetic and environmental causes of life chances, we examine personality traits in three cohorts of adolescents and young adults (N=500 twin pairs per cohort, aged 11-23). Participating twin families were randomly selected from population registries. They provided personality descriptions on a short five-factors instrument, and extensive measures of different social outcomes like income, educational attainment, health, social participation, wellbeing and deviant behavior. We analyzed psychometric characteristics, heritability and concurrent validity with regard to important life outcomes using SEM. The results shed light on the interplay between personality measures and SES in adolescence and young adulthood.

Rainer Riemann¹, Anna Konrad¹, Anna-Lena Peters¹
¹Bielefeld Univ.

INDIVIDUAL AGENCY IN THE LIFE COURSE: WHEN AND WHICH INDIVIDUAL DIFFERENCES MATTER FOR SOCIAL MOBILITY?

Modern industrialized societies entail substantial social inequality and structure opportunities for social mobility across the life course, particularly during the transition to adulthood. Social mobility is increasingly dependent on educational attainments beyond high school. Therefore, individual differences in motivational investment for education and professional training play a key role for an individual’s chances to climb the social ladder. Findings from three studies in the U.S., Germany and Canada are presented. Each study shows how specific challenges in the transition to adulthood (vocational apprenticeship, college) expose individuals’ strengths and weaknesses in motivation and self-regulation. Together these studies demonstrate the role of individual differences in goal-engagement control strategies for transition-to-adulthood outcomes, both in terms of overall intensity and strategic composition. Moreover, the studies show that motivational engagement is moderated in its effectiveness by the degree of goal controllability, although certain societal conditions can favor long-term goal striving for initially unrealistic goals.

Jutta Heckhausen¹
¹Univ. of California, Irvine

SOCIOECONOMIC STATUS AND TWIN SIMILARITY IN COGNITIVE ACHIEVEMENT: EVIDENCE FROM FLORIDA

Part of the intergenerational transmission of social advantage may operate through the differing capacities of different environments to help children achieve their academic potential. From this follows a longstanding hypothesis in behavioral genetics that the heritability of cognitive achievements increases with socioeconomic status. Evidence for this hypothesis has been mixed, with studies of U.S. populations having decidedly better success than studies of populations elsewhere. We use data from merged birth and school records for Florida children born between 1992 and 2002. Advantages of these data are the extensiveness of population diversity, size and the availability of school testing records and non-self-report measures of socioeconomic status. The key disadvantage is that zygosity information increases changes in heritability estimates as socioeconomic status. The key disadvantage is that zygosity information is not available, so estimates of heritability are identified by comparing same-sex and opposite-sex twins and non-twin siblings. Contrary to expectations, we do not find support for changes in heritability estimates as socioeconomic status increases.

Jeremy Freese¹, David Figlio¹, Krzysztof Karbownik¹, Jeffrey Roth²
¹Northwestern Univ., ²Univ. of Florida

GENETIC VARIATION IN NONCOGNITIVE SKILLS PREDICTS ACADEMIC ACHIEVEMENT ABOVE AND BEYOND INTELLIGENCE

Transactional models predict that that selection into environments occurs systematically on the basis of genetically-influenced individual differences, and that environmental experiences therefore serve to differentiate children’s achievement by genotype. We find evidence consistent with these predictions in a sample of 505 school-aged twins and triplets from the Texas Twin Project. A highly heritable (72%) single common factor captures co-variation among grit, intellectual curiosity, ability self-concept, mastery orientations, educational value, intelligence mindset and test motivation. Controlling for variance in noncognitive skills that overlaps with Big Five personality traits reduces factor loadings only moderately. Genetically-influenced variance in the noncognitive factor is associated with multiple measures
of verbal knowledge and academic achievement, even after controlling for fluid intelligence and the Big Five. These results indicate that naturally-occurring genetic variation in this interrelated set of academically-oriented patterns of thinking, feeling and behaving accounts for heritable differences in acquired knowledge and academic achievement.

**Elliott Tucker-Drob**, Laura Engelhardt, Daniel Briley, K. Harden

1Univ. of Texas, 2Univ. of Illinois

**PURITY AND HARM IN THE AMERICAN CULTURE WAR: A DEBATE ON THE STRUCTURE OF MORALITY (O10)**

**Room**: 2
**Chair**: Jeremy Frimer, University of Winnipeg
**Co-Chair**: Kurt Gray, Univ. of North Carolina, Chapel Hill

Liberals and conservatives clash over moral issues, and psychologists clash over the basis of moral disagreement. Some research points to the importance of purity in ideological disagreements, but what is purity? We will debate whether purity is unique to conservatives, a distinct foundation/kind of harm or specially tied to disgust.

**ABSTRACTS**

**LIBERALS HAVE A HOLY OF HOLIES, TOO: PERCEPTIONS OF HARM AND DESECRATION IN LIBERALS’ CONDEMNATION OF ENVIRONMENTAL DESTRUCTION**

Social conservatives commonly decry same-sex marriage as a desecration of marriage. Five studies show that liberals also condemn the desecration of their own sacred objects/practices, such as the environment. In studies 1-2, liberals opposed the Keystone XL Pipeline as a desecration. In many instances of environmental destruction, physical or emotional harm befalls innocent victims, leaving open the possibility that liberals react to the suffering, and decry the sacrilege only for dramatic effect. To test whether sanctity plays an independent role in liberals’ moral judgment, studies 3-5 examined liberals’ moral condemnation of a real world, yet objectively harmless act of sacrilege: the flagrant bolting of a lifeless mountain in South America. Both observational and experimental studies found that liberals cited both harm and sacrilege as reasons for opposing the mountain bolting, with sacrilege being the primary one. Sanctity plays a critical role in culture war clashes between liberals and conservatives.

**Jeremy Frimer**
1Univ. of Winnipeg

**“IMPURITY” IS HARMFUL: THE PARSIMONY AND PLURALISM OF HARM**

Liberals and conservatives disagree about many issues, including religion and sexuality. One popular theory, moral foundations theory (MFT), attributes this disagreement to the differential activation of a “purification foundation,” hypothesized to be a distinct, domain-specific cognitive mechanism.

**Dyadic morality** denies the existence of “moral foundations,” suggesting instead that so-called purity is one variety of perceived harm. Dyadic morality suggests that all morality, whether murder or masturbation, is seen through a harm-based template. This template of harm exerts a powerful cognitive gravity, which can explain both the centrality of harm in moral judgment, and the ubiquity of harm in moral dialogue. This talk systematically contrasts predictions of dyadic morality and MFT regarding purity and harm in light of recent evidence in social psychology.

**Kurt Gray**
1UNC Chapel Hill

**PARADISE LOST: HOW MORAL PSYCHOLOGY WOULD CONTRACT IF REDUCED TO HARM**

One of the oldest debates in psychology is whether morality is one thing or many. Those who take a “monist” position usually say the one is harm, or else fairness. In recent years, Gray and his colleagues have conducted a variety of experiments showing the importance of harm, and illustrating the operation of a “dyadic template” in moral cognition. While accepting many of Gray’s empirical findings, we will challenge his interpretation of those findings. We’ll show all that is lost when moral life is interpreted within a monist framework. We’ll clarify what it means to be a pluralist about morality: what exactly is a moral foundation, and why do we think there are so many of them? We’ll focus our attention on the sanctity foundation, which we believe is the least accessible to modern secular thinkers.

**Jonathan Haidt**, Jesse Graham
1New York Univ., 2Univ. of Southern California

**DISGUST AND THE DOMAIN OF MORAL PURITY**

It has been argued that moral violations in the domain of purity are often characterized by the presence of a disgust response; “moral disgust” is seen as the result of an appraisal that a purity violation has occurred. However, I will argue that there is little empirical evidence that disgust bears any special relationship to morality, but that disgust is elicited simply by cues that involve the threat of disease (or at least those that did in our evolutionary past). Cases in which there is overlap between disease threats and norm violations (such as in cases of certain sexual behaviors) give rise to disgust, but the disgust elicited does not reflect an appraisal that a moral violation has occurred. If there is a separate moral domain that is concerned with purity, there is little evidence that it can be carved out by the mere presence of disgust.

**David Pizarro**
1Cornell Univ.
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1Univ. of California, Santa Barbara

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Ezgi Besikci1, Christopher Agnew1
1Purdue Univ.

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Serena Chapman1, M. Joy McClure1
1Adelphi University

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Emma Routhier1, Abdiel Flores1, Katherine Zee1, Niall Bolger1
1Columbia Univ.

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Kimberlee Staats1, Alexander Nagurney1
1Univ. of Hawaii at Hilo

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YOU KNOW YOU WANT ME: NARCISSISM AND PERCEPTIONS OF SEXUAL INTEREST
Elizabeth Lundholm1, Anthony Hermann1
1Bradley University, 2n/a

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Jun Park1, Sara Gottlieb2, Piercarlo Valdesolo3
1Pomona College, 2Univ. of California, Berkeley, 3Claremont McKenna College

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Adrienne Crowell1, Brandon Schmeichel1
1Texas A&M Univ.

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Monica Bartlett1, Mark Ornelas1, Piercarlo Valdesolo2
1Gonzaga Univ., 2Claremont McKenna College

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1Hope College

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Yuma Shiraki1, Tasuku Igarashi2
1Japan Society for the Promotion of Science, 2Nagoya Univ.
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Nida Ali1, Cory Cooperman1, Jens Pruessner2
1McGill Univ., 2McGill Centre for Studies in Aging

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Elaine Cheung1, Wendi Gardner1, Jason Anderson2, Lara Kammrath3
1Northwestern Univ., 2Univ. of California, Santa Barbara, 3Wake Forest Univ.

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Jason Anderson1, Shelly Gable1, Elaine Cheung2, Wendi Gardner2
1Univ. of California, Santa Barbara, 2Northwestern Univ.

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Conor Steckler1, Jessica Tracy1
1Univ. of British Columbia

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Thea Schei1, Sana Sheikh2, Simone Schnall3
1Univ. of Cambridge, 2Massachusetts General Hospital

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Lawrence Reed1, Peter DeScioli2, Steven Pinker3
1McLean Hospital/Harvard Medical School, 2Stony Brook Univ., 3Harvard Univ.

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Alek Chakroff1, Liane Young1
1Boston College

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Hideya Kitamura1
1Kansai Univ.
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1Univ. of California Los Angeles, 2Univ. of Pittsburgh, 3Yale Univ.

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Nicole Henninger1, Christine Harris1
1Univ. of California, San Diego

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Joanna Hong1, Susan Charles1
1Univ. of California, Irvine

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Sarah Herpertz1, Astrid Schütz1, John Nezlek2
1Univ. of Bamberg, 2College of William & Mary

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Shuji Uko1, Yuko Amaya2
1Nagoya Univ., 2Nagoya City Univ.

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Claire Prade1, Vassilis Saroglou1
1Univ. of Louvain

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Patti Parker1, Raymond Perry1, Jeremy Hamm1, Judith Chipperfield1, Elisabeth Meier2, Kristina Loderer2
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Stephanie Chen1, Richard Nisbett1
1Univ. of Michigan

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Talya Lazerus1, Jeff Galak1
1Carnegie Mellon Univ.

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Iliane Houle1, Frederick Philippe1
1Univ. of Quebec at Montreal

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Leanne Craig1, J. Norris2, Jana Hackathorn1
1Murray State Univ., 2Berea College

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Yulia Chentsova Dutton1, Gerrod Parrott1, Dimitry Lyusin2
1Georgetown Univ., 2Moscow Higher School of Economics

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Liat Netzer1, Eran Halperin2, Maya Tamir2
1Hebrew Univ., 2IDC Herzliya

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Denise Beike1
1Univ. of Arkansas

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Taylor West1, Madison Theis1, Robert Goodman1, Heidi Wayment1
1Northern Arizona University

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Emorie Beck1, Bertram Malle1
1Brown Univ.
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Amy Davis¹, Amber Baumann¹, Bristyn Thompson¹, Jessica Steele¹
¹Western State Colorado Univ.

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THE INFLUENCE OF PARENTING PRACTICES ON CHILDREN’S ABILITY TO DECODE VERBAL ANGER
Yachen Li¹, Kyla McDonald², Nancy Cohen², Fataneh Farnia¹
¹Univ. of Toronto, ²Ryerson University

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THE ROLES OF RELATIONAL CLOSENESS AND OXYTOCIN ON ENVY
Yaunye Wang¹, Sieun An¹, Yaozhong Li¹, Shihui Han¹
¹Peking University

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SEXUAL SELECTION, PROXIMATE MATING MOTIVES AND AGGRESSIVE BEHAVIOR IN MEN
Sarah Ainsworth¹, Jon Maner²
¹Univ. of North Florida, ²Northwestern Univ.

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WOMEN’S EVALUATIONS OF OTHER WOMEN’S BODY ODOR DEPEND ON TARGETS’ FERTILITY AND HORMONAL CONTRACEPTION USE
Kelly Gildersleeve¹, Melissa Fales¹, Martie Haselton¹
¹UCLA

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AGE MODERATES THE EFFECT OF ATTRACTIVENESS DISCREPANCIES ON THE IMPORTANCE OF BEING ATTRACTIVE
Elizabeth Brown¹, J. Adam Randell¹, Jeff Seger¹
¹Cameron Univ.

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SLEEP CHANGES IN “HOMO ERECTUS”: THE IMPLICATIONS FOR CREATIVITY AND EMOTIONALITY IN LATER HOMININS
Margaret Boone Rappaport¹, Christopher Corbally²
¹The Human Sentence Project, ²U of Arizona/Vatican Observatory

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BEHAVIORAL REACTIONS TO EMOTIONAL AND PHYSICAL INFIDELITY: MATE ABANDONMENT VS. MATE RETENTION
Mandy Walsh¹, Murray Millar¹
¹Univ. of Nevada, Las Vegas

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FACIAL RESEMBLANCES GENERATE FAVORITE
Yu Quanlei¹, Zhang Qiuying², Jin Shenghua¹
¹Beijing Normal Univ., ²Univ. of Miami

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ROMANTIC MOTIVES MAKE THE RELATIVE ASPECTS OF HAPPINESS SALIENT
Ji-eun Shin¹, Eunkook Suh¹, Jong Dae Kim¹, Ahra Ko¹
¹Yonsei Univ.

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OTHER WOMEN’S FERTILITY STATUS PREDICTS FEMALE JEALOUSY
Ashalee Hurst¹, Jessica Alquist¹
¹Texas Tech Univ.

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ATTITUDES TOWARD PREGNANT WOMEN AS A TEST OF THE EVOLUTIONARY SOCIAL PSYCHOLOGICAL PERSPECTIVE
Lea Folsom¹, Charlotte Tate¹
¹San Francisco State Univ.

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MEN’S PERCEIVED PARTNER COMMITMENT AND BEHAVIORAL JEALOUSY: THE MODERATING ROLE OF WOMEN’S HORMONAL CONTRACEPTIVE USE
Juliana French¹, Andrea Meltzer¹, Jon Maner²
¹Florida State Univ., ²Northwestern Univ.

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DISGUST SENSITIVITY PREDICTS INTERPERSONAL ATTRACTION
John Terrizzi, Jr.¹, Amanda Fleming¹
¹Texas Woman’s Univ.

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THE EFFECTS OF ALCOHOL AND FERTILITY ON WOMEN’S SEXUAL DECISION MAKING
Emma Altgelt¹, Tina Zawacki¹, Andrea Fernandez¹, Alexander Wang¹
¹The Univ. of Texas at San Antonio

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AN EVIDENCE-BASED ANALYSIS OF THE ACCURACY OF INDIRECT OVULATION PREDICTION METHODS COMPARED WITH A HORMONAL MEASURE OF OVULATION
Khandis Blake¹, Barnaby Dixson², Siobhan O’Dean¹, Tom Denson¹
¹Univ. of New South Wales, ²The Univ. of Queensland
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UNDERSTANDING THE ATTRACTION OF VIOLENT VIDEO GAMES: INSIGHTS FROM EVOLUTIONARY PSYCHOLOGY
Thomas Denson1
1Univ. of New South Wales

NEUROENDOCRINE AND PSYCHOLOGICAL RESPONSES TO A SOCIETAL INTER-GROUP DOMINANCE CONTEST: EVIDENCE FROM THE 2012 PRESIDENTIAL ELECTION
Smrithi Prasad1, Keith Welker2, Bethany Lassetter3, Pranjal Mehta1
1Univ. of Oregon, 2Univ. of Massachusetts, 3Univ. of Iowa

IMPLICIT RELATIONS

IMPLIED WEALTH ATTITUDES PREDICT TOLERANCE FOR RICH PEOPLE’S LOWER WARMTH BEHAVIOR
Suzanne Horwitz1, John Dovidio1
1Yale Univ.

THE EFFECT OF THREAT ON COMMUNITY IDENTIFICATION AND INVOLVEMENT
Emily Shaffer1, Lauren Ruelens1, Lisa Molix1
1Tulane Univ.

ACCURACY OF RACE AND SEXUAL ORIENTATION CATEGORIZATIONS IN LATINO TARGETS: IMPLICATIONS FOR PERSON PERCEPTION RESEARCH
Kevin Castro-Moino1, Ariana Bell1, Sandra Graham1
1UCLA

I SPY WITH MY LITTLE EYE SOMEONE WHO IS COLORBLIND: THE INTERPERSONAL CONSEQUENCES OF ENDORSING COLORBLINDNESS AND MULTICULTURALISM
Lauren Ruelens1, Emily Shaffer1, Dr. Lisa Molix1
1Tulane Univ.

REPRESENTATIONS OF INDIAN HISTORY AS TOOLS FOR IDENTITY- RELEVANT CONCERNS: A CULTURAL PSYCHOLOGICAL ANALYSIS
Sahana Mukherjee1
1Gettysburg College

INTERGROUP RELATIONS

ADOLESCENTS’ BELIEFS ABOUT THE NATURE OF ETHNICITY, GENDER AND SEXUAL ORIENTATION: THE ROLE OF ESSENTIALIST THINKING IN INTERGROUP ATTITUDES AND PEER RELATIONS
Negin Ghavami1
1UCLA

THEIR PERSPECTIVE, THEIR EXPERIENCE: OVERCOMING TRAIT PERSPECTIVE-TAKING AND ENGAGING OUTGROUP EXPERIENCE
Linas Mitchell1, Beth Pontari1
1Furman Univ.

HATE CRIME CAUSES VICTIM GROUP ANGER MEDIATED BY EMPATHY FOR THE VICTIMS THEMSELVES
Jennifer Paterson1, Rupert Brown1, Mark Walters1
1Univ. of Sussex

CHILDREN RECTIFY INEQUALITIES FOR DISADVANTAGED GROUPS
Laura Elenbaas1, Michael Rizzo1, Melanie Killen1
1Univ. of Maryland

YOUNG CHILDREN’S INTERGROUP EVALUATIONS: THE ROLE OF SOCIAL-COGNITIVE COMPETENCIES
Kelly Lynn Mulvey1
1Univ. of South Carolina

WHAT CAN SOCIAL PSYCHOLOGY LEARN FROM EVIDENCE FROM STUDIES OF INTERGROUP DYNAMICS IN CHILDHOOD?
Dominic Abrams1, Kiran Purewal1, Julie Van de Vyver1
1Univ. of Kent

WHAT APPLIES TO ME APPLIES TO YOU: VALUE-BASED STANDARDS GUIDE INFERENCES OF SEXISM
Chelsea Mitamura1, Patricia Devine1
1Univ. of Wisconsin-Madison

CONCERN ABOUT THE RELATIONAL IMPLICATIONS OF APPEARING PREJUDICED
Emily Dix1, Patricia Devine1
1Univ. of Wisconsin-Madison

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THE EYES HAD IT: DISRUPTING FACE PROCESSING ATTENUATES PREFERENCE FOR INGROUP MEMBERS’ EYES
E. Paige Lloyd1, Steven Almaraz1, Mary Frame1, Jason Deska1, Kurt Hugenberg1, Kerry Kawakami2, Allen McConnell1
1Miami Univ., 2York Univ.

INTERGROUP RELATIONS
WHEN “HAVES” GIVE TO “HAVE NOTS”: THE AFFECTIVE CONSEQUENCES OF GENEROSITY ACROSS THE STATUS DIVIDE
Alyssa Croft1, Toni Schmader1, Gillian Sandstrom2, Navio Kwok3
1Univ. of British Columbia, 2Univ. of Essex, 3Univ. of Waterloo

INTERGROUP RELATIONS
CELEBRATE DIVERSITY OR HIGHLIGHT HISTORY?: THE CONSEQUENCES OF BLACK AND WHITE HISTORY MONTH DESIGNS
Stacey Rieck1, Andrea Haugen1, Phia Salter1
1Texas A&M Univ.

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THE EFFECTS OF RACE ON SPATIAL PERSPECTIVE TAKING
Cassie Whitt1, Matthew Winslow1
1Eastern Kentucky Univ.

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FOUNDATIONS OF MATH-GENDER STEREOTYPE THREAT IN PRESCHOOL
Antonya Gonzalez1, Andrew Baron1
1Univ. of British Columbia

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Melanie Killen1, Shelby Cooley1
1Univ. of Maryland

INTERGROUP RELATIONS
EXAMINING THE ROLE OF CATEGORIZATION IN CHILDREN’S IMPLICIT RACIAL BIAS
Amanda Williams1, Jennifer Steele2
1Sheffield Hallam Univ., 2York Univ.

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THE RELATIONSHIP BETWEEN NATIONALISM AND NARCISSISM
Shang-Hui Shin1, Jeongmyung Kim1, Sun Park1, Ariel Lee2, Taekyun Hur1
1Korea Univ., 2Seoul International School

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JUDGING A BOOK BY ITS LOVER: PERCEIVING ETHNIC IDENTITY FROM ROMANTIC PARTNER CHOICES
Lisa Brown1, Jazmin Kelly1, Diana Dinh1, Ashley Malcom1
1Austin College

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Ariane Eason1, Jessica Sommerville1, Cheryl Kaiser1
1Univ. of Washington

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Nicholas Santascoy1, Sara Burke1, John Dovidio1
1Yale Univ.

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Crystal Clarke1, Patrick Shrout1
1New York Univ.

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Brian Goldman1, Pearl Chang1, Heather Ness1, Jamal El-Amin1, Pinky Patel1
1Clayton State Univ.

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Thomas O’Brien1, Bernhard Leidner1
1Univ. of Massachusetts Amherst

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THE EFFECT OF SCENE INCONSISTENCY ON PREJUDICE AGAINST MINORITY
Xiaoxiao Zhang1
1Beijing Normal Univ.

INTERGROUP RELATIONS
EMPATHIC JOY IN POSITIVE INTERGROUP RELATIONS RESEARCH, THEORY AND PRACTICE
Todd Pittinsky1, R. Montoya2
1Stony Brook Univ., 2Univ. of Dayton

INTERGROUP RELATIONS
I DIDN’T WANT TO LIKE YOU, BUT YOU’RE COOL: RWA, QUALITATIVE CONTACT AND CHRISTIAN AND JEWISH ATTITUDES TOWARD ATHEISTS IN THE U.S.
C. Malik Boykin1, Fiammetta Bruga2, Arthur Aron1, Shelly Zhou3, Stephen Wright4, Steven Spector5
1Univ. of California Berkeley, 2Univ. of Bologna, 3Univ. of Toronto, 4Simon Fraser Univ., 5Stony Brook Univ.
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<td>Alexandra Godwin¹, Andrea van Dommelen¹, Karen Gonsalkorale¹, Lisa Zadro¹</td>
<td>¹Univ. of Sydney</td>
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<td>Candice Heider¹, Gail Overbey¹</td>
<td>¹Southeast Missouri State Univ.</td>
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<td>Tina Nguyen¹, Maureen Craig², Kentaro Fujita²</td>
<td>¹Univ. of Oklahoma, ²The Ohio State Univ.</td>
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<td>Kayne Mettert¹, Kathryn Kroeper¹, Mary Murphy¹</td>
<td>¹Indiana University</td>
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<td>Emily Janik¹, Kristin Ressel¹</td>
<td>¹Hobart and William Smith Colleges</td>
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<td>Davey Chafe¹, Katelynn Carter-Rogers¹, Shamovone Pye-Strowbridge¹, Steven Smith¹, Miriam Habib¹</td>
<td>¹Saint Mary's Univ.</td>
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<td>Yosuke Ito¹, Makoto Hirakawa¹, Nakashima Kenichiro¹, Yasuko Morinaga¹</td>
<td>¹Hiroshima Univ.</td>
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<td>Jen Heewon Park¹</td>
<td>¹New York Univ.</td>
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<td>David Lick¹, Kerri Johnson²</td>
<td>¹New York Univ., ²Univ. of California, Los Angeles</td>
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<td>Piotr Winkielman¹</td>
<td>¹Univ. of California, San Diego</td>
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<td>H. Min¹, Heather Kappes², Adam Alter³</td>
<td>¹Univ. of Colorado - Boulder, ²The London School of Economics and Political Science, ³New York Univ.</td>
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<td>Bianca Dreyer¹, Anne Wilson¹, Roger Buehler¹</td>
<td>¹Wilfrid Laurier Univ.</td>
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<td>Midori Toyama¹</td>
<td>¹Gakushuin Univ.</td>
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<td>Filipe Loureiro¹, Teresa Garcia-Marques¹</td>
<td>¹ISPA-IU</td>
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<td>Yuxi Zhu¹, Simone Ritter¹, Ap Dijksterhuis¹</td>
<td>¹Radboud Univ.</td>
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<td>Amanda Dale¹, Abbey Riemer¹, Michelle Haikalis¹, Sarah Gervais¹</td>
<td>¹Univ. of Nebraska - Lincoln</td>
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<td>Imer Arnautovic¹, Lloyd Sloan¹, Amanda ElBassiouny²</td>
<td>¹Howard Univ., ²Spring Hill College</td>
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<td>Kathrin Hanek¹, J. Yates¹</td>
<td>¹Univ. of Michigan</td>
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<td>Steven Tompson¹, Sarah Huff¹, Shinobu Kitayama¹, Carolyn Yoon¹</td>
<td>¹Univ. of Michigan</td>
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<td>Christopher Cascio¹, Matthew O'Donnell¹, Elizabeth Beard¹, Emily Falk¹</td>
<td>¹Univ. of Pennsylvania</td>
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<td>¹Univ. of Pennsylvania, ²Univ. of Michigan, ³Univ. of Sherbrooke, ⁴National Institute of Child Health and Human Development</td>
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<td>Natalie Wheeler¹, Eugene Caruso¹</td>
<td>¹The Univ. of Chicago</td>
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<td>Patrick Heck¹, Julia Elia¹</td>
<td>¹Brown Univ.</td>
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<td>Stephanie Anglin¹</td>
<td>¹Rutgers Univ.</td>
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<td>Brittany Liu¹</td>
<td>¹Kalamazoo College</td>
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<td>Andreas Miles-Novelo¹, Abigail Riemer¹, Richard Wiener¹, Sarah Gervais¹</td>
<td>¹Univ. of Nebraska - Lincoln</td>
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<td>Ana Levordashka¹, Nicole Muscanell¹, Sonja Utz¹</td>
<td>¹Leibniz Institute for Knowledge Media</td>
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<td>Mark Thornton¹, Diana Tamir²</td>
<td>¹Harvard Univ., ²Princeton Univ.</td>
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1Univ. of Maryland

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1Crafton Hills College, 2Crafton Hills College

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1Univ. of Oklahoma

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1Univ. of Pennsylvania

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1Wilfrid Laurier Univ., 2Florida State Univ., 3State Univ. of New York at Purchase

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1Univ. of Southern California

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1Chinese Univ. of Hong Kong

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Laura Krieger¹, Naomi Grant², Leandre Fabrigar¹, Harrison Nemirov¹, Meghan Norris³  
¹Queen’s Univ., ²Mount Royal Univ., ³Purdue Univ.

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**Reducing the Negative Effects of Media Exposure on Body Image: The Effectiveness of Subvertising and Warning Labels.**  
Yasmin Akbari²  
²Chapman Univ.

**Hooking Up in College: Can a Norm Misperception Intervention Brochure Help Unblur the Lines?**  
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¹Amherst College

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Ning Zhang¹, Li-Jun Ji¹  
¹Queen’s Univ.

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Timothy Hayes¹, Coby Crosby¹, Wendy Wood¹  
¹Univ. of Southern California

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Joshua Patenaude¹  
¹Sam Houston State Univ.

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¹The Hebrew Univ. of Jerusalem

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Clayton Neighbors¹, Mary Tomkins¹, Nisha Quraishi¹, Kristen Lindgren²  
¹Univ. of Houston, ²Univ. of Washington

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Donald Saucier¹, Stuart Miller¹  
¹Kansas State Univ.

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¹Univ. of Alabama, ²Western Carolina Univ.

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¹Washington and Lee Univ.

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¹Univ. of Nebraska - Kearney

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¹Virginia Commonwealth Univ., ²CUNY Queens College, ³CUNY Graduate Center

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Russell Webster¹, Melinda Gaddy², Donald Saucier³  
¹Pennsylvania State Univ. - Abington College, ²VA Eastern Kansas Health Care Systems, ³Kansas State Univ.

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¹Mississippi State Univ.
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¹The Ohio State Univ.

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¹Amherst College

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Cayce Hook¹, Hazel Markus¹, Gregory Walton¹
¹Stanford Univ.

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Chelsie Young¹, Clayton Neighbors¹, Angelo DiBello², Carla Sharp¹, Michael Zvolensky³, Melissa Lewis⁴
¹Univ. of Houston, ²Brown Univ., ³MD Anderson Cancer Center, ⁴Univ. of Washington

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Zack Speer¹, Stephanie Simon¹, Harry Wallace¹
¹Trinity Univ.

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¹Univ. of Arizona

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Dawn Foster¹, Kristin Dukes², Carolyn Stalgaitis¹
¹Yale School of Medicine, ²Simmons College, ³Connecticut Medical Health Center

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¹Trinity Univ.

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¹Stanford Univ., ²Nantes Univ., ³Univ. of North Carolina at Chapel Hill, ⁴Arizona State Univ.

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¹Rescue Social Change Group, ²Food and Drug Administration Center for Tobacco Products

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¹Trinity Univ.

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¹Univ. of Michigan, ²Univ. of Hawaii Cancer Center, ³Univ. of Connecticut

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Kira Hutchinson¹
¹Colorado State Univ.

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¹UC San Diego

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¹Mercyhurst Univ.
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¹Michigan State Univ., ²Texas A&M Univ.

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¹Ohio Wesleyan Univ.

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¹Hobart & William Smith Colleges, ²Centre College, ³Purdue Univ.

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¹Univ. of Alabama, ²Iowa State Univ., ³Univ. of Cincinnati, ⁴Binghamton Univ.

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¹Hogan Assessment Systems

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¹Univ. of South Alabama

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¹The Univ. of Texas at El Paso

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Rachel Zambrano¹, Nick Brown¹, Ryne Sherman¹  
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Elizabeth Carlson¹, Deborah Danzis¹  
¹High Point University
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<td>Daniel Nadolny¹</td>
<td>Fanny Grenier¹, Marie-Claude Beaudet-Ménard¹, Jean-Michel Robichaud¹, Joëlle Carpenter⁵, Diana Cardenas¹, Roxane de la Sablonnière¹, Geneviève A. Mageau, Ph.D.¹</td>
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<td>¹Memorial Univ. of Newfoundland, Grenfell Campus</td>
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<td>Dirkje Pril⁶, Joris Lammers¹</td>
<td>Johanna Folk¹, Carle Wirshba², Ashley Dobbins¹, June Tangney¹, Jeffrey Stuewig¹</td>
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<td>¹Social Cognition Center Cologne</td>
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<td>Meghan Crabtree¹, Jessica Stetler¹, Lauren Hernandez¹, Willie Hale¹, David Pillow¹</td>
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<td>Monica Reyes¹, Hal Hershfield², Abraham Rutchick¹</td>
<td>Daniel Smith¹, Jeff Seger¹, J. Adam Randell¹</td>
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<td>¹California State Univ., Northridge, ²Univ. of California, Los Angeles</td>
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¹Center for Research on Educational Testing, ²Kanagawa Univ., ³Univ. of Tsukuba

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¹Zhejiang Univ., ²Columbia Univ.

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¹Univ. of California, Berkeley, ²The State Univ. of New York at Stony Brook

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Nairan Ramirez-Esparza¹, Adrian Garcia-Sierra¹, Patricia Kuhl²
¹Univ. of Connecticut, ²Univ. of Washington

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ATTACHMENT INSECURITY PREDICTS LESS CONSTRUCTIVE SEXUAL CONFLICT COMMUNICATION IN COHABITING COUPLES
Jennifer Pink¹, Roanne Millman¹, Rebecca Cobb¹
¹Simon Fraser Univ.

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Marie-Joelle Estrada¹
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Kelley Robinson¹, Cara Samuel¹
¹Univ. of Winnipeg

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WANTING TO KNOW AND WANTING TO CARE: CURIOSITY PREDICTS GREATER EMPATHIC CONCERN AND DECREASED PERSONAL DISTRESS
Athena Cairo¹, Jeffrey Green¹
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¹Univ. of California, Irvine, ²St. Alexius Medical Center, ³Northcentral Univ., ⁴Carnegie Mellon Univ.

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¹The Ohio State Univ.

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¹Humboldt Univ., Berlin, ²Univ. of Haifa

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¹Georgetown Univ., ²UC Irvine, ³Arizona State Univ.

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¹Univ. of California, Irvine

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¹Brown Univ., ²Harvard Univ.

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¹Harvard Univ., ²Yale Univ.

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¹Yale Univ.

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Alireza Golmohammadi¹, Ronn Smith¹
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Kristin Donnelly¹, Nicholas Christenfeld¹
¹Univ. of California, San Diego

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Monica Gamez-Djokic¹, Daniel Molden¹
¹Northwestern Univ.

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¹Univ. of North Dakota

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¹Univ. of Virginia

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¹Yale Univ.

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¹DePaul Univ., ²Università Degli Studi Di Milano Bicocca

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¹Florida State Univ.

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¹Univ. of California, Berkeley

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¹Texas A&M Univ., ²DePaul Univ.

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¹Wake Forest Univ.

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¹Cameron Univ.

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¹McGill Univ.

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¹Univ. of Melbourne

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¹Univ. of Victoria, ²Univ. of Rochester

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Aaron Szczech-Johnson¹
¹Metropolitan State Univ.

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¹Goldsmiths, Univ. of London, ²ISPA & ISCTE, ³CIS-ISCTE, ⁴Univ. of Cambridge, ⁵ISCTE

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Marie Crouzeville¹, Fabrizio Butera¹
¹Univ. of Lausanne

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¹Hope College, ²Virginia Commonwealth Univ.

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¹Harvard Univ., ²Massachusetts Institute of Technology

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omesjohar1
1Univ. of St. Thomas

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1Univ. of California, Riverside

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¹Center for Research on Educational Testing, ²Sungshin Women’s Univ.

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1Univ. of Rochester

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1Osaka Univ. of Economics

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¹Ryerson Univ., ²New York Univ.

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¹Univ. of Western Australia, ²Univ. of New South Wales

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Gaëtan Merlhiot¹, Laurie Mondillon¹, Marie Bayot², Nicolas Vermeulen², Martial Mermillod³
¹Université Clermont Auvergne, ²Université catholique de Louvain, ³Univ. Grenoble Alpes

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¹Brandeis Univ.

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¹Univ. of South Carolina Aiken, ²Univ. of Rochester

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Gregory Davis¹
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Drew Walker¹, Kevin Smith², Edward Vul¹
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Charles Ebersole¹, Jordan Axt¹, Brian Nosek¹
¹Univ. of Virginia

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Jana Spain¹
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Sean Malahy¹, Benoît Monin¹
¹Stanford Univ.

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Alexander Brunot¹, Frank Bernieri¹, Alyssa Raymond¹
¹Oregon State Univ.

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Gentiana Sadikaj¹, D. S. Moskowitz¹, David Zuroff¹
¹McGill Univ.

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ATHEISTS AND CHRISTIANS CAN BE DIFFERENTIATED FROM THEIR FACES
Shane Pitts¹, John Paul Wilson²
¹Birmingham–Southern College, ²Univ. of Toronto
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